

Export Opportunities (Limestone)



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1. Summary of product and market identification

Product identified	'HS2521 <i>Limestone flux; limestone and other calcareous stone, of a kind used for the manufacture of Cement etc...</i>
Criteria for identification	<i>Export from UAE is growing at the same time world import is growing(Champion product)</i>
Benefit to the exporter from UAE	<i>Companies can broaden the supply capacity and diversify products</i>
Economic impact	<i>Economic sustainability</i>
Current exports from UAE(according to ITC)	<i>190 Million US\$ in 2016</i>
Current re-exports from UAE	<i>Included in exports if any</i>
Value of identified 4 highest growing markets	<i>451 Mil US\$</i>
# of Markets with advantage of FTA	<i>1 GAFA(Kuwait)</i>
Total# of identified potential markets	4

1- Preamble

- *The purpose of the Product & Market identification series is to identify promising products that are performing in export market at a growth rate higher than the world average, these are called “Champions”*
- *Exporters of “Champions” have proven their international competitiveness over the period. Trade promotion efforts for Champion products cannot be controversial as they are national successes. Promotional efforts might include awareness to exporters of the extra opportunities in order to broaden the supply capacity and diversify products. Further, these products are important for sustaining economic growth*
- *The other category of products which we intend to cover in the series in a subsequent phase, are products **declining in a growing market**, they are hence named “decliners in a growing market”, These category can represent an alert for policy makers to identify opportunities for trade promotion and other efforts, reasons for underperformance may be diverse and include supply-side capacity constraints, product quality issues, market access barriers, need for export credit guarantee in the target markets and logistics connectivity*

- The source of information for these analyses is ITC Trade Map with validation by WITS if necessary as well as Dubai Customs data

2- Product Identification

- The growth rate of exports of limestone from UAE was high at 15% annually for 2012-2016
- World imports of Limestone was growing at 5% annually for 2012-2016
- Hence the product can be classified as “Champion product. That means export is growing in parallel with world imports

Exports by United Arab Emirates in 2016

Code	Product label	Select your indicators								
		Value exported in 2016 (USD thousand)	Trade balance 2016 (USD thousand)	Annual growth in value between 2012-2016 (% p.a.)	Annual growth in value between 2015-2016 (% p.a.)	Annual growth of world imports between 2012-2016 (% p.a.)	Share in world exports (%)	Ranking in world exports	Average distance of importing countries (km)	Concentration of importing countries
2521	Limestone flux; limestone and other calcareous stone, of a kind used for the manufacture of ...	189982	183901	15	6	5	31.8	1	1869	0.42

,Source :ITC

3- Dubai Foreign Trade

While UAE export is large at 190 Mil US in 2016 ,exports from Dubai was minor at 192 000 AED in 2017,that is because sources of limestone are mainly located in the northern emirates and likely exported through nearest ports. There are wide uses of limestone ,apart from the conventional use for production of cement ,such as a filler in the paint industry and many other uses, hence the project idea is presented to exporters to plan to benefit from the opportunities after undertaking due diligence depending on the type of limestone and the ultimate use

4- Potential Markets,

- *6countries have been identified as top importers ,with imports exceeding 39 Mil US\$ in 2016,the 4 top growing markets that can be targeted are ,Kuwait, Bangladesh, India, Taipei depending on the type of limestone needed by the market and the possibility of preparing the product for export from UAE at economic cost including the freight(limestone is used for cement manufacture and also other chemical industries).*
- *It is known that imports of limestone by Kuwait will be for the cement mainly including possibility of use in other chemical industries. Since there is no limestone in Kuwait , Kuwait invests in clinker production in GCC countries where limestone deposits are abundant. Clinker is subsequently either converted to cement overseas or exported to Kuwait to be further processed to cement in Kuwait by adding gypsum.*

- *Kuwait has high annual import growth rate of 14%, and Bangladesh 13% ,India 5% ,Taipei 8%*

Importers	Value imported in 2016 (USD thousand)	Trade balance in 2016 (USD thousand)	Quantity imported in 2016	Quantity Unit	Unit value (USD/unit)	Annual growth in value between 2012-2016 (%)	Annual growth in quantity between 2012-2016 (%)	Annual growth in value between 2015-2016 (%)	Share in world imports (%)	Average distance of supplying countries (km)	Concentration of supplying countries	Average tariff (estimated) applied by the country (%)
World	832,650	-234,570	0	No quantity		5	9	-8	100	2,244	0.14	
India	288,787	-226,245	16,662,648	Tons	17	5	14	-1	34.7	2,377	0.56	4.1
Taipei, Chinese	69,606	-69,603	4,310,235	Tons	16	8	12	-13	8.4	1,922	0.41	0.5
Bangladesh	51,750	-51,750	0	No quantity		13	18	15	6.2	1,307	0.79	4.9
Japan	42,952	5,788	547,923	Tons	78	0	-1	-24	5.2	4,755	0.71	0
Korea, Republic of	42,657	-42,063	2,034,525	Tons	21	2	7	9	5.1	1,250	0.54	1.8
Kuwait	39,772	-39,757	4,151,425	Tons	9.58	14	10	-46	4.8	861	0.91	4.5

Source : Dubai Customs ,ITC