

# Denmark Sweden & Norway

Feb 2018

## 1. General Information

The term Scandinavia in local usage covers the three kingdoms of Denmark, Norway and Sweden, but in English usage, it also sometimes refers to the Scandinavian Peninsula or to the broader region which includes Finland and Iceland. This broader region is locally known as the Nordic countries. This report will cover trade statistics and trade relations between Sweden, Norway and Denmark with South Africa and the Western Cape. Scandinavia's (Norway, Denmark and Sweden) population is around 45% of the South African population but South Africa's GDP, when compared, only makes up 64% of Scandinavia's GDP.

Sweden and Denmark are members of the European Union (EU) although have opted out of the Eurozone, using their own currencies. Although Norway is not a member state of the EU it is closely associated with the Union through its membership in the European Economic Area (EEA), by virtue of being a founding member of the European Free Trade Association (EFTA). Scandinavia makes up 2.1% of global exports and their GDP grew by 2.1% in 2017.



### GENERAL OVERVIEW

	SWEDEN	DENMARK	NORWAY
Capital	Stockholm	Copenhagen	Oslo
Population (2016 est.)	9,960,487 (July 2017 est.)	5,593,785	5,320,045 (July 2017 est.)
Government type	Constitutional monarchy	Constitutional monarchy	Constitutional monarchy
Head of Government	Prime Minister Stefan LOFVEN (since 2014)	Prime Minister Lars Loekke Rasmussen (since 28 June 2015)	Prime Minister Erna SOLBERG (since 16 October 2013)
Life expectancy	82.1 years	79.4 years	81.9 years
Ethnic groups	Indigenous population: Swedes with Finnish and Sami minorities	Scandinavian, Inuit, Faroese, German, Turkish, Iranian, Somali	Norwegian 83.2% (includes about 60,000 Sami), other European 8.3%, other 8.5%
Religion(s)	Church of Sweden (Lutheran) 63%, other 17%	Evangelical Lutheran (official) 80%, Muslim 4%, other	Church of Norway (Evangelical Lutheran - official) 71.5%, Roman Catholic 2.8%, other Christian 3.9%, Muslim 2.8%, other 2%
Languages	Swedish (official)	Danish, Faroese, Greenlandic (an Inuit dialect), German (small minority)	Bokmal Norwegian (official), Nynorsk Norwegian (official)

### ECONOMIC OVERVIEW

	SWEDEN	DENMARK	NORWAY
GDP (PPP) (2017 est.)	USD521.7 billion	USD285.5 billion	USD375.9 billion
GDP growth (2017 est.)	3.1%	1.9%	1.4%
GDP per capita (2017 est.)	USD51,300	USD49,600	USD70,600
Inflation (2017 est.)	1.6%	1%	2.1%
Commercial bank prime lending rate	2%	2.9%	1.5%
Doing Business 2018 ranking (out of 190 countries)	10 <sup>th</sup>	3 <sup>rd</sup>	8 <sup>th</sup>

Source: CIA World Factbook, 2018, World Bank, 2018

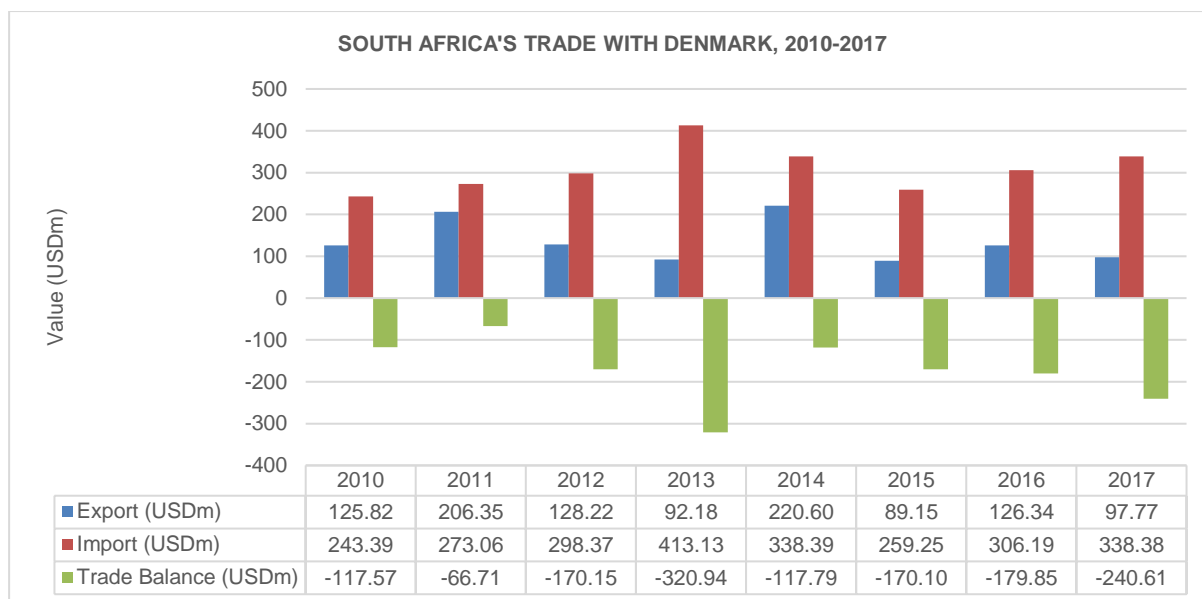
## 2. Trade in Denmark

- The 35<sup>th</sup> largest global importer, importing USD85bn
- The 35<sup>th</sup> largest global exporter, exporting USD94bn.
- In 2016, South African exports to Denmark were ZAR1.8bn and imports were ZAR4.5bn.
- Between January 2003 and December 2017 a total of 7 FDI projects were recorded from Denmark to the Western Cape. These projects represent a total capital investment of USD57m (Financial Times, 2018).

TOP EXPORTS TO DENMARK, 2016			TOP IMPORTS FROM DENMARK, 2016			
RANK	PRODUCT	VALUE 2016 (USDbn)	RANK	PRODUCT	VALUE 2016 (USDbn)	TOP COUNTRIES OF ORIGIN
1	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	12.78	1	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	10.89	Germany (27%) Sweden (14%) Netherlands (10%)
2	Pharmaceutical products	12.49	2	Electrical machinery and equipment and parts thereof	8.55	Sweden (24%) Germany (20%) China (11%)
3	Electrical machinery and equipment and parts thereof	8.82	3	Vehicles and parts and accessories thereof	7.09	Germany (37%) Sweden (14%) Belgium (7%)
4	Mineral fuels, mineral oils and products of their distillation	3.97	4	Mineral fuels, mineral oils and products of their distillation	4.51	Norway (31%) Russia (20%) Sweden (11%)
5	Optical, photographic, cinematographic, measuring equipment etc.	3.93	5	Pharmaceutical products	3.80	Germany (17%) Netherlands (9%) Czech Republic (8%)
6	Meat and edible meat offal	3.64	6	Plastics and articles thereof	3.76	Germany (26%) Sweden (12%) Netherlands (10%)
7	Furniture; bedding, mattresses etc.	2.81	7	Optical, photographic, cinematographic, measuring equipment etc.	2.54	Germany (20%) Sweden (10%) United States (9%)
8	Fish and crustaceans, molluscs and other aquatic invertebrates	2.63	8	Articles of iron or steel	2.49	Germany (23%) China (14%) Sweden (10%)
9	Vehicles and parts and accessories thereof	2.45	9	Articles of apparel and clothing accessories (not knitted or crocheted)	2.36	China (33%) Turkey (10%) Bangladesh (9%)
10	Dairy produce; birds' eggs; natural honey; edible products of animal origin	2.37	10	Furniture; bedding, mattresses etc.	2.14	China (25%) Sweden (16%) Poland (12%)
<b>TOTAL EXPORTS</b>		<b>94.21</b>	<b>TOTAL IMPORTS</b>		<b>85.13</b>	

Source: Trademap, 2018  
\*HS 2 level

Trade between the two nations has been dominated by Denmark. South Africa has consistently been a net importer of products from Denmark for the period 2010 to 2017.

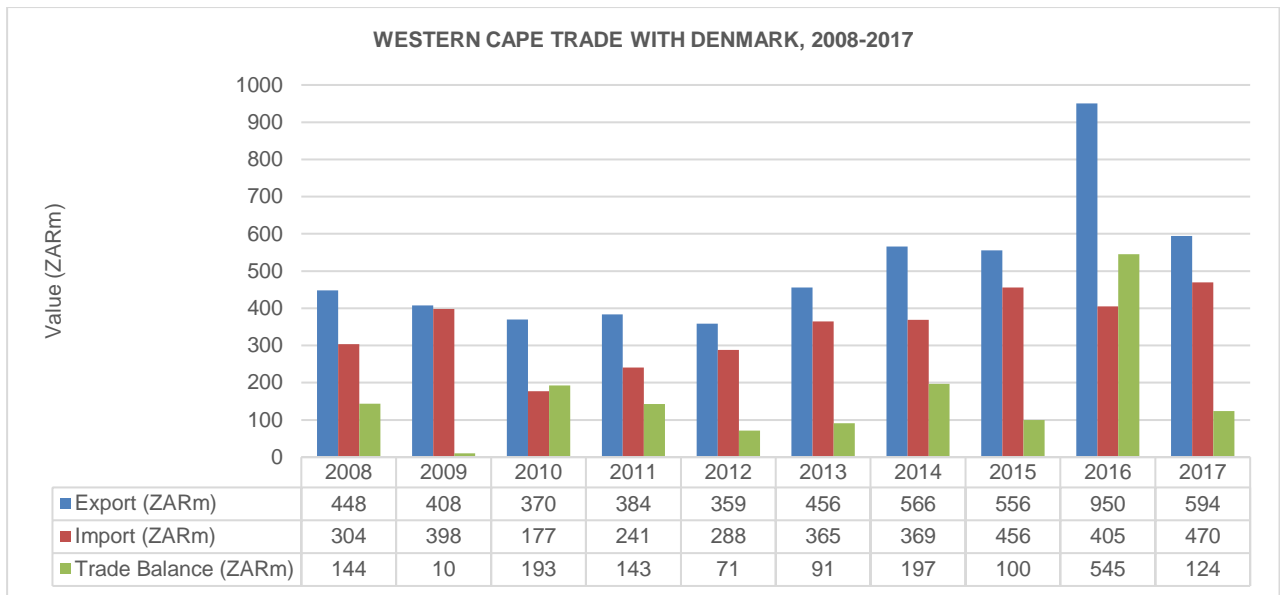


Source: Trademap, 2018

TOP 10 SOUTH AFRICAN EXPORTS TO DENMARK, 2017			TOP 10 SOUTH AFRICAN IMPORTS FROM DENMARK, 2017		
RANK	PRODUCT	VALUE 2017 (USDm)	RANK	PRODUCT	VALUE 2017 (USDm)
1	Wine	30.0	1	Electric generating sets and rotary converters	57.5
2	Coal; briquettes, ovoids	23.0	2	Medicaments	37.3
3	Food preparations	5.3	3	Enzymes; prepared enzymes	25.4
4	Grapes	4.3	4	Meat and edible offal of fowls	23.0
5	Motor vehicles for the transport of goods	3.9	5	Engines and motors	8.5
6	Flat-rolled products of stainless steel, width of >= 600 mm	3.1	6	Reaction initiators, accelerators and catalytic preparations	7.6
7	Flours, meals and pellets, of meat or meat offal/fish	3.1	7	Food preparations	6.7
8	Nonwovens	2.3	8	Taps, cocks, valves & similar appliances for pipes etc.	6.6
9	Synthetic organic colouring matter	2.2	9	Human & animal blood prepared for therapeutic, prophylactic or diagnostic uses	6.1
10	Collections and collector's pieces of zoological, botanical, mineralogical, anatomical, historical	2.0	10	Orthopaedic appliances, incl. crutches, surgical belts and trusses; splints and other fracture ...	6.0
<b>TOTAL EXPORTS</b>		<b>97.8</b>	<b>TOTAL IMPORTS</b>		<b>338.4</b>

Source: Trademap, 2018

\*HS 4 level



Source: Quantec, 2018

TOP 10 WESTERN CAPE EXPORTS TO DENMARK, 2017			TOP 10 WESTERN CAPE IMPORTS FROM DENMARK, 2017		
RANK	PRODUCT	VALUE 2017 (ZARm)	RANK	PRODUCT	VALUE 2017 (ZARm)
1	Wine	389.00	1	Meat and edible offal (poultry)	100.00
2	Food preparations	69.82	2	Machinery for the industrial preparation or manufacture of food or drink	27.10
3	Flours, meals and pellets, of meat or fish	40.51	3	Parts for electrical apparatus	21.29
4	Grapes	26.28	4	Reaction initiators, reaction accelerators and catalytic preparations	19.12
5	Apples, pears and quinces	7.93	5	Other agricultural, horticultural, forestry, poultry-keeping or bee-keeping machinery	18.08
6	Tanned or crust hides and skins of other animals	7.67	6	Food preparations	16.42
7	Discs, tapes, solid-state non-volatile storage devices, smart cards etc	5.71	7	Machines and mechanical appliances nes	13.53
8	Machinery for food or drink preparation	4.29	8	Gas, liquid or electricity supply or production meters	13.49
9	Beauty or make-up preparations	3.99	9	Bread, pastry, cakes, biscuits and other bakers' wares	13.24
10	Other agricultural machinery	3.33	10	Malt extract; food preparations of flour, groats, meal, starch or malt extract	11.48
<b>TOTAL EXPORTS</b>		<b>594.00</b>	<b>TOTAL IMPORTS</b>		<b>470.00</b>

Source: Trademap, 2018

\*HS 4 level

### 3. Trade in Sweden

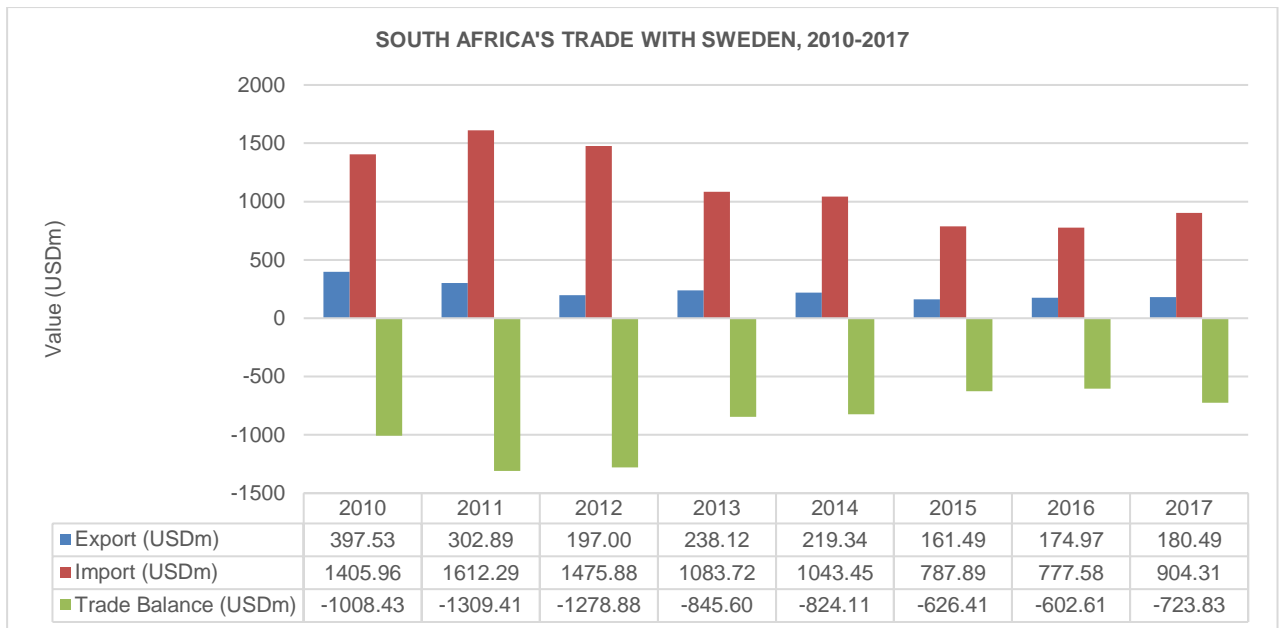
- The 29<sup>th</sup> largest global importer, importing USD141bn.
- The 32<sup>nd</sup> largest global exporter, exporting USD139bn.
- In 2016, South African exports to Sweden were ZAR2.5bn and imports were ZAR11.4bn.
- Between January 2003 and December 2017, 1 FDI project was recorded from Sweden to the Western Cape. These projects represent a total capital investment of USD7.50m (Financial Times, 2018).

TOP EXPORTS TO SWEDEN, 2016			TOP IMPORTS FROM SWEDEN, 2016			
RANK	PRODUCT	VALUE 2016 (USDbn)	RANK	PRODUCT	VALUE 2016 (USDbn)	TOP COUNTRIES OF ORIGIN
1	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	21.43	1	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	17.40	Germany (24%) Netherlands (12%) Denmark (6%)
2	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	17.74	2	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	17.34	Germany (15%) Netherlands (14%) China (8%)
3	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	14.42	3	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	17.33	Germany (40%) Belgium (14%) United Kingdom (7%)
4	Paper and paperboard; articles of paper pulp, of paper or of paperboard	8.26	4	Mineral fuels, mineral oils and products of their distillation; bituminous substances	12.55	Russia (23%) Norway (18%) Denmark (13%)
5	Mineral fuels, mineral oils and products of their distillation; bituminous substances	7.88	5	Fish and crustaceans, molluscs and other aquatic invertebrates	4.84	Norway (92%) Denmark (3%) China (1%)
6	Pharmaceutical products	7.17	6	Plastics and articles thereof	4.83	Germany (23%) Belgium (9%) Netherlands (9%)
7	Iron and steel	5.51	7	Pharmaceutical products	4.26	Germany (20%) Denmark (17%) United Kingdom (10%)
8	Plastics and articles thereof	4.92	8	Iron and steel	3.59	Germany (21%) Finland (13%) Netherlands (10%)
9	Fish and crustaceans, molluscs and other aquatic invertebrates	4.29	9	Optical, photographic, cinematographic, measuring, checking, precision, medical	3.58	Germany (25%) Netherlands (12%) United States (10%)
10	Optical, photographic, cinematographic, measuring, checking, precision, medical	3.88	10	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings	3.06	China (23%) Poland (14%) Germany (10%)
<b>TOTAL EXPORTS</b>		<b>139.46</b>	<b>TOTAL IMPORTS</b>		<b>141.10</b>	

Source: Trademap, 2018

\*HS 2 level

Trade between the two nations has been dominated by Sweden. South Africa has consistently been a net importer of products from Sweden for the period 2010 to 2017.

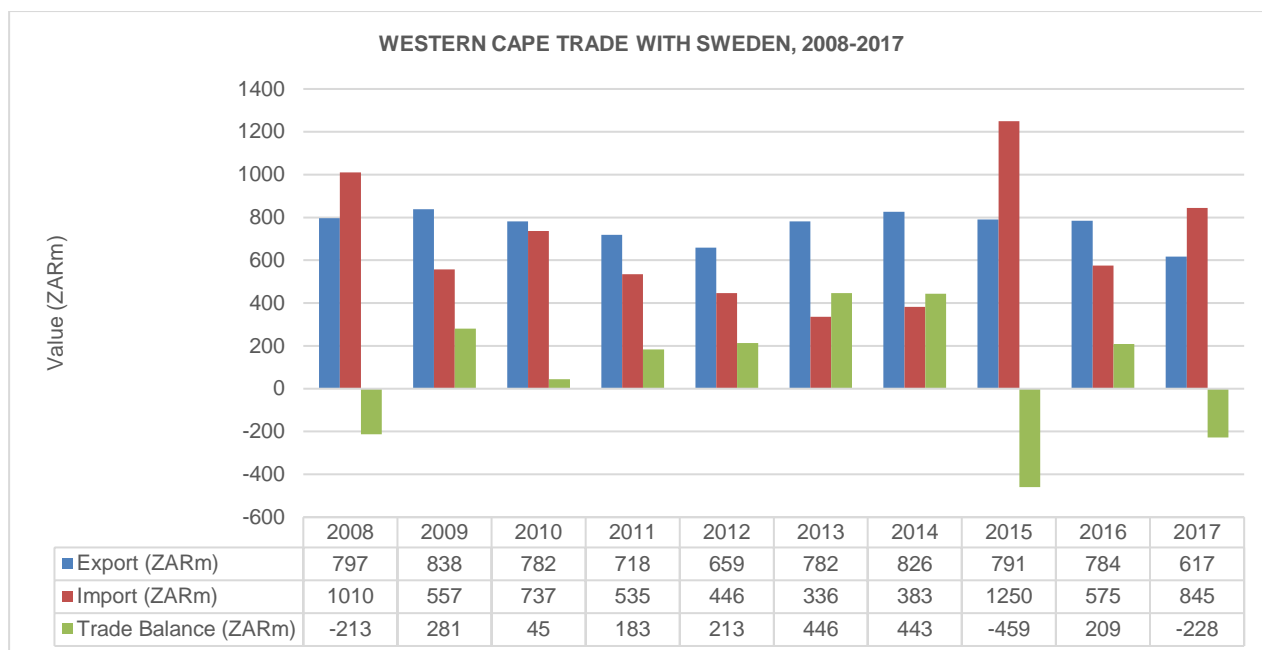


Source: Trademap, 2018

TOP 10 SOUTH AFRICAN EXPORTS TO SWEDEN, 2017			TOP 10 SOUTH AFRICAN IMPORTS FROM SWEDEN, 2017		
RANK	PRODUCT	VALUE 2017 (USDm)	RANK	PRODUCT	VALUE 2017 (USDm)
1	Ferro-alloys	34.4	1	Motor vehicles for the transport of goods	84.2
2	Wine	32.4	2	Nuclear reactors	57.6
3	Flat-rolled products of stainless steel, of a width of >= 600 mm	23.1	3	Parts for pulleys, moving or grading machines	41.3
4	Motor vehicles for the transport of goods	20.2	4	Medicaments	36.3
5	Electrical machines and apparatus, having individual functions	6.4	5	Refined petroleum oils	33.5
6	Citrus fruit	4.9	6	Flat-rolled products of alloy steel other than stainless, of a width of >= 600 mm	30.4
7	Measuring or checking instruments/machines	4.3	7	Moving/grading machines	28.7
8	Electrical apparatus for switching or protecting electrical circuits	3.8	8	Uncoated kraft paper and paperboard	25.3
9	Grapes	3.0	9	Coated paper and paperboard,	20.3
10	Containers, incl. containers for the transport of fluids	2.7	10	Self-propelled bulldozers, angledozers, graders, levellers etc.	19.0
<b>TOTAL EXPORTS</b>		<b>180.5</b>	<b>TOTAL IMPORTS</b>		<b>904.3</b>

Source: Trademap, 2018

\*HS 4 level



Source: Quantec, 2018

TOP 10 WESTERN CAPE EXPORTS TO SWEDEN, 2017			TOP 10 WESTERN CAPE IMPORTS FROM SWEDEN, 2017		
RANK	PRODUCT	VALUE 2017 (ZARm)	RANK	PRODUCT	VALUE 2017 (ZARm)
1	Wine	417.0	1	Refined Petroleum oils	127.00
2	Fish fillets and other fish meat	33.4	2	Uncoated paper and paperboard	121.00
3	Citrus fruit	24.8	3	Uncoated kraft paper and paperboard	111.00
4	Grapes	24.1	4	Flat-rolled products of stainless steel, of a width of 600 mm +	106.00
5	Vanilla	18.9	5	Telephone sets, including telephones for cellular networks	45.37
6	Articles for the conveyance or packing of goods, of plastics	12.3	6	Undenatured ethyl alcohol of an alcoholic strength by volume of less than 80 % vol	37.44
7	Tarpaulins, awnings and sunblinds	11.1	7	Paper and paperboard, coated on one or both sides with kaolin	24.45
8	Apples, pears and quinces	10.4	8	Hand saws; blades for saws of all kinds	21.26
9	Fruit, nuts and other edible parts of plants	8.6	9	Refrigerators, freezers and other refrigerating or freezing equipment	15.03
10	Undenatured ethyl alcohol less than 80 % vol	7.0	10	Agricultural, horticultural or forestry machinery for soil preparation or cultivation	12.70
<b>TOTAL EXPORTS</b>		<b>617.00</b>	<b>TOTAL IMPORTS</b>		<b>845.00</b>

Source: Quantec, 2018

\*HS 4 level

#### 4. Trade in Norway

- The 40<sup>th</sup> largest global importer, importing USD73bn
- The 36<sup>th</sup> largest global exporter, exporting USD90bn.
- In 2016, South African exports to Norway were ZAR1.8bn and imports were ZAR2.5bn.
- Between January 2003 and December 2017 a total of 3 FDI projects were recorded into the Western Cape from Norway. These projects represent a total capital investment of USD1.65bn (Financial Times, 2018).

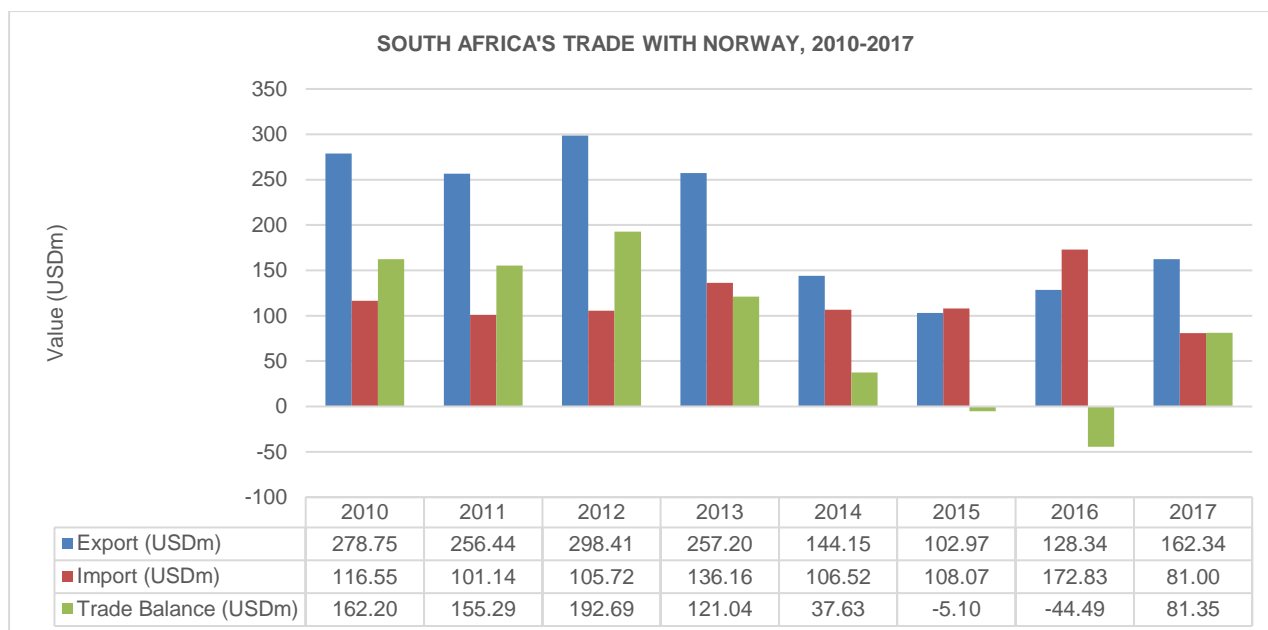
TOP EXPORTS TO NORWAY, 2016			TOP IMPORTS FROM NORWAY, 2016			
RANK	PRODUCT	VALUE 2016 (USDbn)	RANK	PRODUCT	VALUE 2016 (USDbn)	TOP COUNTRIES OF ORIGIN
1	Mineral fuels, mineral oils and products of their distillation	47.5	1	Machinery, mechanical appliances, nuclear reactors, boilers	10.0	China (15%) Germany (14%) Sweden (10%)
2	Fish and crustaceans, molluscs and other aquatic invertebrates	10.5	2	Vehicles other than railway or tramway rolling stock, and parts	8.7	Germany (31%) Sweden (12.2%) Japan (8.4%)
3	Machinery, mechanical appliances, nuclear reactors, boilers	4.9	3	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	6.6	China (30%) Germany (9%) Sweden (6%)
4	Aluminium	3.2	4	Articles of iron or steel	3.1	Sweden (14%) Germany (10%) China (8%)
5	Electrical machinery and equipment, sound recorders and reproducers, television	2.5	5	Ships, boats and floating structures	2.9	Korea (45%) China (18%) Poland (8%)
6	Ships, boats and floating structures	1.9	6	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings	2.8	Sweden (18%) China (18%) Denmark (13%)
7	Optical, photographic, measuring, checking medical apparatus	1.7	7	Mineral fuels, mineral oils and products of their distillation; bituminous substances	2.6	Sweden (31%) Denmark (14%) Russia (13%)
8	Articles of iron or steel	1.1	8	Optical, photographic, cinematographic, measuring, checking, precision, medical apparatus	2.6	United States (24%) United Kingdom (14%) Germany (13%)
9	Organic chemicals	1.0	9	Plastics and articles thereof	2.3	Sweden (22%) Germany (15%) China (8%)
10	Iron and steel	1.0	10	Pharmaceutical products	1.9	Germany (18%) Denmark (14%) United States (10%)
<b>TOTAL EXPORTS</b>		<b>89.6</b>	<b>TOTAL IMPORTS</b>		<b>72.8</b>	

Source: Trademap, 2018

\*HS 2 level

Trade between the two nations has been dominated by Norway. South Africa has consistently been a net importer of products from Norway for the period 2010 to 2017.



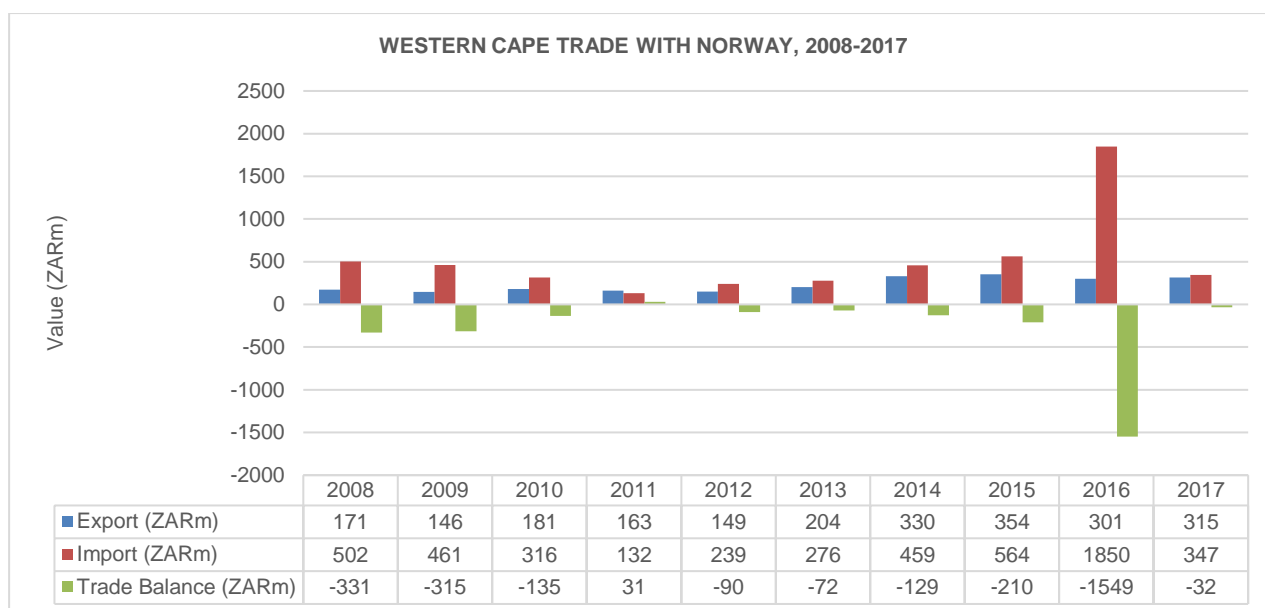


Source: Trademap, 2018

TOP 10 SOUTH AFRICAN EXPORTS TO NORWAY, 2017			TOP 10 SOUTH AFRICAN IMPORTS FROM NORWAY, 2017		
RANK	PRODUCT	VALUE 2017 (USDm)	RANK	PRODUCT	VALUE 2017 (USDm)
1	Manganese ores and concentrates	93.9	1	Fish, fresh or chilled	15.0
2	Motor vehicles for the transport of goods	30.9	2	Frozen fish	13.1
3	Grapes	11.5	3	Boards, panels, consoles, desks, cabinets and other bases	10.3
4	Refined petroleum oils	8.1	4	Medicaments	5.0
5	Citrus fruit	2.6	5	Ferro-alloys	4.2
6	Wine	2.0	6	Prepared or preserved fish; caviar	2.0
7	Warp knit fabrics "incl. those made on galloon knitting machines"	1.4	7	Nitrites	1.9
8	Pulley tackle and hoists (other than skip hoists); winches and capstans	1.2	8	Parts for tractors and people movers	1.5
9	Other nuts	1.1	9	Fish, dried, salted or in brine/smoked	1.3
10	Apples, pears and quinces	1.1	10	Fish fillets and other fish meat	1.3
<b>TOTAL EXPORTS</b>		<b>162.3</b>	<b>TOTAL IMPORTS</b>		<b>81.0</b>

Source: Trademap, 2018

\*HS 4 level



Source: Trademap, 2018

TOP 10 WESTERN CAPE EXPORTS TO NORWAY, 2017			TOP 10 WESTERN CAPE IMPORTS FROM NORWAY, 2017		
RANK	PRODUCT	VALUE 2017 (ZARm)	RANK	PRODUCT	VALUE 2017 (ZARm)
1	Grapes	144.00	1	Fish, excluding fish fillets	140.00
2	Refined petroleum oils	29.86	2	Frozen fish, excluding fish fillets	124.00
3	Wine	25.97	3	Fish fillets and other fish meat	11.53
4	Citrus fruit	24.46	4	Prepared explosives	8.52
5	Pulley tackle and hoists	16.55	5	Vegetable parchment, greaseproof papers, tracing papers	6.30
6	Warp knit fabrics	15.52	6	Fats and oils and their fractions	6.01
7	Apples, pears and quinces	14.03	7	Surveying, hydrographic, oceanographic, hydrological etc. instruments	5.65
8	Yachts and other vessels for pleasure or sports; rowing boats & canoes.	6.84	8	Pigments used in the manufacture of paints	5.39
9	Beauty or make-up preparations and preparations	6.74	9	Animal or vegetable fats and oils and their fractions	4.87
10	Undenatured ethyl alcohol of an alcoholic strength by volume of less than 80 % vol	5.21	10	Electrical machines and apparatus	4.49
<b>TOTAL EXPORTS</b>		<b>315.00</b>	<b>TOTAL IMPORTS</b>		<b>347.00</b>

Source: Trademap, 2018

\*HS 4 level

## 5. Realistic Export Opportunities

The TRADE-DSM (Decision Support Model)<sup>1</sup> is a quantitative tool that uses trade data and various filters to determine the potential export opportunity of products into various markets based on a well-researched scientific and rigorous approach. The global trade data enables one to review the trade flows between countries and then one is able to zoom into the trade flows of specific products, which are identifiable by international tariff codes.

<sup>1</sup> The TRADE-DSM model was developed by North West University (Potchefstroom, South Africa see <http://www.nwu.ac.za/trade>) and TRADE Research Advisory (PTY) Ltd (see <http://www.tradedadvisory.co.za>).

In terms of methodology, the DSM tool has various filters, which include economic and political risk, size and growth of market, competition in the market, accessibility of a market, maturity of a market, and looks at the ability or capacity to supply.

These filters can be categorised in broad terms as:

- a) **Filter 1:** Broad general market potential as reflected in economic size, growth, and political and commercial risk;
- b) **Filter 2:** Product-country market potential characteristics;
- c) **Filter 3:** Product-country market access conditions, including aspects such as market concentration and accessibility; and lastly
- d) **Filter 4:** Categorisation of outcomes based on the revealed comparative advantage (RCA), revealed trade advantage (RTA) and 'home market' and 'target market' product-level trade characteristics.

The detailed outcomes per product are displayed below and are ranked in descending order based on relative size of potential. While 15 opportunities are shown in the table for each Scandinavian market to keep the outcomes concise, more detail for these opportunities are available on request. The products highlighted in orange hold opportunities for two Scandinavian markets, while those highlighted in green have a realistic export opportunity for all three markets at different levels.

REALISTIC EXPORT OPPORTUNITIES FOR SOUTH AFRICAN EXPORTERS		
DENMARK	SWEDEN	NORWAY
HS220421: Wine other than sparkling wine of fresh grapes, incl. fortified; grape must with fermentation prevented/arrested by the addition of alcohol, in conts. of 2 l/less	HS840999: Parts suit. for use solely/princ. with the engines of 84.07/84.08 (excl. of 8409.10 & 8409.91)	HS730890: Structures...& parts of structures...of iron/steel (excl. of 7308.10-7308.40); plates, rods...and the like, prepd. for use in structures, of iron/steel [see complete text #129]
HS230120: Flours, meals & pellets of fish/of crustaceans, molluscs/oth. aquatic invertebrates	HS262030: Ash & residues (excl. from the mfr. of iron/steel) cont. mainly copper	HS230120: Flours, meals & pellets of fish/of crustaceans, molluscs/oth. aquatic invertebrates
HS441820: Doors & their frames & thresholds, of wood, incl. cellular wood panels	HS390210: Polypropylene, in primary forms	HS260800: Zinc ores & concs.
HS220429: Wine other than sparkling wine of fresh grapes, incl. fortified; grape must with fermentation prevented/arrested by the addition of alcohol, in conts. of >2 l	HS220429: Wine other than sparkling wine of fresh grapes, incl. fortified; grape must with fermentation prevented/arrested by the addition of alcohol, in conts. of >2 l	HS260200: Manganese ores & concs., incl. ferruginous manganese ores & concs. with a manganese content of 20%/more, calc. on the dry wt.
HS740721: Bars, rods & profiles, of copper-zinc base alloys (brass)	HS441820: Doors & their frames & thresholds, of wood, incl. cellular wood panels	HS220429: Wine other than sparkling wine of fresh grapes, incl. fortified; grape must with fermentation prevented/arrested by the addition of alcohol, in conts. of >2 l
HS210500: Ice cream & oth. edible ice, whether or not cont. cocoa	HS330210: Mixtures of odoriferous subs. & mixts. (incl. alcoholic solutions) with a basis of one/more of these subs., of a kind used in the food/drink industries	HS080440: Avocados, fresh/dried
HS330210: Mixtures of odoriferous subs. & mixts. (incl. alcoholic solutions) with a basis of one/more of these subs., of a kind used in the food/drink industries	HS721932: Flat-rolled prods. of stainless steel, of a width of 600mm/more, not further worked than cold-rolled (cold-reduced), of a thkns. of 3mm/more but <4.75mm	HS740400: Copper waste & scrap
HS842139: Filtering/purifying mach. & app. for gases, other than intake air filters for int. comb. engines	HS843139: Parts suit. for use solely/princ. with the mach. of 84.28 (excl. of 8431.31)	HS250100: Salt (incl. table salt & denatured salt) & pure sodium chloride, whether or not in aqueous solution/cont. added anti-caking/free-flowing agents; sea water
HS051191: Products of fish/crustaceans, molluscs/oth. aquatic invertebrates; dead animals of Ch.3, unfit for human consumption	HS210500: Ice cream & oth. edible ice, whether or not cont. cocoa	HS843139: Parts suit. for use solely/princ. with the mach. of 84.28 (excl. of 8431.31)
HS200520: Potatoes, prepd./presvd. othw. than by vinegar/acetic acid, not frozen, other than prods. of 20.06	HS730840: Equipment for scaffolding/shuttering/propping/pitpropping of iron/steel	HS730820: Towers & lattice masts of iron/steel
HS731420: Grill, netting & fencing, welded at the intersection, of iron/steel wire with a maximum cross-sectional dim. of 3mm/more & having a mesh size of 100cm2/more	HS291612: Esters of acrylic acid	HS847420: Crushing/grinding machines for earth/stone/ores/oth. min. subs., in solid (incl. powder/paste) form

**REALISTIC EXPORT OPPORTUNITIES FOR SOUTH AFRICAN EXPORTERS**

DENMARK	SWEDEN	NORWAY
HS441520: Pallets, box pallets & oth. load boards of wood; pallet collars of wood	HS700721: Laminated safety glass, of size & shape suit. for incorporation in vehicles/aircraft/spacecraft/vessels	HS820719: Rock drilling/earth boring tools other than those with working parts of cermets, incl. parts, for hand tools, whether or not power-operated/for machine tools
HS730840: Equipment for scaffolding/shuttering/propping/pitpropping of iron/steel	HS080520: Mandarins, incl. tangerines & satsumas; clementines, wilkings & sim. citrus hybrids, fresh/dried	HS081040: Cranberries, bilberries & oth. fruits of the genus Vaccinium, fresh
HS080510: Oranges, fresh/dried	HS210410: Soups & broths & preps. therefor	HS841381: Pumps n.e.s. in 84.13
HS283526: Phosphates of calcium other than hydrogenorthophosphate (dicalcium phosphate)	HS200520: Potatoes, prepd./presvd. othw. than by vinegar/acetic acid, not frozen, other than prods. of 20.06	HS360200: Prepared explosives (excl. propellant powders)

Source: TRADE-DSM, 2018

*Wesgro has taken every effort to ensure that the information in this publication is accurate. We provide said information without representation or warranty whatsoever, whether expressed or implied. It is the responsibility of users of this publication to satisfy themselves of the accuracy of information contained herein. Wesgro cannot be held responsible for the contents of the publication in any way. © Wesgro, 2018.*

For more information on this publication and other Wesgro publications please contact [research@wesgro.co.za](mailto:research@wesgro.co.za) or for more publications visit the Wesgro publications portal on our website at <http://wesgro.co.za/publications>