

ATTRACTIVE AND COMPLEMENTARY MARKETS TO ARGENTINA

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Executive summary

This report presents the results of an exercise carried out to identify those markets that are attractive and complementary to Argentine products, serving as a guide when considering the deepening of the country's trade links with the rest of the world.

A total of 33 markets with high potential were identified, and they were selected by the combination of: i) import market size and high import growth rate, and ii) high export complementarity (number of tariff lines in which Argentina is an exporter and that the counterpart an importer). Another variable is the import complementarity (number of tariff lines in which the counterpart is an exporter and Argentina an importer). Although this latter variable is not weighted in the analysis, it gives a measure of how competitive these markets would be for other suppliers and, eventually, for local production.

The table below displays the 33 markets with high export potential for Argentina.

Markets with High Export Potential: classified according to income level and degree of complementarity between Argentine imports and counterpart exports

| | | Arg impo / Counterpart expo complementarity | |
|--------------|-------------|--|--|
| | | High | Low |
| Income level | High | EU Canada Israel | Chile New Zealand Norway Australia Saudi Arabia Oman Kuwait Qatar |
| | Medium-high | Turkey Thailand South Africa Mexico Brazil Serbia Colombia Costa Rica Peru Russia | Dominican Republic Namibia Ecuador Paraguay Azerbaijan Algeria |
| | Medium-low | Indonesia Vietnam Guatemala Sri Lanka | Bolivia Angola |

It should be noted that other large trading partners such as China and the United States have medium potential –although they are attractive markets–, because the number of lines with export complementarity is smaller.