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# **Trade Opportunity Scan for the ACP Pacific group of countries**

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## Preface

This report is an output of a collaborative effort between the Market Analysis & Research Section of ITC and the Trade and Markets Division of FAO. The report was prepared by Michael Freudenberg, Thierry Paulmier, Ian Sayers, Owen Skae, and Takako Ikezuki (ITC) and Jamie Morrison (FAO). The authors would like to thank Kerfalla Conté for the data calculations and Julie Claro (FAO) for statistical assistance. They would also like to thank Hernan Manson and Antony Sandana (ITC) for fruitful discussions and suggestions. For further details on the present study, please contact Michael Freudenberg (email: [freudenberg@intracen.org](mailto:freudenberg@intracen.org)).

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## Executive summary

### Rationale and main objectives

The objective of the EC All ACP Agricultural Commodities Programme is to strengthen stakeholders' capacities to develop and implement sustainable commodity strategies, to improve the incomes and livelihoods of producers of traditional or other agricultural commodities and reduce vulnerability at both producer and macro levels.

A core component of the initial phase of the All ACP Agricultural Commodities Programme is the identification of broad agricultural product sectors of development focus and the development priorities for each of those sectors.

To assist in facilitating this process, the International Trade Centre (ITC) and the Food and Agriculture Organization of the United Nations (FAO) have developed a methodology to rank 40 agricultural products for the group of 15 Pacific ACP countries according to their potential for growth. This methodology is based on a combination of indicators relative to current production and export performance, import dependency and world market trends.

This report gives a quantitative ranking that can be used as a preliminary indication of the product groupings having a potential of import substitution and/or export development. It is intended to provide insight for ACP country decision makers who need to select sectors of development focus.

### Major findings and interpretation

ITC and FAO have developed a potential ranking based on a set of indices reflecting the relative performance of products, aggregated at the regional level, in terms of their capacity and efficiency in production (*Production index*); their current export performance (*Export index*); the regional reliance on imports of the product (*Import index*); and on identified opportunities for trade on the basis of world market conditions (*World Market index*).

Table 1 presents the top 20 products for each of the four indices, grouped by broad product sectors:

- The top five products in terms of *proven supply capacity and efficiency (Production Index)* are Coconuts; Other roots and tubers; Other fruits; Ginger; and Cocoa beans.
- The top five products in terms of *proven export performance (Export Index)* are Coffee, green; Cocoa beans; Other roots and tubers; Vanilla; and Coconuts.
- The top five products in terms of the relative *importance of imported products (Import Index)* are Potatoes; Other spices; Garlic; Soybeans; and Sorghum.
- The top five products in terms of *high and accessible international demand (World Market Index)* are Maize; Coffee, green; Soybeans; Garlic; and Bananas and plantains.

**Table 1: Top 20 products for Pacific ACP countries according to each of four indices**

Product sectors	Production Index	Export Index	Import Index	World Market Index
<b>Cereals, grains, beans, peas and pulses</b>	10. Rice, paddy	15. Beans	5. Sorghum	1. Maize
	11. Sorghum		15. Maize	15. Beans
	17. Other pulses		18. Other pulses	17. Sorghum
	20. Beans, dry			
<b>Coffee, cocoa, tea</b>	5. Cocoa beans	1. Coffee, green	9. Tea	2. Coffee, green
	18. Coffee, green	2. Cocoa beans	19. Coffee, green	6. Cocoa beans
		10. Tea		17. Tea
<b>Fruits and vegetables</b>	3. Other fruits	6. Other fruits	3. Garlic	4. Garlic
	7. Pineapples	8. Papayas	6. Cabbages	5. Bananas, plantains
	9. Bananas, plantains	9. Other vegetables	9. Mangoes	9. Tomatoes
	11. Mangoes	11. Lemons & limes	11. Oranges	11. Chillies & peppers
	13. Other vegetables	11. Eggplants	12. Tomatoes	12. Pineapples
	18. Oranges	17. Bananas, plantains	13. Chillies & peppers	14. Avocados
		19. Mangoes	14. Cantaloupes & melons	15. Oranges
			17. Other vegetables	17. Lemons & limes
			20. Cucumbers & gherkins	17. Other vegetables
<b>Nuts</b>	1. Coconuts	5. Coconuts	7. Coconuts	8. Coconuts
	14. Groundnuts in shell			
<b>Oil crops</b>		14. Other oil crops	4. Soybeans	3. Soybeans
<b>Roots and tubers</b>	2. Other roots & tubers	3. Other roots & tubers	1. Potatoes	6. Potatoes
	14. Sweet potatoes	7. Cassava	20. Other roots & tubers	12. Sweet potatoes
	14. Potatoes	15. Sweet potatoes		
	20. Cassava			
<b>Spices, pyrethrum and peppermint</b>	4. Ginger	4. Vanilla	2. Other spices	10. Other spices
	6. Vanilla	11. Ginger	8. Vanilla	
	7. Other spices	18. Other spices	15. Pepper	
		20. Pepper		

Source: FAOSTAT, ITC's TradeMap and Market Access Map.  
For full details, see Table 12, Table 18, Table 23, Table 28, Table 29.  
The numbers represent a product's ranking within each index.

The potential for sector development has been analysed according to four possible strategic responses.

- *Import substitution only*: Products that rank highly in the Import index.
- *Export development only*: Products that rank highly in the Export and/or World Market Indices.
- *Import substitution and export development*: Products that rank highly in both of the above indices.
- *No apparent potential*: Products that rank low across all indices.

The possible responses above have then analysed separately for products that are among the 20 best performers in the Production Index (Table 2) and those that are not (Table 3). Products shown in Table 3 may justify an increase in production to take advantage of these possible strategic responses. In both tables, products emanating from the region are grouped into broad agricultural product sectors.

**Table 2: Pacific ACP countries: Potential strategic responses for products with high production index rankings**

Product sectors	Potential strategic responses			
	Import substitution and Export development	Export development	Import substitution	No apparent potential
	<i>High rank in Import and (Export and/ or World Market) indices</i>	<i>High rank in Export and/or World Market indices</i>	<i>High rank in Import index</i>	<i>High rank only in Production index</i>
<b>Cereals, grains, beans, peas and pulses</b>	Sorghum (3 countries)		Other pulses (3)	Beans, dry (1) Rice, paddy (5)
<b>Coffee, cocoa, tea</b>	Coffee, green (6)	Cocoa beans (6)		
<b>Fruits and vegetables</b>	Mangoes (4) Oranges (4) Other vegetables (13)	Bananas, plantains (11) Pineapples (5) Other fruits (13)		
<b>Nuts</b>	Coconuts (13)			
<b>Oil crops</b>				Groundnuts in shell (5)
<b>Roots and tubers</b>	Other roots and tubers (10) Potatoes (3)	Sweet potatoes (8) Cassava (9)		
<b>Spices, pyrethrum and peppermint</b>	Vanilla (1) Other spices (6)	Ginger (1)		

Note: The number in parentheses indicates the number of producing countries in the region.

**Table 3: Pacific ACP countries: Potential strategic responses for products with low production index rankings**

Product sectors	Potential strategic responses			
	Increased production for Import substitution and Export development	Increased production for Export development	Increased production for Import substitution	No apparent potential
	<i>High rank in Import and (Export and/ or World Market) indices</i>	<i>High rank in Exports and/or World Market indices</i>	<i>High rank in Import index</i>	<i>Low ranking across all indices</i>
<b>Coffee, cocoa, tea</b>	Tea (1 country)			
<b>Cereals, grains, beans, peas and pulses</b>	Maize (5)			Citrus fruit nes (1) Watermelons (4)
<b>Fruits and vegetables</b>	Chillies & peppers (1) Garlic (1) Tomatoes (5)	Beans (2) Lemons and limes (3) Avocados (3) Eggplants (1) Papayas (4)	Cabbages (2) Cantaloupes & other melons (2) Cucumbers and gherkins (2)	Other nuts (3)
<b>Oil crops</b>	Soybeans (1)	Other oil crops (1)		
<b>Spices, pyrethrum and peppermint</b>	Pepper (2)			

Note: The number in parentheses indicates the number of producing countries in the region.



## **What are the next steps?**

The Trade Opportunity Scan is one component of the ACP Programme's Baseline Information Screening for sectors of development focus. It is based solely upon quantitative data available through global databases developed by ITC and by FAO. These results require further validation against expert knowledge or qualitative information. Inputs from countries will be essential for drawing valid conclusions. A set of agro-ecological potential indices is also being developed by FAO to assist in determining the potential for the intensification of production of products in the region.

In parallel with the Trade Opportunity Scan, each country in the region has been asked to contribute to a Country Information Questionnaire that was circulated by the EC Coordinating Unit in December 2007. This questionnaire requests information on five key qualitative aspects: country/sector information, institutional factors, competitiveness factors, development factors and perceived market potential.

Countries will have the opportunity to make comments and other inputs during a Regional Kick-off Workshop that will take place between 27 and 29 February 2008 in Samoa. A representative cross-section of regional stakeholders, sector and country specialists has been invited to take part. Workshop participants may use the baseline information as they work together through a series of practical exercises to determine the sectors of development focus and development priorities that may be addressed under the Programme.

## Introduction

The objective of the All ACP Agricultural Commodities Programme is to strengthen stakeholders' capacities to develop and implement sustainable commodity strategies to improve the incomes and livelihoods of people that rely on agricultural commodities for their livelihoods and reduce their vulnerability at both producer and macro levels. A key activity of the first phase of the All ACP Agricultural Commodities Programme is the collection of information and analyses for use by stakeholders to determine the sectors of development focus and the development priorities for those sectors under the Programme.

It was agreed at the first Programme Steering Committee to identify a small number of broad product sectors in which the key beneficiary countries are engaged and where international organizations' interventions may be expected to yield the highest positive impact on farmers livelihoods, trade or value addition.

ITC, together with FAO, has developed a methodology to evaluate, on a regional basis, agricultural products for their performance in terms of production and exports, their import dependency and the world market trends.

This report gives a quantitative ranking that can be used as a preliminary indication of the product groupings having a potential of import substitution and/or export development. It provides insight for ACP country decision makers who need to select sectors that could be the focus of appropriate development strategies or other development activities.

The structure of the study is as follows

- *Chapter 1 (Methodology)* provides an explanation of the methodological approach of the Trade Opportunity Scan. It discusses the conceptual framework, the definition of the relevant indicators, and the limitations of the method. It also discusses how the underlying indicators are transformed so that they can be compared.
- *Chapter 2 (Major findings)* shows tabular representations of the results, and an indication as to how these results should be interpreted in the context of the All ACP Agricultural Commodities Programme.

Finally, the *annex* provides information on the definition of the products and potential products for diversification.

# 1. Methodology

## Conceptual framework

We aim to evaluate commodities according to four major criteria: (1) their supply capacity and efficiency in production, (2) their export performance, (3) the extent to which the region is dependent on imports, and (4) with the existence of high and accessible international demand. To do so, various indicators are calculated on the basis of each of these criteria. Then we convert these indicators into indices (Box 1). Finally, the indicators are aggregated into composite indices (receiving the same weighting) as follows:

- *Supply capacity and production efficiency.* The production index aims to measure the production capacity and efficiency of the commodities: the capacity takes into account four dimensions: “size” (share of the region in world production), “dynamism” (production growth rate), “producer diversification” (the number of significant producing countries in the region; and the share of the top producing country in the region); the efficiency is evaluated by the “relative yield” (ratio of the region’s yield to world yield).
- *Products with performing exports.* The export Index aims to measure the export performance of the region’s commodities - Pacific taken as a whole - by taking into account four dimensions : “size” (the export value and its share in world exports), “dynamism” (the absolute change in region’s export value and the region’s export growth rate to the world over the period 2001-05), “exporter diversification” (the number of significant exporting countries in the region and the share of the top exporting country of the region) and “trade balance” (the net trade balance and the relative trade balance).
- *Reliance on imports.* The import index aims to measure the significance of imports by taking into account three dimensions: “size” (the import value and its share in world imports), “dynamism” (the absolute change in region’s import value and the region’s import growth rate over the period 2001-05), and “importer diversification” (the number of significant importing countries in the region and the share of the top one importing country of the region).
- *Products with high and accessible international demand.* The world markets index aims to measure the world market trends of the products by taking into account three dimensions of the market demand: “size” (the value of world imports and the share of regional imports in world imports) “dynamism” (the absolute change in world imports and the growth of world imports over the period 2001-05), and “market access conditions” (the applied tariff to the region and the tariff differential between the region and the MFN regime).

Some additional filters need to be taken into account for the selection of the sectors such as the socio economic impact (especially in terms of employment creation), the current level of technical assistance as well as the number of Pacific countries involved in the production. Table 4 summarizes the conceptual framework.

**Table 4: Underlying indicators for the composite indices**

Composite Indices	Dimension	Indicators
Production index	Size	Share of region in world production
	Dynamism	Growth of regional production
	Production diversification	Number of producing countries in the region Share of top producing country in the region
	Yield	Ratio of regional yield to world yield
Export index	Size	Region's exports to world Share of region's exports in world exports
	Dynamism	Growth of region's exports to world Absolute change in region's exports
	Export diversification	Number of exporting countries in the region Share of top exporting country in the region
	Trade balance	Net exports (excluding intra-regional trade) Relative trade balance (excluding intra-regional trade)
Import index	Size	Share of region in world imports
	Dynamism	Growth of regional imports from the world
	Import diversification	Number of importing countries in the region Share of top importing country in the region
World market index	Size	World imports Share of the region in world imports
	Dynamism	Growth of world imports Absolute change in world imports
	Market Access	Tariff applied to the region Preferential tariff advantage

Note: Indicators within a given index have the same weight.

#### Box 1. Methodology to convert indicators into indices

The method used here to convert indicators into indices transforms each indicator into a range of 0 (weak performance) and 100 (best performance). It gives 0 (100) points to products with values below (above) a certain threshold value, and points between 0 and 100 depending on the distance between these two thresholds. The *values of the thresholds* (i.e. the lower and upper limits) are defined through an analysis of the dispersion of the sectors. The 5% best performing products define the upper threshold, the 5% weakest performing products define the lower threshold. The following formula is applied:

$$100 * \frac{\text{Value} - \text{Lower limit}}{\text{Upper limit} - \text{Lower limit}}$$

## 15 Pacific ACP countries

We analysed 15 Pacific ACP countries, for which Table 5 provides some background information.

**Table 5. Pacific ACP countries**

	WTO member	LDC status	Population	GDP per capita (USD PPP)	Exports (USD million)	Growth of exports (% p.a)	Exports per capita (USD)	Share of top 3 export products (%)	Share of top 3 export markets (%)
Cook Islands	No	No	18,700	9,100 (2005)	18	43	843	63	62
Fiji	Yes	No	847,706	4,100 (2007)	693	6	818	48	57
Kiribati	No	Yes	99,000	1,800 (2004)	4	58	35	65	72
Marshall Islands	No	No	63,266	2,900 (2005)	778	62	12,302	95	75
Micronesia	No	No	110,487	2,300 (2005)	53	-14	483	91	90
Nauru	No	No	13,528	5,000 (2005)	4	30	285	49	56
Niue	No	No	1,679	5,800 (2003)	1	37	825	51	62
Palau	No	No	20,200	7,600 (2005)	32	21	1,608	93	97
Papua New Guinea	Yes	No	5,887,138	2,900 (2007)	3,432	23	583	59	68
Samoa	No	Yes	243,284	2,100 (2005)	30	-16	122	58	80
Solomon Islands	Yes	Yes	477,742	600 (2005)	210	34	439	83	69
Timor-Leste	No	Yes	975,539	2,000 (2007)	72	209	74	95	93
Tonga	No	No	102,311	2,200 (2005)	19	-6	186	62	90
Tuvalu	No	Yes	11,992	1,600 (2002)	1	..	88	53	75
Vanuatu	No	Yes	211,367	2,900 (2003)	258	94	1,221	65	73

Source: ITC's TradeMap, World Bank Development Report and CIA Factbook. The data refer to 2005, growth rates to 2001-05, but some data correspond to different years.

## 40 agricultural commodities

We examined 40 agricultural commodities produced in the region. The definition of the commodities is based on a FAO nomenclature (See Annex 1).

### Data sources

We used the following databases:

- Trade data is from ITC's TradeMap, which includes official data reported by countries to the UNSD (Comtrade) and which is completed by mirror statistics. When the countries did not report trade data in 2005, we use mirror statistics based on partners' data.
- Tariff data is from ITC's Market Access Map.
- Production data are from FAOSTAT.

### Caveats

Some limitations need to be borne in mind when interpreting the results.

- The reader needs to be cautious in the interpretation of indices as they provide only a crude measure of the performance of sectors. The trade indicators are based on values only (as opposed to a separate analysis of prices and quantities) and are backwards looking (growth trends are based on the period 2001-05; all other calculations are based on 2005, the latest year available). In addition, the composite indices are sensitive to the choice and weight of the underlying indicators.

- The most recent data on a global basis is available to 2005. These data may not reflect the importance of recently emerging products.
- The trade values include intra-regional trade. For a number of products intra-regional trade outweighs trade to and from the region. For example, some countries may play an important role as a natural trading hub due to their geographic location.
- The methodology seeks to identify potentials for the region as a whole rather than country by country. However, we also examine the performance and the competition at the country level. This information may provide a useful input to identifying products with potential that are of relevance to the key beneficiary countries.

## 2. Major findings

### Index 1 : Production

The Production Index for the Pacific ACP region aims to measure the production efficiency of the products by taking into account four dimensions of production: “size”, “dynamism”, “diversification” and “relative yield”. For illustrative purposes, only the top ten products under each index are presented in Tables 3 – 7. A complete list on products’ production indicators is given in Table 8. As will be detailed now, the top performing products in terms of proven supply capacity and efficiency are Coconuts; Other roots and tubers; Other fruits; Ginger; Cocoa beans; Vanilla; Other spices; Pineapples; Bananas, plantains; and Rice, paddy.

#### *Size of production*

Products in which the region has a higher share of world production relative to other products produced in the region are considered to have already proven their production capacity. The “size” index is measured as the share of the region in world production.

The top ten products in terms of production size are: Coconuts (with a world market share exceeding 3%); Other fruits; Other roots and tubers; Vanilla; Cocoa beans; Coffee, green; Bananas, plantains; Sweet potatoes; Ginger; and Other nuts.

**Table 6. Production index: Top ten products for “size”**

Top 10 products	For information:	Share of Pacific	
	Production	in world production	
	MT	%	Index
1. Coconuts	1,744,550	3.17	100
2. Other fruits	864,560	1.94	100
3. Other roots and tubers	1,105,220	1.91	99
4. Vanilla	130	1.83	95
5. Cocoa beans	49,133	1.25	65
6. Coffee, green	74,053	0.96	50
7. Bananas, plantains	925,750	0.86	45
8. Sweet potatoes	648,000	0.50	26
9. Ginger	4,000	0.40	21
10. Other nuts	6,110	0.35	18

Source: FAOSTAT, see Table 12.

Notes: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

#### *Dynamism of production*

We evaluate the “dynamism” of products by the average annual growth rate of the region’s production over 5 years. Products with rapid production growth in volume terms suggest that the country is productive. Stagnant or declining growth rates indicate the opposite.

The top ten in terms of dynamism are: Ginger (16% average annual growth between 2001 and 2005); Pineapples; Rice, paddy; Cocoa beans; Potatoes; Beans, dry; Coconuts; Other spices; Sorghum; and Other roots and tubers.

**Table 7. Production index: Top ten products for growth**

Top 10 products	Growth of Pacific production	
	% p.a.	Index
1. Ginger	16	100
2. Pineapples	4	100
3. Rice, paddy	4	97
4. Cocoa beans	4	96
5. Potatoes	3	85
6. Beans, dry	3	82
7. Coconuts	3	78
8. Other spices	3	75
9. Sorghum	2	66
10. Other roots and tubers	2	65

Source: FAOSTAT, see Table 12.

Notes: All indices range from 0 (lowest) to 100 (best performance). Growth rates refer to 2001-05.

### **Diversification of production**

The “*producer diversification*” indicates how numerous producing countries of the region are in each product. We appraise the region’s production diversification index of the products by calculating a simple average of two indices: (1) the number of producing countries in the region (the higher the better) and (2) the share of the top one producing country of the region in a particular product, which is used as an indicator of production concentration (the lower the better). We assume that the more diversified production for a particular product is across the region, the more appropriate interventions to assist in sectoral development will be.

The top ten in terms of producer diversification are: Coconuts; Other spices; Cassava; Other vegetables; Oranges; Groundnuts in shell; Other roots and tubers; Other fruits; Watermelons; and Mangoes.

**Table 8. Production index: Top ten products for “diversification”**

Top 10 products	Number of producing countries in Pacific		Share of top producer in Pacific’s production		Average index
	0 to 15	Index	% (top producer)	Index	
1. Coconuts	13	100	37 (PNG)	100	100
2. Other spices	6	42	27 (Timor-Leste)	100	71
3. Cassava	9	67	56 (PNG)	73	70
4. Other vegetables	13	100	86 (PNG)	23	62
5. Oranges	4	25	42 (Tonga)	96	61
6. Groundnuts in shell	5	33	50 (Timor-Leste)	83	58
7. Other roots and tubers	10	75	78 (PNG)	37	56
8. Other fruits	13	100	94 (PNG)	10	55
9. Mangoes	4	25	53 (Samoa)	78	51
9. Watermelons	4	25	53 (Fiji)	77	51

Source: FAOSTAT, see Table 12.

Notes: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

### **Yield**

The “*yield*” dimension reveals how efficient the production of commodities are. We estimate the *yield* index of the products by calculating the ratio of the region’s yield to world yield.

The top ten products in terms of yield relative to the world are: Ginger (for which the statistics suggest that it is a much as 13 times as productive as the world average, which calls for additional verification); Mangoes; Vanilla; Sorghum; Avocados; Other roots and tubers; Bananas, plantains; Other fruits; Other spices; and Beans, dry.



**Table 9. Production index: Top ten products for “relative yield”**

Top 10 products	Ratio of Pacific's yield and world yield	
	Ratio	Index
1. Ginger	13.54	100
2. Mangoes	3.15	100
3. Vanilla	2.50	88
4. Sorghum	2.21	77
5. Avocados	1.64	56
6. Other roots and tubers	1.27	42
7. Bananas, plantains	1.19	39
8. Other fruits	1.18	39
9. Other spices	1.10	36
10. Beans, dry	1.05	34

Source: FAOSTAT, see Table 12.

Notes: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

### Overall production index

In total, the top ten products in terms of production capacity and efficiency (that score high in terms of size, dynamism, production diversification and yield) are: Coconuts; Other roots and tubers; Other fruits; Ginger; Cocoa beans; Vanilla; Other spices; Pineapples; Bananas, plantains; and Rice, paddy.

**Table 10. Production index for Pacific ACP countries**

	Rank size	Rank dynamism	Rank diversification	Rank relative yield
1. Coconuts	1	7	1	17
2. Other roots and tubers	3	10	7	6
3. Other fruits	2	12	8	8
4. Ginger	9	1	31	1
5. Cocoa beans	5	4	20	18
6. Vanilla	4	21	31	3
7. Other spices	17	8	2	9
7. Pineapples	13	2	17	12
9. Bananas, plantains	7	15	14	7
10. Rice, paddy	25	3	18	21

Source: FAOSTAT, see Table 12.

Notes: All indices range from 0 (lowest) to 100 (best performance). Products are ranked according to the Production Index. Data refer to 2005 and growth rates to 2001-05.

Table 11 shows which Pacific ACP countries trade the produced commodities. It distinguishes whether the countries both export and imports the products, whether they only export or import them, or whether they do not trade them at all.

**Table 11. Do the producing countries export, import, both or neither?**

Products (rank in region's production index)	Countries that export and import	Countries that export	Countries that import	Countries that do not trade
	(Country's world rank in production index)			
Coconuts (1)	Samoa (30) Fiji (81)	Solomon Is (9) Tonga (28) Kiribati (38)	Cook Islands (84)	Papua New Guinea (15) Vanuatu (22) Nauru (40) Micronesia (70) Tuvalu (72) Marshall Islands (75) Niue (77)
		Cook Islands (16) Fiji (51) Vanuatu (51) Tonga (59) Samoa (67) Niue (82)	Papua New Guinea (10)	Solomon Is (9) Kiribati (46) Timor-Leste (77)

Products (rank in region's production index)	Countries that export and import	Countries that export	Countries that import	Countries that do not trade
Other fruits (3)	Fiji (64)	Nauru (99) Cook Islands (151)	Timor-Leste (110)	Papua New Guinea (14) Kiribati (21) Vanuatu (26) Solomon Is (29) Tuvalu (70) Micronesia (79) Samoa (149) Tonga (153) Niue (153)
Ginger (4)	Fiji (1)			
Cocoa beans (5)		Solomon Is (4) Vanuatu (23) Papua New Guinea (24) Fiji* Tonga*		Micronesia (31) Samoa (42) Timor-Leste (50)
Vanilla (6)	Fiji* Papua New Guinea*	Tonga (5) Vanuatu*		
Other spices (7)	Fiji*		Vanuatu (4) Tonga (27) Papua New Guinea (35) Samoa (40)	Timor-Leste (14) Solomon Is (24)
Pineapples (7)			Cook Islands (75)	Timor-Leste (24) Samoa (26) Papua New Guinea (30) Fiji (58)
Bananas, plantains (9)		Samoa (83) Niue (115)		Timor-Leste (14) Papua New Guinea (51) Vanuatu (58) Kiribati (83) Solomon Is (89) Fiji (92) Tonga (108) Micronesia (115) Cook Islands (123)
Rice, paddy (10)				Timor-Leste (41) Solomon Is (46) Fiji (82) Papua New Guinea (90) Micronesia (100)
Mangoes (11)	Fiji (32)			Samoa (9) Timor-Leste (22) Cook Islands (78)
Sorghum (11)			Papua New Guinea (30) Fiji (33)	Micronesia (42)
Other vegetables (13)	Fiji (130)	Tonga (115) Niue (151)	Solomon Is (61) Papua New Guinea (74) Micronesia (107) Cook Islands (112) Nauru (136) Samoa (181)	Vanuatu (64) Kiribati (79) Tuvalu (91) Timor-Leste (168)
Sweet potatoes (14)		Tonga (47)		Niue (31) Papua New Guinea (31) Solomon Is (31) Cook Islands (35) Fiji (53) Micronesia (74) Timor-Leste (76)
Potatoes (14)			Papua New Guinea (98) Fiji (126) Timor-Leste (138)	
Groundnuts in shell (14)				Papua New Guinea (52) Vanuatu (54) Timor-Leste (72) Fiji (72) Tonga (94)
Other pulses (17)			Fiji (58)	Solomon Is (48) Papua New Guinea (89)
Coffee, green (18)	Vanuatu (37) Fiji (46) Micronesia*	Papua New Guinea (20) Timor-Leste (58)	Samoa (58)	Tonga (8)

Products (rank in region's production index)	Countries that export and import	Countries that export	Countries that import	Countries that do not trade
Oranges (18)			Timor-Leste (31) Fiji (84) Tonga (84) Cook Islands (101)	
Cassava (20)		Fiji (32) Tonga (38) Vanuatu*		Solomon Is (23) Cook Islands (32) Samoa (43) Micronesia (53) Papua New Guinea (59) Niue (79) Timor-Leste (91)
Beans, dry (20)			Timor-Leste (73)	
Papayas (22)	Fiji (33)	Samoa (30) Cook Islands (48)		Timor-Leste (21)
Watermelons (22)				Solomon Is (38) Fiji (84) Tonga (86) Cook Islands (91)
Avocados (24)				Samoa (11) Timor-Leste (47) Cook Islands (56)
Other nuts (24)				Solomon Is (46) Kiribati (50) Papua New Guinea (58)
Beans (26)		Fiji*		Papua New Guinea (75) Timor-Leste (83)
Tomatoes (27)			Papua New Guinea (76) Fiji (112) Timor-Leste (128) Cook Islands (152)	Tonga (105)
Cantaloupes & other melons (27)			Fiji (37)	Solomon Is (47)
Cabbages (29)			Fiji (108) Timor-Leste (118)	
Maize (30)			Fiji (76) Papua New Guinea (110)	Timor-Leste (116) Micronesia (121) Vanuatu (134)
Citrus fruit nes (30)				Samoa (45)
Tea (32)	Papua New Guinea (32) Fiji* Marshall Islands* Tuvalu*			
Cucumbers and gherkins (33)			Timor-Leste (95)	Fiji (83)
Lemons and limes (34)		Vanuatu*		Niue (55) Cook Islands (67) Tonga (67)
Other oil crops (34)		Papua New Guinea*		Samoa (38)
Pepper, white/long/black (36)	Fiji (31)		Samoa (30)	
Chillies & peppers, green (36)			Fiji (84)	
Eggplants (38)		Fiji (58)		
Soybeans (39)				Timor-Leste (71)
Garlic (39)				Timor-Leste (73)

\* Countries that do *not* produce.

Source: ITC's TradeMap and Market Access Map, FAOSTAT.

**Table 12. Production index for Pacific ACP countries and underlying indicators**

Rank in production index and product labels	Size			Dynamism			Diversification				Yield		Production index
	For information: Production	Share of Pacific in world production		Growth of Pacific's production		Number of producing countries in Pacific		Share of top producer in Pacific's production		Average index	Ratio of Pacific's yield and world yield		
		MT	%	Index	% p.a.	Index	0 to 15	Index	% (top producer)		Ratio	Index	
1. Coconuts	1,744,550	3.17	100	3	78	13	100	37 (PNG)	100	100	0.80	25	76
2. Other roots and tubers	1,105,220	1.91	99	2	65	10	75	78 (PNG)	37	56	1.27	42	66
3. Other fruits	864,560	1.94	100	2	57	13	100	94 (PNG)	10	55	1.18	39	63
4. Ginger	4,000	0.40	21	16	100	1	0	100 (Fiji)	0	0	13.54	100	55
5. Cocoa beans	49,133	1.25	65	4	96	6	42	87 (PNG)	22	32	0.79	24	54
6. Vanilla	130	1.83	95	0	31	1	0	100 (Tonga)	0	0	2.50	88	53
7. Other spices	1,295	0.07	3	3	75	6	42	27 (Timor-Leste)	100	71	1.10	36	46
7. Pineapples	28,465	0.18	9	4	100	5	33	70 (PNG)	49	41	1.02	33	46
9. Bananas, plantains	925,750	0.86	45	1	50	11	83	94 (PNG)	10	47	1.19	39	45
10. Rice, paddy	86,823	0.01	1	4	97	5	33	75 (Timor-Leste)	41	37	0.76	23	39
11. Mangoes	7,550	0.03	1	-7	0	4	25	53 (Samoa)	78	51	3.15	100	38
11. Sorghum	3,840	0.01	0	2	66	3	17	99 (PNG)	2	9	2.21	77	38
13. Other vegetables	580,950	0.19	10	1	45	13	100	86 (PNG)	23	62	0.95	30	37
14. Groundnuts in shell	8,030	0.02	1	1	56	5	33	50 (Timor-Leste)	83	58	0.71	21	34
14. Potatoes	1,980	0.00	0	3	85	3	17	51 (Timor-Leste)	82	49	0.19	1	34
14. Sweet potatoes	648,000	0.50	26	2	57	8	58	80 (PNG)	33	46	0.37	8	34
17. Other pulses	7,950	0.11	5	1	45	3	17	50 (Solomon Is)	82	49	1.02	33	33
18. Oranges	2,380	0.00	0	2	59	4	25	42 (Tonga)	96	61	0.33	7	32
18. Coffee, green	74,053	0.96	50	-1	16	6	42	81 (PNG)	31	37	0.78	24	32
20. Cassava	224,411	0.11	6	-1	17	9	67	56 (PNG)	73	70	0.77	23	29
20. Beans, dry	4,500	0.02	1	3	82	1	0	100 (Timor-Leste)	0	0	1.05	34	29
22. Papayas	6,300	0.09	5	-1	22	4	25	57 (Samoa)	71	48	0.81	25	25
22. Watermelons	3,750	0.00	0	0	37	4	25	53 (Fiji)	77	51	0.42	10	25
24. Avocados	1,385	0.04	2	-2	0	3	17	72 (Samoa)	46	31	1.64	56	22
24. Other nuts	6,110	0.35	18	1	41	3	17	92 (PNG)	14	15	0.48	13	22
26. Beans	450	0.01	0	1	50	2	8	73 (Timor-Leste)	44	26	0.19	2	20
27. Tomatoes	4,090	0.00	0	0	23	5	33	69 (Fiji)	52	43	0.27	5	18
27. Cantaloupes & other melons	900	0.00	0	0	31	2	8	78 (Solomon Is)	37	23	0.69	20	18
29. Cabbages	2,100	0.00	0	0	31	2	8	67 (Timor-Leste)	55	32	0.20	2	16
30. Maize	78,223	0.01	1	0	26	5	33	90 (Timor-Leste)	17	25	0.29	5	14
30. Citrus fruit nes	650	0.01	0	0	31	1	0	100 (Samoa)	0	0	0.83	25	14
32. Tea	9,000	0.26	14	-1	8	1	0	100 (PNG)	0	0	0.96	30	13
33. Cucumbers and gherkins	1,205	0.00	0	0	31	2	8	91 (Fiji)	14	11	0.35	8	12
34. Lemons and limes	2,616	0.03	1	0	31	3	17	96 (Tonga)	7	12	0.19	2	11
34. Other oil crops	100	0.00	0	0	31	1	0	100 (Samoa)	0	0	0.48	12	11
36. Pepper, white/long/black	167	0.04	2	0	31	2	8	96 (Fiji)	7	8	0.11	0	10
36. Chillies & peppers, green	700	0.00	0	0	31	1	0	100 (Fiji)	0	0	0.34	7	10
38. Eggplants	3,500	0.01	1	0	31	1	0	100 (Fiji)	0	0	0.29	5	9
39. Garlic	250	0.00	0	0	31	1	0	100 (Timor-Leste)	0	0	0.05	0	8
39. Soybeans	650	0.00	0	0	24	1	0	100 (Timor-Leste)	0	0	0.35	8	8

Source: FAOSTAT.

Notes: All indices range from 0 (lowest) to 100 (best performance). Products are ranked according to the Production Index. Data refer to 2005 and growth rates to 2001-05.

## Index 2 : Export

The Export Performance Index for the Pacific ACP region aims to measure the export performance of the region's products by taking into account four dimensions: size, dynamism, exporter diversification, and trade balance. As will be detailed now, the top ten products in terms of proven export performance are Coffee, green; Cocoa beans; Other roots and tubers; Vanilla; Coconuts; Other fruits; Cassava; Papayas; Other vegetables; and Tea.

### Size

The “*size*” dimension indicates how big or small the products are for Pacific's export in absolute and relative terms. We measure *the size* index of the products by calculating a simple average of two indices: (1) the value of Pacific's exports to the world and (2) the share of Pacific in world exports. Products which register already high export values and in which Pacific manages to capture a high world market share are considered to have already proven their export capacity and to thus have a high potential for future exports.

The top ten in terms of export size are: Cocoa beans; Coffee, green; Other roots and tubers; Vanilla; Ginger; Other vegetables; Tea; Cassava; Papayas; and Coconuts.

**Table 13. Export index: Top ten products for “size”**

Top 10 products	Pacific exports to world		Share of Pacific in world exports		Average Index
	USD 1,000	Index	%	Index	
1. Cocoa beans	104,095	82	2.4	54	68
2. Coffee, green	150,973	100	1.5	33	67
3. Other roots and tubers	12,090	9	5.3	100	55
4. Vanilla	5,444	4	3.8	83	44
6. Ginger	3,896	3	1.2	27	15
7. Other vegetables	8,721	7	0.4	8	8
8. Tea	7,571	6	0.3	6	6
9. Cassava	1,632	1	0.3	7	4
10. Papayas	705	1	0.4	8	4
11. Coconuts	699	1	0.2	4	2

Source: ITC's TradeMap and Market Access Map, see Table 18.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005. The trade balance excludes intra-Pacific trade.

### Dynamism

The “*dynamism*” dimension shows how dynamic the products are. We evaluate the dynamism index of the products by calculating a simple average of two indices: (1) the absolute change in region's export value over the period 2001-05 and (2) the region's export growth rate to the world. Products with rapid export growth in value terms suggest that the country is competitive in the world markets. Stagnant or declining growth rates indicate the opposite. Everything else being equal, products which record fast growing exports over the last period are likely to experience the same trend if there is no major change in the world markets such as new competitors, new products, new technologies or fall in demand<sup>1</sup>.

The top ten in terms of export dynamism are Coffee, green; Cocoa beans; Other fruits; Lemons and limes; Other oil crops; Sweet potatoes; Eggplants; Vanilla; Beans; and Coconuts.

<sup>1</sup> We should normally compare the region's export growth to the world export growth to measure the competitiveness more accurately.

**Table 14. Export index: Top ten products for “dynamism”**

Top 10 products	Growth of Pacific exports to world		Absolute change in Pacific exports		Average Index
	% p.a	Index	USD 1,000	Index	
1. Coffee, green	15	62	64,442	100	81
2. Cocoa beans	17	65	49,181	87	76
3. Other fruits*	High	100	62	3	52
4. Lemons and limes*	High	100	40	3	52
5. Other oil crops*	High	100	94	3	52
6. Sweet potatoes	40	100	92	3	52
7. Eggplants	38	96	475	4	50
8. Vanilla	32	87	3,546	9	48
9. Beans	28	82	113	3	43
10. Coconuts	20	69	354	4	36

Source: ITC's TradeMap and Market Access Map, see Table 18.

Note: All indices range from 0 (lowest) to 100 (best performance). Growth rates and absolute changes refer to 2001-05. The trade balance excludes intra-Pacific trade.

\* these products get 100 because they started to be exported over the last period. Consequently, the value of the export growth rate is extremely high but it is not meaningful.

### Exporter diversification

The “*exporter diversification*” points out how numerous exporting countries of the region are in each product. We appraise the region's exporter diversification index of the products by calculating a simple average of two indices: (1) the number of significant exporting countries in the region (the higher the better) and (2) the share of the top one exporting country of the region in a particular product, which is used as an indicator of export concentration (the lower the better). We assume that the more diversified the region is across its countries, the better it is.

The top ten in terms of exporter diversification are Coconuts; Other fruits; Cassava; Other roots and tubers; Cocoa beans; Coffee, green; Vanilla; Papayas; Other vegetables; and Tea.

**Table 15. Export index: Top ten products for diversification**

Top 10 products	Number of exporting countries		Share of top exporter in Pacific exports		Average Index
	0 to 15	Index	% (top exporter)	Index	
1. Coconuts	5	89	45 (Samoa)	100	94
2. Other fruits	3	44	53 (Fiji)	93	69
3. Cassava	3	44	66 (Fiji)	66	55
4. Other roots and tubers	6	100	96 (Fiji)	8	54
5. Cocoa beans	5	89	92 (PNG)	15	52
6. Coffee, green	5	89	98 (PNG)	4	46
7. Vanilla	4	67	93 (PNG)	13	40
8. Papayas	3	44	85 (Fiji)	29	37
9. Other vegetables	3	44	85 (Tonga)	29	37
10. Tea	4	67	98 (PNG)	5	36

Source: ITC's TradeMap and Market Access Map, see Table 18.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005. The trade balance excludes intra-Pacific trade.

### Trade balance

The “*trade balance*” reveals if the products prove to be net exporters or net importers. We measure the trade surplus index of the products by calculating a simple average of two indices: (1) the net trade balance, which is equal to exports minus imports, and (2) the relative trade balance, which is the ratio between the net exports (exports minus imports) and the total trade (exports plus imports). This reduces bias against large products, which tend to have either higher deficits or surpluses. Both exclude intra-

regional trade. They show whether a country is a net exporter or a net importer in absolute and relative terms respectively. In other words, they reveal whether the national production outweighs the national consumption or not.

This index shows how the region performs *on average* in the world. It allows us to rank products according to their respective export performance index.

The top ten in terms of trade balance are Coffee, green; Cocoa beans; Other roots and tubers; Vanilla; Cassava; Ginger; Lemons and limes; Eggplants; Beans; and Bananas, plantains.

**Table 16. Export index: Top ten products for trade balance**

Top 10 products	Absolute trade balance		Relative trade balance		Average Index
	USD 1,000	Index	%	Index	
1. Coffee, green	150,662	100	100	100	100
2. Cocoa beans	104,095	82	100	100	91
3. Other roots and tubers	12,016	10	100	100	55
4. Vanilla	5,268	4	98	99	52
5. Cassava	1,500	2	100	100	51
6. Ginger	3,841	3	97	99	51
7. Lemons and limes	40	0	100	100	50
8. Eggplants	116	0	100	100	50
9. Beans	22	0	100	100	50
10. Bananas, plantains	44	0	100	100	50

Source: ITC's TradeMap and Market Access Map, see Table 18.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005 and growth rates to 2001-05. The trade balance excludes intra-Pacific trade.

### **Overall Export index**

The top ten products in terms of Pacific ACP's export performance are Coffee, green; Cocoa beans; Other roots and tubers; Vanilla; Coconuts; Other fruits; Cassava; Papayas; Other vegetables; and Tea.

**Table 17. Export index for Pacific ACP countries**

	Rank size	Rank dynamism	Rank diversification	Rank trade balance
1. Coffee, green	2	1	6	1
2. Cocoa beans	1	2	5	2
3. Other roots and tubers	3	14	4	3
4. Vanilla	4	8	7	4
5. Coconuts	10	10	1	14
6. Other fruits	14	3	2	17
7. Cassava	8	13	3	5
8. Papayas	8	11	8	11
9. Other vegetables	6	18	8	11
10. Tea	7	15	10	14

Source: ITC's TradeMap and Market Access Map, see Table 18.

**Table 18. Export index for Pacific ACP countries and underlying indicators**

Products	Size					Dynamism					Diversification					Trade balance					Export index
	Pacific exports to world		Share of Pacific in world exports		Average Index	Growth of Pacific exports to world		Absolute change in Pacific exports		Average Index	Number of exporting countries		Share of top exporter in Pacific exports		Average Index	Absolute		Relative		Average Index	
	USD 1,000	Inde x	%	Inde x		% p.a	Inde x	USD 1,000	Inde x		0 to 15	Inde x	% (top exporter)	Inde x		USD 1,000	Inde x	%	Inde x		
1. Coffee, green	150,973	100	1.5	33	67	15	62	64,442	100	81	5	89	98 (PNG)	4	46	150,662	100	100	100	100	73
2. Cocoa beans	104,095	82	2.4	54	68	17	65	49,181	87	76	5	89	92 (PNG)	15	52	104,095	82	100	100	91	72
3. Other roots and tubers	12,090	9	5.3	100	55	8	52	3,275	9	30	6	100	96 (Fiji)	8	54	12,016	10	100	100	55	48
4. Vanilla	5,444	4	3.8	83	44	32	87	3,546	9	48	4	67	93 (PNG)	13	40	5,268	4	98	99	52	46
5. Coconuts	699	1	0.2	4	2	20	69	354	4	36	5	89	45 (Samoa)	100	94	512	1	59	80	40	43
6. Other fruits*	112	0	0.0	0	0	High	100	62	3	52	3	44	53 (Fiji)	93	69	-26	0	-10	45	23	36
7. Cassava	1,632	1	0.3	7	4	13	58	511	4	31	3	44	66 (Fiji)	66	55	1,500	2	100	100	51	35
8. Papayas	705	1	0.4	8	4	18	67	407	4	35	3	44	85 (Fiji)	29	37	677	1	92	96	49	31
9. Other vegetables	8,721	7	0.4	8	8	-8	27	-3,646	0	14	3	44	85 (Tonga)	29	37	7,843	6	82	91	49	27
10. Tea	7,571	6	0.3	6	6	1	41	352	4	22	4	67	98 (PNG)	5	36	5,142	4	52	76	40	26
11. Ginger	3,896	3	1.2	27	15	16	64	412	4	34	1	0	100 (Fiji)	0	0	3,841	3	97	99	51	25
11. Lemons and limes*	40	0	0.0	0	0	High	100	40	3	52	1	0	100 (Vanuatu)	0	0	40	0	100	100	50	25
11. Eggplants	116	0	0.0	1	0	38	96	475	4	50	1	0	100 (Fiji)	0	0	116	0	100	100	50	25
14. Other oil crops*	94	0	0.1	1	1	High	100	94	3	52	1	0	100 (PNG)	0	0	84	0	81	90	45	24
15. Sweet potatoes	124	0	0.1	3	2	40	100	92	3	52	1	0	100 (Tonga)	0	0	89	0	56	78	39	23
15. Beans	22	0	0.0	0	0	28	82	113	3	43	1	0	100 (Fiji)	0	0	22	0	100	100	50	23
17. Bananas, plantains	44	0	0.0	0	0	-26	0	-101	3	2	2	22	95 (Niue)	9	16	44	0	100	100	50	17
18. Other spices	214	0	0.0	1	1	1	40	8	3	22	1	0	100 (Fiji)	0	0	-760	0	-68	16	8	8
19. Mangoes	20	0	0.0	0	0	0	39	0	3	21	1	0	100 (Fiji)	0	0	-93	0	-71	15	7	7
20. Pepper, white/long/black	10	0	0.0	0	0			0	3	3	1	0	100 (Fiji)	0	0	-86	0	-81	9	5	2

Source: ITC's TradeMap and Market Access Map.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005 and growth rates to 2001-05. The trade balance excludes intra-Pacific trade.



## Index 3: Import

The Import Index for the Pacific ACP region aims to measure the current regional reliance on imports of the products by taking into account three dimensions of the import: size, dynamism, and diversification. As will be detailed now, the top ten products in terms of high regional demand for imports are Potatoes; Other spices; Garlic; Soybeans; Sorghum; Cabbages; Coconuts; Vanilla; Tea; and Mangoes.

### Size

We measure *the “size”* index of the products by the share of the region in world imports. The top ten in terms of import size are Potatoes; Coconuts; Sorghum; Garlic; Other spices; Vanilla; Other pulses; Soybeans; Tea; and Sweet potatoes.

**Table 19. Import index: Top ten products for “size2**

Top 10 products	Share of Pacific in world imports	
	%	Index
1. Potatoes	0.35	100
2. Coconuts	0.19	100
3. Sorghum	0.19	99
4. Garlic	0.18	96
5. Other spices	0.15	76
6. Vanilla	0.13	70
7. Other pulses	0.09	45
8. Soybeans	0.07	37
9. Tea	0.07	37
10. Sweet potatoes	0.04	19

Source: ITC's TradeMap and Market Access Map, see Table 23.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

### Dynamism

The “dynamism” dimension shows how dynamic the regional market is. We evaluate the dynamism index of the products by calculating the region's import growth rate. The top ten in terms of import dynamism are Soybeans; Potatoes; Maize; Coconuts; Mangoes; Cantaloupes & other melons; Tomatoes; Cucumbers and gherkins; Other roots and tubers; and Pineapples.

**Table 20. Import index: Top ten products for “dynamism”**

Top 10 products	Growth of Pacific imports from world		Absolute change in Pacific imports		Average Index
	% p.a	Index	USD 1,000	Index	
1. Soybeans	High	100	13,459	100	100
2. Potatoes	12	54	2,135	100	77
3. Maize	43	91	360	29	60
4. Coconuts	108	100	125	13	57
5. Mangoes	84	100	63	9	55
6. Cantaloupes & other melons	75	100	75	10	55
7. Tomatoes	36	83	296	25	54
8. Cucumbers and gherkins	82	100	10	6	53
9. Other roots and tubers	High	100	15	6	53
10. Pineapples	High	100	12	6	53

Source: ITC's TradeMap and Market Access Map, see Table 23.

Note: All indices range from 0 (lowest) to 100 (best performance). Growth rates refer and absolute changes to 2001-05.

### Diversification

The “*importer diversification*” indicates how numerous producing countries of the region are in each commodity. We appraise *the region's production diversification* index of the products by calculating a simple average of two indices: (1) the number of significant

producing countries in the region (the higher the better) and (2) the share of the top one producing country of the region in a particular product, which is used as an indicator of production concentration (the lower the better). We assume that the more diversified the region is across its countries, the more appropriate will be interventions under the Programme.

The top ten in terms of importer diversification are Oranges; Cabbages; Tea; Other spices; Potatoes; Other vegetables; Coffee, green; Garlic; Tomatoes; and Pepper, white/long/black.

**Table 21. Import index: Top ten products for “diversification”**

Top 10 products	Number of importing countries in Pacific		Share of top importer in Pacific exports		Average Index
	0 to 15	Index	% (top importer)	Index	
1. Oranges	10	95	44 (Fiji)	56	75
2. Cabbages	8	76	43 (Fiji)	57	66
3. Tea	11	100	69 (Fiji)	31	65
4. Other spices	7	67	47 (PNG)	53	60
5. Potatoes	11	100	88 (Fiji)	12	56
6. Other vegetables	7	67	58 (Fiji)	42	55
7. Coffee, green	6	57	54 (Fiji)	46	52
8. Garlic	8	76	84 (Fiji)	16	46
9. Tomatoes	6	57	73 (Fiji)	27	42
10. Pepper, white/long/black	3	29	45 (Samoa)	55	42

Source: ITC's TradeMap and Market Access Map, see Table 23.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

### **Overall Import index**

The top ten products in terms of Pacific ACP import index are Potatoes; Other spices; Garlic; Soybeans; Sorghum; Cabbages; Coconuts; Vanilla; Tea; and Mangoes.

**Table 22. Import index for Pacific ACP countries**

	Rank size	Rank growth	Rank diversification
1. Potatoes	1	2	5
2. Other spices	5	14	4
3. Garlic	4	17	16
4. Soybeans	8	1	29
5. Sorghum	3	27	23
6. Cabbages	12	13	2
7. Coconuts	1	4	30
8. Vanilla	6	16	33
9. Tea	8	11	3
9. Mangoes	23	5	20

Source: ITC's TradeMap and Market Access Map, see Table 23.

**Table 23. Import index for Pacific ACP countries and underlying indicators**

Products	Size		Dynamism				Average Index	Diversification				Average Index	Import Index
	Share of Pacific in world imports (%)		Growth of Pacific imports		Absolute change in Pacific imports			Number of importing countries in Pacific		Share of top Pacific importer			
	%	Index	% p.a	Index	USD 1,000	Index		0 to 15	Index	% (top importer)	Index		
1. Potatoes	0.35	100	12	54	2,135	100	77	11	100	88 (Fiji)	12	56	78
2. Other spices	0.15	76	21	66	412	33	49	7	67	47 (PNG)	53	60	71
3. Garlic	0.18	96	7	48	275	23	36	8	76	84 (Fiji)	16	46	59
4. Soybeans*	0.07	37	High	100	13,459	100	100	4	38	99 (Marshall Is.)	1	20	52
5. Sorghum	0.19	99	-23	12	-1,461	0	6	2	19	55 (PNG)	45	32	46
6. Cabbages	0.03	16	37	84	164	16	50	8	76	43 (Fiji)	57	66	44
7. Coconuts	0.19	100	108	100	125	13	57	3	29	97 (Fiji)	3	16	43
8. Vanilla	0.13	70	32	78	6	5	42	2	19	95 (Fiji)	5	12	41
9. Mangoes	0.01	6	84	100	63	9	55	4	38	63 (Fiji)	37	38	40
9. Tea	0.07	37	10	52	692	51	52	11	100	69 (Fiji)	31	65	40
11. Oranges	0.03	15	2	42	54	9	25	10	95	44 (Fiji)	56	75	39
12. Tomatoes	0.01	5	36	83	296	25	54	6	57	73 (Fiji)	27	42	34
13. Chillies & peppers, green	0.02	10	34	81	193	18	49	6	57	79 (Fiji)	21	39	33
14. Cantaloupes & other melons	0.02	8	75	100	75	10	55	4	38	73 (Fiji)	27	33	32
15. Maize	0.00	2	43	91	360	29	60	4	38	83 (PNG)	17	27	30
15. Pepper, white/long/black	0.02	10	19	62	44	8	35	3	29	45 (Samoa)	55	42	30
17. Other vegetables	0.04	18	11	53	205	19	36	7	67	58 (Fiji)	42	55	29
18. Other pulses	0.09	45	11	54	36	7	30	1	10	100 (Fiji)	0	5	27
19. Coffee, green	0.00	2	-7	31	-73	0	15	6	57	54 (Fiji)	46	52	23
20. Cucumbers and gherkins	0.00	0	82	100	10	6	53	2	19	91 (Cook Is.)	9	14	22
20. Other roots and tubers*	0.02	12	High	100	15	6	53	2	19	71 (Tuvalu)	29	24	22
22. Watermelons	0.00	1	11	53	2	5	29	3	29	63 (Kiribati)	38	33	21
23. Avocados	0.00	1	50	99	4	5	52	1	10	100 (Fiji)	0	5	19
23. Beans, dry	0.02	8	7	49	28	7	28	2	19	76 (Fiji)	24	22	19
23. Pineapples*	0.00	0	High	100	12	6	53	1	10	100 (Cook Is.)	0	5	19
26. Bananas, plantains	0.00	0			0	5	5	0	0	0	100	50	18
26. Eggplants	0.00	0			0	5	5	0	0	0	100	50	18
26. Lemons and limes	0.00	0			0	5	5	0	0	0	100	50	18
29. Beans	0.00	0	-100	0	-10	4	2	0	0	0	100	50	17
29. Citrus fruit nes	0.00	0	-100	0	-10	4	2	0	0	0	100	50	17
29. Cocoa beans	0.00	0	-100	0	-15	4	2	0	0	0	100	50	17
29. Groundnuts in shell	0.00	0	-100	0	-32	3	1	0	0	0	100	50	17
29. Rice, paddy	0.00	0	-100	0	-15	4	2	0	0	0	100	50	17
34. Other nuts	0.00	2	-7	32	-29	3	17	2	19	61 (Fiji)	39	29	16
35. Other fruits	0.01	7	-12	25	-72	0	13	2	19	54 (Timor-Leste)	46	32	13
36. Cassava	0.02	12			0	5	5	2	19	87 (Kiribati)	13	16	11
37. Sweet potatoes	0.04	19			0	5	5	1	10	100 (Kiribati)	0	5	9
38. Ginger	0.02	9	-37	0	-54	1	1	1	10	100 (Fiji)	0	5	5
39. Other oil crops	0.00	2			0	5	5	1	10	100 (Fiji)	0	5	4
39. Papayas	0.01	7			0	5	5	1	10	100 (Fiji)	0	5	4

Source: ITC's TradeMap and Market Access Map.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005 and growth rates to 2001-05.

## Index 4 : World market

The World market index aims to measure the world market trends of the products by taking into account three dimensions of the market demand: size, dynamism and the market access of Pacific ACP countries. As will be detailed now, the top ten products in terms of high and accessible international demand are Maize; Coffee, green; Soybeans; Garlic; Bananas, plantains; Potatoes; Cocoa beans; Coconuts; Tomatoes; and Other spices.

### Size

We estimate *the size* of the products by calculating a simple average of two indices : (1) the value of world imports and (2) the share of regional imports in world imports. All things being equal, products which already register a large international demand are more promising for future export growth if there are no major changes in the international environment. The top ten products in terms of world import size are Soybeans; Potatoes; Sorghum; Maize; Garlic; Coconuts; Coffee, green; Other spices; Bananas, plantains; and Vanilla.

**Table 24. World market index: Top ten products for “size”**

Top 10 products	World imports		Share of Pacific in world imports		Average Index
	USD million	Index	%	Index	
1. Soybeans	18,916	100	0	37	69
2. Potatoes	2,091	17	0	100	59
3. Sorghum	747	5	0	99	52
4. Maize	13,250	100	0	2	51
4. Garlic	848	6	0	96	51
4. Coconuts	363	2	0	100	51
7. Coffee, green	10,154	87	0	2	44
8. Other spices	666	5	0	76	40
9. Bananas, plantains	8,743	74	0	0	37
10. Vanilla	131	0	0	70	35

Source: ITC's TradeMap and Market Access Map, see Table 28.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005.

### Dynamism

We evaluate *the dynamism* of the products by calculating a simple average of (1) the absolute change in world imports and (2) the growth of world imports. Fast growing global markets are more likely to produce net gains for an exporting country/region than slow growing, stagnant or declining markets. All things being equal, the more dynamic world imports are, the higher the probability of future export growth is. The dynamism of international demand for each product is measured by the world import growth rate between 2001 and 2005.

The top ten in terms of world import dynamism are Coffee, green; Soybeans; Maize; Cocoa beans; Bananas, plantains; Tomatoes; Avocados; Pineapples; Other nuts; and Sweet potatoes.

**Table 25. Import index: Top ten products for “dynamism”**

Top 10 products	Growth of world imports		Absolute change in world imports		Average Index
	% p.a	Index	USD 1,000	Index	
1. Coffee, green	13	68	3,826	100	84
2. Soybeans	12	66	6,918	100	83
3. Maize	7	50	3,180	91	71
4. Cocoa beans	16	79	2,152	62	71
5. Bananas, plantains	10	58	2,704	78	68
6. Tomatoes	14	73	2,168	63	68
7. Avocados	24	100	574	18	59
8. Pineapples	20	90	766	23	57
9. Other nuts	22	97	488	15	56
10. Sweet potatoes	24	100	56	3	52

Source: ITC's TradeMap and Market Access Map, see Table 28.

Note: All indices range from 0 (lowest) to 100 (best performance). Growth rates and absolute changes refer to 2001-05.

### **Market access**

We assess the market access conditions of the products by calculating a simple average of (1) the applied tariff to the region and of (2) the tariff differential between the region and the MFN regime. All things being equal, products that enjoy open markets and preferential access are more promising for future export growth.

The top ten in terms of market access are Maize; Cassava; Garlic; Beans; Lemons and limes; Eggplants; Chillies & peppers, green; Sweet potatoes; Cantaloupes & other melons; and Papayas.

**Table 26. Import index: Top ten products for “market access”**

Top 10 products	Tariff applied to the Pacific		Tariff advantage		Average Index
	% p.a	Index	USD 1,000	Index	
1. Maize	6%	79	36%	100	90
2. Cassava	8%	73	45%	100	87
3. Garlic	9%	70	26%	93	82
4. Beans	2%	95	8%	64	79
4. Lemons and limes	1%	96	8%	63	79
6. Eggplants	2%	93	8%	64	78
7. Chillies & peppers, green	1%	97	3%	55	76
7. Sweet potatoes	2%	94	5%	58	76
7. Cantaloupes & other melons	2%	92	6%	61	76
7. Papayas	0%	98	2%	54	76

Source: ITC's TradeMap and Market Access Map, see Table 28.

Notes: All indices range from 0 (lowest) to 100 (best performance). The preferential tariff advantage is calculated as the difference between the MFN rate (applied to WTO members) and the rate applied to Pacific ACP countries.

### **Overall World Market index**

The top ten products in terms of the World market index are Maize; Coffee, green; Soybeans; Garlic; Bananas, plantains; Potatoes; Cocoa beans; Coconuts; Tomatoes; and Other spices.

**Table 27. Import index for Pacific ACP countries**

	Rank size	Rank growth	Rank diversification
1. Maize	4	3	1
2. Coffee, green	7	1	16
3. Soybeans	1	2	38
4. Garlic	4	19	3
5. Bananas, plantains	9	5	36
6. Potatoes	2	29	19
6. Cocoa beans	15	3	14
8. Coconuts	4	19	27
9. Tomatoes	12	5	34
10. Other spices	8	23	20

Source: ITC's TradeMap and Market Access Map, see Table 28.

**Table 28. World market index and underlying indicators**

Products	Size					Dynamism					Market access					World Market Index
	World imports		Share of the Pacific in world imports		Average index	Growth of world imports		Absolute change of world imports		Average index	Tariff applied to the Pacific		Tariff advantage*		Average index	
	USD millions	Index	%	Index		(% p.a.)	Index	USD millions	Index		%	Index	%	Index		
1. Maize	13,250	100	0	2	51	7	50	3,180	91	71	6%	79	36%	100	90	70
2. Coffee, green	10,154	87	0	2	44	13	68	3,826	100	84	1%	96	0%	50	73	67
3. Soybeans	18,916	100	0	37	69	12	66	6,918	100	83	18%	41	0%	50	46	66
4. Garlic	848	6	0	96	51	13	69	331	11	40	9%	70	26%	93	82	58
5. Bananas, plantains	8,743	74	0	0	37	10	58	2,704	78	68	10%	66	5%	59	62	56
6. Cocoa beans	4,745	40	0	0	20	16	79	2,152	62	71	1%	97	0%	50	74	55
6. Potatoes	2,091	17	0	100	59	7	51	513	16	33	5%	83	6%	60	72	55
8. Coconuts	363	2	0	100	51	15	75	151	6	40	5%	84	0%	50	67	53
9. Tomatoes	5,253	44	0	5	25	14	73	2,168	63	68	11%	64	7%	61	63	52
10. Other spices	666	5	0	76	40	12	67	246	9	38	3%	90	1%	51	71	50
11. Chillies & peppers, green	2,866	24	0	10	17	12	64	1,022	30	47	1%	97	3%	55	76	47
12. Pineapples	1,497	12	0	0	6	20	90	766	23	57	2%	95	4%	56	75	46
12. Sweet potatoes	97	0	0	19	9	24	100	56	3	52	2%	94	5%	58	76	46
14. Avocados	996	8	0	1	4	24	100	574	18	59	3%	90	3%	55	73	45
15. Beans	661	5	0	0	2	19	88	331	11	49	2%	95	8%	64	79	44
15. Oranges	3,161	26	0	15	21	9	55	888	27	41	7%	77	9%	65	71	44
17. Lemons and limes	1,389	11	0	0	6	14	71	555	17	44	1%	96	8%	63	79	43
17. Other vegetables	2,470	20	0	18	19	11	62	836	25	44	7%	78	4%	57	67	43
17. Sorghum	747	5	0	99	52	-2	21	-64	0	10	5%	82	1%	52	67	43
17. Tea	3,440	29	0	37	33	6	45	634	20	32	6%	79	0%	50	64	43
21. Other nuts	911	7	0	2	4	22	97	488	15	56	5%	82	1%	52	67	42
22. Eggplants	283	1	0	0	1	17	80	130	5	43	2%	93	8%	64	78	41
23. Cantaloupes & other melons	1,253	10	0	8	9	10	58	382	12	35	2%	92	6%	61	76	40
23. Cassava	574	4	0	12	8	6	46	115	5	25	8%	73	45%	100	87	40
25. Ginger	321	2	0	9	5	17	83	154	6	45	5%	82	3%	55	69	39
25. Mangoes	944	7	0	6	7	12	65	338	11	38	2%	94	1%	52	73	39
25. Other fruits	1,085	8	0	7	8	12	67	404	13	40	6%	81	4%	57	69	39
28. Cabbages	820	6	0	16	11	10	59	259	9	34	6%	81	4%	57	69	38
28. Watermelons	657	5	0	1	3	12	64	230	8	36	3%	89	6%	59	74	38
30. Cucumbers and gherkins	1,434	11	0	0	6	13	69	556	17	43	12%	60	9%	65	63	37
30. Other oil crops	264	1	0	2	2	14	73	109	5	39	3%	91	0%	50	71	37
30. Papayas	222	1	0	7	4	9	57	67	4	30	0%	98	2%	54	76	37
30. Vanilla	131	0	0	70	35	-14	0	-111	0	0	1%	97	2%	54	76	37
34. Groundnuts in shell	185	1	0	0	0	10	60	60	3	32	4%	88	0%	50	69	34
35. Rice, paddy	459	3	0	0	1	13	68	170	7	37	11%	62	2%	54	58	32
36. Other roots and tubers	235	1	0	12	6	3	38	29	3	20	6%	78	2%	54	66	31
37. Other pulses	344	2	0	45	23	1	30	10	2	16	18%	39	0%	50	44	28
38. Pepper, white/long/black	517	3	0	10	7	-3	18	-60	0	9	6%	81	1%	51	66	27
39. Citrus fruit nes	33	0	0	0	0	-16	0	-33	1	0	3%	91	6%	60	76	25
40. Beans, dry	1,035	8	0	8	8	5	43	184	7	25	25%	18	6%	61	39	24

Source: ITC's TradeMap and Market Access Map.

Notes: All indices range from 0 (lowest) to 100 (best performance). Products are ranked according to the world market Index. \* The preferential tariff advantage is calculated as the difference between the MFN rate (applied to WTO members) and the rate applied to Pacific ACP countries.

## Comparing products along the four dimensions

We combine and compare the four indices. High ranks in both the production index and the import index suggest an existing potential for import substitution whereas high ranks in both production, export and/or world market indices suggest a potential for export development. Products which rank lower in terms of the production index, but for which there is identified import reliance, or where world market indices suggest a potential for import substitution or export development in the future may require interventions to develop their capacity.

We distinguish whether a product is ranked among the top 20 products for each dimension or whether it is not. We can identify 16 possible combinations on the basis of the composite indices. Table 30 uses a different colours for the cases depending on the number of dimensions for which the product lies among the top 20 products: Dark red (0 dimension), red (1), yellow (2), green (3), dark green (4).

- The dark green case in the top right shows those products that are among the top 20 in production, exports, imports and world markets. Coconuts; Coffee, green; Other spices; and Other vegetables seem interesting both from an import substitution and from an export development point of view.
- The dark red case in the bottom left shows those products with low rankings in all four dimensions. Citrus fruit not elsewhere specified, Other nuts and Watermelon appear to have low potential both from an import substitution and an export development point of view.
- Between these two extreme cases, some products seem more promising for export development (for example when production and export indices are high), while others seem more promising for import substitution (when production and import indices are high).

To assist in the interpretation of this information, we distinguish two categories of products on the basis of their current production performance:

- **Products with *high* ranks in production** represent opportunities for import substitution and/or export development (Table 31). We can discern four subcategories of opportunities:
  - *Export development and import substitution.* This subcategory includes Mangoes, Other roots and tubers, Vanilla, Sorghum, Coffee, green, Oranges, Other vegetables, Coconuts, Potatoes, and Other spices.
  - *Export development only.* Cocoa beans, Bananas, plantains, Pineapples, Other fruits, Sweet potatoes, Cassava, and Ginger lie in this subcategory.
  - *Import substitution only.* It consists of only Other pulses.
  - *Production capacity only.* Beans, dry, Rice, paddy and Groundnuts in shell belong to this subcategory.
- **Products with *low* ranks in production** represent opportunities for significant production capacity development prior to taking advantage of identified import substitution and/or export development opportunities (Table 32). We can discern three subcategories of opportunities:
  - *Capacity development for Import substitution and Exports.* Tea, Maize, Chillies & peppers, Garlic, Tomatoes, Soybeans, and Pepper lie in this subcategory.
  - *Capacity development for Exports.* Beans, Lemons and limes, Avocados, Eggplants, Papayas, and Other oil crops fall in this subcategory.



- *Capacity development for Import substitution.* This subcategory includes Cabbages, Cantaloupes & other melons, Cucumbers and gherkins.
- Lastly, the following products have a low regional and world market demand, implying little market opportunities to expand production: Citrus fruit nes, Watermelons, Other nuts.

The study also provides information on possible “diversification” sectors and products that are interesting in view of value addition in down-stream activities of the value chain. For this, ITC selected an additional 25 product groups (2-digit codes of the Harmonised System), corresponding to about 250 product items at the 6-digit level (Annex 2).

**Table 29: Top 20 products for Pacific ACP countries according to the four indices**

	Production index	Export index	Import index	World market index
Top 20 products	1. Coconuts	1. Coffee, green	1. Potatoes	1. Maize
	2. Other roots and tubers	2. Cocoa beans	2. Other spices	2. Coffee, green
	3. Other fruits	3. Other roots and tubers	3. Garlic	3. Soybeans
	4. Ginger	4. Vanilla	4. Soybeans	4. Garlic
	5. Cocoa beans	5. Coconuts	5. Sorghum	5. Bananas, plantains
	6. Vanilla	6. Other fruits	6. Cabbages	6. Cocoa beans
	7. Other spices	7. Cassava	7. Coconuts	6. Potatoes
	7. Pineapples	8. Papayas	8. Vanilla	8. Coconuts
	9. Bananas, plantains	9. Other vegetables	9. Mangoes	9. Tomatoes
	10. Rice, paddy	10. Tea	9. Tea	10. Other spices
	11. Sorghum	11. Ginger	11. Oranges	11. Chillies & peppers, green
	11. Mangoes	11. Lemons and limes	12. Tomatoes	12. Pineapples
	13. Other vegetables	11. Eggplants	13. Chillies & peppers, green	12. Sweet potatoes
	14. Sweet potatoes	14. Other oil crops	14. Cantaloupes & other melons	14. Avocados
	14. Groundnuts in shell	15. Sweet potatoes	15. Maize	15. Beans
	14. Potatoes	15. Beans	15. Pepper, white/long/black	15. Oranges
	17. Other pulses	17. Bananas, plantains	17. Other vegetables	17. Lemons and limes
	18. Coffee, green	18. Other spices	17. Other vegetables	17. Other vegetables
	18. Oranges	19. Mangoes	18. Other pulses	17. Sorghum
	20. Beans, dry	20. Pepper, white/long/black	19. Coffee, green	17. Tea
20. Cassava		20. Cucumbers and gherkins		
		20. Other roots and tubers		
Other products	22. Watermelons	---	22. Watermelons	21. Other nuts
	22. Papayas		23. Avocados	22. Eggplants
	24. Avocados		23. Beans, dry	23. Cantaloupes & other melons
	24. Other nuts		23. Pineapples	23. Cassava
	26. Beans		26. Bananas, plantains	25. Ginger
	27. Tomatoes		26. Eggplants	25. Mangoes
	27. Cantaloupes & other melons		26. Lemons and limes	25. Other fruits
	29. Cabbages		29. Beans	28. Cabbages
	30. Citrus fruit nes		29. Citrus fruit nes	28. Watermelons
	30. Maize		29. Cocoa beans	30. Cucumbers and gherkins
	32. Tea		29. Groundnuts in shell	30. Other oil crops
	33. Cucumbers and gherkins		29. Rice, paddy	30. Papayas
	34. Lemons and limes		34. Other nuts	30. Vanilla
	34. Other oil crops		35. Other fruits	34. Groundnuts in shell
	36. Chillies & peppers, green		36. Cassava	35. Rice, paddy
	36. Pepper, white/long/black		37. Sweet potatoes	36. Other roots and tubers
	38. Eggplants		38. Ginger	37. Other pulses
	39. Soybeans		39. Other oil crops	38. Pepper, white/long/black
	39. Garlic		39. Papayas	39. Citrus fruit nes
				40. Beans, dry

Source: FAOSTAT, ITC's TradeMap and Market Access Map, Table 12, Table 18, Table 23, Table 28.

**Table 30: Top 20 products for Pacific ACP countries according to four indices – synthetic view**

	Low ranks in Production and World markets	Low ranks in Production, High ranks in World markets	High ranks in Production, Low ranks in World markets	High ranks in Production and World markets
High ranks (top 20) in Exports and Imports	High ranks (top 20) in Exports and Imports: Pepper, white/long/black (36, 20, 15, 38)	High ranks (top 20) in Exports, Imports and World Markets: Tea (32, 10, 9, 17)	High ranks (top 20) in Production, Exports and Imports: Mangoes (11, 19, 9, 25) Other roots and tubers (2, 3, 20, 36) Vanilla (6, 4, 8, 30)	High ranks (top 20) in Production, Exports, Imports and World Markets: Coconuts (1, 5, 7, 8) Coffee, green (18, 1, 19, 2) Other spices (7, 18, 2, 10) Other vegetables (13, 9, 17, 17)
High ranks (top 20) in Exports  Low ranks in Imports	High ranks (top 20) in Exports: Eggplants (38, 11, 26, 22) Other oil crops (34, 14, 39, 30) Papayas (22, 8, 39, 30)	High ranks (top 20) in Exports and World Markets: Beans (26, 15, 29, 15) Lemons and limes (34, 11, 26, 17)	High ranks (top 20) in Production and Exports: Cassava (20, 7, 36, 23) Ginger (4, 11, 38, 25) Other fruits (3, 6, 35, 25)	High ranks (top 20) in Production, Exports and World Markets: Bananas, plantains (9, 17, 26, 5) Cocoa beans (5, 2, 29, 6) Sweet potatoes (14, 15, 37, 12)
High ranks (top 20) in Imports  Low ranks in Exports,	High ranks (top 20) in Imports: Cabbages (29, --, 6, 28) Cantaloupes & other melons (27, --, 14, 23) Cucumbers and gherkins (33, --, 20, 30)	High ranks (top 20) in Imports and World Markets: Chillies & peppers (36, --, 13, 11) Garlic (39, --, 3, 4) Maize (30, --, 15, 1) Soybeans (39, --, 4, 3) Tomatoes (27, --, 12, 9)	High ranks (top 20) in Production and Imports: Other pulses (17, --, 18, 37)	High ranks (top 20) in Production, Imports and World Markets: Oranges (18, --, 11, 15) Potatoes (14, --, 1, 6) Sorghum (11, --, 5, 17)
Low ranks in Exports and Imports	Citrus fruit nes (30, --, 29, 39) Other nuts (24, --, 34, 21) Watermelons (22, --, 22, 28)	High ranks (top 20) in World Markets: Avocados (24, --, 23, 14)	High ranks (top 20) in Production: Beans, dry (20, --, 23, 40) Groundnuts in shell (14, --, 29, 34) Rice, paddy (10, --, 29, 35)	High ranks (top 20) in Production and World Markets: Pineapples (7, --, 23, 12)

Source: FAOSTAT, ITC's TradeMap and Market Access Map, Table 12, Table 18, Table 23, Table 28.

The numbers in parentheses indicate the product's rank among all products in 1. production index, 2. export index, 3. import index, and 4. world market index.

Colour codes: Number of dimensions for which the product is among the top 20 products for the region: Dark red (0), red (1), yellow (2), green (3), dark green (4).

## Selecting broad sectors

**Table 31: Pacific ACP countries: Products with *high* ranks in production for import substitution and/or export development opportunity**

These are products which are produced efficiently in relatively large quantities and for which there is a potential for import substitution and/or export development.

Product sectors	Production capacity	Import substitution	Import substitution and Export development				Export development	
	(low rank in World Markets, Imports and Exports)	High rank in Imports (low rank in exports and world markets)	High rank in Imports and Exports (low rank in world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in World Markets, Imports and Exports	High rank in World Markets and Exports (low rank in imports)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)
Cereals, grains, beans, peas and pulses	Beans, dry (1) Rice, paddy (5)	Other pulses (3)		Sorghum (3)				
Coffee, cocoa, tea					Coffee, green (6)	Cocoa beans (6)		
Fruits and vegetables			Mangoes (4)	Oranges (4)	Other vegetables (13)	Bananas, plantains (11)	Pineapples (5)	Other fruits (13)
Nuts	Groundnuts in shell (5)				Coconuts (13)			
Roots and tubers			Other roots and tubers (10)	Potatoes (3)		Sweet potatoes (8)		Cassava (9)
Spices, pyrethrum and peppermint			Vanilla (1)		Other spices (6)			Ginger (1)

Note: "High" rank means that the product is among the top 20 products for the dimension. The number in parentheses indicates the number of producing countries in the region.

**Table 32: Pacific ACP countries: Products with low ranks in production for production capacity development and opportunities**

These are products which are produced inefficiently or in relatively small quantities but for which there is a potential for import substitution and/or export development.

Product sectors	Low demand (low rank in World Markets, Imports and Exports)	Capacity development for Import substitution High rank in Imports (low rank in exports and world markets)	Capacity development for Import substitution and Export development			Capacity development for Export		
			High rank in Imports and Exports (low rank in world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in World Markets, Imports and Exports	High rank in World Markets and Exports (low rank in imports)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)
Coffee, cocoa, tea				Tea (1)				
Cereals, grains, beans, peas and pulses	Citrus fruit nes (1) Watermelons (4)			Maize (5)				
Fruits and vegetables	Other nuts (3)	Cabbages (2) Cantaloupes & other melons (2) Cucumbers and gherkins (2)		Chillies & peppers (1) Garlic (1) Tomatoes (5)	Beans (2) Lemons and limes (3)	Avocados (3)	Eggplants (1) Papayas (4)	
Oil crops				Soybeans (1)				Other oil crops (1)
Spices, pyrethrum and peppermint			Pepper (2)					

Note: "High" rank means that the product is among the top 20 products for the dimension. The number in parentheses indicates the number of producing countries in the region.

## Annex

### Annex 1: Definition of products and sectors in terms of the Harmonised System

Broad sectors	FAO products	HS6 rev1	HS6 rev1 description
Coffee, cocoa, tea	Cocoa beans	180100	Cocoa beans, whole or broken, raw or roasted
	Coffee, green	090111	Coffee (excl. roasted and decaffeinated)
		090112	Decaffeinated coffee (excl. roasted)
	Mate	090300	Mate
	Tea	090210	Green tea in immediate packings of <= 3 kg
		090220	Green tea in immediate packings of > 3 kg
		090230	Black fermented tea and partly fermented tea, in immediate packings of <= 3 kg
090240		Black fermented tea and partly fermented tea, in immediate packings of > 3 kg	
Cotton	Seed cotton	120720	Cotton seeds, whether or not broken
Fibre crops	Abaca (manila hemp)	530521	Abaca "Manila hemp or Musa textilis Nee", raw
		530529	Abaca "Manila hemp or Musa textilis Nee", processed but not spun; tow, noils and waste of these fibres, incl. yarn waste and garnetted stock
	Flax fibre and tow	530121	Flax, broken or scutched
		530129	Flax, hackled or otherwise processed, but not spun (excl. broken, scutched and retted flax)
	Hemp fibre and tow	530210	True hemp "Cannabis sativa L.", raw or retted
		530290	True hemp "Cannabis sativa L.", processed but not spun; tow and waste of hemp, incl. yarn waste and garnetted stock (excl. retted hemp)
	Jute and other bast fibres	530310	Jute and other textile bast fibres, raw or retted (excl. flax, true hemp and ramie)
		530390	Jute and other textile bast fibres, processed but not spun; tow and waste of such fibres, incl. yarn waste and garnetted stock (excl. retted fibres of this kind, flax, true hemp and ramie)
	Other fibre crops	530591	Ramie and other vegetable textile fibres n.e.s., raw
		530599	Ramie and other vegetable textile fibres n.e.s., processed but not spun; tow, noils and waste of these fibres, incl. yarn waste and garnetted stock
	Sisal and other textile fibres of agave	530410	Sisal and other textile fibres of the genus Agave, raw
		530490	Sisal and other textile fibres of the genus Agave, processed but not spun; tow and waste of such fibres, incl. yarn waste and garnetted stock
	Fruits and vegetables	Apples	080810
Apricots		080910	Fresh apricots
Artichokes		070910	Fresh or chilled globe artichokes
Asparagus		070920	Fresh or chilled asparagus
Avocados		080440	Fresh or dried avocados
Bananas, plantains		080300	Bananas, incl. plantains, fresh or dried
Beans		070820	Fresh or chilled beans "Vigna spp., Phaseolus spp.", shelled or unshelled
Broad beans, green		070890	Fresh or chilled leguminous vegetables, shelled or unshelled (excl. peas "Pisum sativum" and beans "Vigna spp., Phaseolus spp.")
Cabbages		070490	Fresh or chilled cabbages, kohlrabi, kale and similar edible brassicas (excl. cauliflowers, headed broccoli and Brussels sprouts)
Cantaloupes & other melons		080719	Fresh melons (excl. watermelons)
Carobs		121210	Locust beans, incl. locust bean seed, fresh, chilled, frozen or dried, whether or not ground
Carrots		070610	Fresh or chilled carrots and turnips
Cauliflower		070410	Fresh or chilled cauliflowers and headed broccoli
Cherries		080920	Fresh cherries
Chillies & peppers, green		070960	Fresh or chilled fruits of the genus Capsicum or Pimenta
Citrus fruit nes		080590	Fresh or dried citrus fruit (excl. oranges, lemons, grapefruit, mandarins, incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids)

Broad sectors	FAO products	HS6 rev1	HS6 rev1 description
	Cranberries and blueberries	081040	Fresh cranberries, bilberries and other fruits of the genus Vaccinium
	Cucumbers and gherkins	070700	Cucumbers and gherkins, fresh or chilled
	Currants and gooseberries	081030	Fresh black, white or red currants and gooseberries
	Dates	080410	Fresh or dried dates
	Eggplants	070930	Fresh or chilled aubergines
	Figs	080420	Fresh or dried figs
	Garlic	070320	Garlic, fresh or chilled
	Grapefruit and pomelos	080540	Fresh or dried grapefruit
	Grapes	080610	Fresh grapes
	Kiwi fruit	081050	Fresh kiwifruit
	Lemons and limes	080530	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia"
	Lettuce	070511	Fresh or chilled cabbage lettuce
		070519	Fresh or chilled lettuce (excl. cabbage lettuce)
		070521	Fresh or chilled witloof chicory
		070529	Fresh or chilled chicory (excl. witloof chicory)
	Mangoes	080450	Fresh or dried guavas, mangoes and mangosteens
	Mushrooms	070951	Fresh or chilled mushrooms
		070952	Fresh or chilled truffles
	Onions	070310	Fresh or chilled onions and shallots
	Oranges	080510	Fresh or dried oranges
	Other fruits	081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes,
	Other vegetable products	121292	Sugar cane, fresh, chilled, frozen or dried, whether or not ground
		121299	Fruit stones and kernels and other vegetable products, incl. unroasted chicory roots of the variety cichorium intybus sativum, of a kind used primarily for human consumption n.e.s.
	Other vegetables	070690	Fresh or chilled salad beetroot, salsify, celeriac, radishes and similar edible roots (excl. carrots and turnips)
		070940	Fresh or chilled celery (excl. celeriac)
		070990	Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces of the species Lactuca sativa and Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes and similar edible ro
	Papayas	080720	Fresh pawpaws "papayas"
	Peaches and nectarines	080930	Fresh peaches, incl. nectarines
	Pears and quinces	080820	Fresh pears and quinces
	Peas, green	070810	Fresh or chilled peas "Pisum sativum", shelled or unshelled
	Pineapples	080430	Fresh or dried pineapples
	Plums	080940	Fresh plums and sloes
	Raspberries	081020	Fresh raspberries, blackberries, mulberries and loganberries
	Spinach	070970	Fresh or chilled spinach, New Zealand spinach and orache spinach
	Strawberries	081010	Fresh strawberries
	Tomatoes	070200	Tomatoes, fresh or chilled
	Watermelons	080711	Fresh watermelons
	Tang. mand. clement. satsma	080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids
Natural gums	Natural gums	400130	Balata, gutta-percha, guayule, chicle and similar natural gums, in primary forms or in plates, sheets or strip (excl. natural rubber, whether or not prevulcanized)
Nuts	Almonds	080211	Fresh or dried almonds in shell
	Brazil nuts	080121	Fresh or dried brazil nuts, in shell
		080122	Fresh or dried brazil nuts, shelled
	Cashew nuts	080131	Fresh or dried cashew nuts, in shell
		080132	Fresh or dried cashew nuts, shelled
	Chestnuts	080240	Fresh or dried chestnuts "Castanea spp.", whether or not shelled or peeled
Hazelnuts (filberts)	080221	Fresh or dried hazelnuts or filberts "Corylus spp.", in shell	

Broad sectors	FAO products	HS6 rev1	HS6 rev1 description
	Other nuts	080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, Brazil nuts, cashew nuts, almonds, hazelnuts, walnuts, chestnuts "Castania spp." and pistachios)
	Pistachios	080250	Fresh or dried pistachios, whether or not shelled or peeled
	Walnuts	080231	Fresh or dried walnuts in shell
Oil crops	Castor beans	120730	Castor oil seeds, whether or not broken
	Coconuts	080111	Desiccated coconuts
		080119	Fresh coconuts, whether or not shelled or peeled
	Groundnuts in shell	120210	Ground-nuts in shell, not roasted or otherwise cooked
	Karite nuts (sheanuts)	120792	Shea nuts "karite nuts", whether or not broken
	Linseed	120400	Linseed, whether or not broken
	Mustard seed	120750	Mustard seeds, whether or not broken
	Oil of palm	151110	Crude palm oil
		151190	Palm oil and its fractions, whether or not refined (excl. chemically modified and crude)
	Other oil crops	120799	Oil seeds and oleaginous fruits, whether or not broken (excl. edible nuts, olives, soya beans, ground-nuts, copra, linseed, rape or colza seeds, sunflower seeds, palm nuts and kernels, cotton, castor oil, sesamum, mustard, safflower and poppy seeds, and s
	Palm kernels	120710	Palm nuts and kernels, whether or not broken
	Poppy seed	120791	Poppy seeds, whether or not broken
	Rapeseed	120500	Rape or colza seeds, whether or not broken
	Safflower seed	120760	Safflower seeds, whether or not broken
	Sesame seed	120740	Sesamum seeds, whether or not broken
	Soybeans	120100	Soya beans, whether or not broken
	Sunflower seed	120600	Sunflower seeds, whether or not broken
Roots and tubers	Cassava	071410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced or in the form of pellets
	Other roots and tubers	071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po
	Potatoes	070110	Seed potatoes
		070190	Fresh or chilled potatoes (excl. seed)
	Sweet potatoes	071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets
Cereales, grains, beans, peas and pulses	Barley	100300	Barley
	Beans, dry	071331	Dried, shelled beans of species "Vigna mungo (L.) Hepper or Vigna radiata (L.) Wilczek", whether or not skinned or split
		071332	Dried, shelled small red "Adzuki" beans "Phaseolus or Vigna angularis", whether or not skinned or split
		071333	Dried, shelled kidney beans "Phaseolus vulgaris", whether or not skinned or split
	Broad beans, dry	071350	Dried, shelled broad beans "Vicia faba var. major" and horse beans "Vicia faba var. equina and Vicia faba var. minor", whether or not skinned or split
	Buckwheat	100810	Buckwheat
	Canary seed	100830	Canary seed
	Chick-peas	071320	Dried, shelled chickpeas "garbanzos", whether or not skinned or split
	Cow peas, dry	071339	Dried, shelled beans "Vigna and Phaseolus", whether or not skinned or split (excl. beans of species "Vigna mungo (L.) Hepper or Vigna radiata (L.) Wilczek", small red "Adzuki" beans and kidney beans)
	Lentils	071340	Dried, shelled lentils, whether or not skinned or split
	Maize	100510	Maize seed
		100590	Maize (excl. seed)
	Millet	100820	Millet (excl. grain sorghum)
	Oats	100400	Oats
	Other cereals	100890	Cereals (excl. wheat and meslin, rye, barley, oats, maize, rice, buckwheat, millet, canary seed and grain sorghum)
	Other pulses	071390	Dried, shelled leguminous vegetables, whether or not skinned or split (excl. peas, chickpeas, beans, lentils, broad beans and horse beans)
	Peas, dry	071310	Dried, shelled peas "Pisum sativum", whether or not skinned or split
	Rice, paddy	100610	Rice in the husk, "paddy" or rough

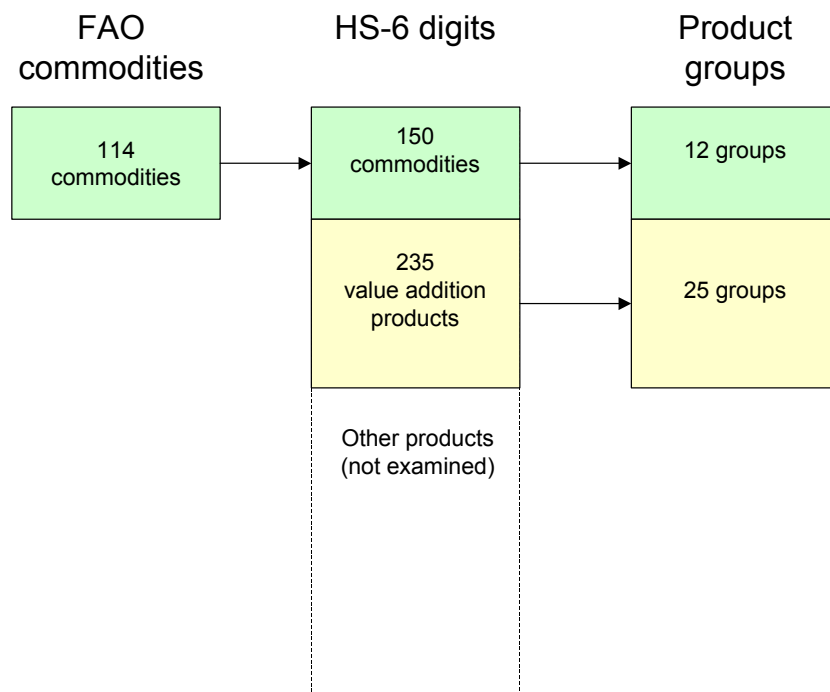
Broad sectors	FAO products	HS6 rev1	HS6 rev1 description
	Rye	100200	Rye
	Sorghum	100700	Grain sorghum
	Wheat	100110	Durum wheat
		100190	Wheat and meslin (excl. durum wheat)
Spices, pyrethrum and peppermint	Anise, badian, fennel	090910	Seeds of anise or badian
		090920	Coriander seeds
		090930	Cumin seeds
		090940	Caraway seeds
		090950	Seeds of fennel; juniper berries
	Cinnamon (canella)	090610	Cinnamon and cinnamon-tree flowers (excl. crushed and ground)
		090620	Crushed or ground cinnamon and cinnamon-tree flowers
	Cloves, whole+stems	090700	Cloves, whole fruit, cloves and stems
	Ginger	091010	Ginger
	Nutmeg, mace, cardamoms	090810	Nutmeg
		090820	Mace
		090830	Cardamoms
	Other spices	091020	Saffron
		091030	Turmeric "curcuma"
		091040	Thyme and bay leaves
		091050	Curry
		091091	Mixtures of different types of spices
		091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamontree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway, etc.)
	Pimento, allspice	090420	Fruits of the genus Capsicum or of the genus Pimenta, dried or crushed or ground
	Plants and parts of plants	121190	Plants, parts of plants, seeds and fruit used in perfumery, medicaments or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excl. liquorice and ginseng roots)
	Vanilla	090500	Vanilla
	Pepper, white/long/black	090411	Pepper of the genus Piper, neither crushed nor ground
090412		Pepper of the genus Piper, crushed or ground	



## Annex 2: Potential “diversification” sectors and products

This study has established a list of 114 agricultural commodities for which FAO production statistics are available, corresponding to about 150 product items at the 6-digit level of the Harmonised System. Of these 114 commodities, 40 are produced by Pacific ACP countries and thus examined here along four dimensions: production, exports, imports, and the world markets. The commodities are then grouped in 12 product groups. Based on this and additional information (e.g. socio-economic impact, private sector and expert opinion), two broad product groups should be selected for sector-specific activities.

This annex provides information on possible “diversification” sectors and products that are interesting in view of value addition in down-stream activities of the value chain. For this, ITC selected an additional 25 product groups (2-digit codes of the Harmonised System), corresponding to about 250 product items at the 6-digit level.



**Table 33: Pacific ACP countries' exports for "diversification sectors", 2005**

"Diversification sectors" (HS 2-digit code)	Exports to world		Share of exports			Main markets, 2005 (share)		
	Value (USD 1.000)	Growth rate (% p.a), 2001-05	Region	Pacific rim*	Rest of world			
Animal, vegetable fats and oils, cleavage products, etc (15)	247,453	22	0%	2%	98%	United Kingdom (36.7%)	Italy (15.2%)	Germany (12.4%)
Meat, fish and seafood food preparations nes (16)	71,708	18	7%	8%	85%	Germany (37.2%)	United Kingdom (15.9%)	Italy (15.4%)
Beverages, spirits and vinegar (22)	55,733	47	5%	89%	6%	United States (84.8%)	Australia (3.4%)	Tonga (2.1%)
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes (12)	43,195	30	8%	7%	85%	Belgium (31%)	Germany (26.5%)	Malaysia (7.8%)
Cereal, flour, starch, milk preparations and products (19)	23,259	84	16%	73%	12%	Australia (51.6%)	New Zealand (18.6%)	French Polynesia (5.9%)
Products of animal origin, nes (05)	11,420	11	0%	70%	30%	United States (67.6%)	Hong Kong (SARC) (9.7%)	Japan (4.9%)
Residues, wastes of food industry, animal fodder (23)	9,057	42	0%	75%	24%	Australia (55.2%)	New Zealand (18.2%)	Japan (12.2%)
Rubber and articles thereof (40)	7,835	29	0%	17%	83%	Germany (29.7%)	Italy (20.5%)	Australia (15.3%)
Vegetable, fruit, nut, etc food preparations (20)	7,473	21	2%	64%	35%	United States (49.4%)	Japan (16.5%)	Australia (7.7%)
Milling products, malt, starches, inulin, wheat gluten (11)	5,760	13	80%	3%	17%	Samoa (31.2%)	Tonga (24.3%)	Vanuatu (16.2%)
Raw hides and skins (other than furskins) and leather (41)	5,566	13	0%	14%	86%	Japan (44.2%)	France (25.4%)	Australia (10.1%)
Fertilizers (31)	3,244		0%	0%	100%	Cameroon (100%)	--	--
Soaps, lubricants, waxes, candles, modelling pastes (34)	2,610	20	55%	31%	14%	Samoa (33.1%)	Australia (13.1%)	United States (9.5%)
Meat and edible meat offal (02)	2,479	13	6%	24%	70%	Japan (65.6%)	Australia (24.2%)	New Caledonia (4.1%)
Miscellaneous edible preparations (21)	2,193	4	41%	54%	6%	New Zealand (33.2%)	Australia (16.1%)	Samoa (14.7%)
Essential oils, perfumes, cosmetics, toileteries (33)	2,144	134	28%	45%	27%	United States (24.6%)	Australia (19.4%)	Samoa (16.5%)
Cotton (52)	1,898	30	34%	8%	57%	US Minor Outlying Islands (26.7%)	Samoa (20.4%)	Taiwan (PoC) (11.2%)
Coffee, tea, mate and spices (09)	1,202	14	7%	38%	55%	Australia (31.4%)	Singapore (13.8%)	Japan (13.1%)
Dairy products, eggs, honey, edible animal product nes (04)	1,159	21	65%	29%	6%	Kiribati (29%)	United States (23.9%)	Tonga (18.7%)
Edible vegetables and certain roots and tubers (07)	918	9	1%	93%	6%	New Zealand (72.5%)	Australia (17.9%)	Canada (6.4%)
Cocoa and cocoa preparations (18)	828	198	1%	6%	93%	Malaysia (93.4%)	United States (3.5%)	New Zealand (2.4%)
Edible fruit, nuts, peel of citrus fruit, melons (08)	712	48	1%	78%	20%	United States (73.5%)	Canada (7.2%)	Switzerland (5.5%)
Live trees, plants, bulbs, roots, cut flowers etc (06)	472	57	0%	24%	76%	Thailand (75.4%)	United States (21%)	New Zealand (3%)
Live animals (01)	420	58	22%	3%	75%	Singapore (61%)	Tonga (22.4%)	Japan (7.1%)
Vegetable plaiting materials, textile fibres nes, basketwork, pulp of wood (14, 46, 47, 53)	355	31	6%	81%	13%	United States (36.6%)	Australia (27%)	New Zealand (17.7%)
Lac, gums, resins, vegetable saps and extracts nes (13, 35)	50	43	34%	2%	64%	Japan (64%)	Samoa (24%)	Tonga (10%)

\* Pacific rim: Australia, New Zealand, USA.  
nes: not elsewhere specified.

**Table 34: Pacific ACP countries' imports for "diversification sectors", 2005**

"Diversification sectors" (HS 2-digit code)	Imports to world		Share of imports			Main suppliers, 2005 (share)		
	Value (USD 1.000)	Growth rate (% p.a), 2001-05	Region	Pacific rim*	Rest of world			
Rubber and articles thereof (40)	40,016	7	0%	26%	74%	Japan (27.9%)	Australia (18.6%)	Indonesia (15.2%)
Dairy products, eggs, honey, edible animal products nes (04)	39,329	10	3%	91%	6%	New Zealand (45.4%)	Australia (43.9%)	Fiji (2.5%)
Beverages, spirits and vinegar (22)	35,785	9	7%	73%	20%	Australia (36.1%)	New Zealand (20.6%)	United States (16.5%)
Miscellaneous edible preparations (21)	35,531	9	2%	76%	21%	Australia (27.7%)	New Zealand (26.7%)	United States (22%)
Meat and edible meat offal (02)	34,529	6	0%	97%	2%	New Zealand (39.7%)	Australia (30.2%)	United States (27.6%)
Meat, fish and seafood food preparations nes (16)	31,202	21	16%	33%	51%	Thailand (21.1%)	New Zealand (16.7%)	Area Nes (14%)
Essential oils, perfumes, cosmetics, toiletries (33)	30,497	13	2%	41%	57%	Australia (26.8%)	Ireland (22.3%)	United States (7.9%)
Cereal, flour, starch, milk preparations and products (19)	29,307	13	13%	42%	45%	Australia (23.9%)	New Zealand (16.3%)	Indonesia (14.5%)
Soaps, lubricants, waxes, candles, modelling pastes (34)	27,495	16	5%	32%	63%	Indonesia (37.1%)	Australia (25.4%)	China (8.7%)
Animal, vegetable fats and oils, cleavage products, etc (15)	20,429	7	2%	45%	53%	Australia (39.6%)	Malaysia (20.9%)	Indonesia (18.5%)
Cotton (52)	18,753	13	3%	52%	46%	Australia (44.1%)	China (10.4%)	Indonesia (7.1%)
Residues, wastes of food industry, animal fodder (23)	17,671	13	0%	98%	1%	Australia (69.3%)	New Zealand (24.4%)	United States (4.6%)
Milling products, malt, starches, inulin, wheat gluten (11)	11,030	11	41%	46%	13%	Fiji (40.3%)	Australia (36.2%)	Belgium (9%)
Vegetable, fruit, nut, etc food preparations (20)	10,931	15	1%	62%	37%	Australia (36.3%)	New Zealand (22.2%)	Denmark (13%)
Edible vegetables and certain roots and tubers (07)	7,270	1	0%	99%	1%	New Zealand (88.4%)	Australia (9.4%)	United States (1.5%)
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes (12)	4,184	-1	71%	18%	11%	Vanuatu (66.7%)	New Zealand (8.3%)	Australia (6.7%)
Cocoa and cocoa preparations (18)	3,442	17	0%	84%	16%	Australia (66.5%)	New Zealand (13.4%)	Indonesia (6.7%)
Lac, gums, resins, vegetable saps and extracts nes (13, 35)	2,108	24	1%	91%	8%	Australia (50.7%)	New Zealand (27.8%)	United States (12.7%)
Raw hides and skins (other than furskins) and leather (41)	2,014	-4	1%	54%	45%	New Zealand (35.7%)	China (25.8%)	Australia (17.5%)
Edible fruit, nuts, peel of citrus fruit, melons (08)	1,574	41	1%	74%	25%	United States (28%)	Australia (24.4%)	Singapore (23.6%)
Fertilizers (31)	1,298	16	0%	37%	63%	Malaysia (63.5%)	Australia (28.6%)	New Zealand (7.9%)
Coffee, tea, mate and spices (09)	1,162	9	10%	56%	35%	Australia (28.1%)	New Zealand (24.6%)	Brazil (8.3%)
Products of animal origin, nes (05)	515	24	0%	77%	23%	New Zealand (71.5%)	Taiwan (PoC)(19.2%)	Australia (5%)
Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood (14, 46, 47, 53)	428	-17	5%	34%	61%	New Zealand (27.1%)	Indonesia (25%)	China (17.3%)
Live trees, plants, bulbs, roots, cut flowers etc (06)	187	81	0%	11%	89%	Taiwan (PoC)(66.8%)	Philippines (15%)	New Zealand (10.7%)
Live animals (01)	181	-36	52%	36%	12%	Fiji (51.9%)	New Zealand (34.8%)	Brunei Darussalam (11.6%)

\* Pacific rim: Australia, New Zealand, USA.  
nes: not elsewhere specified.

**Table 35. Export index for Pacific ACP countries for “diversification sectors” and underlying indicators**

Diversification sectors	Size					Dynamism					Diversification					Trade balance					Export index
	Pacific exports to world		Share of Pacific in world exports		Average Index	Growth of Pacific exports to world		Absolute change in Pacific exports		Average Index	Number of exporting countries		Share of top exporter in Pacific exports		Average Index	Absolute		Relative		Average Index	
	USD 1,000	Index	%	Index		% p.a	Index	USD 1,000	Index		0 to 15	Index	%	Index		USD 1,000	Index	%	Index		
Oil seed, oleagic fruits, grain, seed, fruit, etc	43,195	60	1.1	100	80	30	50	24,738	38	44	8	86	52	100	93	38,669	97	94	97	97	79
Animal, vegetable fats and oils, cleavage products, etc	247,453	100	1.0	90	95	22	32	137,530	100	66	7	71	92	13	42	227,005	100	85	92	96	75
Meat, fish and seafood food preparations nes	71,708	100	0.5	46	73	18	22	64,476	100	61	7	71	74	52	62	40,554	100	44	72	86	70
Products of animal origin, nes	11,420	16	1.3	100	58	11	3	3,465	5	4	9	100	44	100	100	10,905	60	91	96	78	60
Beverages, spirits and vinegar	55,733	78	0.1	10	44	47	92	45,095	70	81	5	43	97	0	22	19,942	72	23	62	67	53
Vegetable, fruit, nut, etc food prep.	7,473	10	0.0	4	7	21	29	4,576	7	18	10	100	52	99	100	-3,474	40	-19	40	40	41
Live trees, plants, bulbs, roots, cut flowers	472	0	0.0	0	0	57	100	390	1	51	5	43	75	48	46	285	46	43	72	59	39
Live animals	420	0	0.0	1	1	57	100	273	0	50	3	14	75	49	32	239	46	58	79	63	36
Residues, wastes of food industry, animal fodder	9,057	12	0.1	8	10	41	79	6,938	11	45	6	57	74	51	54	-8,600	34	-32	34	34	36
Cereal, flour, starch, milk preparations and products	23,259	32	0.1	8	20	84	100	17,612	27	64	3	14	92	11	13	-5,958	37	-13	43	40	34
Vegetable plaiting materials, textile fibres nes, basketwork, pulp of wood	355	0	0.0	1	1	31	53	229	0	27	4	29	56	90	60	-73	45	-10	45	45	33
Essential oils, perfumes, cosmetics	2,144	3	0.0	0	2	134	100	1,366	2	51	7	71	65	70	71	-28,375	7	-90	5	6	32
Edible fruit, nuts, peel of citrus fruit, melons	712	1	0.0	0	1	48	95	556	1	48	4	29	74	52	41	-862	44	-38	31	38	32
Raw hides and skins and leather	5,566	7	0.0	2	5	13	9	2,016	3	6	5	43	79	41	42	3,552	50	47	74	62	29
Lac, gums, resins, vegetable saps and extracts nes	50	0	0.0	0	0	43	82	25	0	41	3	14	64	73	44	-2,058	42	-97	2	22	27
Cocoa and cocoa preparations	828	1	0.0	1	1	198	100	783	1	51	2	0	96	3	2	-2,614	42	-61	19	31	21
Rubber and articles thereof	7,835	10	0.0	1	6	29	49	4,758	7	28	6	57	93	9	33	-32,185	2	-67	16	9	19
Miscellaneous edible preparations	2,193	3	0.0	0	2	4	0	185	0	0	5	43	54	94	69	-33,424	0	-93	4	2	18
Fertilizers	3,244	4	0.1	10	7			0	0	0	1	0	100	0	0	1,946	48	43	71	60	17
Coffee, tea, mate and spices	1,202	1	0.0	3	2	14	13	453	1	7	2	0	94	7	4	68	45	3	52	49	15
Cotton	1,898	2	0.0	1	2	30	51	144	0	26	3	14	87	22	18	-16,974	22	-87	6	14	15
Milling products, malt, starches, inulin, wheat gluten	5,760	8	0.2	22	15	13	10	279	0	5	3	14	97	1	8	-5,389	38	-70	15	27	14
Soaps, lubricants, waxes, candles, modelling pastes	2,610	3	0.0	1	2	20	27	188	0	14	4	29	83	30	30	-24,893	12	-91	4	8	13
Edible vegetables and certain roots & tubers	918	1	0.0	1	1	9	0	95	0	0	4	29	94	8	19	-6,352	37	-78	11	24	11
Meat and edible meat offal	2,479	3	0.0	1	2	13	8	874	1	5	4	29	87	23	26	-32,050	2	-87	6	4	9
Dairy products, eggs, honey, edible animal product nes	1,159	1	0.0	0	1	21	30	34	0	15	4	29	92	12	21	-37,915	0	-98	1	1	9

Source: ITC's TradeMap and Market Access Map.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005 and growth rates to 2001-05. The trade balance excludes intra-Pacific trade.

**Table 36. Import index for Pacific ACP countries for “diversification sectors” and underlying indicators**

Diversification sectors	Size		Dynamism				Average Index	Diversification					Import Index
	Share of Pacific in world imports		Growth of Pacific imports		Absolute change in Pacific imports			Number of importing countries in Pacific		Share of top Pacific importer		Average Index	
	%	Index	% p.a	Index	USD 1,000	Index		0 to 15	Index	%	Index		
Meat, fish and seafood food preparations nes	0.2	100	21	65	10,203	100	83	14	100	30	99	100	94
Milling products, malt, starches, inulin, wheat gluten	0.5	100	10	47	1,971	22	35	14	100	19	100	100	78
Miscellaneous edible preparations	0.1	52	9	44	9,973	98	71	14	100	30	99	100	74
Soaps, lubricants, waxes, candles, modelling pastes	0.1	55	16	57	11,792	100	79	14	100	45	73	87	73
Cereal, flour, starch, milk preparations and products	0.1	49	13	51	8,488	84	68	14	100	29	100	100	72
Meat and edible meat offal	0.1	65	6	39	6,976	69	54	14	100	32	94	97	72
Dairy products, eggs, honey, edible animal product nes	0.1	55	10	46	10,221	100	73	14	100	52	61	81	70
Beverages, spirits and vinegar	0.1	29	9	45	9,121	90	68	14	100	29	99	100	65
Residues, wastes of food industry, animal fodder	0.2	69	13	52	6,580	66	59	13	92	64	40	66	65
Essential oils, perfumes, cosmetics, toileteries	0.1	27	13	52	9,540	94	73	14	100	56	53	77	59
Rubber and articles thereof	0.1	27	7	42	9,322	92	67	14	100	57	52	76	57
Vegetable, fruit, nut, etc food preparations	0.1	29	15	55	4,074	42	49	13	92	52	61	77	51
Animal, vegetable fats and oils, cleavage products, etc	0.1	32	7	42	3,746	39	41	13	92	54	56	74	49
Cotton	0.1	62	13	51	1,194	15	33	10	67	88	0	34	43
Lac, gums, resins, vegetable saps and extracts nes	0.1	31	24	71	1,165	15	43	8	50	59	49	50	41
Edible vegetables and certain roots and tubers	0.1	49	1	30	137	5	18	12	83	76	19	51	39
Products of animal origin, nes	0.0	13	24	71	835	12	42	7	42	45	72	57	37
Cocoa and cocoa preparations	0.0	14	17	58	1,065	14	36	13	92	77	19	56	35
Edible fruit, nuts, peel of citrus fruit, melons	0.0	2	41	100	798	11	56	8	50	60	47	49	35
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	0.1	44	-1	28	-25	4	16	7	42	75	22	32	31
Coffee, tea, mate and spices	0.0	12	9	44	145	5	25	10	67	69	32	50	29
Fertilizers	0.0	8	16	57	626	10	34	5	25	75	21	23	22
Vegetable plaiting materials, textile fibres nes, basketwork, pulp of wood	0.0	2	-17	0	-409	0	0	9	58	47	70	64	22
Live trees, plants, bulbs, roots, cut flowers etc	0.0	0	81	100	284	7	54	3	8	84	6	7	20
Live animals	0.0	0	-36	0	-278	1	1	2	0	52	61	31	10
Raw hides and skins (other than furskins) and leather	0.0	1	-4	22	-416	0	11	2	0	91	0	0	4

Source: ITC's TradeMap and Market Access Map.

Note: All indices range from 0 (lowest) to 100 (best performance). Data refer to 2005 and growth rates to 2001-05.

**Table 37. World market index for “diversification sectors” and underlying indicators**

Diversification sectors	Size					Dynamism					Market access					World Market Index
	World imports		Share of the Pacific in world imports		Average index	Growth of world imports		Absolute change of world imports		Average index	Tariff applied to the Pacific		Tariff advantage*		Average index	
	USD millions	Index	%	Index		(% p.a.)	Index	USD millions	Index		%	Index	%	Index		
Rubber and articles thereof	60,972	100	0.1	27	64	16	94	27,320	100	97	1.7	94	0.1	50	72	78
Essential oils, perfumes, cosmetics, toileteries	46,623	91	0.1	27	59	16	95	20,954	100	98	3.0	90	1.1	52	71	76
Beverages, spirits and vinegar	50,753	100	0.1	29	65	12	52	18,799	89	71	3.1	90	1.5	53	71	69
Miscellaneous edible preparations	29,815	57	0.1	52	55	15	78	12,416	58	68	8.8	71	6.2	60	66	63
Meat, fish and seafood food preparations nes	13,985	24	0.2	100	62	14	70	5,645	24	47	4.6	85	12.9	71	78	62
Animal, vegetable fats and oils, cleavage products, etc	26,738	50	0.1	32	41	20	100	13,512	63	82	13.9	54	1.5	53	53	59
Cereal, flour, starch, milk preparations and pr.	26,093	49	0.1	49	49	15	78	10,886	50	64	9.9	67	3.3	55	61	58
Soaps, lubricants, waxes, candles, modelling pastes	21,824	40	0.1	55	48	13	61	8,387	38	50	3.4	89	1.2	52	70	56
Meat and edible meat offal	23,522	44	0.1	65	55	9	19	7,000	31	25	11.6	61	26.3	94	78	53
Vegetable, fruit, nut, etc food preparations	15,681	28	0.1	29	29	15	79	6,570	29	54	6.2	79	12.2	70	75	53
Dairy products, eggs, honey, edible animal pr. nes	31,402	60	0.1	55	58	10	24	9,674	44	34	25.9	14	12.7	71	42	45
Cocoa and cocoa preparations	8,949	14	0.0	14	14	15	83	3,828	15	49	1.6	95	0.6	51	73	45
Lac, gums, resins, vegetable saps & extracts nes	2,787	1	0.1	31	16	14	75	1,152	2	39	3.6	88	5.3	59	73	43
Coffee, tea, mate and spices	3,543	3	0.0	12	8	16	95	1,588	4	50	2.9	90	2.8	55	72	43
Edible fruit, nuts, peel of citrus fruit, melons	11,837	20	0.0	2	11	13	64	4,648	19	42	3.3	89	5.4	59	74	42
Edible vegetables and certain roots & tubers	6,391	8	0.1	49	29	9	18	1,890	6	12	5.3	82	20.4	84	83	41
Live animals	2,276	0	0.0	0	0	17	100	1,040	2	51	3.0	90	1.2	52	71	41
Milling pr., malt, starches, inulin, wheat gluten	2,433	0	0.5	100	50	10	29	731	0	15	13.7	54	1.8	53	54	40
Residues, wastes of food industry, animal fodder	11,316	19	0.2	69	44	8	0	2,842	10	5	3.9	87	1.1	52	69	39
Live trees, plants, bulbs, roots, cut flowers etc	11,243	18	0.0	0	9	11	43	3,951	16	30	1.1	96	4.8	58	77	39
Cotton	13,243	23	0.1	62	43	9	12	3,616	14	13	11.0	63	1.0	52	58	38
Raw hides and skins (other than furskins) and leather	18,667	34	0.0	1	18	10	24	5,753	25	25	2.8	91	0.2	50	70	37
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	4,120	4	0.1	44	24	11	37	1,388	3	20	6.4	79	0.2	50	64	36
Fertilizers	4,976	6	0.0	8	7	12	53	1,741	5	29	6.7	78	2.1	53	66	34
Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood	3,377	2	0.0	2	2	12	52	1,237	3	28	3.2	89	0.8	51	70	33
Products of animal origin, nes	1,395	0	0.0	13	7	6	0	305	0	0	1.1	96	0.1	50	73	27

Source: ITC's TradeMap and Market Access Map.

Notes: All indices range from 0 (lowest) to 100 (best performance). Products are ranked according to the world market Index. \* The preferential tariff advantage is calculated as the difference between the MFN rate (applied to WTO members) and the rate applied to Pacific ACP countries.

**Table 38: Ranking of “diversification sectors” for Pacific ACP countries according to the three indices**

	Export index	Import index	World market index
Top 10 “diversification sectors”	<ol style="list-style-type: none"> <li>1. Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</li> <li>2. Animal, vegetable fats and oils, cleavage products, etc</li> <li>3. Meat, fish and seafood food preparations nes</li> <li>4. Products of animal origin, nes</li> <li>5. Beverages, spirits and vinegar</li> <li>6. Vegetable, fruit, nut, etc food preparations</li> <li>7. Live trees, plants, bulbs, roots, cut flowers etc</li> <li>8. Residues, wastes of food industry, animal fodder</li> <li>8. Live animals</li> <li>10. Cereal, flour, starch, milk preparations and products</li> </ol>	<ol style="list-style-type: none"> <li>1. Meat, fish and seafood food preparations nes</li> <li>2. Milling products, malt, starches, inulin, wheat gluten</li> <li>3. Miscellaneous edible preparations</li> <li>4. Soaps, lubricants, waxes, candles, modelling pastes</li> <li>5. Cereal, flour, starch, milk preparations and products</li> <li>5. Meat and edible meat offal</li> <li>7. Dairy products, eggs, honey, edible animal product nes</li> <li>8. Beverages, spirits and vinegar</li> <li>9. Residues, wastes of food industry, animal fodder</li> <li>10. Essential oils, perfumes, cosmetics, toileteries</li> </ol>	<ol style="list-style-type: none"> <li>1. Rubber and articles thereof</li> <li>2. Essential oils, perfumes, cosmetics, toileteries</li> <li>3. Beverages, spirits and vinegar</li> <li>4. Miscellaneous edible preparations</li> <li>5. Meat, fish and seafood food preparations nes</li> <li>6. Animal, vegetable fats and oils, cleavage products, etc</li> <li>7. Cereal, flour, starch, milk preparations and products</li> <li>8. Soaps, lubricants, waxes, candles, modelling pastes</li> <li>9. Meat and edible meat offal</li> <li>9. Vegetable, fruit, nut, etc food preparations</li> </ol>
Other “diversification sectors”	<ol style="list-style-type: none"> <li>11. Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood</li> <li>12. Essential oils, perfumes, cosmetics, toileteries</li> <li>12. Edible fruit, nuts, peel of citrus fruit, melons</li> <li>14. Raw hides and skins (other than furskins) and leather</li> <li>15. Lac, gums, resins, vegetable saps and extracts nes</li> <li>16. Cocoa and cocoa preparations</li> <li>17. Rubber and articles thereof</li> <li>18. Miscellaneous edible preparations</li> <li>19. Fertilizers</li> <li>20. Cotton</li> <li>20. Coffee, tea, mate and spices</li> <li>22. Milling products, malt, starches, inulin, wheat gluten</li> <li>23. Soaps, lubricants, waxes, candles, modelling pastes</li> <li>24. Edible vegetables and certain roots and tubers</li> <li>25. Meat and edible meat offal</li> <li>25. Dairy products, eggs, honey, edible animal product nes</li> </ol>	<ol style="list-style-type: none"> <li>11. Rubber and articles thereof</li> <li>12. Vegetable, fruit, nut, etc food preparations</li> <li>13. Animal,vegetable fats and oils, cleavage products, etc</li> <li>14. Cotton</li> <li>15. Lac, gums, resins, vegetable saps and extracts nes</li> <li>16. Edible vegetables and certain roots and tubers</li> <li>17. Products of animal origin, nes</li> <li>18. Edible fruit, nuts, peel of citrus fruit, melons</li> <li>19. Cocoa and cocoa preparations</li> <li>20. Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</li> <li>21. Coffee, tea, mate and spices</li> <li>22. Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood</li> <li>22. Fertilizers</li> <li>24. Live trees, plants, bulbs, roots, cut flowers etc</li> <li>25. Live animals</li> <li>26. Raw hides and skins (other than furskins) and leather</li> </ol>	<ol style="list-style-type: none"> <li>11. Dairy products, eggs, honey, edible animal product nes</li> <li>11. Cocoa and cocoa preparations</li> <li>13. Lac, gums, resins, vegetable saps and extracts nes</li> <li>13. Coffee, tea, mate and spices</li> <li>15. Edible fruit, nuts, peel of citrus fruit, melons</li> <li>16. Edible vegetables and certain roots and tubers</li> <li>16. Live animals</li> <li>18. Milling products, malt, starches, inulin, wheat gluten</li> <li>18. Residues, wastes of food industry, animal fodder</li> <li>18. Live trees, plants, bulbs, roots, cut flowers etc</li> <li>21. Cotton</li> <li>21. Raw hides and skins (other than furskins) and leather</li> <li>23. Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</li> <li>24. Fertilizers</li> <li>25. Vegetable plaiting materials, textile fibres nes, basketwork, pulp of wood</li> <li>26. Products of animal origin, nes</li> </ol>

Source: ITC’s TradeMap and Market Access Map.

**Table 39: Ranking of “diversification sectors” for Pacific ACP countries according to three indices– synthetic view**

	Low ranks in World markets	High ranks (top 10) in World markets
<b>High ranks (top 10) in Exports and Imports</b>	<b>High ranks (top 10) in Exports and Imports:</b> Residues, wastes of food industry, animal fodder (8, 9, 18)	<b>High ranks (top 10) in Exports, Imports and World Market:</b> Beverages, spirits and vinegar (5, 8, 3) Meat, fish and seafood food preparations nes (3, 1, 5) Cereal, flour, starch, milk preparations and products (10, 5, 7)
<b>High ranks (top 10) in Exports, Low ranks in Imports</b>	<b>High ranks (top 10) in Exports</b> Live animals (8, 25, 16) Live trees, plants, bulbs, roots, cut flowers etc (7, 24, 18) Oil seed, oleagic fruits, grain, seed, fruit, etc, nes (1, 20, 23) Products of animal origin, nes (4, 17, 26)	<b>High ranks (top 10) in Exports and World Markets:</b> Animal, vegetable fats and oils, cleavage products, etc (2, 13, 6) Vegetable, fruit, nut, etc food preparations (6, 12, 9)
<b>High ranks (top10) in Imports, Low ranks in Exports</b>	<b>High ranks (top 10) in Imports:</b> Dairy products, eggs, honey, edible animal product nes (25, 7, 11) Milling products, malt, starches, inulin, wheat gluten (22, 2, 18)	<b>High ranks (top 10) in Imports and World Markets</b> Essential oils, perfumes, cosmetics, toileteries (12, 10, 2) Miscellaneous edible preparations (18, 3, 4) Soaps, lubricants, waxes, candles, modelling pastes (23, 4, 8) Meat and edible meat offal (25, 5, 9)
<b>Low Export, Low Import indices</b>	Cocoa and cocoa preparations (16, 19, 11) Lac, gums, resins, vegetable saps and extracts nes (15, 15, 13) Coffee, tea, mate and spices (20, 21, 13) Edible fruit, nuts, peel of citrus fruit, melons (12, 18, 15) Edible vegetables and certain roots and tubers (24, 16, 16) Cotton (20, 14, 21) Raw hides and skins (other than furskins) and leather (14, 26, 21) Fertilizers (19, 22, 24) Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood (11, 22, 25)	<b>High ranks (top 10) in World Markets</b> Rubber and articles thereof (17, 11, 1)

Source: ITC’s TradeMap and Market Access Map.

The numbers in parentheses indicate the product’s rank among all products in 1. production index, 2. export index, 3. import index, and 4. world market index.

Colour codes: Number of dimensions for which the product is among the top 10 products for the region: Dark red (0), red (1), yellow (2), green (3), dark green (4).



**Table 40: Ranking of top 50 “diversification products” for Pacific ACP countries according to three indices**

Rank in Export index (HS code)	Rank in Import index (HS code)	Rank in World market index (HS code)
1. Crude coconut oil (151311)	1. Prepared or preserved meat or offal of bovine animals (excl. sausages and similar products, finely homogenized preparations put up for retail sale as infant food or for dietetic purposes, in containers of a net weight of <= 250 g, preparations of liver an (160250)	1. Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufa (330210)
1. Copra (120300)	2. Pasta, cooked or otherwise prepared (excl. stuffed) (190230)	2. Full grains and full grain splits of bovine and equine animals, dehaired, prepared after tanning (410431)
3. Coral and similar materials, shells of molluscs, crustaceans or echinoderms, cuttle-bone, powder and waste thereof, unworked or simply prepared but not otherwise worked or cut to shape (050800)	3. Prepared or preserved mackerel, whole or in pieces (excl. minced) (160415)	3. New pneumatic tyres, of rubber, of a kind used for motor cars, incl. station wagons and racing cars (401110)
4. Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of coconut or copra (230650)	4. Wheat or meslin flour (110100)	3. New pneumatic tyres, of rubber, of a kind used for buses and lorries (excl. tyres with lug, corner or similar treads) (401120)
5. Prepared or preserved tunas, skipjack and Atlantic bonito, whole or in pieces (excl. minced) (160414)	5. Cotton, carded or combed (520300)	3. Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow (330499)
5. Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples) (200980)	6. Milk and cream in solid forms, of a fat content by weight of > 1,5%, sweetened (040229)	6. Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions) (330300)
7. Palm oil and its fractions, whether or not refined (excl. chemically modified and crude) (151190)	7. Prepared or preserved tunas, skipjack and Atlantic bonito, whole or in pieces (excl. minced) (160414)	7. Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like (190590)
8. Uncooked pasta, not stuffed or otherwise prepared, not containing eggs (190219)	7. Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products (340111)	7. Food preparations n.e.s. (210690)
9. Fruit stones and kernels and other vegetable products, incl. unroasted chicory roots of the variety cichorium intybus sativum, of a kind used primarily for human consumption n.e.s. (121299)	9. Frozen cuts and edible offal of fowls of the species Gallus domesticus (020714)	7. Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded piece (340220)
9. Crude palm kernel and babassu oil (151321)	10. Active yeasts (210210)	7. Palm oil and its fractions, whether or not refined (excl. chemically modified and crude) (151190)
9. Flours, meals and pellets of fish or crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption (230120)	11. Frozen edible offal of sheep, goats, horses, asses, mules and hinnies (020690)	11. Fresh or chilled bovine meat, boneless (020130)
12. Crude palm oil (151110)	12. Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like (190590)	11. Technically specified natural rubber "TSNR" (400122)
13. Mineral waters and aerated waters, not containing added sugar, other sweetening matter or flavoured (220110)	12. Coffee husks and skins; coffee substitutes containing coffee in any proportion (090190)	13. Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of <= 2 l (excl. sparkling wine) (220421)
14. Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity) (220190)	12. Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit) (200990)	14. Frozen, boneless meat of bovine animals (020230)
15. Seaweeds and other algae, fresh, chilled, frozen or dried, whether or not ground (121220)	12. Butter (excl. dehydrated butter and ghee) (040510)	14. Beer made from malt (220300)
16. Palm nuts and kernels, whether or not broken (120710)	16. Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro (340119)	16. Waters, incl. mineral and aerated, with added sugar, sweetener or flavour (220210)
17. Sweet biscuits, waffles and wafers, whether or not containing cocoa (excl. with water content of > 10%) (190530)	17. Waters, incl. mineral and aerated, with added sugar, sweetener or flavour (220210)	17. Cheese (excl. fresh cheese, incl. whey cheese, not fermented, curd, processed cheese, blue-veined cheese, and grated or powdered cheese) (040690)
18. Technically specified natural rubber "TSNR" (400122)	17. Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale) (230990)	18. Prepared or preserved tunas, skipjack and Atlantic bonito, whole or in pieces (excl. minced) (160414)
19. Whole raw bovine hides and skins, weighing <= 8 kg when dried, <= 10 kg when dry-salted and <= 14 kg when fresh, wet-salted or otherwise preserved, whether or not dehaired or split (excl. parchment-dressed) (410110)	19. Food preparations n.e.s. (210690)	
20. Coconut oil and its fractions, whether or not refined, but not	19. Non-alcoholic beverages (excl. water, fruit or vegetable	

Rank in Export index (HS code)	Rank in Import index (HS code)	Rank in World market index (HS code)
chemically modified (excl. crude) (151319)	juices and milk) (220290)	18. Sweet biscuits, waffles and wafers, whether or not containing cocoa (excl. with water content of > 10%) (190530)
21. Seeds, fruits and spores, for sowing (excl. leguminous vegetables and sweetcorn, coffee, tea, mate and spices, cereals, oil seeds and oleaginous fruits, beets, forage plants, vegetable seeds, and seeds of herbaceous plants cultivated mainly for flowers or (120999)	19. Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal) (210390)	18. Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m <sup>2</sup> , dyed (521223)
21. Raw hides and skins of reptiles, fresh or salted, dried, limed, pickled or otherwise preserved (excl. parchment-dressed) (410320)	19. Cereals (other than maize [corn]) in grain form or in the form of flakes or other worked grains, pre-cooked or otherwise prepared, n.e.s. (excl. flour and meal, food preparations obtained by swelling or roasting or from unroasted cereal flakes or from mix (190490)	18. Gaskets, washers and other seals, of vulcanized rubber other than hard rubber (excl. those of cellular rubber) (401693)
23. Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood (Group1)	19. Prepared or preserved meat, offal or blood (excl. meat or offal of poultry, swine and bovine animals, sausages and similar products, finely homogenized preparations put up for retail sale as infant food or for dietetic purposes, in containers of a net wei (160290)	22. Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg (excl. in blocks, slabs or bars and cocoa powder) (180690)
24. Plants, parts of plants, seeds and fruit used in perfumery, medicaments or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excl. liquorice and ginseng roots) (121190)	24. Soap in the form of flakes, granules, powder, paste or in aqueous solution (340120)	23. Prepared or preserved mackerel, whole or in pieces (excl. minced) (160415)
25. Cocoa shells, husks, skins and other cocoa waste (180200)	24. Prepared baking powders (210230)	23. Pneumatic tyres, new, of rubber (excl. having a "herring-bone" or similar tread and pneumatic tyres of a kind used on motorcars, station wagons, racing cars, buses, lorries, aircraft, motorcycles and bicycles) (401199)
26. Products of fish or crustaceans, molluscs or other aquatic invertebrates; dead fish, crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption (051191)	24. Soya sauce (210310)	25. Palm nuts and kernels, whether or not broken (120710)
27. Coffee husks and skins; coffee substitutes containing coffee in any proportion (090190)	27. Palm nuts and kernels, whether or not broken (120710)	25. Crude soya-bean oil, whether or not de-gummed (150710)
27. Roasted coffee (excl. decaffeinated) (090121)	28. New pneumatic tyres, of rubber, of a kind used for motor cars, incl. station wagons and racing cars (401110)	25. Live plants, incl. their roots, and mushroom spawn (excl. bulbs, tubers, tuberous roots, corms, crowns and rhizomes, incl. chicory plants and roots, unrooted cuttings and slips, fruit and nut trees, rhododendrons, azaleas and roses) (060290)
27. Products of animal origin n.e.s., dead animals, unfit for human consumption (excl. fish, crustaceans, molluscs or other aquatic invertebrates) (051199)	28. Organic surface-active agents, whether or not put up for retail sale (excl. anionic, cationic or non-ionic agents and soap) (340219)	28. Frozen edible offal of sheep, goats, horses, asses, mules and hinnies (020690)
30. Leather of reptiles (excl. vegetable pre-tanned only, plus chamois leather, patent leather, patent laminated leather and metallized leather) (410729)	30. New pneumatic tyres, of rubber, of a kind used for buses and lorries (excl. typres with lug, corner or similar treads) (401120)	28. Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk) (220290)
31. Mace (090820)	31. Potatoes, uncooked or cooked by steaming or by boiling in water, frozen (071010)	28. Nuts and other seeds, incl. mixtures, prepared or preserved (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalades, fruit pur,e and pastes, obtained by cooking, and groundnuts) (200819)
32. Waters, incl. mineral and aerated, with added sugar, sweetener or flavour (220210)	32. Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of <= 2 l (excl. sparkling wine) (220421)	28. Roasted coffee (excl. decaffeinated) (090121)
32. Live plants, incl. their roots, and mushroom spawn (excl. bulbs, tubers, tuberous roots, corms, crowns and rhizomes, incl. chicory plants and roots, unrooted cuttings and slips, fruit and nut trees, rhododendrons, azaleas and roses) (060290)	32. Surface-active preparations, washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, (340290)	28. Fresh grapes (080610)
32. Juice of citrus fruit, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, orange juice and grapefruit juice) (200930)	32. Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened (040221)	28. Fresh cut flowers and flower buds, for bouquets or for ornamental purposes (060310)
32. Live animals (excl. horses, asses, mules, hinnies, bovine animals, swine, sheep, goats, poultry, fish, crustaceans, molluscs and other aquatic invertebrates, and microorganic cultures etc.) (010600)	35. New pneumatic tyres, of rubber, with lug, herringbone or similar treads, of the type used for tractors, forestry vehicles, building machinery and construction vehicles (401191)	34. Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal) (210390)
36. Whole raw bovine hides and skins, weighing > 14 kg, fresh or wet-salted, whether or not dehaired or split (410121)	36. Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded piece (340220)	34. Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening and hair lacquers) (330590)
37. Lac, gums, resins, vegetable saps and extracts nes (Group2)	36. Edible mixtures or preparations of animal or vegetable fats	34. Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing <= 200 g/m <sup>2</sup> , dyed (521213)
37. Agarbatti and other odoriferous preparations which operate by burning (330741)		37. Milk and cream in solid forms, of a fat content by weight of >

Rank in Export index (HS code)	Rank in Import index (HS code)	Rank in World market index (HS code)
37. Natural rubber latex, whether or not prevulcanized (400110)	or oils and edible fractions of different fats or oils (excl. fats, oils and their fractions, partly or wholly hydrogenated, inter-esterified, re-esterified or elaidinised, whether or not refined (151790)	1,5%, sweetened (040229)
40. Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk) (220290)	36. Milk and cream of a fat content by weight of > 6%, not concentrated nor containing added sugar or other sweetening matter (040130)	37. Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale) (230990)
40. Flour, meal and powder of produce of chapter 8 "Edible fruit and nuts; peel of citrus fruits or melons" (110630)	39. Frozen, boneless meat of bovine animals (020230)	37. Sparkling wine of fresh grapes (220410)
40. Smoked sheets of natural rubber (400121)	39. Sweet biscuits, waffles and wafers, whether or not containing cocoa (excl. with water content of > 10%) (190530)	40. Cotton, neither carded nor combed (520100)
40. Bran, sharps and other residues of wheat, whether or not in the form of pellets, derived from sifting, milling or other working (230230)	39. Flours, meals and pellets, of meat or offal, unfit for human consumption; greaves (230110)	41. Prepared or preserved meat or offal of bovine animals (excl. sausages and similar products, finely homogenized preparations put up for retail sale as infant food or for dietetic purposes, in containers of a net weight of <= 250 g, preparations of liver an (160250)
44. Organic surface-active agents, whether or not put up for retail sale (excl. anionic, cationic or non-ionic agents and soap) (340219)	39. Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m <sup>2</sup> , printed (521225)	41. Coffee husks and skins; coffee substitutes containing coffee in any proportion (090190)
44. Fats and oils of fish and their fractions, whether or not refined (excl. liver oils and chemically modified) (150420)	39. New pneumatic tyres, of rubber, of a kind used for aircraft (401130)	41. Fixed vegetable fats and oils and their fractions, whether or not refined, but not chemically modified (excl. soya-bean, ground-nut, olive, palm, sunflower-seed, safflower, cotton-seed, coconut, palm kernel, babassu, rape, colza and mustard, linseed, maize (151590)
46. Pasta, cooked or otherwise prepared (excl. stuffed) (190230)	44. Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m <sup>2</sup> , dyed (521223)	41. Orange juice, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit and frozen) (200919)
46. Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of palm nuts or kernels (230660)	44. Meat or offal of fowls of the species "Gallus domesticus", prepared or preserved (excl. of meat or offal of turkeys "Gallus domesticus" or guinea fowl, sausages and similar products, finely homogenized preparations put up for retail sale as infant food or (160232)	45. Pasta, cooked or otherwise prepared (excl. stuffed) (190230)
46. Vegetables and mixtures of vegetables provisionally preserved, e.g. by sulphur dioxide gas, in brine, in sulphur water or in other preservative solutions, but unsuitable in that state for immediate consumption (excl. onions, olives, capers, cucumbers and (071190)	44. Malt extract; food preparations of flour, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and food preparations of milk, cream, butter milk, sour milk, sour cream, wh (190190)	45. Frozen cuts and edible offal of fowls of the species Gallus domesticus (020714)
49. Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufa (330210)	44. Whiskies (220830)	45. Potatoes, uncooked or cooked by steaming or by boiling in water, frozen (071010)
49. Cotton, neither carded nor combed (520100)	44. Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing <= 200 g/m <sup>2</sup> , printed (521215)	45. Surface-active preparations, washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, (340290)
49. Vegetables, fruit, nuts, fruit-peel and other edible parts of plants, preserved by sugar "drained, glac, or crystallized" (200600)	44. Ground-nuts, prepared or preserved (excl. preserved with sugar) (200811)	45. Lac, gums, resins, vegetable saps and extracts nes (Group2)
49. Prepared or preserved fish (excl. whole or in pieces) (160420)	44. Prepared or preserved meat or meat offal of ducks, geese and guinea fowl of the species domesticus (excl. sausages and similar products, finely homogenized preparations put up for retail sale as infant food or for dietetic purposes, in containers of a net (160239)	45. Crude sunflower-seed or safflower oil (151211)
49. Undenatured ethyl alcohol, of actual alcoholic strength of >= 80% (220710)		

Source: ITC's TradeMap and Market Access Map.

**Table 41: Pacific ACP countries: Possible “diversification products” for import substitution and/or export development opportunity**

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Animal, vegetable fats and oils, cleavage products, etc (15)	Edible mixtures or preparations of animal or vegetable fats or oils and edible fractions of different fats or oils (151790)	Crude soya-bean oil (150710) Crude sunflower-seed or safflower oil (151211) Fixed vegetable fats and oils and their fractions, not chemically (151590)	Coconut oil and its fractions, not chemically modified (151319) Crude coconut oil (151311) Crude palm kernel and babassu oil (151321) Crude palm oil (151110) Fats and oils of fish and their fractions (150420)			Palm oil and its fractions, whether or not refined (151190)	
Meat, fish and seafood food preparations nes (16)	Prepared or preserved meat, offal or blood (160290)		Prepared or preserved fish (160420)	Prepared or preserved mackerel, whole or in pieces (160415) Prepared or preserved meat or offal of bovine animals (160250)			Prepared or preserved tunas, skipjack and Atlantic bonito, whole or in pieces (160414)
Beverages, spirits and vinegar (22)	Whiskies (220830)	Beer made from malt (220300) Sparkling wine of fresh grapes (220410)	Mineral waters and aerated waters, not containing added sugar, other sweetening matter or flavoured (220110) Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and (220190) Undenatured ethyl alcohol, of actual alcoholic strength of >= 80% (220710)	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of <= 2 l (220421)			Non-alcoholic beverages (220290) Waters, incl. mineral and aerated, with added sugar, sweetener or flavour (220210)

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes (12)			<p>Copra (120300)</p> <p>Fruit stones and kernels and other vegetable products (121299)</p> <p>Plants, parts of plants, seeds and fruit used in perfumery, medicaments or for insecticidal, fungicidal or similar purposes, fresh or dried (121190)</p> <p>Seaweeds and other algae, fresh, chilled, frozen or dried (121220)</p> <p>Seeds, fruits and spores, for sowing (120999)</p>				Palm nuts and kernels (120710)
Cereal, flour, starch, milk preparations and products (19)	Cereals (other than maize [corn]) in grain form or in the form of flakes or other worked grains, pre-cooked or otherwise prepared (190490)		Uncooked pasta, not stuffed or otherwise prepared, not containing eggs (190219)	Bread, pastry, cakes, biscuits and other bakers' wares; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (190590)			<p>Pasta, cooked or otherwise prepared (190230)</p> <p>Sweet biscuits, waffles and wafers (190530)</p>

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Products of animal origin, nes (05)			<p>Coral and similar materials, shells of molluscs, crustaceans or echinoderms, cuttle-bone, powder and waste thereof, unworked or simply prepared but not otherwise worked or cut to shape (050800)</p> <p>Products of animal origin n.e.s., dead animals, unfit for human (051199)</p> <p>Products of fish or crustaceans, molluscs or other aquatic invertebrates; dead fish, crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption (051191)</p>				
Residues, wastes of food industry, animal fodder (23)	Flours, meals and pellets, of meat or offal, unfit for human consumption; greaves (230110)		<p>Bran, sharps and other residues of wheat, derived from sifting, milling or other working (230230)</p> <p>Flours, meals and pellets of fish or crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption (230120)</p> <p>Oil-cake and other solid residues, resulting from the extraction of coconut or copra (230650)</p> <p>Oil-cake and other solid residues, resulting from the extraction of palm nuts or kernels (230660)</p>	Preparations of a kind used in animal feeding (230990)			

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Rubber and articles thereof (40)	New pneumatic tyres, of rubber, of a kind used for aircraft (401130) New pneumatic tyres, of rubber, with lug, herringbone or similar treads, of the type used for tractors, forestry vehicles, building machinery and construction vehicles (401191)	Gaskets, washers and other seals, of vulcanized rubber other than hard rubber (401693) Pneumatic tyres, new, of rubber (401199)	Natural rubber latex (400110) Smoked sheets of natural rubber (400121)	New pneumatic tyres, of rubber, of a kind used for buses and lorries (401120) New pneumatic tyres, of rubber, of a kind used for motor cars, incl. station wagons and racing cars (401110)		Technically specified natural rubber "TSNR" (400122)	
Vegetable, fruit, nut, etc food preparations (20)	Ground-nuts, prepared or preserved (excl. preserved with sugar) (200811) Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented (200990)	Nuts and other seeds, incl. mixtures, prepared or preserved (200819) Orange juice, unfermented (200919)	Juice of citrus fruit, unfermented (200930) Juice of fruit or vegetables, unfermented (200980) Vegetables, fruit, nuts, fruit-peel and other edible parts of plants, preserved by sugar "drained, glac, or crystallized" (200600)				
Milling products, malt, starches, inulin, wheat gluten (11)	Wheat or meslin flour (110100)		Flour, meal and powder of produce of chapter 8 "Edible fruit and nuts; peel of citrus fruits or melons" (110630)				

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Raw hides and skins (other than furskins) and leather (41)		Full grains and full grain splits of bovine and equine animals, dehaired, prepared after tanning (410431)	Leather of reptiles (410729) Raw hides and skins of reptiles, fresh or salted, dried, limed, pickled or otherwise preserved (410320) Whole raw bovine hides and skins, weighing <= 8 kg when dried, <= 10 kg when dry-salted and <= 14 kg when fresh, wet-salted or otherwise preserved (410110) Whole raw bovine hides and skins, weighing > 14 kg, fresh or wet-salted (410121)				
Fertilizers (31)							



Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Soaps, lubricants, waxes, candles, modelling pastes (34)	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (340119) Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products (340111) Soap in the form of flakes, granules, powder, paste or in aqueous solution (340120)			Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (340220) Surface-active preparations, washing preparations, incl. auxiliary washing preparations and cleaning preparations (340290)	Organic surface- active agents (excl. anionic, cationic or non-ionic agents and soap) (340219)		
Meat and edible meat offal (02)		Fresh or chilled bovine meat, boneless (020130)		Frozen cuts and edible offal of fowls of the species Gallus domesticus (020714) Frozen edible offal of sheep, goats, horses, asses, mules and hinnies (020690) Frozen, boneless meat of bovine animals (020230)			
Miscellaneous edible preparations (21)	Active yeasts (210210) Prepared baking powders (210230) Soya sauce (210310)			Preparations for sauces and prepared sauces; mixed condiments and seasonings (210390)			Food preparations (210690)

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Essential oils, perfumes, cosmetics, toileteries (33)	Personal deodorants and antiperspirants (330720) Shampoos (330510)	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (330499)  Preparations for use on the hair (330590)	Agarbatti and other odoriferous preparations which operate by burning (330741)	Perfumes and toilet waters (330300)		Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufa (330210)	
Cotton (52)	Cotton, carded or combed (520300)  Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing <= 200 g/m <sup>2</sup> , printed (521215)  Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m <sup>2</sup> , printed (521225)	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing <= 200 g/m <sup>2</sup> , dyed (521213)		Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those mixed principally or solely with man-made fibres, weighing > 200 g/m <sup>2</sup> , dyed (521223)		Cotton, neither carded nor combed (520100)	
Coffee, tea, mate and spices (09)		Roasted coffee (090121)	Mace (090820)				Coffee husks and skins; coffee substitutes containing coffee in any proportion (090190)

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Dairy products, eggs, honey, edible animal products (04)	Butter (excl. dehydrated butter and ghee) (040510) Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened (040221) Milk and cream of a fat content by weight of > 6%, not concentrated nor containing added sugar or other sweetening matter (040130)	Cheese (040690)		Milk and cream in solid forms, of a fat content by weight of > 1,5%, sweetened (040229)			
Edible vegetables and certain roots and tubers (07)			Vegetables and mixtures of vegetables provisionally preserved, e.g. by sulphur dioxide gas, in brine, in sulphur water or in other preservative solutions, but unsuitable in that state for immediate consumption (071190)	Potatoes, uncooked or cooked by steaming or by boiling in water, frozen (071010)			
Cocoa and cocoa preparations (18)		Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg (180690)	Cocoa shells, husks, skins and other cocoa waste (180200)				
Edible fruit, nuts, peel of citrus fruit, melons (08)		Fresh grapes (080610)					
Live trees, plants, bulbs, roots, cut flowers etc (06)		Fresh cut flowers and flower buds, for bouquets or for ornamental purposes (060310)				Live plants, incl. their roots, and mushroom spawn (060290)	
Live animals (01)			Live animals (010600)				

Product sectors	High rank in Imports (low rank in exports and world markets)	High rank in World Markets (low rank in imports and exports)	High rank in Exports (low rank in imports and world markets)	High rank in Imports and World Markets (low rank in exports)	High rank in Exports and Imports (low rank in world markets)	High rank in Exports and World Markets (low rank in imports)	High rank in World Markets, Imports and Exports
Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood (14, 46, 47, 53)			Vegetable plaiting materials, vegetable products nes, textile fibres nes, basketwork, pulp of wood				
Lac, gums, resins, vegetable saps and extracts nes (13, 35)						Lac, gums, resins, vegetable saps and extracts (Group2)	

Note: The number in parentheses indicates the number of producing countries in the region.