



Egypt - Finland bilateral trade

September 2024



THINK TANK EGYPT
— CONSULTING FIRM —



Intro:

This comprehensive report provides a visual analysis of the bilateral trade relationship between Egypt and Finland, focusing on key trade indicators, product flows, and opportunities for expansion. Through a series of informative graphs, this report offers a clear and concise overview of the trade dynamics between Egypt and Finland.

The report will cover the following key aspects:

- **Trade Profiles:** An overview of the economic structures, key industries, and trade policies of both Egypt and Finland.
- **Trade Performance:** Analysis of export and import trends, including growth rates, trade balances, and market shares.
- **Exported and Imported Products:** A detailed examination of the primary products traded between Egypt and Finland, highlighting areas of specialization and complementarity.
- **Export Opportunities:** Identification of potential areas for growth and diversification in bilateral trade, including emerging sectors and niche markets.

By presenting this information in a visual format, this report aims to provide a clear and accessible understanding of the bilateral trade relationship between Egypt and Finland, enabling businesses and policymakers to make informed decisions and identify opportunities for collaboration.



Egypt's trade profile in 2023:



Finland's trade profile in 2023:





Egypt's international trade indicators in 2023:



Finland's international trade indicators in 2023:





Egypt's trade performance:



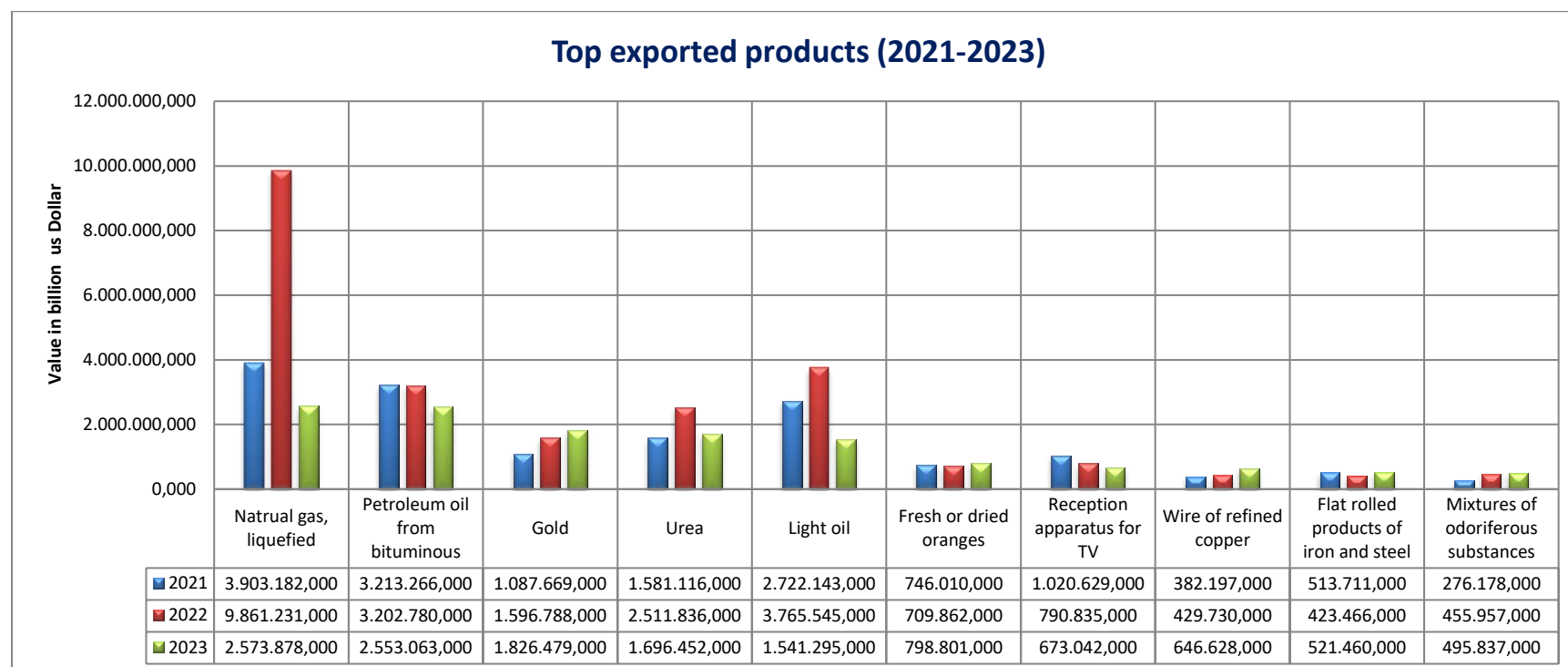


Finland's trade performance:





Egypt's top exported products:

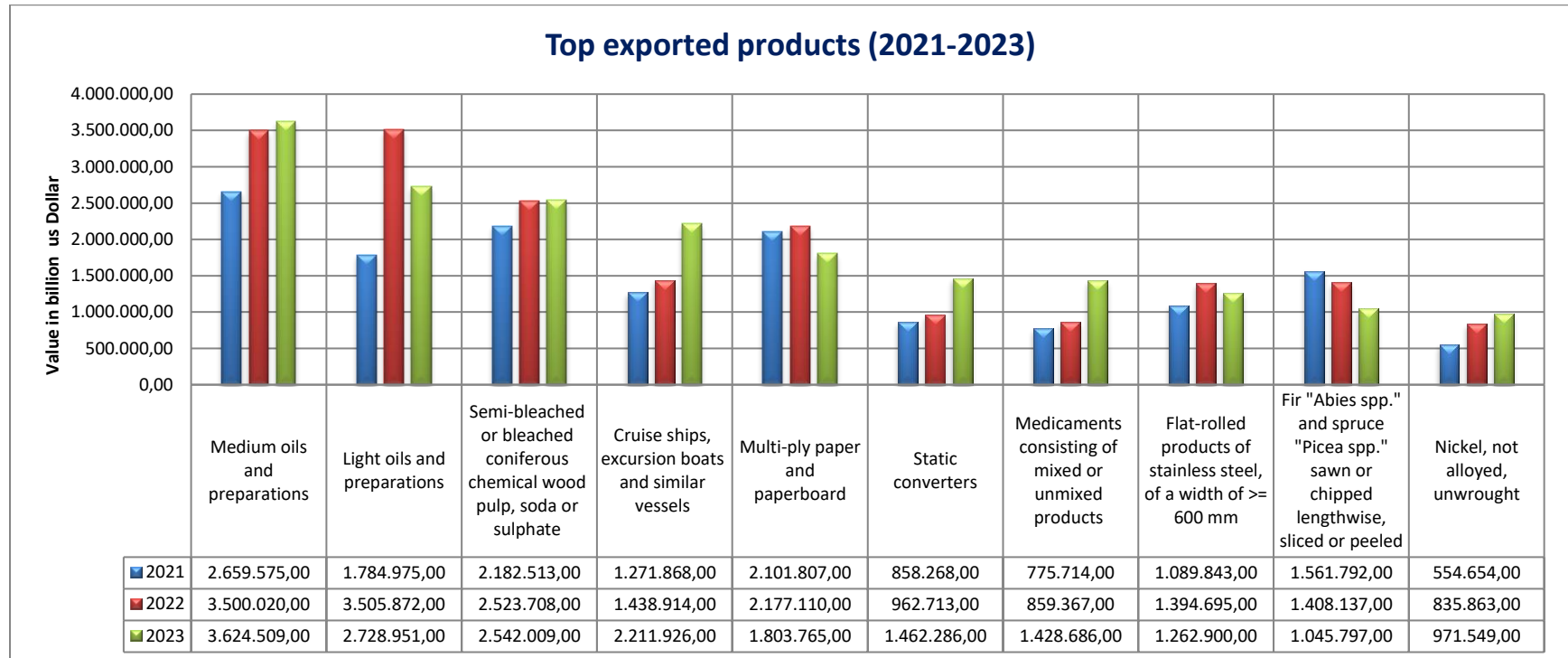


Key Findings:

- **Natural Gas as the Leading Export:** Natural gas has consistently been Egypt's top export, accounting for a significant portion of its export revenue.
- **Petroleum Oil and Gold as Major Exports:** Petroleum oil and gold have also been major contributors to Egypt's export earnings, demonstrating the country's natural resource wealth.
- **Fluctuations in Other Products:** Exports of urea, light oil, fresh or dried oranges, and other products have experienced fluctuations over the analysed period, reflecting market dynamics and economic conditions.



Finland's top exported products:

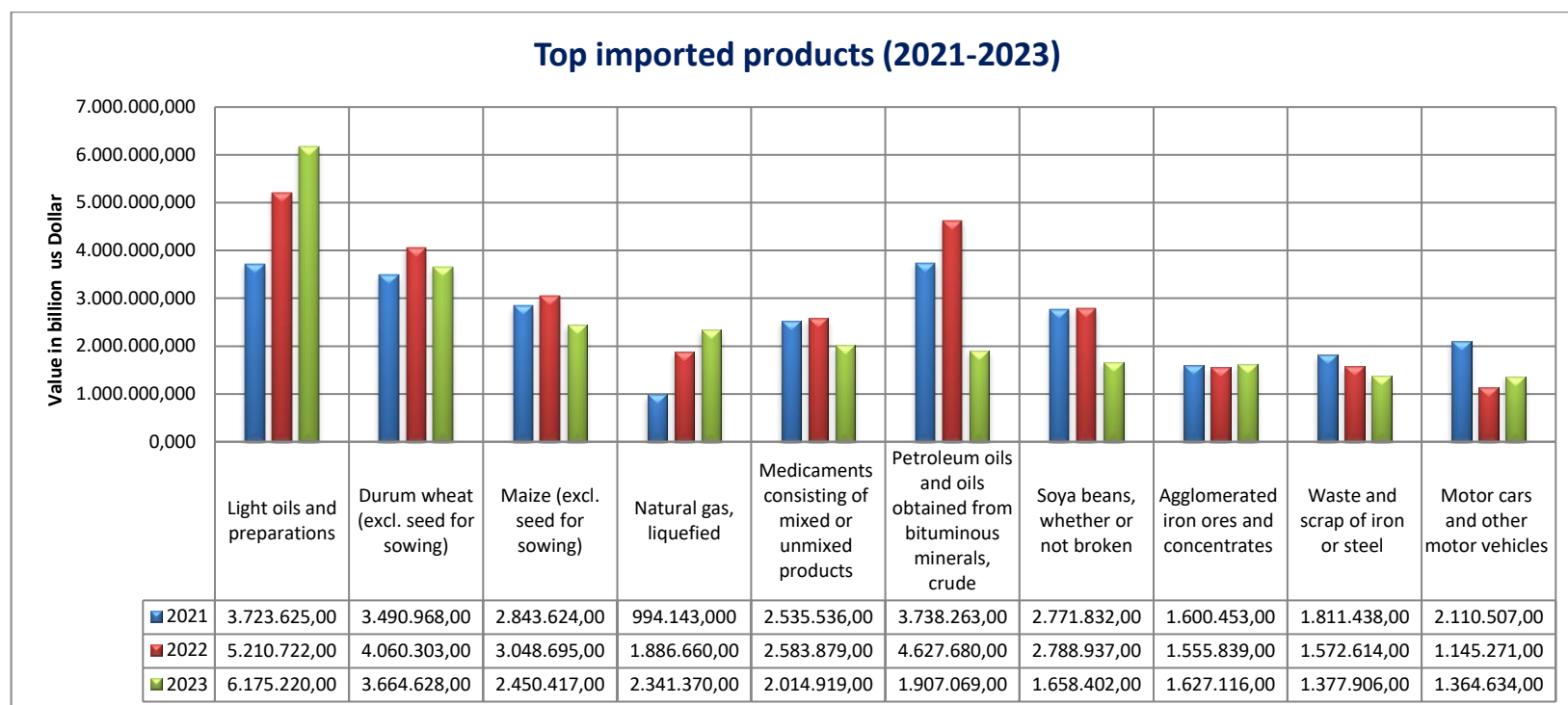


Key Findings:

- **Semi bleached or Bleached Coniferous Chemical Wood Pulp as the Leading Export:** This product category has consistently been Finland's top export, indicating its dominance in the global pulp and paper industry.
- **Medium Oils and Preparations as a Major Export:** Medium oils and preparations have also been a significant contributor to Finland's export revenue.
- **Diversified Export Base:** Finland exports a variety of products, including light oils, preparations, cruise ships, multi-ply paper and paperboard, static converters, and manufactured goods.
- **Growth in Manufactured Goods:** There has been notable growth in exports of manufactured goods such as flat-rolled products of stainless steel and mixtures of odoriferous substances. This indicates a growing industrial base and diversification of Finland's export portfolio.



Egypt's top imported products:

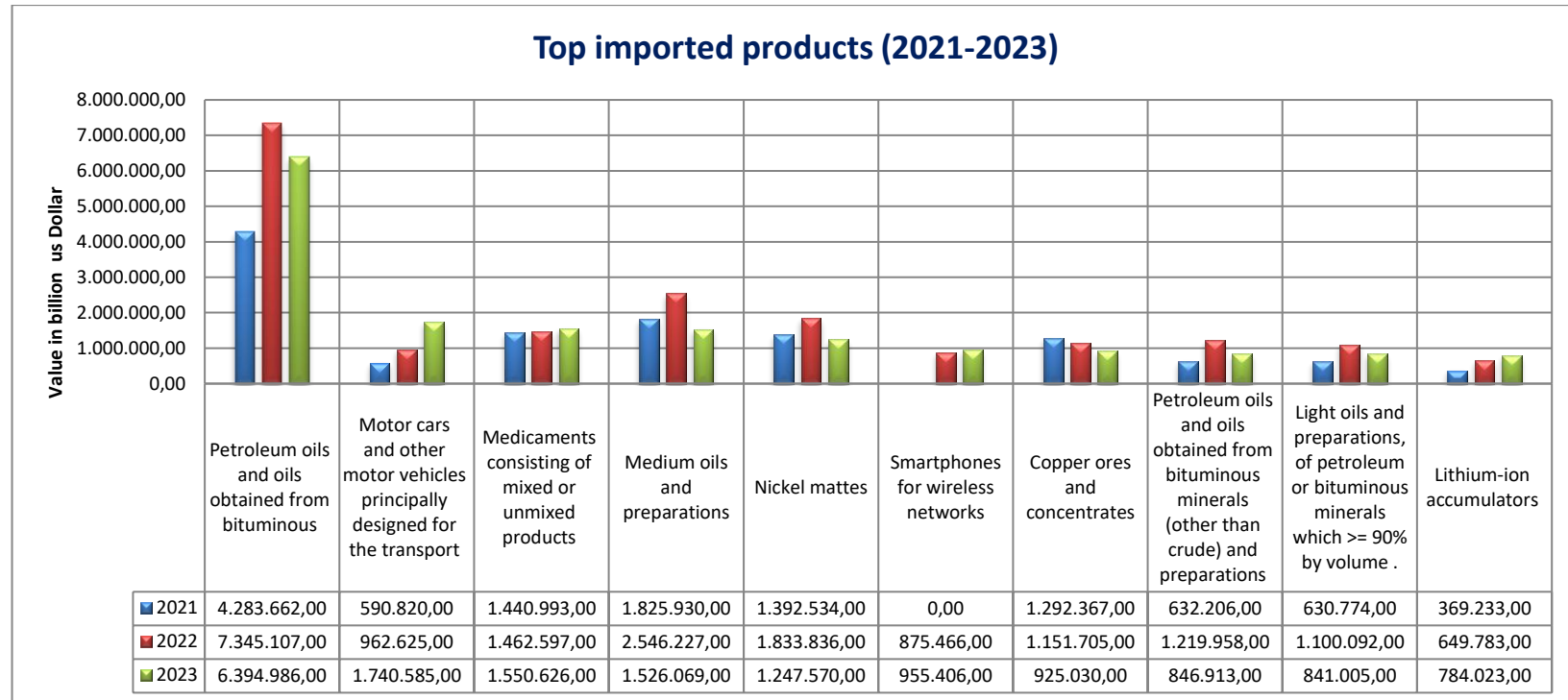


Key Findings:

- **Medicaments and Petroleum Oils as Leading Imports:** Medicaments (medicines) and petroleum oils indicating strong demand for healthcare products and energy resources.
- **Durum Wheat and Maize as Essential Imports:** Durum wheat and maize, both agricultural commodities, are also major imports, reflecting Egypt's reliance on imports to meet domestic food needs.
- **Natural Gas and Soya Beans as Significant Imports:** Natural gas and soya beans have been significant imports, highlighting Egypt's energy requirements and agricultural needs.
- **Increasing Imports of Manufactured Goods:** There has been a notable increase in imports of manufactured goods such as motor cars, agglomerated iron ores and concentrates, and waste and scrap of iron or steel.



Finland's top imported products:



Key Findings:

- **Motor Cars and Petroleum Oils as Leading Imports:** Motor cars and petroleum oils have consistently been Finland's top imports, indicating strong domestic demand for transportation and energy.
- **Medicaments and Medium Oils as Significant Imports:** Medicaments and medium oils have also been significant imports, reflecting Finland's healthcare needs and industrial requirements.
- **Increasing Imports of Manufactured Goods:** There has been a notable increase in imports of manufactured goods such as smartphones, nickel mattes, copper ores, and lithium-ion accumulators. This suggests growing industrialization and reliance on imported components.
- **Fluctuations in Other Products:** Imports of petroleum oils, light oils, and preparations have experienced fluctuations over the analysed period, reflecting market dynamics and economic conditions.



Egypt – Finland trade: (direct data by Finland)

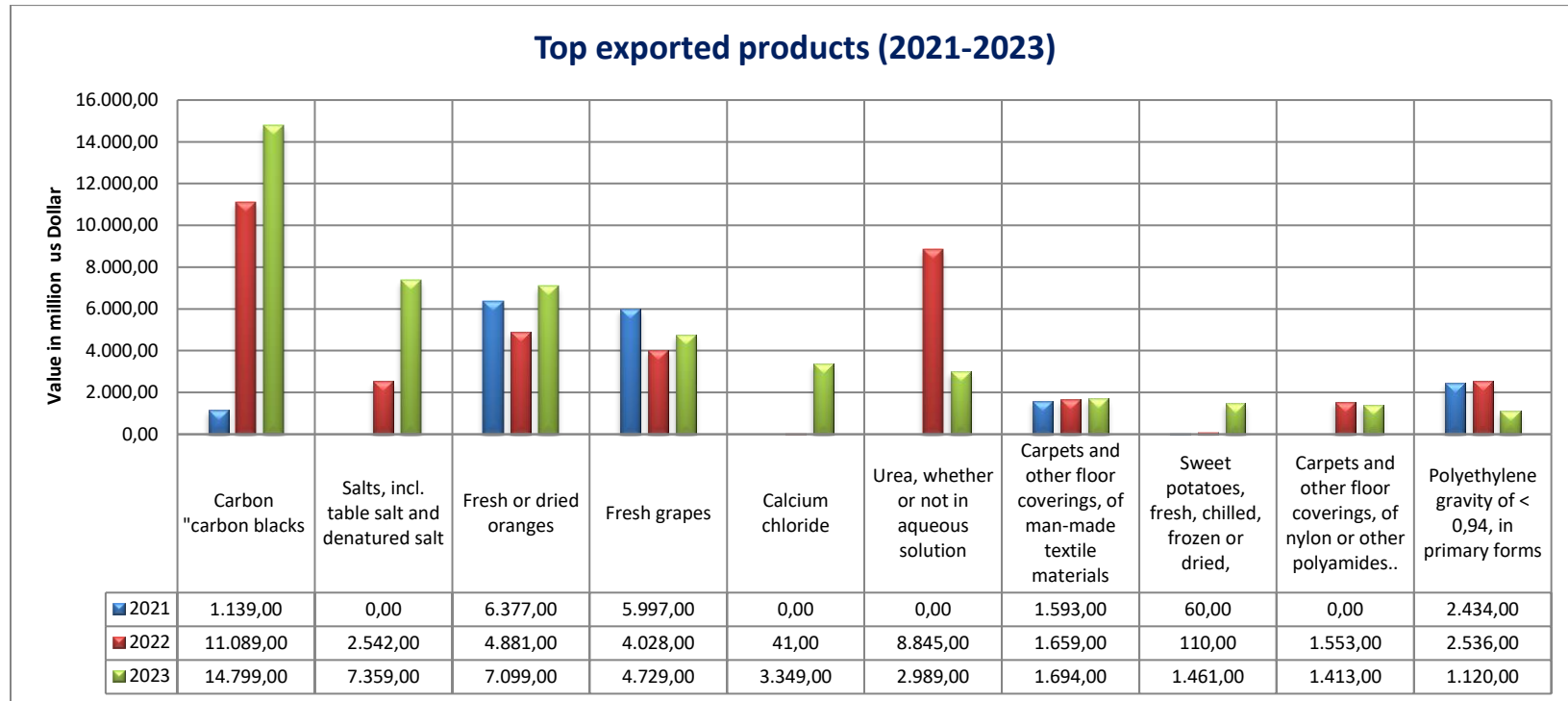


Key Findings:

- **Persistent Trade Deficit for Egypt:** Egypt has consistently maintained a significant trade deficit with Finland throughout the analysed period, indicating that it imports significantly more goods and services from Finland than it exports.
- **Growing Trade Volume:** While Egypt has a trade deficit, the overall volume of trade between the two countries has been increasing, suggesting growing economic relations.
- **Fluctuations in Exports and Imports:** Both exports and imports have experienced fluctuations, reflecting market dynamics and economic conditions in both countries.
- **Widening Trade Deficit:** The trade deficit has widened in recent years, particularly from 2021 to 2023. This suggests that Egypt's imports from Finland have grown at a faster pace than its exports.



Egypt's top exports to Finland: (direct data by Finland)

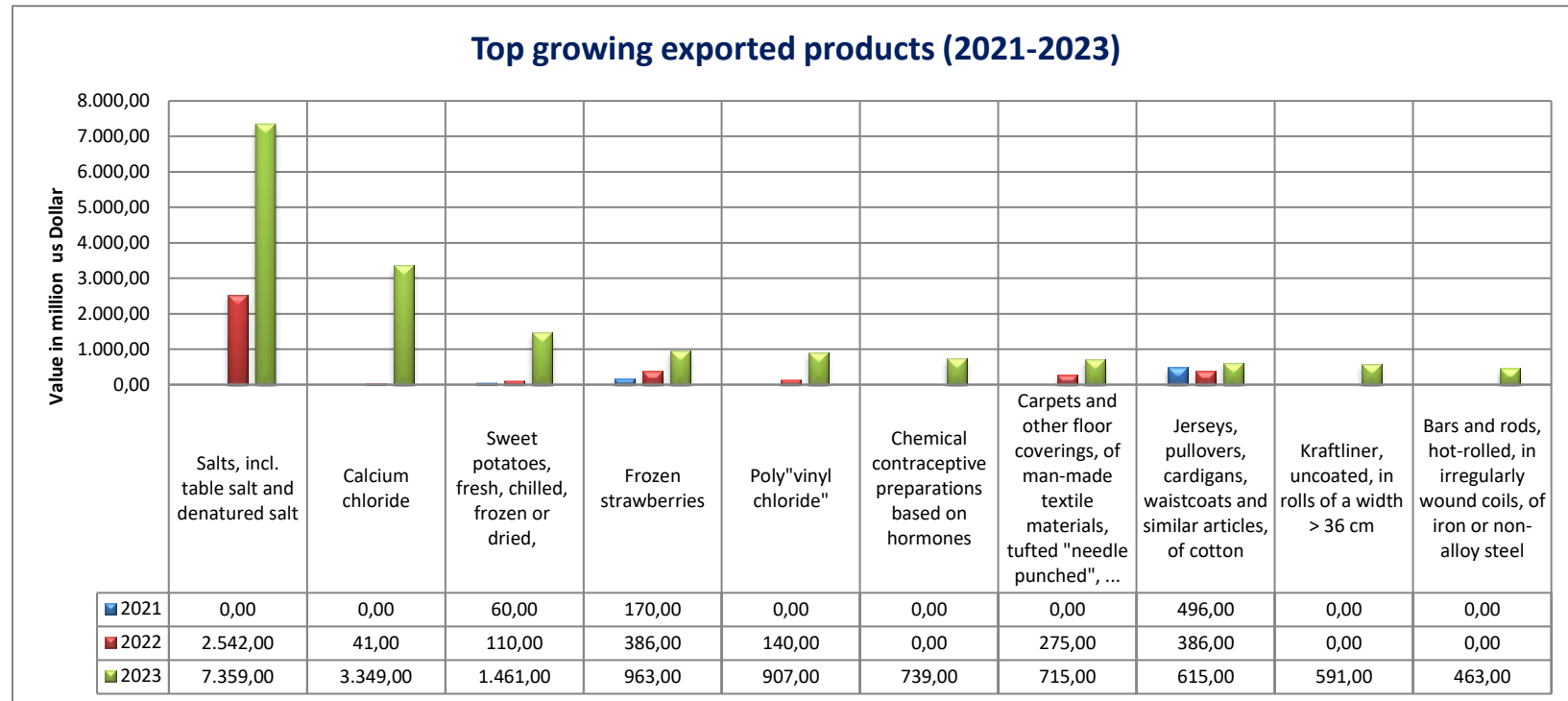


Key findings:

- **Egypt exported to Finland 109 products above \$ 10.000 in 2023**
- **Carbon Black as the Leading Export:** Carbon black consistently dominates Egypt's exports to Finland, indicating a significant market for this product.
- **Salts and Oranges as Secondary Exports:** Salts (including table salt) and fresh or dried oranges are also exported in significant quantities, suggesting a diverse product mix.
- **Limited Exports of Other Products:** Exports of urea, calcium chloride, carpets, and other products are relatively small, indicating a limited market presence.
-



Egypt's Top Growing Exports to Finland: (direct data by Finland)

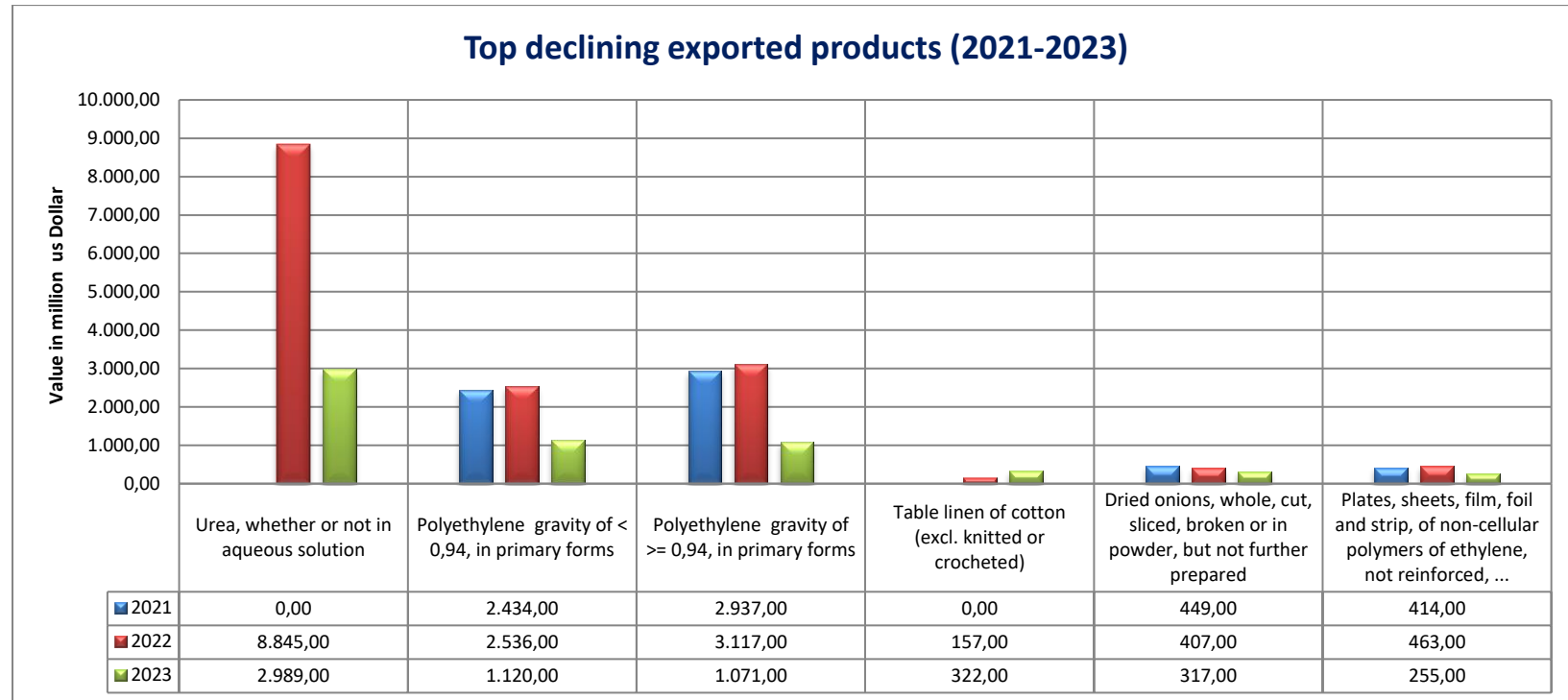


Key Findings:

- **Significant Growth in Salt Exports:** Salts, including table salt and denatured salt, have experienced the most substantial growth in exports to Finland during the analysed period. This suggests increasing demand for these products in the Finnish market.
- **Emerging Markets for Calcium Chloride and Sweet Potatoes:** Both calcium chloride and sweet potatoes have shown significant growth, indicating emerging market opportunities for these products.
- **Limited Growth in Other Products:** Exports of frozen strawberries, contraceptive preparations, and other products have experienced more limited growth or remained relatively stable.



Egypt's Top Declining Exports to Finland: (direct data by Finland)



Key Findings:

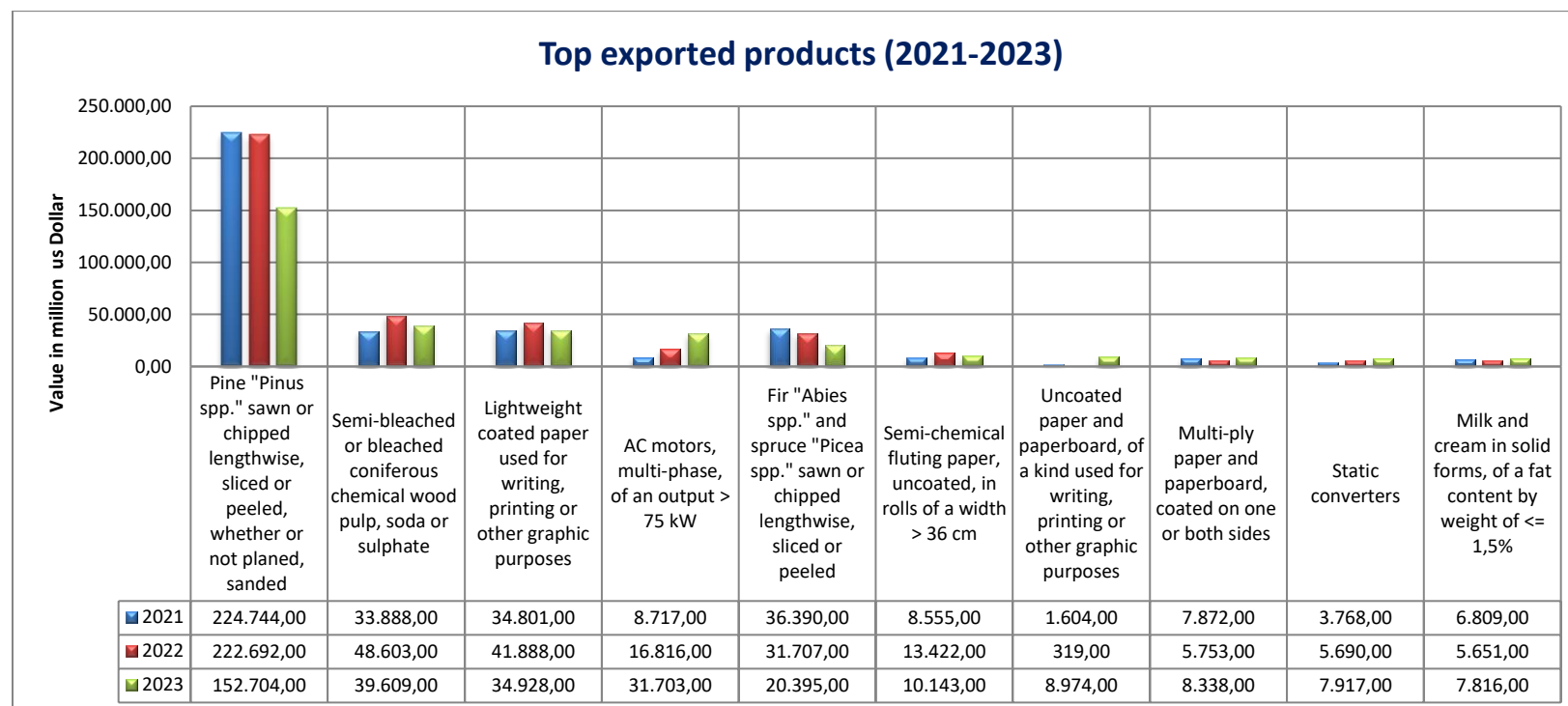
Significant Decline in Urea Exports: Urea, whether or not in aqueous solution, has experienced the most substantial decline in exports to Finland during the analyzed period. This suggests a decreased demand or increased competition from other suppliers.

Decreased Exports of Polyethylene: Polyethylene products, in various forms, have also seen a decline in exports. This may be attributed to changes in Finnish market preferences or production shifts within Egypt.

Limited Impact on Other Products: Exports of table linen, dried onions, and plates, sheets, film, foil, and strip have experienced more limited declines or remained relatively stable.



Finland top exports to Egypt: (direct data by Finland)

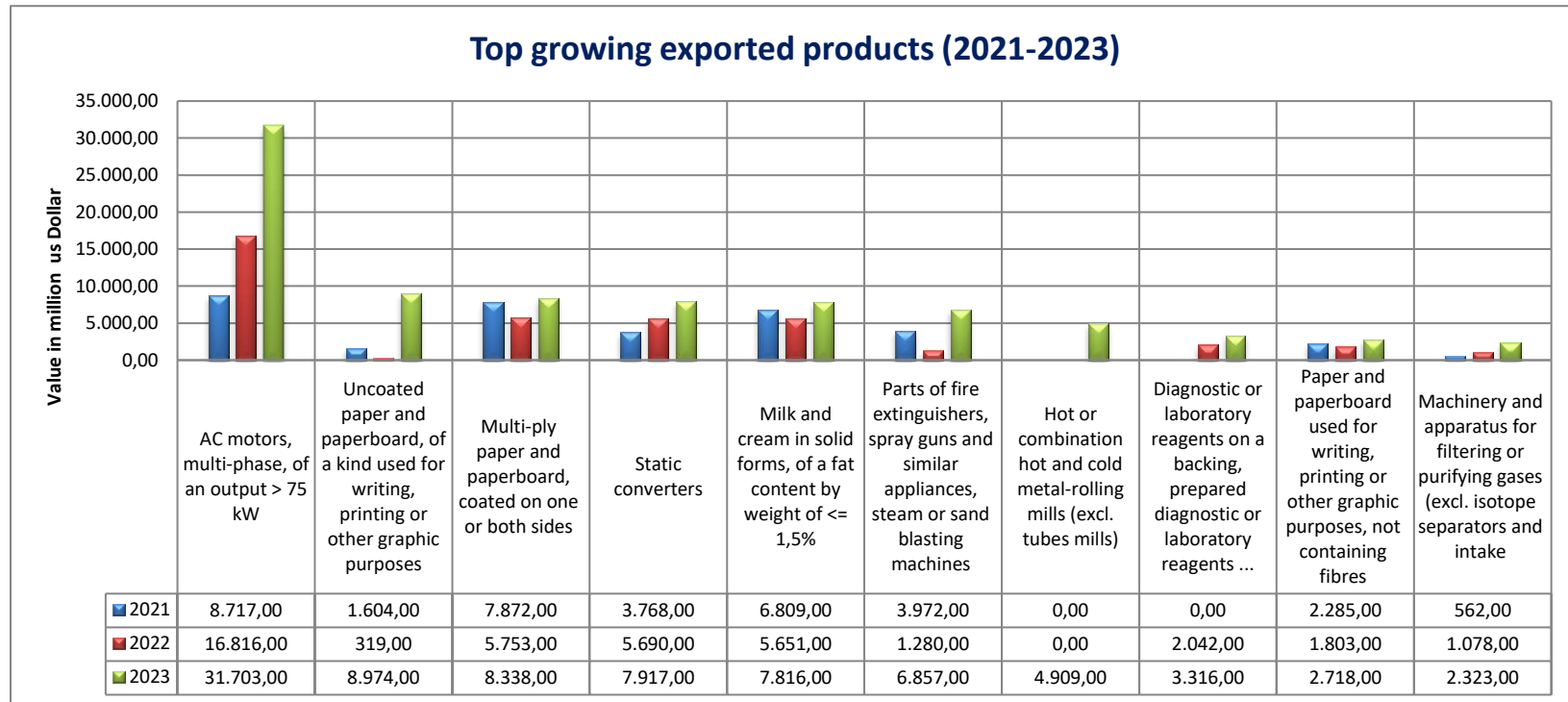


Key findings:

- **Finland exported to Egypt 221 products above \$ 10.000 in 2023**
- **Paper and Paperboard Products as Dominant Exports:** Products related to paper and paperboard, including lightweight coated paper, semi-chemical fluting paper, uncoated paper, and multi-ply paperboard, consistently dominate Finland's exports to Egypt.
- **Wood-Based Products:** Wood-based products such as pine and fir sawn or chipped lengthwise and semi-bleached or bleached coniferous chemical wood pulp are also significant exports.
- **Manufactured Goods:** Manufactured goods such as AC motors, static converters, and milk and cream in solid forms are exported in smaller quantities but still contribute to Finland's trade with Egypt.



Finland's Top Growing Exports to Egypt: (direct data by Finland)

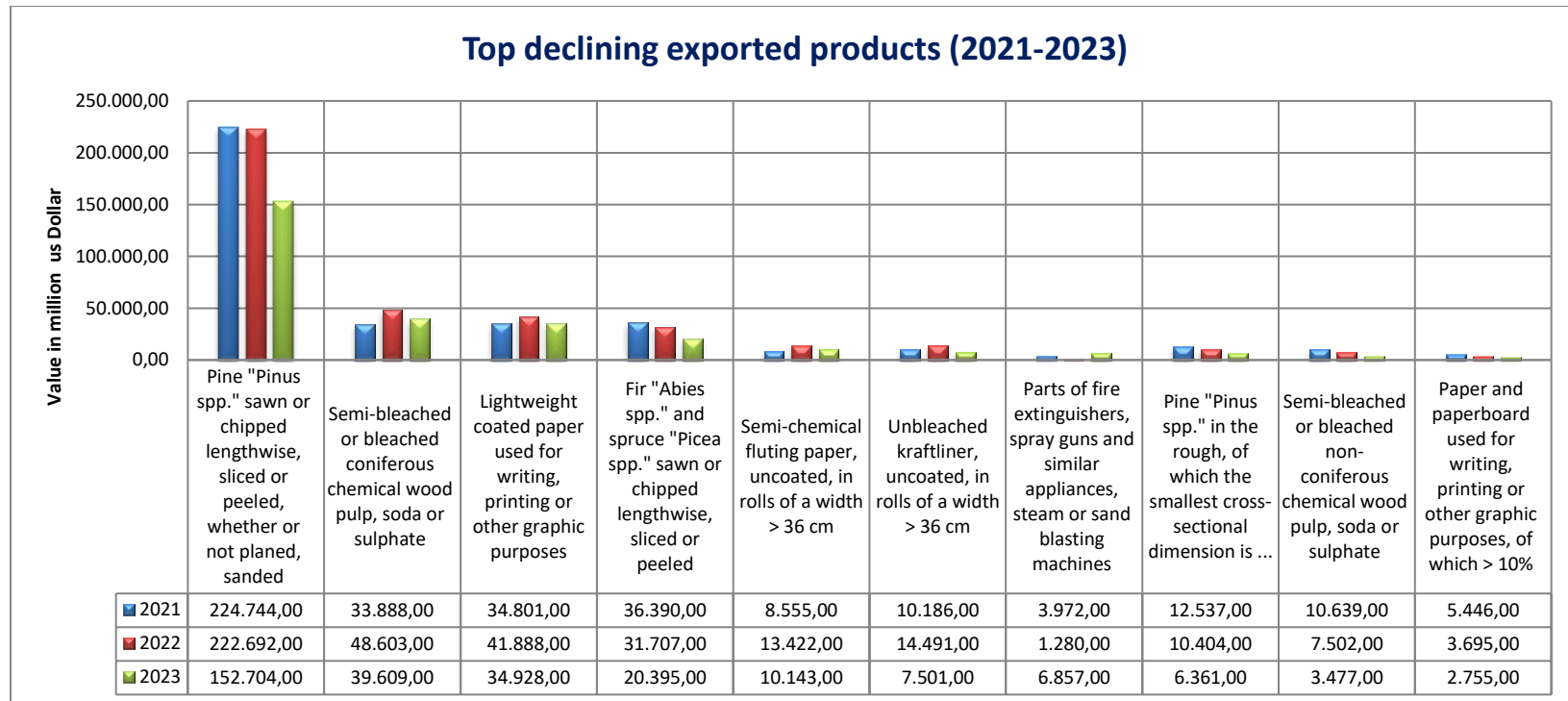


Key Findings:

- **AC Motors and Static Converters as Leading Growth Areas:** AC motors and static converters have experienced the most significant growth in exports to Egypt during the analyzed period, indicating increasing demand for industrial equipment.
- **Paper and Paperboard Products:** Products related to paper and paperboard have also shown growth, reflecting Egypt's demand for these materials in various sectors.
- **Limited Growth in Other Products:** Exports of fire extinguishers, diagnostic or laboratory reagents, and machinery and apparatus for filtering or purifying gases have experienced more limited growth or remained relatively stable.



Finland's Top Declining Exports to Egypt: (direct data by Finland)



Key findings:

- **Significant Decline in Pine Exports:** Pine products, including sawn or chipped lengthwise and peeled pine, have experienced the most substantial decline in exports to Egypt during the analyzed period. This due to competition from other suppliers, or economic factors.
- **Decreased Exports of Paper and Paperboard:** Products related to paper and paperboard, such as uncoated kraft liner and semi-chemical fluting paper, have also seen a decline. This could be attributed to changes in Egyptian demand or production shifts within Finland.
- **Limited Impact on Other Products:** Exports of parts of fire extinguishers, spray guns, and similar appliances, as well as machinery and apparatus for filtering or purifying gases, have experienced more limited declines or remained relatively stable.



Potential opportunities for Egyptian exports in Finnish market:

All figures in US dollar

Product	Actual Exp to Finland	Untapped opportunities
Oranges	4 M	1.2 M
Fresh grapes	3 M	537 K
Caustic soda, in aqueous solution	0	2.5 M
Urea	1.9 M	1 M
Reception apparatus for TV	0	1.9 M
Methanol	0	1.9 M
Refined copper wire greater than 6 mm	0	1 M
Ignition wiring sets for vehicles	0	1 M
Frozen strawberries	140 K	1 M
Mandarins	21 K	1 M
Sweet potatoes	137 K	739 K
Mixtures of odoriferous substances used in food and drink	0	846 K
Crochet T- shirts and vests	4.3 K	797 K
Waste of sugar industry	229 K	788 K
Electric conductors 1000 v without connectors	35 K	697 K
Men's trousers and shorts of cotton	196 K	660 K
Knit/ crochet T- shirts and vests of cotton	87 K	696 K
Non – cellular propylene polymers in flat shapes	327 K	642 K

Key Findings:

- **Fruits and Agricultural Products:** Oranges, fresh grapes, and sweet potatoes show significant export potential, suggesting a demand for fresh produce in the Finnish market.
- **Industrial Chemicals:** Caustic soda and urea, both industrial chemicals, have untapped opportunities, indicating potential for Egypt to supply Finland's industrial needs.
- **Manufactured Goods:** Products like reception apparatus, methanol, refined copper wire, ignition wiring sets, and men's trousers and shorts offer opportunities for Egypt to increase its exports of manufactured goods.
- **Textiles and Apparel:** Crochet T-shirts and vests, as well as knit/crochet T-shirts, could be explored as potential export products to Finland.



Recommendations:

Based on these findings, Egypt could focus on the following strategies to enhance its exports to Finland:

- **Expand Agricultural Exports:** Invest in improving the quality and quantity of fruit exports, such as oranges and grapes.
- **Promote Industrial Chemicals:** Highlight the quality and competitiveness of Egyptian-produced caustic soda and urea.
- **Diversify Manufactured Goods:** Explore opportunities to increase exports of manufactured products, such as reception apparatus, methanol, and textiles.
- **Market Research:** Conduct market research to identify specific consumer preferences and trends in the Finnish market.
- **Branding and Marketing:** Develop effective branding and marketing strategies to differentiate Egyptian products in the Finnish market.
- **Trade Promotion:** Utilize trade promotion initiatives and agreements to facilitate exports to Finland.



Potential opportunities for Finnish exports in Egyptian market:

All figures in US dollar

Product	Actual Exp to Egypt	Untapped opportunities
Multi- ply paper (board), coated with inorganic substance	13 M	34 M
Motor vehicles for the transports of 10 persons	114 K	35 M
Paper(-board), decorated/printed, bleached, >150g/m ²	2.6 M	22 M
Paper(-board) for graphic purposes, <=10% (chemi) mechanical process fibres, coated, in rolls	16 M	7.7 M
Uncoated paper(-board) for graphic purposes, <=10% (chemi) mechanical process fibers, [40-150g/m ²], in rolls	6.3 M	13 M
Waste and scrap of iron & steel	0	14 M
Copper cathodes	631 K	12 M
Zinc, unwrought	1.2 M	9.5 M
Wood plywood 6mm	2.3 M	7.4 M
Medicaments for retail sale	21 K	1 M
Low fat milk powder	7.4 M	2.1 M
Prepared enzymes	2.9 M	5.2 M
Boring/ sinking machinery for extracting minerals	240 K	7.8 M
Paper board for graphic purposes >10% (chemi-)mechanical process fibers, coated	2.1 M	4 M

Key Findings:

- **Paper and Paperboard Products:** Products related to paper and paperboard, including coated and uncoated varieties, offer significant opportunities for increased exports to Egypt. The Egyptian market has a growing demand for these products.
- **Industrial Goods:** Motor vehicles, waste and scrap of iron and steel, copper cathodes, and zinc are other product categories with potential for growth in the Egyptian market.
- **Specialized Products:** Products like medicaments, low-fat milk powder, prepared enzymes, and boring/sinking machinery have untapped opportunities, indicating a demand for specialized goods.



Recommendations:

Based on these findings, Finland could focus on the following strategies to enhance its exports to Egypt:

- **Promote Paper and Paperboard Products:** Highlight the quality and competitiveness of Finnish paper and paperboard products, emphasizing their applications in various sectors.
- **Expand Industrial Goods Exports:** Explore opportunities to increase exports of motor vehicles, industrial metals, and machinery.
- **Target Specialized Markets:** Identify specific sectors or industries in Egypt that have a demand for medicaments, low-fat milk powder, enzymes, and mining machinery.
- **Market Research:** Conduct market research to understand Egyptian consumer preferences and identify niche markets for Finnish products.
- **Trade Promotion:** Utilize trade promotion initiatives and agreements to facilitate exports to Egypt.
- **Localization:** Consider adapting products to meet specific Egyptian market requirements or preferences.

