

**Export potential of Georgia's agro-food sector
on other non-CIS markets:
top-10 destinations for each of selected top-20 products**

Veronika Movchan, Ricardo Giucci, Niklas Dornbusch

German Economic Team Georgia

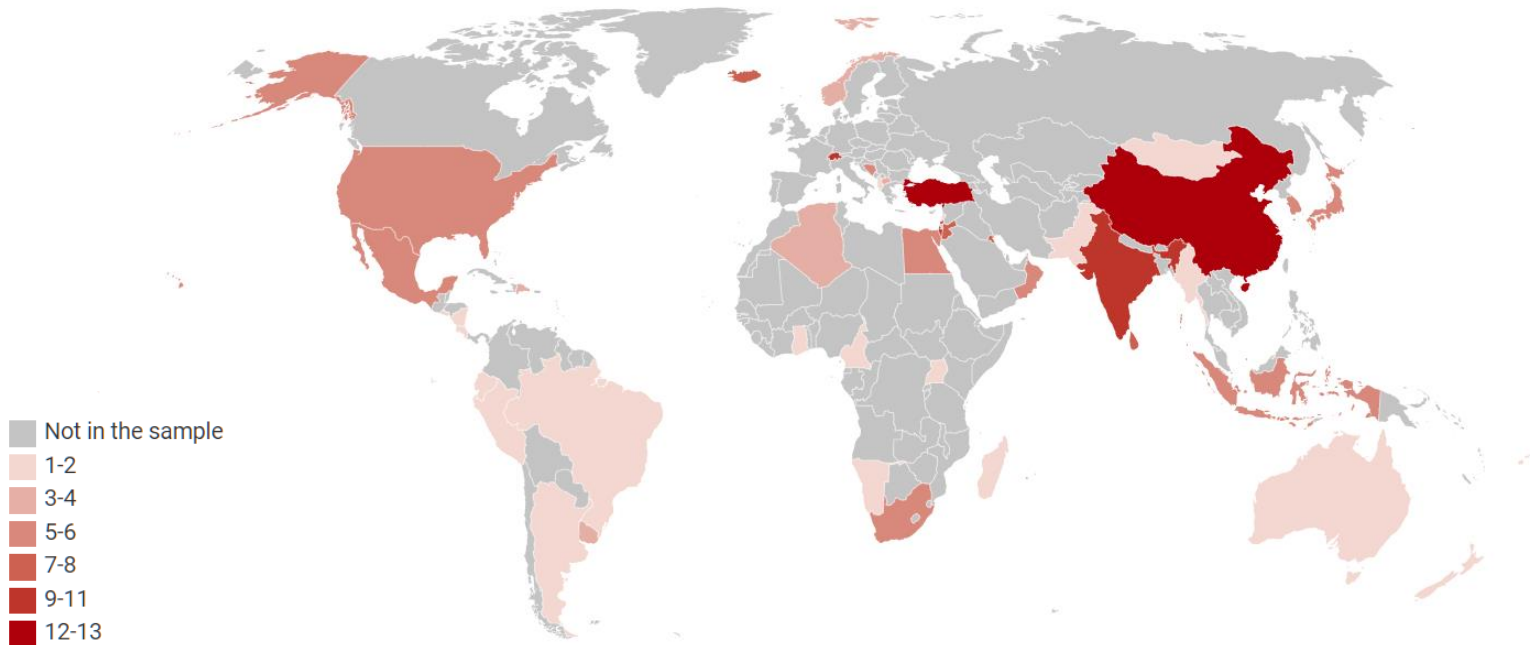
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Explanatory note

- This technical note accompanies **PB/02/2019 “Export potential of Georgia’s agro-food sector on the EU market and other non-CIS countries”**
- Aim of PB/02/2019: identification of GEO agro-food products with the highest export potential on the EU market and other non-CIS countries
- Export potential assessment is done in two stages:
 - Stage I: Identification of top-20 products with the highest potential*
 - Stage II: Identification of top-10 importing countries for each of top-20 products*
- Here, we present **results of Stage II assessments for other non-CIS markets**

Non-CIS countries ranked by the export potential for top-20 GEO agro-food products

Next 20 slides: 20 tables containing top-10 countries for each product



Source: own estimates

HS 110100 “Wheat or meslin flour”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	74	Japan	3	152%	7833	yes	no
2	74	Kuwait	11	4922%	1408	yes	no
3	73	Hong Kong	106	4%	6708	no	no
4	72	Switzerland	6	18%	3003	no	no
5	70	Australia	14	13%	13696	no	no
6	70	Brunei	8	63%	8009	no	no
7	70	Mexico	84	1%	12285	no	no
8	69	Singapore	51	7%	7400	no	no
9	68	Jordan	3	-3%	1343	yes	no
10	68	China	51	235%	5853	no	no

Source: own estimates

HS 230400 “Oilcake and other solid residues resulting from the extraction of soya-bean oil”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	81	Jordan	164	15%	1343	yes	no
2	79	Israel	69	62%	1394	yes	no
3	78	Indonesia	1841	3%	8220	yes	no
4	78	Sri Lanka	92	16%	5189	yes	no
5	78	Kuwait	35	8%	1408	yes	no
6	77	Turkey	281	14%	1325	yes	yes
7	76	China	36	239%	5853	no	yes
8	76	Madagascar	12	31%	6749	yes	no
9	75	Ghana	22	72%	6000	yes	no
10	75	FYR Macedonia	11	10%	1930	yes	no

Source: own estimates

HS 070200 “Tomatoes, fresh or chilled”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	84	Iceland	4	23%	4825	no	yes
2	72	Dominican Republic	0	179%	10550	no	no
3	71	Fiji	0	12%	14929	no	no
4	69	Jordan	0	134%	1343	yes	no
5	68	Israel	17	18%	1394	no	no
6	67	Kuwait	37	-21%	1408	yes	no
7	67	Norway	65	-5%	3078	no	no
8	67	Switzerland	89	-3%	3003	no	no
9	64	United States	2272	-11%	8981	no	no
10	64	South Africa	1	33%	8840	no	no

Source: own estimates

HS 200819 “Nuts and other seeds, incl. mixtures, prepared or preserved”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	98	China	130	5%	5853	yes	yes
2	81	Switzerland	69	15%	3003	no	no
3	80	Israel	22	2%	1394	yes	no
4	80	Turkey	11	38%	1325	yes	no
5	78	Uruguay	4	36%	13338	no	no
6	71	Iceland	2	51%	4825	no	no
7	70	Dominican Republic	4	40%	10550	no	no
8	68	United States	477	13%	8981	yes	no
9	67	Argentina	7	16%	13504	no	no
10	67	Egypt	8	25%	1780	yes	no

Source: own estimates

HS 151590 “Fixed vegetable fats and oils and their fractions”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	85	China	42	98%	5853	yes	no
2	82	Turkey	9	34%	1325	yes	no
3	80	Algeria	3	1%	3608	yes	no
4	80	Jordan	1	34%	1343	yes	no
5	78	Norway	20	93%	3078	no	yes
6	76	Hong Kong	12	82%	6708	no	no
7	72	Uruguay	26	4%	13338	no	no
8	72	Mexico	9	1%	12285	no	no
9	72	Iceland	0	5%	4825	no	no
10	71	Namibia	2	9%	7704	yes	no

Source: own estimates

HS 151211 “Crude sunflower-seed or safflower oil”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	86	Switzerland	44	4%	3003	yes	no
2	75	Mongolia	0	3616%	4814	no	no
3	75	Iceland	0	8%	4825	no	no
4	74	Korea	0	160%	6783	yes	no
5	74	Egypt	307	199%	1780	yes	no
6	73	Kuwait	1	-29%	1408	yes	no
7	73	Japan	26	-15%	7833	yes	no
8	72	Ghana	0	115%	6000	no	no
9	72	Israel	2	-1%	1394	yes	no
10	72	Ecuador	26	37%	12730	no	no

Source: own estimates

HS 210111 “Extracts, essences and concentrates, of coffee”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	81	China	29	8%	5853	yes	yes
2	76	Turkey	113	18%	1325	yes	no
3	76	Israel	58	7%	1394	yes	no
4	72	Japan	178	20%	7833	yes	no
5	68	FYR Macedonia	4	6%	1930	yes	no
6	64	Hong Kong	101	2%	6708	no	no
7	63	Peru	32	14%	13540	no	no
8	62	Myanmar	25	-28%	5601	yes	no
9	62	Singapore	57	3%	7400	no	no
10	81	China	29	8%	5853	yes	yes

Source: own estimates

HS 090240 “Black fermented tea and partly fermented tea in immediate packings of > 3 kg”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	85	Turkey	58	44%	1325	yes	no
2	77	Jordan	48	17%	1343	yes	no
3	76	China	100	37%	5853	no	yes
4	73	Oman	6	12%	2388	yes	no
5	72	Egypt	261	10%	1780	yes	no
6	71	Sri Lanka	15	120%	5189	no	no
7	71	FYR Macedonia	1	18%	1930	yes	no
8	69	Israel	4	7%	1394	yes	no
9	68	United States	195	45%	8981	yes	no
10	68	India	35	6%	3262	yes	no

Source: own estimates

HS 170199 “Sugar and chemically pure sucrose, in solid form”*

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	75	Japan	5	69%	7833	yes	no
2	74	Namibia	43	7%	7704	no	no
3	73	India	5	137%	3262	yes	no
4	68	Oman	60	24%	2388	no	no
5	67	Turkey	120	-18%	1325	yes	no
6	66	Costa Rica	6	9%	12271	no	no
7	64	Myanmar	833	24%	5601	no	no
8	63	Mexico	62	20%	12285	no	no
9	62	Egypt	207	-23%	1780	yes	no
10	62	Brunei	3	-22%	8009	no	no

Source: own estimates , *According to sectoral experts, export potential is not plausible

HS 081090 “Fresh tamarinds etc.”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	81	Turkey	1	3%	1325	yes	yes
2	76	Switzerland	23	6%	3003	yes	no
3	75	China	888	11%	5853	no	yes
4	74	India	11	22%	3262	no	no
4	74	Norway	9	4%	3078	yes	no
6	73	Indonesia	155	55%	8220	no	no
7	72	Oman	25	-19%	2388	yes	no
8	69	Egypt	4	14%	1780	yes	no
9	68	South Africa	1	37%	8840	no	no
10	68	New Zealand	3	10%	16015	no	no

Source: own estimates

HS 080810 “Fresh apples”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	81	India	308	34%	3262	yes	no
2	80	China	116	3%	5853	yes	yes
3	75	Sri Lanka	24	4%	5189	yes	no
4	70	Jordan	62	-6%	1343	yes	no
5	70	Hong Kong	181	-2%	6708	yes	no
6	70	Kuwait	25	2%	1408	yes	no
7	69	Switzerland	16	9%	3003	yes	no
8	68	Peru	46	13%	13540	no	no
9	67	El Salvador	17	7%	12273	no	no
10	67	Albania	7	25%	2076	no	no

Source: own estimates

HS 200799 “Jams, jellies, marmalades, purées or pastes of fruit, obtained by cooking”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	87	China	63	32%	5853	yes	yes
2	76	Turkey	7	21%	1325	yes	no
3	74	India	7	7%	3262	yes	no
4	68	Jordan	7	41%	1343	no	no
5	68	Madagascar	0	36%	6749	yes	no
6	67	Iceland	4	0%	4825	no	no
7	67	Hong Kong	21	1%	6708	no	no
8	66	Israel	18	-7%	1394	yes	no
9	65	Dominican Republic	5	13%	10550	no	no
10	64	Bosnia and Herzegovina	2	18%	2159	no	no

Source: own estimates

HS 151620 “Vegetable fats and oils and their fractions, partly or wholly hydrogenated”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	83	Norway	26	10%	3078	no	yes
2	75	Japan	62	5%	7833	no	no
3	72	Algeria	133	13%	3608	yes	no
4	71	Korea	28	9%	6783	no	no
5	70	New Zealand	21	47%	16015	no	no
6	68	Lebanon	12	29%	1196	yes	no
7	68	Brazil	30	-35%	11846	yes	no
8	67	Mexico	53	117%	12285	no	no
9	66	Hong Kong	0	-83%	6708	yes	no
10	65	United States	90	0%	8981	yes	no

Source: own estimates

HS 080930 “Fresh peaches, incl. nectarines”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	80	Oman	5	3%	2388	yes	no
2	79	Singapore	9	1%	7400	yes	no
3	74	South Africa	4	43%	8840	no	no
4	74	Hong Kong	44	16%	6708	yes	no
5	73	Turkey	0	94%	1325	yes	yes
6	73	Indonesia	1	43%	8220	yes	no
7	73	Sri Lanka	0	42%	5189	yes	no
8	72	Jordan	2	-27%	1343	yes	no
9	71	India	0	34%	3262	yes	no
10	69	Argentina	2	256%	13504	no	no

Source: own estimates

HS 200979 “Apple juice, unfermented, Brix value > 20”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	78	China	1	88%	5853	yes	yes
2	75	United States	458	0%	8981	yes	no
3	73	Bosnia and Herzegovina	1	63%	2159	no	no
4	72	Kuwait	2	-10%	1408	yes	no
5	72	India	9	43%	3262	yes	no
6	71	Sri Lanka	1	108%	5189	no	no
7	70	Korea	12	-8%	6783	yes	no
8	68	Uruguay	1	10%	13338	no	no
9	66	Switzerland	2	32%	3003	no	no
10	64	Algeria	1	86%	3608	no	no

Source: own estimates

HS 200939 “Single citrus fruit juice, unfermented, Brix value > 20”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	82	Japan	51	2%	7833	yes	no
2	81	China	8	68%	5853	yes	yes
3	80	Turkey	5	51%	1325	yes	yes
4	76	Mongolia	0	4%	4814	yes	no
5	75	Indonesia	1	89%	8220	yes	no
6	74	India	4	45%	3262	yes	no
7	73	Mexico	4	4%	12285	no	no
8	73	Bosnia and Herzegovina	0	14%	2159	no	no
9	72	FYR Macedonia	0	53%	1930	no	no
10	72	Israel	9	17%	1394	yes	no

Source: own estimates

HS 081040 “Fresh cranberries, blueberries etc.”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	94	China	104	41%	5853	yes	yes
2	86	Lebanon	1	47%	1196	yes	no
3	85	Iceland	6	34%	4825	yes	no
4	83	Singapore	17	20%	7400	yes	no
5	83	Hong Kong	51	16%	6708	yes	no
6	82	Korea	18	0%	6783	yes	no
7	82	Israel	0	59%	1394	yes	no
8	80	Brunei	0	128%	8009	yes	no
9	80	Bosnia and Herzegovina	0	152%	2159	yes	no
10	78	Switzerland	48	10%	3003	no	no

Source: own estimates

HS 230630 “Oilcake and other solid residues resulting from the extraction of sunflower seeds”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	93	Turkey	186	23%	1325	yes	yes
2	82	Korea	2	154%	6783	yes	no
3	75	Egypt	48	292%	1780	yes	no
4	75	Israel	48	11%	1394	yes	no
5	74	Switzerland	4	4%	3003	no	no
6	71	Oman	0	71%	2388	no	no
7	71	Pakistan	27	1%	2635	yes	no
8	69	Indonesia	1	118%	8220	yes	no
9	68	Sri Lanka	0	792%	5189	yes	no
10	68	Mauritius	1	294%	7011	yes	no

Source: own estimates

HS 100199 “Wheat and meslin”*

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	81	South Africa	328	9%	8840	yes	no
2	75	India	1223	180%	3262	yes	no
3	74	Israel	311	4%	1394	yes	no
4	74	Sri Lanka	302	31%	5189	yes	no
5	74	Kuwait	118	6%	1408	yes	no
6	74	Oman	143	24%	2388	yes	no
7	73	Bosnia and Herzegovina	74	6%	2159	no	no
8	67	Cameroon	358	124%	5359	yes	no
9	65	Algeria	1292	-1%	3608	yes	no
10	65	Uganda	147	18%	4767	yes	no

Source: own estimates ,* According to sectoral experts, export potential is not plausible

HS 081050 “Fresh kiwifruits”

Rank	Composite score (max=100)	Country	Import value, 2017, USD m	Import growth, % volume, 2017/2016	Distance to GEO, km	Distance advantage vs average supplier, yes/no	Import duty advantage vs applied duty, yes/no
1	75	Switzerland	31	1%	3003	no	no
2	73	India	34	11%	3262	no	no
3	72	Indonesia	12	13%	8220	no	no
4	68	Iceland	1	15%	4825	no	no
5	68	Mauritius	1	1%	7011	no	no
6	67	Turkey	5	36%	1325	yes	no
7	66	Nicaragua	0	16%	12232	no	no
8	65	El Salvador	1	5%	12273	no	no
9	65	Dominican Republic	1	51%	10550	no	no
10	65	China	364	-11%	5853	no	yes

Source: own estimates

Contacts

Niklas Dornbusch

dornbusch@berlin-economics.com

Veronika Movchan

movchan@berlin-economics.com

German Economic Team Georgia

c/o BE Berlin Economics GmbH

Schillerstr. 59, D-10627 Berlin

Tel: +49 30 / 20 61 34 64 0

www.get-georgia.de

Twitter: @BerlinEconomics

