

ANNEX 8. DESCRIPTION OF EACH LOT

Below, a short description per lot is provided, indicating the sector and the type of products and services that must be researched, including where relevant the Harmonised System (HS) codes used for trading these products.

Lot 1: Coffee and Cocoa

This lot consists of 2 CBI sectors; coffee and cocoa and cocoa products.

Name Sector	Coffee
Description	Consists primarily, but not exclusively, of value-added green coffee. This includes specialty coffee, Arabica, Robusta and other unique coffee varieties, organic and certified coffee, forms of locally processed coffee. See https://www.cbi.eu/market-information/coffee
Example segments and target groups (not exhaustive)	For value added green coffee products no specific HS codes are available. They are all traded under the HS code 0901.1X. This HS code should be the starting point of the research, however, data sources other than trade data need to be used to provide a good understanding of the market for value added green coffee. Locally roasted coffee can also be included in the research (traded under HS code 0901.2X).
Note	The factsheets for this sector focus on specific countries which are identified as offering opportunities (e.g. the Netherlands, Belgium, Switzerland, and Germany).

Name Sector	Cocoa and cocoa products
Description	Consists primarily, but not exclusively, of value added cocoa products. This includes e.g. fine flavour cocoa beans, certified cocoa beans and semi-finished cocoa products (e.g. cocoa nibs, cocoa paste, mass or liquor, cocoa butter, cocoa powder and chocolate (couverture and compound chocolate)). See https://www.cbi.eu/market-information/cacao-cocoa-products
Example segments and target groups (not exhaustive)	All fine flavour cocoa beans are traded under a broad HS code for cocoa beans (1801.XX). This HS code should be the starting point of the research, however, data sources other than trade data need to be used to provide a good understanding of the market for fine flavour cocoa. Other relevant HS codes for this sector are: 1802.XX, 1803.XX, 1804.XX, 1805.XX, 1806.XX
Note	The factsheets for this sector focus also mainly on specific countries which are identified as offering opportunities (e.g. Switzerland, Belgium, the Netherlands, Germany).

Lot 2: Fresh Fruit and Vegetables

Name Sector	Fresh Fruit and Vegetables
Description	Includes all fresh agricultural products produced in low- and middle-income countries with potential for export to the European Union. See https://www.cbi.eu/market-information/fresh-fruit-vegetables
Product groups included (not exhaustive)	Exotic tropical fruit and vegetables Continental fruit and vegetables ((also) produced in low- and middle-income countries)
Example Products (not exhaustive)	Avocado, mango, pineapple, , fresh chillies, okra, blueberries, fresh herbs, plums, melons, fresh beans, fresh peas, fresh table grapes, strawberries, oranges and sweet potatoes.
Harmonised System (HS) codes (not exhaustive)	HS codes for fresh produce can be used as a guideline to get an understanding of the market, and its specific products. The sector also includes niche product (e.g. niche varieties of product or certified variants) for which no specific HS codes are available. In that case, additional information sources and interviews with experts and importers need to be used for the market research.
Note	We focus on products produced by sme's, where the market is not controlled by multinationals (like in bananas), but commodity products are not entirely excluded.

Lot 3: Processed Fruit and Vegetables and Edible Nuts

Name	Processed Fruit and Vegetables and Edible Nuts
Description	A large sector, consisting of a wide variety of processed fruit and processed vegetables as well as edible nuts offered in low-and middle-income with potential for export to Europe. See: https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts
Product groups included (not exhaustive)	• Canned fruit and vegetables • Frozen fruit and vegetables • Dried fruit and vegetables • Fruit and vegetable juices • Edible nuts (raw, roasted) • Tomato processing (paste, purée, sauces etc)
Example products (not exhaustive)	Dried grapes, mango puree, dates, coconut water, canned beans, macadamia nuts and pineapple juice.
HS codes (not exhaustive)	Most products have their own HS codes (primarily 07XX, 08XX). These can be used as a guideline to get an understanding of the market for these specific products. The sector also includes niche products for which no specific HS codes are available. In that case, additional information sources need to be used for the market research.
Note	In some instances, products could potentially fall under two CBI sectors (e.g. processed nuts, avocado oil). On a case-by-case basis, the correct distinction will be decided. Examples of current CBI distinctions: • Dried chilli: Spices & herbs sector • Olive oil: Processed Fruit and Vegetables and Edible Nuts • Pine nuts – seeds of a pinecone, but commercially traded as edible nuts: Processed Fruit and Vegetables and Edible Nuts • Pumpkin/sunflower seeds – primarily used as oilseed: Grains, Pulses and Oilseeds

Lot 4: Natural Ingredients (-for Cosmetics, -for Health Products, Natural Food Additives)

This lot has 3 segments to focus on: natural ingredients for health products, - for cosmetics, and natural food additives.

Name	Natural Ingredients (for Health Products, Cosmetics and Food additives)
Description	Includes natural ingredients from low- and middle-income countries used by the European Health, Cosmetic and Food industries. For Health Products, natural ingredients are for the most part botanicals (such as plants and parts of plants) or derived from botanical (such as lac, gums, resins, and vegetable saps and extracts). See: https://www.cbi.eu/market-information/natural-ingredients-health-products For Cosmetics, natural ingredients are mainly fragrances (essential oils), active ingredients (e.g. botanicals for anti-aging purposes) or thickeners (e.g. gums) and for example for conditioning and moisturising (vegetable oils, butter) or exfoliation purposes. See: https://www.cbi.eu/market-information/natural-ingredients-cosmetics For Food additives, natural ingredients are used by the European food industry primarily as colours, thickeners and flavours. See: https://www.cbi.eu/market-information/natural-food-additives
Product groups included (not exhaustive)	<u>Health products</u>: Medicinal and Aromatic Plants (MAPs) Food supplements <u>Cosmetics</u>: Vegetable oils, Essential oils, Botanical extracts <u>Food Additives</u>: Gums, Essential oils, Oleoresins, Botanical extracts

Name	Natural Ingredients (for Health Products, Cosmetics and Food additives)
Example products (not exhaustive)	<u>Health ingredients</u>: Aloe Vera, capsicum, turmeric, frankincense, moringa, mulberries <u>Cosmetic ingredients</u>: Shea butter, mango kernel butter, baobab seed oil, sacha inchi oil, coconut oils, bergamot oil, liquorice extracts <u>Food Additives</u>: Gums, Essential oils, Oleoresins, Botanical extracts
Harmonised System (HS) codes (not exhaustive)	For a large group of products in this sector, no specific HS codes are available. This means information sources other than trade data need to be used to provide a good understanding of the market (like for instance open sources, market reports of trade associations, data platforms, and interviews made with experts and importers). Some products will also be included in HS codes of other related sectors. As an example, many of the essential oils are used as a flavour in the food industry and are traded under HS code 3301.29: Other essential oils).

Lot 5: Spices and Herbs

Name	Spices and Herbs
Description	Includes all spices and herbs offered in low- and middle-income countries with potential for export to Europe. See: https://www.cbi.eu/market-information/spices-herbs
Product groups included (not exhaustive)	Includes dried and/or crushed or ground products, as well as other value-added spices and herbs (e.g. mixtures, certified spices and herbs).
Example products (not exhaustive)	Black epper, curcuma, vanilla, cinnamon, nutmeg, spice mixes, cardamom, dried chillies, dried ginger, cloves. dried rosemary, dried thyme, cumin seeds
Harmonised System (HS) codes (not exhaustive)	Most products have their own HS codes (primarily 09.04 to 09.10). Some don't have a specific HS code (e.g. specific certified spices and herbs, specific mixes, unique varieties). In that case, additional information sources -and interviews with experts and importers- need to be used for the market research.
Note	Fresh herbs as well as e.g. fresh chillies are part of the Fresh Fruits and Vegetables sector.

Lot 6: Grains Pulses and Oilseeds

Name	Grains, Pulses and Oilseeds
Description	Includes grains, pulses and oilseeds from developing countries, with potential for exports to Europe. See: https://www.cbi.eu/market-information/grains-pulses-oilseeds
Product groups included (not exhaustive)	- Grains - Pulses (crops harvested as dry grains) - Oilseeds (seeds that are primarily used for the production of edible oil, although they are e.g. also used in granola bars)
Example products (not exhaustive)	Rice, , , fonio, teff, amaranth, quinoa, dry beans, dry broad beans, dry mung beans, chickpeas, cow peas, pigeon peas, lentils and bambara beans, chia seeds, linseeds, sesame seeds, sunflower seeds, poppy seeds, hemp seeds.
Harmonised System (HS) codes (not exhaustive)	HS chapter 10 (Cereals), 07.13 (for pulses) and chapter 12 (for oilseeds, e.g. 12.02, 12.07) Some products CBI focuses on in this sector don't have a specific HS code (e.g. certified rice, specialty rice varieties (e.g. wild rice), mixes of rice and pulses, organic pulses, specialty high value oilseeds). In that case, additional information sources need to be used for the market research.
Note	- The three products groups are included in one sector, as they are often traded through the same channels, similar European players are involved, requirements are similar and trends are similar. - Vegetable crops that are harvested while still green are included in other sectors (e.g. fresh beans and peas under the

Name	Grains, Pulses and Oilseeds
	Fresh Fruit and Vegetables sector and e.g. canned peas under the Processed Fruit and Vegetables and Edible Nuts sector). Commodity products like soy, maize, wheat and barley are excluded.

Lot 7: Apparel

Name	Apparel
Description	The apparel sector is one of the two sectors which focuses on consumer products. This sector gives information on products that offer opportunities for exporters of garments and apparel from developing countries to Europe. See https://www.cbi.eu/market-information/apparel.
Example products (not exhaustive)	, childrenswear, shapewear, sportswear, sustainable apparel, natural fibres, apparel for seniors, denim, fashion accessories.
HS codes (not exhaustive)	Example relevant HS codes can be found under chapter 61 (Articles of apparel and clothing accessories, knitted or crocheted) and chapter 62 (Articles of apparel and clothing accessories, not knitted or crocheted). To get a good understanding of the worldwide apparel sector the use of a variety of data sources is very important.

Lot 8: Home Decoration and Home Textiles

Name	Home Decoration and Home Textiles
Description	The Home Decoration and Home Textiles (HDHT) sector is one of the largest and most varied sectors published on our website, and is one of the two sectors focusing on consumer products. See https://www.cbi.eu/market-information/home-decoration-home-textiles.
Product groups included (not exhaustive)	- Home decoration (HD) - Home textiles (HT)
Example products (not exhaustive)	This sector includes a large range of products, such as basketry, candles, soap, garden furniture, ceramic dinnerware, occasional furniture, handwoven rugs and easy chairs.
HS codes (not exhaustive)	Examples of relevant HS codes can be found under chapters 57, 63 and 94. To get a good understanding of the European Home Decoration and Home Textiles sector the use of a variety of data sources is very important.

Lot 9: Outsourcing

Name	Outsourcing
Description	The outsourcing sector includes Information Technology Outsourcing (ITO) and Business Process Outsourcing (BPO) services from companies from low- and middle-income countries to European companies. See https://www.cbi.eu/market-information/outsourcing-itobpo.
Product groups included (not exhaustive)	- Information Technology Outsourcing (ITO) - Business Process Outsourcing (BPO)
Example services (not exhaustive)	Big data services, software testing services, cloud computing services, digitization services, mobile applications services, human resource services, contact centre services.
Note	Outsourcing is one of the service sectors, where data sources other than regular trade data (for example from TradeMap or Eurostat) need to be used to provide a good understanding of the worldwide outsourcing market.

Lot 10: Tourism

Name	Tourism
Description	This sector includes all forms of tourism that can be of interest for suppliers from low- and middle-income countries (mainly local tour operators), targetting the European market. See https://www.cbi.eu/market-information/tourism.
Example segments and target groups (not exhaustive)	In our offer of studies we make a distinction between niche markets and target groups. Niche markets include for example adventure tourism, bird-watching tourism, community-based tourism, cultural tourism, wildlife tourism and sustainable tourism. Promising target groups include such categories as senior travel, LGBT travel or solo travel. For a complete overview of how CBI defines the different segments and niches, see the CBI infographic on tourism niches and segments.
Note	Tourism is one of the services sectors, where data sources other than regular trade data (for example from TradeMap or Eurostat) need to be used to provide a good understanding of the tourism niche markets.