`

FOREWARD

The export trade has played a key role in the socio-economic development of the country from historical times. Exports have played a strategic role in the process of income determination and in directing the growth path of Ghana's economy. A change in exports affects almost all sectors of the economy specifically domestic investment, revenue and expenditure. The importance of exports in the economy is evident in the relative high proportion of the value of exports earnings in the Gross National Product ***(GNP)*** of the country.

This report covers the Non-Traditional Export ***(NTE)*** Sector and is defined by the Export and Import Act, 1995 to cover all export products with the exception of the following:

1. **Cocoa Beans**
2. **Lumber and Logs**
3. **Unprocessed Gold and other Minerals**
4. **Electricity**

The report attempts to assess the performance of Non-Traditional Exports in 2015.

The three sub-sectors of Non-Traditional Exports (Agricultural, Processed and Semi-Processed and Handicrafts) are covered as well as identification of the driving products of the sector and sub-sectors. The report further identifies the most important importing countries. **Combine this as well**

An increase of about 0.3% in Non-Traditional earnings was recorded in 2015 over earnings in 2014. The slight improvements in the export of non-traditional products from 2011 to 2015 call for an urgent implementation of the National Export Strategy ***(NES)*** to move the non-traditional export sector forward.

Activities of GEPA such as market development and diversification; provision of trade information to the export community; export-related human resource development for exporters as well as the support and facilitation of the participation of selected companies in trade fairs all contributed to the good performance. Other export facilitating agencies such as Export Development, Agricultural and Investment Fund (EDAIF) also contributed to the good performance in 2015.

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1.0 GENERAL

1.1 TREND IN NON-TRADITIONAL EXPORT PERFORMANCE *(NTE)*

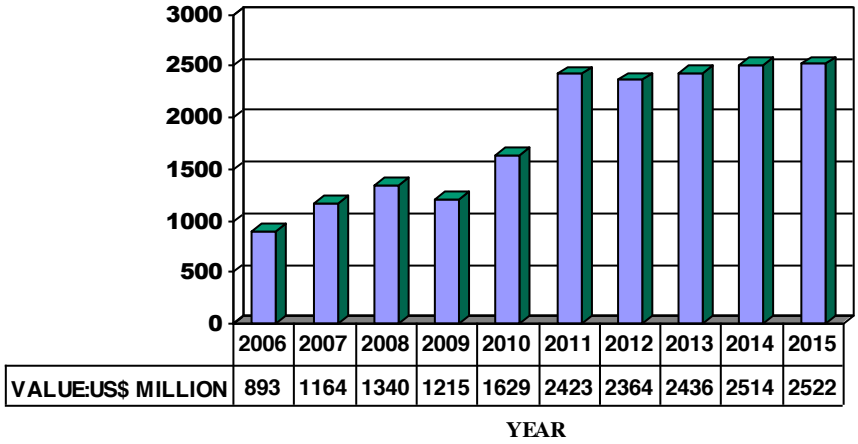
Exports of non-traditional products from January to December 2015 amounted to US$2.522 billion (GH¢9.210 billion) representing an increase of 0.32% over the year 2014 (US$ 2.514 billion) (GH¢ 7.291billion). The year 2014 however recorded an increase of 3.20% over the total earnings of 2013 (US$2.436 billion (GH¢4.757 billion).

Export earnings of non-traditional products have shown remarkable increases in many respects. The graph below depicts the general trend of NTE performance over a ten year period in United States Dollars from 2006 to 2015. From 2006 to 2008 the sector grew steadily from US$893 million in 2006 to US$1,340 million in 2008. The highest growth rate (30.4%) occurred in 2007. In 2009 there was a fall of about -9.38% amounting to US$1,215million due primarily to the global economic downturn, a drop in Ghana's competitiveness due to increased cost of production and low production volumes experienced within the period. In 2010 and 2011, earnings from the sector went up by 34.1% and 48.74% to US$1.629 billion and US$2.423 billion respectively. In 2012 there was a decline in earnings by 2.24% to US$2.364 billion. This decline in 2012 was due to;

- A drop in the average price levels of some key products such as cashew nuts (about 16%), cocoa paste (about 11%) and canned tuna (about 33%).
- The lifting of the ban on cocoa and its derivatives exports in La Cote d'Ivoire in 2012 closed-down market opportunities within the year for some key cocoa companies in Ghana e.g. Cargill Ghana Limited.
- The unfavorable cross-border trade in cashew nuts with neighboring countries such as La Cote d'Ivoire and Burkina Faso. The relatively stable economic conditions in La Cote d'Ivoire caused cashew from Burkina Faso and Ivory Coast to be channeled through Abidjan which otherwise could have been routed through the Tema port.

In 2013 earnings from the sector went up by 3.05% to US$2.436 billion and again by 3.20% to US$2.514 billion in 2014. A look at the export earnings from 2011 to 2015 show a plateau-like characteristic which requires a strategic plan to move the sector forward.

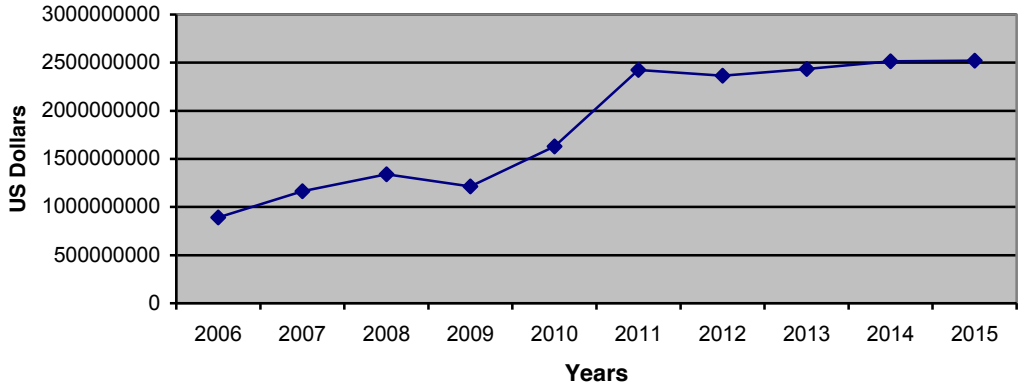
NON-TRADITIONAL EXPORTS 2006 - 2015



	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
VALUE:US$ MILLION	893	1164	1340	1215	1629	2423	2364	2436	2514	2522

YEAR

Trend in Total Non-Traditional Export Earnings, 2006 to 2015



1.2 NON-TRADITIONAL EXPORT (NTE) COMPARED TO TOTAL NATIONAL EXPORTS

Performance of Non-Traditional Exports (NTEs) relative to Total Exports from 2006 to 2015 is shown in table 1 and the graph below:

Over the period from 2006 to 2013, total national merchandise exports of Ghana have shown positive growth. They grew from US$3.415 billion in 2006 to US$5.206 billion in 2008. In 2009 there was a fall of 19.82% due to the global economic crisis experienced within the period. In 2010 total national exports rose by 39.48% to US$5.822billion. The highest growth (119.60%) occurred in 2011 during which period the country bagged in US$12.785 billion as illustrated in the graph and table 1. (source; Bank of Ghana). In 2014 there was a decline of about 3.90% from US$13.751 billion recorded in 2013 to US$13.216 billion realized in 2014 and again in 2015 declined by -5.5% to US$12.484 billion.

NTEs percentage contribution to total exports from 2006 to 2015 are shown in Table 1 below. The low levels of the contribution from NTES recorded from 2011 to date are mainly due to the sharper increases in the levels of Traditional export revenues as compared to Non-traditional export revenues.

Trend in Total Merchandise Export Earnings, 2006 to 2015

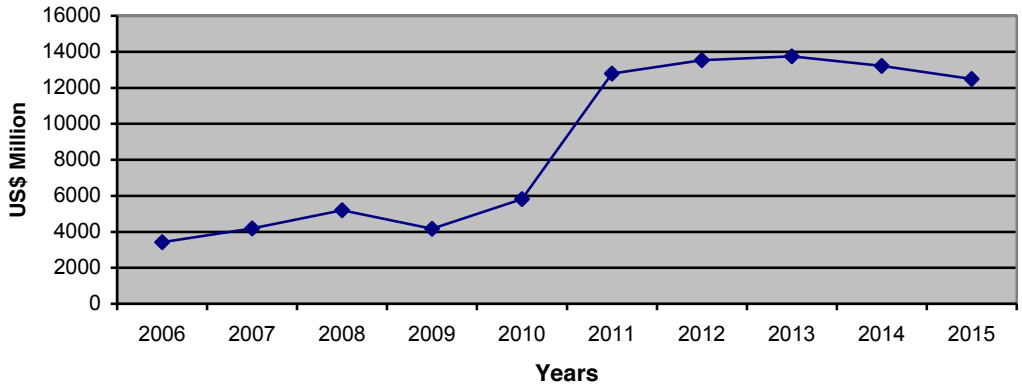
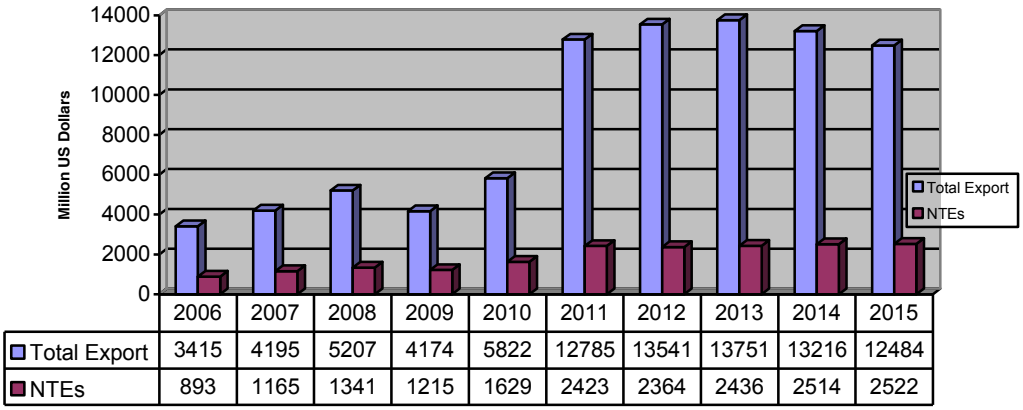


Table 1 : Percentage of NTEs to Total Exports – 2006 to 2015

	2006 US$ MILLION	2007 US$ MILLION	2008 US$ MILLION	2009 US$ MILLION	2010 US$ MILLION	2011 US$ MILLION	2012 US$ MILLION	2013 US$ MILLION	2014 US$ MILLION	2015 US$ MILLION
Total Exports	3,415	4,194	5,206	4,174	5,822	12,785	13,541	13,751	13,216	12.484
NTEs	892	1,164	1,340	1,215	1,629	2423	2364	2436	2514	2522
% Contribution of NTE to Total Exports	26.14	27.76	25.75	29.11	27.98	18.95	17.46	17.71	19.02	20.20

Percentage of NTEs Relative to Total Exports: 2005 to 2014



1.3 NON-TRADITIONAL EXPORT *(NTE)* PERFORMANCE BY SUB-SECTOR

Total earnings of the non-traditional export sector in 2015 are made up of earnings from three main sub-sectors, Agriculture, Processed and Semi-processed and Handicrafts as indicated in the graph below and Table 2.

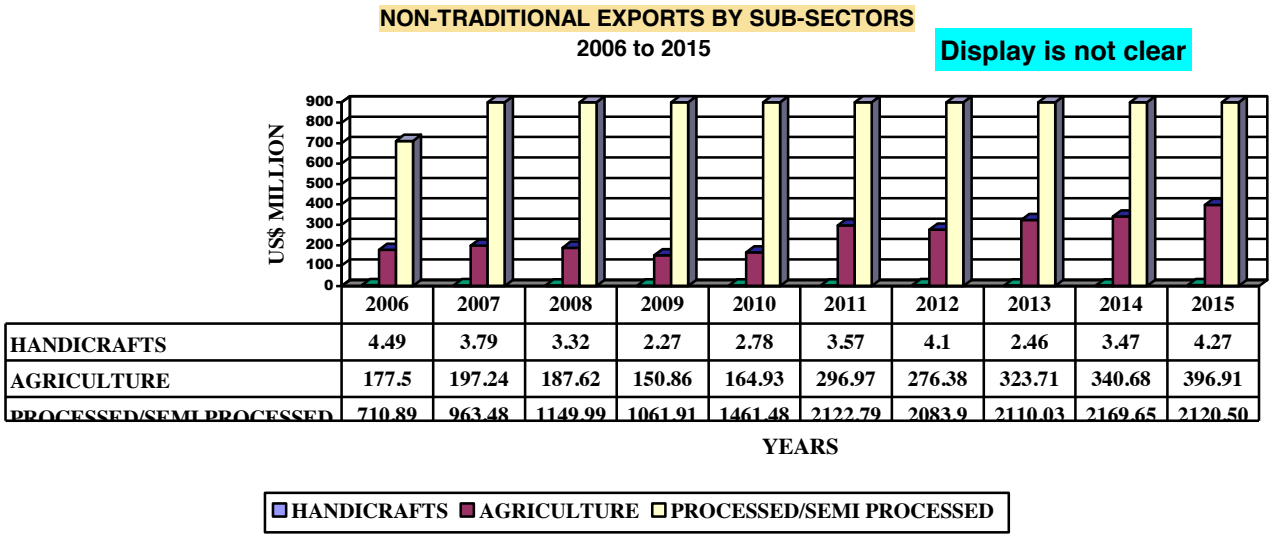


Table 2: Sub-Sector Performance

Sub-Sector	2015 (US$ Millions)	2014 (US$ Millions)	% Change
Handicraft	4.27	3.47	23.05
Agriculture	396.91	340.68	16.51
Processed/Semi Processed	2120.50	2169.65	-2.27

Processed/Semi Processed products accounted for 84.09% of NTEs. Agricultural produce accounted for 15.74%, and handicrafts accounted for 0.17% of total NTEs in 2015.

The composition of the ten leading products as shown in Table 3 reveals that nine out of the ten products are processed/semi-processed products with cashew nuts being the only agricultural produce.

Table 3 : Performance of Ten Leading NTE Products

No.	Product	2015 (US$)	2014 (US$)	% Growth	% Contribution To NTE In 2015
1	Cocoa Paste	510,718,134	568,820,471	-10.21%	20.25%
2	Articles of Plastics	183,595,620	165,940,186	10.64%	7.28%
3	Canned Tuna	219,013,990	151,812,675	44.27%	8.69%
4	Cashew Nuts	211,327,845	134,614,317	56.99%	8.38%
5	Natural Rubber Sheets	53,620,181	129,982,071	-58.75%	2.13%
6	Aluminium Plates, Sheets and Coils	61,581,283	93,692,428	-34.27%	2.44%
7	Cocoa Powder	107,987,399	64,040,806	68.62%	4.28%
8	Shea (karite) oil	64,034,036	52,021,399	23.09%	2.54%
9	Lubricating oil	82,533,656	3,469,753	2278.66%	3.27%
10	Machine parts	59,219,561	85,714,204	-30.91%	2.35%
	Total	**1,553,631,705**	**1,450,108,310**	**7.14%**	**61.61%**

The highest earner (Cocoa Paste) and lowest earner (Natural Rubber Sheets) of the top ten (10) leading products earned US$510,718,134 and US$53,620,181 respectively. The total value of the top ten earning products amounted to US$1,553,631,705 representing 61.61% of the total NTEs in 2015. Cocoa Paste, which is the highest earner, contributed 20.25% to total NTEs.

1.3.1 PROCESSED/SEMI-PROCESSED SUB-SECTOR

Export earnings from the processed and semi-processed sub-sector amounted to US$2,120.50 million compared to US$2,169.65 million earned in 2014, a decrease of -2.27% due to a decline in the performance of some key products such as cocoa paste, Natural rubber sheets and Aluminium plates, sheets and coils. The sub-sector contributed 84.09% to the total NTE as compared to 86.31% in 2014.

Table 4 depicts the performance of the top ten leading products of the sub-sector compared with the performance of the same products in 2014.

Table 4:

Ten Leading Processed/Semi-Processed Products			
Product	**2015 (US$)**	**2014 (US$)**	**% Growth Rate**
Cocoa Paste	510,718,134	568,820,471	**-10.21%**
Articles of Plastics	183,595,620	165,940,186	**10.64%**
Canned Tuna	219,013,990	151,812,675	**44.27%**
Natural Rubber Sheets	53,620,181	129,982,071	**-58.75%**
Aluminium Plates, Sheets and Coils	61,581,283	93,692,428	**-34.27%**
Cocoa Powder	107,987,399	64,040,806	**68.62%**
Shea (karite) Oil	64,034,036	52,021,399	**23.09%**
Lubricating oil	82,533,656	3,469,753	**2278.66%**
Machine parts	59,219,561	85,714,204	**-30.91%**
Freshly Cut Fruit	48,628,316	50,188,806	**-3.11%**
Total	**1,351,644,711**	**1,351,644,711**	**1.85%**

From the table, cocoa paste was the top earner of all processed/semi-processed products however it declined by -10.21% from US$568.8 million to US$510.72 million in the year under review followed by articles of plastics which fetched US$183.6 million as against US$165.94 million in 2014, an increase of 10.64%.

1.3.2 AGRICULTURAL SUB-SECTOR

The Agricultural sub-sector used to be the dominant sub-sector until 1990. Its contribution to total non-traditional exports declined gradually from 67.19% in 1987 to 15.74% in 2015 to give way to value added products.

Export earnings from the Agricultural sub-sector in 2015 amounted to US$396.91 million compared to US$340.68 million earned in 2014, an increase of 16.51%. The sub-sector contributed 15.74% to the total NTE earnings in 2015.

Table 5 depicts the performance of the top ten leading products of the sub-sector compared with the performance of the same products in 2014.

Table 5 :

Ten Leading Agricultural Produce			
Product Description	**2015 (US$)**	**2014 (US$)**	**% Change**
Cashew Nuts	211,327,845	134,614,317	56.99
Medicinal Plants & Parts	28,995,008	51,991,308	-44.23
Fresh or Chilled Tunas	27,784,832	42,851,223	-35.16
Shea Nuts (karite nuts)	33,571,717	25,046,473	34.04
Yams	18,979,689	18,282,488	3.81
Pineapples	20,539,117	17,960,113	14.36
Banana	25,442,861	16,699,489	52.36
Fresh or Chilled Fish, nes	3,694,482	9,993,921	-63.03
Mangoes	7,617,556	6,246,507	21.95
Palm nuts and Kernel	3,318,025	1,764,216	88.07
Total	**381,271,132**	**325,450,055**	**17.15**

Cashew nuts was the top earner of all agricultural produce in 2015. Its performance increased by 56.99% compared to that of 2014.

1.3.3 HANDICRAFT SUB-SECTOR

Export earnings from the Handicraft sub-sector in 2015 increased by 23.05% from US$3.47 million in 2014 to US$4.27 million.

Export earnings from handicraft products declined from US$11.31 million in 2002 (the highest period) to US$4.16 million in 2003 a decline of over 63%. From 2004 to 2009 the handicraft sub-sector declined at the rate of about 13.7%.

However, in 2010 the sub-sector went up by 28.42% from US$2.27 million in 2009 to US$2.78 million in 2011 and in 2012 again increased by 14.84% to US$4.10 million. In 2013 earnings from the sector suffered a decline of -50.7% from the US$4.10 million in 2012 to US$2.46 million and again increased by 41.05% to US$3.47 million in 2014. The sub-sector's contribution to total non-traditional exports increased from 0.14% in 2014 to 0.17% in the year under review.

The ten (10) leading handicraft products are indicated in table below. Batik/Tye and Dye was the top earner of all handicraft products in 2015 as shown in table 6 below.

Table 6 :

Ten Leading Handicraft Products				
No.	Product	2015 (US$)	2014 (US$)	% Growth
1	Basketware	821,238	1,180,845	-30.45%
2	Ceramic Products	400,571	849,697	-52.86%
3	Traditional Musical Instruments	252,016	386,255	-34.75%
4	Hides and Skins	733,759	323,753	126.64%
5	Batik/Tye and Dye	1,374,890	285,495	381.58%
6	Statuettes	133,671	190,130	-29.69%
7	Beads	102,298	106,339	-3.80%
8	Paintings, Drawings	81,591	75,332	8.31%
9	Handicraft Items nes	245,060	28,374	763.68%
10	Articles of Jewellery	66,195	9705	582.07%
		4,211,289	**3,435,925**	**22.57%**

Ghana still continue to suffer from the shift of major buyers of Ghanaian handicraft products to other sources of supply that offer new and modern designs with better finishing and functionality e.g. buyers of statuettes in USA turned to the Far-East countries such as Indonesia, India and China.

1.4 DESTINATION OF NON-TRADITIONAL EXPORTS *(NTE)*

Ghana's non-traditional export products are exported worldwide. In 2015 non-traditional export products were exported to 137 countries. These countries, for the purpose of analysis, have been divided into five (5) groups as follows:

1. The European Union ***(EU)***
2. Other Developed Countries
3. ECOWAS
4. Other African Countries
5. Other Countries

The performance of the NTE sector by markets indicated that the European Union and ECOWAS markets absorbed 35.84% and 31.59% respectively of NTES and these two markets continue to be the leading markets for Ghana's NTE products. Other African countries, other Developed countries as well as other countries absorbed 3.62%, 7.52%, 21.43% respectively of NTES from Ghana. This is shown in the following chart and on Table 7.

Performance of NTE Sector by Markets (Destinations):2015

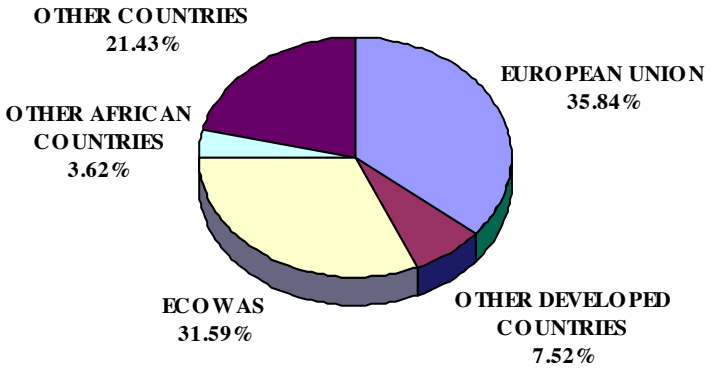


Table 7: Trends in Percentage Share of NTE Earnings by Destination Category

DESTINATION CATEGORY	2006	2007	2008	2009	2010	2011	2012	2013	2014	2014
EUROPEAN UNION (EU)	47.03	46.55	40.83	46.39	50.18	45.72	34.07	31.55	38.03	35.84
ECOWAS	27.18	31.36	32.45	32.72	26.42	27.04	31.68	34.83	30.22	31.59
OTHER AFRICAN COUNTRIES	2.82	2.36	2.54	2.4	2.59	3.52	3.93	3.46	3.36	3.62
OTHER DEVELOPED COUNTRIES	11.07	9.25	9.5	7.14	9.26	7.05	10.48	10.62	7.35	7.52
OTHER COUNTRIES	11.9	10.48	14.68	11.35	11.55	16.67	19.84	19.54	21.05	21.43

A comparison of the performance of the various markets in the period under review as shown in the following table (Table 8) also reveals that there was a decrease (-5.45%) in the exports of non-traditional products to the European Union especially Italy, Spain, France and the Netherlands. The ECOWAS sub-region however expanded by over 4.89% due mainly to an increase in exports of articles of plastics and lubricating oil to Togo.

Table 8:

MARKETS	2015 (US$)	2014 (US$)	%Growth 2015/2014
EUROPEAN UNION ***(EU)***	903,777,987	955,888,025	-5.45%
ECOWAS	796,686,571	759,563,381	4.89%
OTHER COUNTRIES	540,413,430	529,091,282	2.14%
OTHER DEVELOPED COUNTRIES	189,601,004	184,760,459	2.62%
OTHER AFRICAN COUNTRIES	91,293,428	84,516,276	8.02%

Again a look at the ECOWAS market as shown in the table below reveals that Togo is the leading market with a consumption of US$221.2 million as compared to US$119.8 million in 2014, an increase of 84.66%. It is followed by Burkina Faso with a decrease of -2.03% from US$203.8 million in 2014 to US$199.7 million with Guinea taking the tenth position.

Table 9: Ten Leading NTE Markets (Destinations) In The ECOWAS Sub-Region

	COUNTRY	2015 (US$)	2014 (US$)	% Growth 2015/2014
1	BURKINA FASO	199,725,458	203,854,842	-2.03%
2	NIGERIA	129,598,400	126,438,609	2.50%
3	TOGO	221,213,760	119,797,286	84.66%
4	COTE D'IVOIRE	73,514,096	102,299,860	-28.14%
5	BENIN	32,105,920	70,639,775	-54.55%
6	MALI	76,124,489	57,699,404	31.93%
7	NIGER	29,526,710	33,648,668	-12.25%
8	LIBERIA	6,507,479	13,376,758	-51.35%
9	SENEGAL	12,430,045	10,817,300	14.91%
10	GUINEA	9,366,238	7,503,770	24.82%

The Netherlands continues to dominate the European Union as far as markets for non-traditional export products from Ghana are concerned. Table10 below shows that in 2015 the Netherlands imported US$242.7 million worth of produce from Ghana as compared to US$291.8 million in 2014, a decline of -16.82%. United Kingdom is the second leading country with an increase of 22.0% in imports of non-traditional products from Ghana from US$156.5 million in 2014 to US$190.9 million. France is the third EU importer of Ghana's non-traditional products worth US$173.0 million as compared to US$200.9 million

Table 10: Ten Leading NTE Markets (Destinations) In The EUROPEAN UNION (EU)

	COUNTRY	2015 (US$)	2014 (US$)	% Growth 2015/2014
1	**NETHERLANDS**	**242,693,727**	**291,773,595**	**-16.82%**
2	**FRANCE**	**172,992,018**	**200,912,506**	**-13.90%**
3	**UNITED KINGDOM**	**190,979,466**	**156,483,696**	**22.04%**
4	**SPAIN**	**72,276,833**	**106,916,527**	**-32.40%**
5	**ITALY**	**46,636,025**	**76,107,823**	**-38.72%**
6	**GERMANY**	**88,564,560**	**52,603,146**	**68.36%**
7	**BELGIUM**	**50,547,795**	**45,625,575**	**10.79%**
8	**DENMARK**	**27,312,062**	**11,254,654**	**142.67%**
9	**PORTUGAL**	**8,846,992**	**9,662,183**	**-8.44%**
10	**IRELAND**	**2,168,510**	**2,294,352**	**-5.48%**

A look at the ten (10) leading markets of Ghanaian products indicates that over 35.8% of products from Ghana were imported by these countries with the remaining imported by about 127 other countries.

The Netherlands market is the leading market consuming US$242.7 million compared to US$291.8 million in 2014 a decrease -16.82% due to a drop in the imports of cocoa products from Ghana. The market however contributed 9.62% to the total NTE. The leading products to the Netherlands market were cocoa products, aluminium plates/sheets, sheabutter and cashew nut which together contributed 86.21% of the Netherlands market share. Togo is the second largest market with a growth of 84.66% contributing 6.86% to the total NTEs. The leading products to Togo were articles of plastics, lubricating oil and wheat flour which together accounted for 56.26% of the market share. Burkina Faso is the third largest market of non-traditional products from Ghana. Exports to Burkina Faso however decreased by --2.03% from US$203.8 million in 2014 to US$199.7 million. The leading products to Burkina Faso were articles of plastics, limestone and cement which together accounted for 58.45% of the market share.

Table 11: Ten Leading NTEs Markets (Destinations)

	COUNTRY	2015 US$	LEAD PRODUCT	SHARE OF LEAD PRODUCT
1	BURKINA FASO	199,725,458	Articles of plastics nes	43.32%
			Cement	9.69%
			Limestone	5.44%
2	FRANCE	172,992,018	Canned tuna	38.26%
			Cocoa paste	29.41%
			Banana	12.62%
			Fresh or chilled tunas	7.61%
			Pineapples	5.28%
3	GERMANY	88,564,560	Cocoa paste	77.58%
			Canned tuna	7.44%
4	INDIA	102,267,179	Cashew nuts	71.94%
			Shea nuts (karite nuts)	7.56%
			Cocoa paste	7.12%
			Shea (karite) oil	5.13%
5	MALI	76,124,489	Lubricating oil	31.38%
			Articles of plastics nes	18.44%
			Butanes	7.35%
			Iron/steel products	12.52%
6	NETHERLANDS	242,693,727	Cocoa paste	33.75%
			Cocoa powder	25.45%
			Aluminium plates/sheets	15.71%
			Shea (karite) oil	6.10%
			Cashew nuts	5.20%
7	NIGERIA	129,598,400	Margarine	20.17%
			Ethyl alcohol	14.62%
			Cocoa powder	7.34%
			Groundnuts prepared	7.09%

8	TOGO	221,213,760	Lubricating oil Articles of plastics Wheat flour	26.37% 25.23% 4.66%
9	UNITED KINGDOM	190,979,466	Canned tuna Cut fruits Cocoa paste Yams	52.19% 14.19% 12.43% 5.48%
10	VIET NAM	113,454,755	Cashew nuts	96.09%

2.0 OUTLOOK FOR 2016

The sector continued to be driven by value added products such as cocoa products. However the full potential of these value-added products have not been realized yet and efforts must be made to achieve higher levels of value-addition through enhanced investments in agro-processing and other productive sectors.

In August 2013, the Government of Ghana launched the National Export Strategy aimed at raising the level of export proceeds from the non-traditional export sector to US$5 billion in five years. The strategy is yet to take-off due to lack of funding. Should implementation of the strategy start in 2016 as now planned, non-traditional exports for the year is expected to increase by 3% from the current level of US$2.522 earned in 2015.

To ensure that the target of 2016 as well as the achievement of the US$5 billion in 2019 is met, there must be an aggressive implementation of the various projects in the National Export Strategy ***(NES)*** by partner institutions including GEPA as well as other activities and programmes envisaged by GEPA.

The Government, must continue to work towards the realization of good macro-economic conditions including the stabilization of the value of the Cedi, the reduction in inflation, provision of adequate resources such as water and energy to the sector and also make funds available to key export trade facilitating agencies to deliver on their mandates.

The expected operationalization of the Ghana Export-Import Bank will improve export companies' access to credit at a much affordable cost. It is expected that this will impact positively on export revenues in the short to medium term.

APPENDIX 3.1

NON-TRADITIONAL EXPORT PERFORMANCE BY PRODUCT SECTORS

GHANA: NON-TRADITIONAL EXPORTS BY PRODUCT SECTOR
JANUARY TO DECEMBER 2015

SECTOR/PRODUCT	WEIGHT KGS	VALUE GH. CEDIS	VALUE US$
NON-TRADITIONAL EXPORTS			
AGRICULTURAL PRODUCTS			
OIL SEEDS AND NUTS	434,474,416	1,027,103,047	279,170,496
HORTICULTURAL PRODUCTS	215,124,125	286,560,948	77,584,003
FISH & SEAFOOD	17,240,326	128,607,607	35,442,241
COFFEE/TEA/MATE/SPICES	1,336,902	8,265,921	2,242,882
OTHER AGRICULTURAL PRODUCTS	823,550	4,650,972	1,274,901
DAIRY PRODUCTS(RAW)	27,696	1,927,041	555,533
CEREALS	570,567	1,302,967	348,012
VEGETABLE SAPS AND EXTRACTS	439,101	531,946	140,714
MEAT AND MEAT OFFAL	40,622	232,229	104,553
GAME & WILDLIFE	53,076	201,834	52,003
TOTAL (AGRICULTURAL PRODUCTS)	**670,130,381**	**1,459,384,512**	**396,915,338**
HANDICRAFTS			
HANDICRAFTS	2,237,074	14,991,286	4,266,836
TOTAL (HANDICRAFTS)	**2,237,074**	**14,991,286**	**4,266,836**
PROCESSED & SEMI-PROCESSED			
COCOA PRODUCTS	218,761,816	2,374,579,051	643,274,560
PREPARED FOODS, BEVERAGES ETC	127,463,443	1,400,416,133	380,609,461
PLASTICS AND PLASTIC PRODUCTS	94,011,922	653,552,702	183,595,620
ANIMAL OR VEGETABLE OILS	156,072,371	472,568,161	128,603,776
HYDROCARBONS	74,631,631	356,199,718	97,779,508
ALUMINIUM PRODUCTS	43,658,399	279,918,989	77,113,736
MACHINERY AND EQUIPMENT	11,256,064	279,685,825	76,051,572
IRON AND STEEL PRODUCTS	61,582,304	227,156,688	63,195,557
RUBBER AND RUBBER PRODUCTS	49,157,581	225,687,285	59,941,765
TEXTILES & GARMENTS	46,749,206	166,687,128	46,536,855
PHOTOGRAPHIC MATERIALS	2,689,846	170,686,951	46,207,678
MINERAL PRODUCTS	228,567,836	147,374,216	41,232,186
WOOD PRODUCTS	45,167,398	148,572,190	40,149,368
COSMETICS, WASHING PREPARATIONS	22,080,053	119,391,561	37,582,623
FERTILIZERS, DYING EXTRACTS, PAINTS	19,709,065	96,286,666	27,120,467

VEHICLE AND PARTS	6,033,996	97,251,498	26,016,862
CHEMICAL OR INDUSTRIAL PREPATIONS	14,362,622	88,980,095	23,834,479
PREPARED CEREALS/TUBERS	73,618,183	81,159,012	22,620,482
ARTICLES OF BASE METAL NES	22,355,412	82,913,559	22,489,027
ARTICLES FOR PRINTING	9,666,759	47,774,289	13,907,790
ORGANIC AND INORGANIC CHEMICALS	12,536,359	40,583,040	11,064,222
ANIMAL FEED	51,701,178	34,953,885	9,718,656
DAIRY PRODUCTS	5,023,949	34,247,887	9,351,035
ELECTRICAL APPLIANCES	1,334,117	31,257,799	9,101,004
OTHER MANUFACTURED ARTICLES	20,277,457	30,821,376	8,908,548
ARTICLES OF STONE AND GLASS	6,436,410	15,965,159	4,578,039
OPTICAL PRODUCTS, CLOCKS ETC	210,254	13,503,421	3,700,423
SUGAR AND SUGAR CONFECTIONERY	1,404,458	6,748,955	2,508,205
PHARMACEUTICAL PRODUCTS	200,617	6,965,993	1,911,058
FOOTWEAR AND HEADGEAR	480,691	3,556,053	1,562,256
LEATHER ARTICLES , TRAVEL GOODS	75,216	372,963	121,054
ESSENTIAL OILS,	32,739	285,884	75,104
MUSICAL INSTRUMENTS	15,897	84,680	22,224
TOBACCO AND TOBACCO SUBSTITUTES	2,600	63,431	17,503
PRECIOUS STONES AND METAL	10,000	6,300	1,648
TOTAL (PROCESSED & SEMI-PROCESSED)	**1,427,337,849**	**7,736,258,543**	**2,120,504,351**
GRAND TOTAL (NON-TRAD. EXPORTS)	**2,099,705,304**	**9,210,634,341**	**2,521,686,525**

APPENDIX 3.2

NON-TRADITIONAL

EXPORT

PERFORMANCE BY PRODUCTS

GHANA: NON-TRADITIONAL EXPORTS BY PRODUCT

JANUARY TO DECEMBER 2015

PRODUCT	WEIGHT: KGS	VALUE: US $	VALUE: GH ¢
AGRICULTURAL PRODUCTS			
CEREALS			
Rice	468,689	267,207	1,009,288
Cereals nes	39,765	54,678	199,326
Maize seed	59,493	18,198	64,783
Maize	1,716	6,482	24,055
Buckwheat	768	1,297	4,946
plant seeds	136	150	569
SUB-TOTAL	**570,567**	**348,012**	**1,302,967**
COFFEE/TEA/MATE/SPICES			
Spices nes	708,885	1,260,083	4,514,234
Coffee	174,474	569,516	2,199,702
Dried pepper	368,072	210,288	790,524
Pepper, crushed or ground	81,761	158,806	608,205
Tea	3,690	44,139	153,069
Cinnamon	20	50	187
SUB-TOTAL	**1,336,902**	**2,242,882**	**8,265,921**
DAIRY PRODUCTS(RAW)			
Natural honey	25,918	554,871	1,924,720
Eggs	1,778	662	2,321
SUB-TOTAL	**27,696**	**555,533**	**1,927,041**
FISH & SEAFOOD			
Fresh or chilled tunas	12,137,933	27,784,832	100,512,454
Fresh or chilled fish, nes	4,043,229	3,694,482	13,499,499
Cuttle fish and squid	600,236	2,165,224	7,952,204
Octopus live, fresh or chilled	420,437	1,637,850	6,054,121
Frozen or fresh lobsters	16,252	129,978	476,245
Dried/smoked/salted fish	10,779	16,957	63,288
Crabs	11,460	12,918	49,796
SUB-TOTAL	**17,240,326**	**35,442,241**	**128,607,607**
GAME & WILDLIFE			
Live Animals	52,341	50,863	197,513
Snails	735	1,140	4,321
SUB-TOTAL	**53,076**	**52,003**	**201,834**

HORTICULTURAL PRODUCTS			
Banana	95,179,520	25,442,861	95,204,232
Pineapples	43,460,827	20,539,117	75,853,670
Yams	28,295,794	18,979,689	69,337,554
Mangoes	2,218,536	7,617,556	27,556,353
Coconuts	37,586,392	1,870,968	7,001,602
Spinach	735,019	894,042	3,348,107
Pawpaws	664,218	465,705	1,748,032
Flowers	459,779	441,593	1,524,400
Oranges	5,062,000	309,953	1,126,852
Fruits nes	37,913	302,996	1,161,833
Vegetables , nes	338,236	267,919	999,883
Aubergines	59,624	136,646	507,050
capiscum	363,825	132,835	486,696
Beans,	163,043	70,954	264,294
Mushrooms	12,446	37,035	158,195
Onions and shallots	198,835	29,976	117,929
berries	127,632	26,419	100,692
Tamarind	119,003	5,369	18,947
Melons	1,037	3,200	10,249
Asparagus	5,659	2,500	9,488
Kiwi fruit	22,500	2,476	9,450
Apples	10,000	1,476	4,720
Potatoes	1,959	1,464	6,198
Manioc	290	1,218	4,384
Avocados	28	26	99
Garlic	10	10	39
SUB-TOTAL	**215,124,125**	**77,584,003**	**286,560,948**
MEAT AND MEAT OFFAL			
Meat and Meat Offal	40,622	104,553	232,229
SUB-TOTAL	**40,622**	**104,553**	**232,229**
OIL SEEDS AND NUTS			
Cashew nuts	232,835,354	211,327,845	782,470,695
Shea nuts (karite nuts)	134,651,181	33,571,717	121,212,393
medicinal plants & parts	35,527,540	28,995,008	103,594,628
Palm nuts and kernels	30,508,580	3,318,025	12,594,500
Groundnut	529,400	1,509,533	5,658,724
Brazil nuts	207,266	227,992	800,550
Rape or colza seeds	163,580	122,418	445,663
Pyrethrum	28,120	51,470	167,030
oil seeds flour	20,000	44,490	150,852
Soya bean flour	2,091	959	3,986
Coca leaf	748	771	2,870
Peas,	556	268	1,156
SUB-TOTAL	**434,474,416**	**279,170,496**	**1,027,103,047**

OTHER AGRICULTURAL PRODUCTS			
Cotton linters	598,166	863,859	3,132,250
fish meal	82,059	262,741	986,263
Peel of citrus fruit or melons,	143,325	148,301	532,459
SUB-TOTAL	**823,550**	**1,274,901**	**4,650,972**
VEGETABLE SAPS AND EXTRACTS			
Vegetable saps nes	279,750	111,900	419,854
Natural gums	159,321	28,704	111,665
Liquorice sap	30	110	427
SUB-TOTAL	439,101	140,714	531,946
SUB-SECTOR TOTAL	**670,130,381**	**396,915,338**	**1,459,384,512**
HANDICRAFTS			
HANDICRAFTS			
batik/tye and dye	360,961	1,374,890	5,138,772
basketware	303,104	821,238	3,044,855
hides and skins	546,777	733,759	1,978,019
ceramic products	487,981	400,571	1,495,373
traditional musical instruments	189,815	252,016	946,802
kente products	42,503	245,060	922,174
statuettes	45,930	133,671	505,235
beads	6,388	102,298	201,613
Paintings, drawings	17,195	81,591	311,399
Articles of jewellery	9,807	66,195	230,649
handicraft items nes	17,316	25,367	96,085
Bamboos	207,116	24,159	98,833
Imitation jewellery	2,181	6,021	21,477
SUB-TOTAL	**2,237,074**	**4,266,836**	**14,991,286**
SUB-SECTOR TOTAL	**2,237,074**	**4,266,836**	**14,991,286**
PROCESSED & SEMI-PROCESSED			
ALUMINIUM PRODUCTS			
aluminium plates,sheets and coils	31,479,236	61,581,283	224,779,894
Aluminium household utensils	2,018,309	8,948,717	31,047,135
Aluminium waste and scrap	9,410,758	4,757,017	17,991,304
Aluminium bars,rods and profiles	439,027	1,058,269	3,736,776
Aluminium doors, windows, frames	208,461	484,576	1,306,637
Aluminium wire net	48,389	108,062	410,603
Articles of aluminium nes	15,245	101,263	372,784
Aluminium cables	32,518	37,548	129,738

Aluminium nails, staples, screws, bolts, nuts…	666	15,375	59,240
Aluminium tubes and pipes	4,368	8,493	34,419
Aluminium reservoirs, tanks	49	6,724	25,709
Aluminium casks, drums	1,144	6,240	24,100
Aluminium foil	229	169	650
SUB-TOTAL	**43,658,399**	**77,113,736**	**279,918,989**
ANIMAL FEED			
animal feed	51,701,178	9,718,656	34,953,885
SUB-TOTAL	**51,701,178**	**9,718,656**	**34,953,885**
ANIMAL OR VEGETABLE OILS			
Shea (karite) oil	83,182,243	64,034,036	234,956,449
Margarine	25,063,133	27,026,205	98,690,973
vegetable oil nes	24,091,410	21,390,779	79,359,057
Palm oil, crude	15,686,851	12,317,127	45,284,125
animal oil	244,418	1,487,607	5,482,419
palm kernel oil	5,438,793	1,266,822	4,677,463
Sesame oil	636,827	659,013	2,539,194
coconut oil	1,622,095	299,352	1,091,318
olive oil and fractions	52,288	61,518	246,870
soya-bean oil	50,500	57,710	226,905
cotton-seed oil	345	1,354	4,592
Beeswax	2,700	1,108	4,455
ground-nut oil	102	890	3,370
Maize (corn) oil	567	240	911
Castor oil	99	15	60
SUB-TOTAL	**156,072,371**	**128,603,776**	**472,568,161**
ARTICLES FOR PRINTING			
Articles for printing/printed matter nes	8,796,320	8,798,309	31,862,816
Toilet rolls	848,418	5,068,819	15,767,255
Kraft paper	22,021	40,662	144,218
SUB-TOTAL	**9,666,759**	**13,907,790**	**47,774,289**
ARTICLES OF BASE METAL NES			
Lead sheets, strip and foil	4,741,781	7,682,037	28,731,942
Lead waste and scrap	9,626,719	3,807,788	13,967,459
Copper waste and scrap	1,844,656	2,853,062	10,405,393
Raw lead	3,538,220	1,672,783	6,489,596
Knives and cutting blades	211,783	1,433,929	5,190,471
Tubes and pipes of brass	1,147,831	1,374,526	4,775,594
Hand tools, nes	109,558	1,011,131	3,743,080
Metal furniture & parts	313,861	537,648	1,898,311
Articles of base metals, nes	78,680	482,196	1,784,221
Vices, clamps	7,126	209,471	677,983

articles of copper, nes	18,903	165,088	630,724
copper screws, bolts and nut	83,432	164,700	648,474
Razors	61,952	142,231	502,228
articles of tin, nes	132,762	136,119	513,447
Padlocks and locks	2,096	120,758	394,972
magnesium waste & scrap	4,530	111,984	389,180
Copper bars, rods and profiles	7,571	82,977	344,260
spanners and wrenches	12,937	72,698	264,298
saw blades	8,916	62,126	204,571
Hammers and sledge hammers	144,413	56,526	205,746
copper plates sheets & strip	116,118	47,408	182,570
Scissors	146	47,104	182,636
Iron/Steel cables sheaths	13,767	31,526	118,644
Zinc bars, rods, profiles and wire	2,751	30,000	98,571
Tweezers, pliers, pincers	929	22,702	86,973
Screwdrivers	5,195	20,003	64,548
Articles of magnesium, nes	1,795	19,379	74,537
copper wire	44,773	14,152	54,791
Pipe-cutters, bolt croppers	1,064	14,026	50,688
Articles of titanium	4,000	13,007	50,438
Brass	13,500	9,636	40,119
Zinc plates, sheets, strip and foil	10,000	8,136	30,587
copper washers	6	8,128	27,772
Files, raspsand	1,035	8,039	29,975
Filing cabinets	3,240	6,329	24,319
spoons, forks	11,521	3,610	13,835
shears	22,603	2,024	6,607
Bells, gongs	834	2,005	7,026
letter clips, letter corners	816	963	3,006
Nickel bars, rods and profiles	100	487	1,850
Blow lamps	250	250	963
Staples	15	193	625
copper nails, tacks, pins	3,183	85	309
Planes, chisels, gouges	34	56	216
Hinges	10	1	4
SUB-TOTAL	**22,355,412**	**22,489,027**	**82,913,559**
ARTICLES OF STONE AND GLASS			
glassware nes	5,291,682	3,193,743	12,167,371
natural stones nes	257,856	791,363	2,079,229
Table/kitchen glass	107,950	391,127	973,223
plaster boards	87,906	74,961	269,282
bulbs and tubes	519,036	54,917	204,165
articles of artificial stone	24,348	21,865	88,500
safety glass	84,374	13,841	52,217
Refractory bricks	44,301	13,370	51,794
glass mirrors	7,267	8,527	27,548

Millstones	6,982	8,361	30,354
glass jars, pots	4,596	3,780	13,962
Glass ampoules	41	2,022	6,911
glass bottles and flasks	32	150	558
Granite	25	11	41
Flagstones	14	1	4
SUB-TOTAL	**6,436,410**	**4,578,039**	**15,965,159**
CHEMICAL OR INDUSTRIAL PREPATIONS			
Other prepared explosives	507,666	7,387,254	28,176,265
Dextrins	362,206	3,262,336	12,338,673
acyclic hydrocarbos mixtures	3,364,147	3,253,194	11,989,643
fatty acids	4,602,766	3,200,921	11,845,014
Safety fuses	184,090	2,170,386	8,195,808
additives for cements	130,955	663,408	2,347,433
glues	74,778	606,736	1,917,605
Dynamite	163,649	552,755	1,991,987
Activated carbon	194,693	547,303	2,018,057
Stearic acid	540,680	384,204	1,499,783
Disinfectants	173,377	314,139	1,099,275
soaps nes	52,039	294,909	1,143,875
oil additives	315,263	220,282	825,302
rubber accelerators	491,320	155,944	632,975
Residual lyes	98,786	140,529	493,825
metal catalysts	11,586	120,351	472,338
Polishes/ creams	667,670	106,860	410,976
Municipal waste	2,060,000	84,805	259,110
brake fluids	38,139	68,510	231,716
Hydraulic brake waste	41,191	60,843	242,507
Matches	78,015	59,149	223,207
de-icing fluids	20,000	49,660	212,122
Mosquito coil	6,270	38,734	66,165
artificial resins	115,944	25,276	97,334
fluxes for soldering	6,507	17,614	68,060
Non-refractory mortars and concretes	7,505	12,342	46,398
Herbicides	3,500	9,578	35,700
electronic chemical elements nes	1,483	6,993	26,498
Ion exchangers	1,940	6,820	22,132
Signalling flare	71	3,050	12,542
Wood tar	773	2,205	8,352
Sewage sludge	24,180	1,642	6,298
resin acids	2,060	1,545	6,599
Oleic acid	360	1,159	4,766
binders for foundry moulds	934	1,054	4,000
albumin	1,914	895	3,592
gums	16,000	432	1,600
Artificial waxes	24	379	1,523

Candles	109	201	769
Peptones/protein	22	80	263
Diagnostic/Lab.Reagents	10	2	8
SUB-TOTAL	**14,362,622**	**23,834,479**	**88,980,095**
COCOA PRODUCTS			
Cocoa paste	146,352,485	510,718,134	1,888,462,206
Cocoa powder	43,386,567	107,987,399	401,066,303
Cocoa shells, husks	27,634,494	18,664,438	66,244,019
cocoa confectionery	1,357,672	5,871,269	18,689,708
Chocolate	30,598	33,320	116,815
SUB-TOTAL	**218,761,816**	**643,274,560**	**2,374,579,051**
COSMETICS, WASHING PREPARATIONS			
make-up, skin-care products nes	4,129,927	9,794,793	29,647,360
Soap	9,502,000	9,712,016	29,658,481
Dentifrices	4,409,188	7,205,541	21,352,377
hair products	727,381	5,416,193	18,915,627
perfumes	2,320,163	4,072,212	15,005,930
Powders	559,376	642,144	2,416,580
shaving lotion	65,085	269,294	947,637
dental preparations nes	167,482	202,660	695,845
anago/alata soap	122,530	174,144	399,954
soaps nes	65,217	85,747	320,960
Manicure or pedicure	4,280	4,167	16,677
deodorants	7,389	3,528	13,532
Lip make-up	6	127	411
Eye make-up	19	44	143
Dental Floss	10	13	47
SUB-TOTAL	**22,080,053**	**37,582,623**	**119,391,561**
DAIRY PRODUCTS			
Milk&Cream	4,049,199	8,939,246	32,749,294
Butter,cheese etc	974,750	411,789	1,498,593
SUB-TOTAL	**5,023,949**	**9,351,035**	**34,247,887**
ELECTRICAL APPLIANCES			
electrical appliances nes	759,382	4,953,328	18,340,104
Transformers	134,118	3,266,913	10,685,668
Primary cells and primary batteries	285,595	675,662	1,477,165
Permanent magnets	6,979	82,941	322,289
loudspeakers	82,644	59,197	221,581
accumulators	63,271	57,623	191,296
Headphones, earphones	736	3,362	12,244
ovens	1,042	1,306	4,931
Radio receivers	157	385	1,435

lamps and lighting fittings	193	287	1,086
SUB-TOTAL	**1,334,117**	**9,101,004**	**31,257,799**
ESSENTIAL OILS,			
Essential oils	32,739	75,104	285,884
SUB-TOTAL	**32,739**	**75,104**	**285,884**
FERTILIZERS, DYING EXTRACTS, PAINTS			
Paints and varnishes	11,084,703	19,031,255	66,415,221
fertilizers	8,219,876	7,941,353	29,318,823
Painters fillings	384,989	128,986	482,438
dye extracts	15,272	11,237	40,660
Glaziers putty	4,223	7,626	29,490
printing ink	2	10	34
SUB-TOTAL	**19,709,065**	**27,120,467**	**96,286,666**
FOOTWEAR AND HEADGEAR			
footwear	479,048	1,547,437	3,498,724
headgear/ hats etc	1,643	14,819	57,329
SUB-TOTAL	**480,691**	**1,562,256**	**3,556,053**
HYDROCARBONS			
Lubricating oil	37,229,115	82,533,656	300,533,947
Butanes	15,008,380	12,775,753	47,265,801
Light oils	1,448,814	1,191,157	3,970,112
coal tar	19,760,778	665,620	2,256,925
fuel oil	541,098	210,000	681,492
petroleum gas	395,455	200,038	695,767
Bitumen	97,000	87,300	350,571
Naphthalene	79,196	57,032	216,038
Petroleum jelly	21,398	40,650	160,066
Lignite	3,600	10,228	38,787
Bituminous coal	46,000	6,120	22,886
Creosote oils	700	1,287	4,878
petroleum oils nes	22	367	1,335
Paraffin wax	75	300	1,113
SUB-TOTAL	**74,631,631**	**97,779,508**	**356,199,718**
IRON AND STEEL PRODUCTS			
Iron/Steel circles,rods,sheets,billets	42,232,210	24,614,868	88,797,064
iron/steel products nes	8,426,323	14,024,846	51,399,532
Iron/Steel tanks, casks, drums, cans	1,416,260	8,414,982	31,141,817
Iron/steel tube/pipe/profile	4,735,822	5,984,418	21,778,903
Remelting scrap ingots	1,692,186	5,244,277	15,946,503
Iron/Steel resevoirs, tanks	1,006,309	3,691,142	13,656,493
Iron/Steel towers	295,975	776,834	2,896,353

Iron/Steel nuts	52,233	214,971	753,116
Iron/Steel cooking appliances	18,115	50,087	146,137
Iron/Steel wire	14,691	48,247	174,062
Iron/Steel sanitary ware	23,415	47,086	158,850
Iron/Steel poles	11,733	42,500	160,947
iron & steel waste and scrap	1,647,020	39,017	138,191
Cast iron baths	8,780	1,444	5,505
Iron/Steel doors, window-frames	1,232	838	3,215
SUB-TOTAL	**61,582,304**	**63,195,557**	**227,156,688**
LEATHER ARTICLES , TRAVEL GOODS			
leather trunks/cases	38,832	56,096	147,668
leather bags	34,613	34,405	116,754
articles of leather nes	1,771	30,553	108,541
SUB-TOTAL	**75,216**	**121,054**	**372,963**
MACHINERY AND EQUIPMENT			
machinery and parts nes	6,016,313	59,219,561	217,957,296
elevators and conveyors	166,778	2,984,490	10,329,783
agricultural processing machinery	785,769	2,135,299	7,356,125
Pumps for liquids	1,329,229	2,103,819	7,947,628
Parts of pumps - other, nes	157,103	2,025,755	7,621,741
Drilling machines	536,523	2,006,123	7,876,629
Works trucks	376,534	1,425,732	5,490,272
Derricks, cranes	822,800	1,196,955	4,231,165
Distilling or rectifying plant	24,387	1,170,000	4,389,840
washing machines	71,780	378,693	1,430,833
Fans	29,190	230,238	771,970
Buckets, shovels	31,502	193,817	651,060
Bulldozer or angledozer blades	117,137	179,710	656,449
printing machinery	18,959	122,976	466,566
Weighing machinery	51,596	101,507	385,814
Textile machines nes	39,296	97,422	348,001
Sewing machines	10,075	95,162	355,091
water boilers & parts	204,224	92,672	349,816
Vacuum pumps	41,727	40,690	152,238
Sharpening machines	17,905	38,432	142,162
Heat exchange units	15,277	32,382	122,510
pedestal jib cranes	4,304	29,589	95,493
water-heaters	86,164	22,792	73,469
Dryers	2,455	22,320	83,730
refrigerators	32	19,511	78,349
Cutting machines	9,815	13,729	49,767
Milling machines	17,100	11,266	43,440
grinding machines	2,481	9,927	37,529
Chain saws	3,479	8,268	31,037
Fire extinguishers	934	7,178	26,946

Calculating machines	54	5,908	22,965
Disc harrows	184	5,753	21,453
Bakery ovens	225,851	4,139	14,062
Mowers	960	3,355	12,511
harvesting machines	4,749	3,198	12,359
Nuclear reactors & parts	8,070	2,400	9,442
Harrows, scarifies, cultivators,	15,216	2,304	8,650
Poultry incubators and brooders	866	2,182	8,273
Parts of hand pumps	150	2,100	7,815
Parts of pumps: for motor vehicles	640	1,876	6,783
Ploughs	678	1,200	3,878
Spray guns	74	846	3,650
laboratory sterilizers	131	223	963
Parts of liquid elevators	53	50	189
Furnace burners	0	10	38
Boring-milling machines	20	10	33
teleferics, chair-lifts	7,500	3	12
SUB-TOTAL	**11,256,064**	**76,051,572**	**279,685,825**
MINERAL PRODUCTS			
Cement	116,846,416	19,488,502	70,676,443
Limestone	51,347,072	15,374,531	55,989,736
common salt	54,337,337	3,325,096	10,091,941
Ash and residues, nes	12,014	1,145,754	3,971,873
Marble/terrazzo chippings	4,130,047	924,615	3,002,006
lead ash	739,650	716,000	2,707,089
Other clays, nes	36,893	70,104	255,744
medicaments/chemicals	258,878	64,378	239,713
non-edible salt	239,517	44,507	158,500
Silica sands	50,961	20,852	74,563
Porphyry	418,700	13,431	50,593
Fire-clay	32,442	10,199	36,452
gravels	50,000	9,835	31,500
zinc ash	48,000	8,390	28,167
Natural sands	1,921	8,037	30,471
steatite	13,000	5,408	20,014
Chamotte or dinas earths	3,127	1,051	3,985
medicaments/chemicals nes	320	599	1,944
mineral substances, nes	681	253	983
Chalk	339	230	831
Marble	40	200	833
graphite	66	100	380
abrasives	340	96	384
Granite	56	10	41
mica	19	8	30
SUB-TOTAL	**228,567,836**	**41,232,186**	**147,374,216**

MUSICAL INSTRUMENTS			
musical instruments parts	9,063	12,714	48,089
String musical instruments	6,476	9,342	35,995
pianos	312	100	372
Musical boxes	46	68	224
SUB-TOTAL	**15,897**	**22,224**	**84,680**
OPTICAL PRODUCTS, CLOCKS ETC			
Contact lenses	175	1,723,760	6,278,212
optical products nes	178,891	1,073,341	3,845,036
Spectacles and parts	26,774	871,467	3,258,185
clocks/watches & parts	4,401	31,755	121,603
Binoculars	13	100	385
SUB-TOTAL	**210,254**	**3,700,423**	**13,503,421**
ORGANIC AND INORGANIC CHEMICALS			
chemicals nes	12,536,359	11,064,222	40,583,040
SUB-TOTAL	**12,536,359**	**11,064,222**	**40,583,040**
OTHER MANUFACTURED ARTICLES			
Mattress	939,031	3,512,767	11,336,971
wigs, false beards, eyebrows	466,877	3,263,237	11,653,952
manufactured articles nes	763,259	956,269	3,392,789
Tooth brushes	7,299,789	449,618	1,701,106
Vacuum flasks	7,910,472	252,551	957,793
Inflatable balls	2,816,497	229,000	867,164
Date, sealing or numbering stamps	1,357	79,529	296,867
brushes nes	13,771	41,247	156,311
lamps and lighting fittings	11,698	34,787	131,962
Articles for funfair	19,694	34,385	123,473
Video games	2,309	9,348	35,227
Worked bone	15,363	9,216	35,509
Hairpins; curling pins	287	8,364	27,376
Pencils and crayons	6,542	6,764	24,614
Ball-point pens	395	3,592	12,754
tennis balls	2,269	3,350	12,676
Fishing rods	2,085	2,700	10,795
ribbons	88	2,377	8,249
Sailboards	10	1,578	6,336
Golf equipment	1,462	1,260	4,716
Combs, hair-slides	380	1,174	4,541
Worked ivory	106	917	3,174
Slide fasteners (zips)	157	910	3,455
Brooms	1,659	717	2,699
Umbrellas	861	663	2,470
Tailors' dummies	51	585	2,391

Articles of tennis	312	505	1,814
walking-sticks, whips, riding-crops	336	459	1,739
Scent sprays/toilet sprays	90	311	1,056
Buttons	24	291	1,106
Lighters,	220	72	272
Ice skates and roller skates	6	5	19
SUB-TOTAL	**20,277,457**	**8,908,548**	**30,821,376**
PHARMACEUTICAL PRODUCTS			
medicaments	200,617	1,911,058	6,965,993
SUB-TOTAL	**200,617**	**1,911,058**	**6,965,993**
PHOTOGRAPHIC MATERIALS			
compasses	480,070	23,045,051	86,181,387
Photographic materials nes	524,252	15,269,010	55,573,366
Photographic film	1,392,342	3,274,821	11,678,934
hydraulic or pneumatic apparatus	53,301	2,475,434	9,413,888
counting machines	15,496	752,214	2,655,426
Photographic paper	168,227	394,869	1,517,529
Multimeters	3,920	252,655	918,758
Cameras & parts	12,327	241,750	906,615
Micrometers, calipers and gauges	1,961	126,159	469,125
X-ray apparatus	1,872	88,551	310,129
Telescopes	21,500	81,432	311,169
Chromatographs	1,582	71,570	240,055
Speedometer and tachometer	2,788	46,290	186,590
Spectrometers	143	17,841	65,553
Cathode-ray oscilloscopes	321	14,740	54,117
Lasers/laser diodes	309	14,310	53,110
Electricity meters	120	12,711	48,206
Ultrasonic scanning apparatus	5,251	12,042	44,179
Thermostats	127	6,132	21,059
Thermometers	52	5,213	19,282
Hydrometers	65	1,385	5,595
Levels for surveying	59	1,105	3,968
Artificial joints	202	664	2,519
Hearing aids	0	605	2,303
Projectors & parts	126	300	1,066
Dental drill engines	3,403	256	990
Gas meters	0	160	526
Syringes	0	158	595
Test benches	7	150	485
Theodolites and Tacheometers	23	100	427
SUB-TOTAL	**2,689,846**	**46,207,678**	**170,686,951**

PLASTICS AND PLASTIC PRODUCTS			
articles of plastics nes	94,011,922	183,595,620	653,552,702
SUB-TOTAL	**94,011,922**	**183,595,620**	**653,552,702**
PRECIOUS STONES AND METAL			
precious stones, nes	10,000	1,648	6,300
SUB-TOTAL	**10,000**	**1,648**	**6,300**
PREPARED CEREALS/TUBERS			
Wheat flour	64,957,101	19,115,908	68,099,744
Maize (corn) flour	3,497,401	2,250,295	8,467,383
Flour of other cereals, nes	4,010,973	662,254	2,362,279
Gari	1,007,908	350,421	1,312,220
millet or sorghum flour	76,882	193,846	738,948
Yam flour	67,635	46,758	174,165
Cassava Flour and meal of flour	283	1,000	4,273
SUB-TOTAL	**73,618,183**	**22,620,482**	**81,159,012**
PREPARED FOODS, BEVERAGES ETC			
canned tuna	68,113,096	219,013,990	810,151,101
cut fruits	8,926,835	54,468,426	203,015,937
ethyl alcohol	7,108,963	22,543,127	82,369,835
baby food	3,878,267	15,842,119	58,756,532
coffee prepared	2,973,775	14,646,521	54,921,765
Sweet biscuits	10,284,579	9,570,385	31,309,930
groundnuts prepared	3,169,793	9,216,861	33,774,527
wine	3,383,985	9,007,480	33,140,421
Tomato paste	10,135,091	5,885,594	19,816,845
Whiskeys	1,332,476	5,558,596	20,539,252
Gin and geneva	1,120,428	4,402,670	15,198,225
Rum and taffia	845,100	2,765,202	10,317,097
Mineral waters	2,966,709	2,056,615	6,748,229
Pasta	1,268,918	1,633,856	5,608,440
Beer	424,444	1,113,260	4,170,730
Liqueurs and cordials	208,815	1,089,791	4,055,018
condiments and seasonings	205,243	415,613	1,639,825
Vodka	78,968	228,450	848,489
Nuts and seeds prepared	51,636	179,613	612,326
non-alcoholic beverages nes	382,760	157,086	598,300
Energy drinks	116,365	145,425	411,824
food preparations nes	85,454	143,705	439,486
Fruit juice, pineapple	66,443	118,406	448,411
vegetable products nes	65,199	97,420	341,042
Fruit, preserved nes	6,799	67,694	271,391

Peanut butter	26,893	52,300	194,181
vegetables prepared nes	77,195	45,443	172,551
soups and broths nes	42,908	27,340	100,290
canned sardine	13,816	24,447	93,978
Palm hearts, prepared	38,942	19,554	76,437
Jams, marmalades	22,230	17,100	64,834
Nuoc - mam	1,045	16,172	63,267
baker's doughs	9,840	14,599	54,461
Fruit juice, nes	7,048	9,236	35,284
Asparagus, prepared	9,760	4,152	15,406
Beans prepared	6,539	3,370	12,341
Syrups	2,996	2,570	8,359
fish prepared nes	1,727	1,377	5,235
Tapioca	323	1,267	5,276
Mustard flour	783	1,200	4,069
Waffles and wafers	375	844	2,969
canned mackerel	400	250	966
Malt extract	362	243	919
Soya sauce	27	47	161
Ice cream	15	17	65
plant parts, prepared/preserved nes	75	16	54
canned herrings	3	12	52
SUB-TOTAL	**127,463,443**	**380,609,461**	**1,400,416,133**
RUBBER AND RUBBER PRODUCTS			
natural rubber sheets	46,084,615	53,620,181	201,601,125
rubber tyres/tubes	2,918,256	5,081,449	19,306,307
rubber products nes	154,710	1,240,135	4,779,853
SUB-TOTAL	**49,157,581**	**59,941,765**	**225,687,285**
SUGAR AND SUGAR CONFECTIONERY			
Sugar	1,137,617	1,345,394	3,325,610
Sugar confectionery	252,090	1,114,248	3,281,436
Glucose	10,961	33,606	127,391
fructose	3,790	14,957	14,518
SUB-TOTAL	**1,404,458**	**2,508,205**	**6,748,955**
TEXTILES & GARMENTS			
garments/clothing	1,215,846	13,705,365	50,702,152
cotton fabrics (grey baft)	715,934	12,474,050	45,790,696
textile products nes	35,651,326	11,053,630	37,200,847
Sacks and bags	3,227,151	2,961,238	9,914,417
raw/lint cotton	1,754,185	2,930,677	11,631,636
Carpets	1,056,240	1,785,300	5,772,056
sewing thread	2,266,848	780,171	2,636,640
Twine, cordage, rope	317,060	560,783	1,975,209
Cotton waste	296,990	215,794	824,926

bedspreads	13,453	51,686	173,585
Curtains	3,666	8,476	30,220
towells	2,770	3,665	13,713
wicks for lamps	225,000	3,600	11,600
Handkerchiefs	2,334	2,000	7,824
Tarpaulins	403	420	1,607
SUB-TOTAL	**46,749,206**	**46,536,855**	**166,687,128**
TOBACCO AND TOBACCO SUBSTITUTES			
processed tobacco/cigarrettes	2,600	17,503	63,431
SUB-TOTAL	**2,600**	**17,503**	**63,431**
VEHICLE AND PARTS			
vehicle parts	5,160,676	15,263,598	56,821,836
Vehicles	762,240	10,478,885	39,614,441
Motorcycles & cycles	84,925	231,319	653,327
Fishing vessels	26,155	43,060	161,894
SUB-TOTAL	**6,033,996**	**26,016,862**	**97,251,498**
WOOD PRODUCTS			
veneers	31,251,520	27,261,798	101,703,354
plywood	5,607,303	6,854,580	25,044,049
builders' woodwork	3,725,344	4,037,709	15,181,661
wood charcoal/ waste	3,510,670	1,653,846	5,647,184
Articles of wood nes	963,106	233,973	613,503
furniture & parts	34,267	41,150	155,959
wooden sleepers	53,667	40,519	135,114
wooden cases/boxes	21,325	25,650	90,833
wooden poles	196	143	533
SUB-TOTAL	**45,167,398**	**40,149,368**	**148,572,190**
SUB-SECTOR TOTAL	**1,427,337,849**	**2,120,504,351**	**7,736,258,543**
TOTAL NON-TRADITIONAL EXPORTS	**2,099,705,304**	**2,521,686,525**	**9,210,634,341**

APPENDIX 3.3

NON-TRADITIONAL EXPORT PERFORMANCE BY COUNTRIES

DESTINATION OF NON-TRADITIONAL EXPORTS (BY COUNTRY): 2011 - 2015

COUNTRY	2011 VALUE US DOLLARS	2012 VALUE US DOLLARS	2013 VALUE US DOLLARS	2014 VALUE US DOLLARS	2015 VALUE US DOLLARS
AFGHANISTAN	0	0	0	150	176
ALBANIE	0	0	4,400	86,486	6,428
ALGERIA	114,300	0	1,755,912	37,534	9,019
AMERICAN SAMOA	4,300	0	0	0	0
ANGOLA	7,859,845	2,475,618	6,040,694	2,915,822	1,319,109
ANTIGUA & BARBUDA	30,780	0	583	5,600	0
ARGENTINE	277,200	2,869	97,977	60,841	22,424
AUSTRALIA	6,782,006	8,734,263	4,861,364	8,346,048	6,776,443
AUSTRIA	31,161	1,010,399	99,641	249,536	177,752
AZERBAIJAN	0	0	58,378	658,181	28,458
BAHAMAS	21,921	43,570	150	71,870	1,288,726
BAHRAIN	1,850	0	46,012	28	0
BANGLADESH	3,281	772,265	0	0	281,136
BARBADOS	800	0	100	6,008	18,160
BELARUS	344,665	583,696	0	0	0
BELGIUM	55,005,686	60,640,292	54,423,298	45,625,575	50,547,795
BELIZE	0	0	0	0	0
BENIN	35,357,568	38,670,929	98,355,378	70,639,775	32,105,920
BERMUDA	1,000	0	195	0	0
BOLIVIA	20,167	0	0	0	0
BOSNIA & HERZEGOVINA	275	0	2,000	3,221	0
BOTSWANA	8,445	15,706	32,805	2,165	11,395
BRAZIL	13,291,672	33,272,036	19,511,251	1,835,376	2,936,927
BRITISH VIRGIN ISLANDS	953,327	0	0	35,712	0
BRUNEI DARUSSALAM	37,709	0	23,904	471	0
BULGARIA	1,553,432	941,041	14,727,834	59,629,262	69,843,897
BURKINA FASO	142,731,872	165,235,676	197,091,133	203,854,842	199,725,458
BURUNDI	11,847	0	700	20	0
CAMEROON	5,787,401	14,039,767	6,066,628	7,718,185	5,441,480
CANADA	26,922,928	6,550,140	10,280,981	2,468,777	9,866,496
CAPE VERDE	1,668,366	631,041	375,654	12,133	104,291
CENTRAL AFRICAN REPUBLIC	51,699	190,649	0	100	63,746
CHAD	1,227,458	157,516	533,285	385,318	1,051,015
CHILE	5,000	0	0	49,829	288,290
CHINA	31,691,137	68,560,037	42,799,237	46,282,973	34,859,080
COLOMBIA	20,536	0	2,331,413	78,546	2,981,548
CONGO	2,008,775	1,086,676	5,418,376	5,995,874	0
COTE D'IVOIRE	59,395,416	98,344,624	100,965,157	102,299,860	73,514,096
CROATIA	807,373	385,004	282,361	299,118	155,332

CUBA	15,000	41,600	225	0	936
CYPRUS	205,575	82,177	140,584	937,857	30
CZECH REPUBLIC	68,397	182,164	462,075	73,142	27,912
DEMOCRATIC REPUBLIC OF CONGO	1,252,124	604,339	1,628,527	2,423,084	6,202,964
DENMARK	24,786,816	23,461,323	11,568,054	11,254,654	27,312,062
DOMINICA	33,980	2,736	0	0	0
DOMINICAN REPUBLIC	13,640	4,000	248,322	0	0
ECUADOR	4,262	1,416,730	594,211	106,179	428,132
EGYPT	16,602,965	20,805,754	17,953,225	14,665,130	11,411,721
EL SALVADOR	0	5,725	0	0	4,652
EQUATORIAL GUINEA	7,659,437	7,452,867	5,699,159	20,063,775	940,736
ESTONIA	26,275,930	44,561,269	63,769,080	20,487,581	27,791,747
FINLAND	1,082,285	1,017,070	1,623,935	268,293	123,364
FIJI	0	0	0	900	0
FRANCE	185,569,281	109,627,430	108,787,844	200,912,506	172,992,018
GABON	4,206,509	4,325,282	4,547,792	7,664,910	4,555,205
GAMBIA	5,096,785	5,031,117	2,995,235	2,318,936	1,648,017
GEORGIA	22,050	3,000	2,879	0	0
GERMANY	123,069,224	79,874,850	41,256,871	52,603,146	88,564,560
GREECE	4,227,532	2,938,421	1,167,836	1,137,273	533,525
GREENLAND	0	0	0	100	0
GUADELOUPE	800	0	0	0	0
GUINEA	11,912,348	9,538,183	7,407,333	7,503,770	9,366,238
GUINEA BISSAU	498,306	601,950	401,081	1,003,811	360,536
GUYANA	0	0	68,472	0	0
HAITI	0	0	30,382	0	0
HEARD AND MCDONALD ISLANDS	0	0	0	0	43,838
HONDURAS	0	0	0	0	3,960
HONG KONG	1,469,522	3,532,823	1,111,997	596,807	618,418
HUNGARY	52,349	22,661	35,666	133,730	25,348
ICELAND	0	84,215	0	15	0
INDIA	137,623,255	104,628,682	93,706,090	102,675,517	102,267,179
INDONESIA	2,844,677	2,197,287	3,471,844	422,859	2,881,386
IRAN	5,274,110	2,432,496	3,930,736	204,343	234,153
IRAQ	17,599	800	16,250	187,081	3,275
IRELAND	617,840	94,690	2,369,273	2,294,352	2,168,510
ISRAEL	1,811,799	3,022,945	3,619,693	4,976,583	5,910,270
ITALY	27,442,035	28,374,006	48,488,098	76,107,823	46,636,025
JAMAICA	7,589	8,610	2,299	288	19,800
JAPAN	11,340,398	13,885,478	20,018,216	39,010,661	21,917,259
JORDAN	4,900	1,439	1,080,017	146,735	116,084
KAMPUCHEA, DEMOCRATIC	0	0	0	1,294	139,660
KAZAKHSTAN	3,955	151,322	0	0	23,253
KENYA	96,861	673,405	2,462,412	1,324,843	536,584
KINGDOM OF LESOTHO	0	112,092	0	0	0

KINGDOM OF SWAZILAND	26,501	0	65,661	15,106	14,030
KOREA, DEMOCRATIC	26,000	14,040	690	0	0
KOREA, REPUBLIC OF	4,670,433	5,628,646	6,787,927	6,860,658	7,571,801
KUWAIT	3,890	14,176	135,656	261,041	11,964
KYRGYZSTAN	0	0	0	0	2
LAO PEOPLES DEMOCRATIC REPBLIC	0	0	0	1,730,764	0
LATVIA	98,726	215,692	20,949	197,140	42
LEBANON	2,583,406	4,204,886	4,164,630	2,375,633	3,895,359
LIBERIA	9,359,752	8,585,293	14,948,678	13,376,758	6,507,479
LIBYAN ARAB JAMAHIRIYA	58,641	106,688	1,197,155	3,160,506	0
LIECHTENSTEIN	0	0	0	0	9,653
LITHUANIA	35,412	200	0	574,876	16
LUXEMBOURG	300	8,097	124,709	1,116,695	226,474
MADAGASCAR	2,000	4,169	57,802	161,757	92,947
MALAYSIA	33,201,999	47,231,166	32,324,139	61,900,787	42,465,389
MALI	24,793,574	32,760,021	42,489,189	57,699,404	76,124,489
MALTA	74,370	0	856,901	99,043	0
MARTINIQUE	33,928	0	0	0	0
MAURITANIA	6,127,725	1,066,354	8,070,965	1,305,312	134,920
MAURITIUS	0	1,852,281	562,150	62,843	475,754
MEXICO	6,928,599	2,399	94,791	44,446	0
MOLDOVA, REP. OF	9,568	16,416	0	0	0
MOROCCO	1,796,972	3,542,226	2,021,779	1,798,939	1,308,028
MOZAMBIQUE	7,805,183	56,522	512,996	756,656	36,172
MYANMAR	0	0	9,000	0	2,299
NAMIBIA	29,748	238,882	2,127,962	98,194	12,891
NAURU	10,673	0	19,738	0	0
NEPAL	0	4,800	630	0	0
NETHERLANDS	403,444,065	288,691,009	243,277,938	291,773,595	242,693,727
NETHERLANDS ANTILLES	17,262,672	5,280,039	1,824	0	37,556
NEW ZEALAND	484,394	305,287	11,290	2,770	23,759
NICARAGUA	0	0	10,270	3,930	159,280
NIGER	16,299,748	22,806,351	37,175,367	33,648,668	29,526,710
NIGERIA	148,538,837	144,845,265	149,861,751	126,438,609	129,598,400
NORFOLK ISLAND	0	6,400	0	61,191	0
NORWAY	7,285,048	725,513	4,043,872	2,139,363	2,970,344
OMAN	1,200	0	9,607	6,218	45,144
PAKISTAN	1,653,068	1,462,558	1,800,827	2,983,420	3,951,794
PANAMA	0	0	0	631	590,491
PAPUA NEW GUINEA	0	500	0	0	0
PARAGUAY	0	1,700	0	10,205	0
PERU	521,121	852,168	70,420	12,509,247	332,746
PHILLIPINES	339,956	221,062	119,356	190,877	11,924
POLAND	37,634,325	39,608,749	42,384,857	27,714,561	31,896,368

PORTO RICO	29,312	17,061	0	0	0
PORTUGAL	3,930,492	5,999,948	4,285,283	9,662,183	8,846,992
QATAR	38,792	63,466	2,845,934	35,887	112,081
REPUBLIC OF DJIBOUTI	206,824	87,777	128,341	0	29,772
REPUBLIC OF MALAWI	2,800	7,136	15,431	7,927	13,224
REPUBLIC OF UGANDA	612,810	1,527,958	441,143	82,425	31,087
REPUBLIC OF ZAMBIA	300,958	4,100	175,399	396,281	107,464
REPUBLIC OF ZIMBABWE	12,800	51,438	176,899	11,939	18,690
REUNION	0	1,740	3,128	0	76,224
ROMANIA	535,020	0	192,709	16,113	120,568
RUSSIAN FEDERATION	1,315,026	2,737,473	587,084	3,443,712	1,430,939
RWANDESE REPUBLIC	16,579	20,323	2,225	113	2,337
SAN MARINO	26,668	0	0	0	0
SAO TOME AND PRINCIPE	8,529	0	0	0	0
SAUDI ARABIA	299,305	311,531	879,749	992,073	1,697,431
SENEGAL	13,511,199	11,800,396	12,857,277	10,817,300	12,430,045
SEYCHELLES	14,673	18,695,117	1,382,533	0	24,540
SIERRA LEONE	11,812,628	6,645,213	13,735,806	7,674,811	4,240,317
SINGAPORE	9,630,602	7,449,567	22,177,716	36,235,246	14,892,997
SLOVAKIA	100	0	0	0	0
SLOVENIA	0	83,253	0	0	2,116
SOCIALIST ETHIOPIA	221,476	379,228	2,016,331	144,234	820,410
SOLOMON ISLANDS	0	0	0	11,625	0
SOUTH AFRICA	25,715,946	13,217,566	19,522,913	13,618,597	13,751,192
SOUTH GEORGIA & SANDWICH ISLANDS	0	346,327	0	0	0
SPAIN	71,221,221	60,797,275	89,319,094	106,916,527	72,276,833
SRI LANKA	7,982	200	646	1,000	24,088
SUDAN	87,181	4,829	45,006	28,724	41,888,189
SURINAME	13,500	0	50	43,798	0
SWEDEN	1,508,522	1,041,070	1,451,758	4,186,419	5,525,665
SWITZERLAND	16,230,135	119,653,438	121,792,136	44,263,780	65,740,183
SYRIAN ARAB REPUBLIC	1,164,429	203,615	46,324	0	75,346
TAIWAN	960,088	902,528	977,922	1,093,109	634,328
THAILAND	1,255,420	2,657,073	911,176	1,843,956	697,073
TOGO	168,063,138	202,545,330	161,681,535	120,969,392	221,213,760
TONGA	0	0	0	0	29,540
TOKELAU	0	0	0	13,029	2,220
TRINIDAD AND TOBAGO	16,843	23,089	97,509	12,338	33,418
TUNISIA	703,037	479,984	224,409	131,174	89,310
TURKEY	7,590,711	39,549,707	27,349,948	37,700,417	47,457,339
TURKS AND CAICOS ISLANDS	59,255	49,202	19,507	0	33,000
UKRAINE	146,813	1,834,992	36,662	3,513,479	12,336
UNITED ARAB EMIRATES	26,531,472	27,439,024	17,914,537	21,119,073	16,837,097
UNITED KINGDOM	208,739,577	144,941,518	163,553,474	156,483,696	190,979,466

UNITED REPUBLIC OF TANZANIA	678,932	652,551	1,559,860	843,201	958,193
UNITED STATES	97,654,373	90,311,862	93,887,652	76,867,621	75,036,464
URUGUAY	558,500	0	0	1,766	15,000
UZBEKISTAN	533,741	119,777	0	27,000	62,590
VENEZUELA	0	0	1,168	0	0
VIETNAM	24,990,091	18,230,520	61,555,583	72,348,401	113,454,755
WESTERN SAHARA	0	0	0	0	0
YEMEN	0	1,990	135,809	18,000	0
YUGOSLAVIA	0	0	657	0	0
TOTAL (ALL COUNTRIES)	**2,423,340,667**	**2,364,390,499**	**2,436,202,313**	**2,513,819,423**	**2,521,686,525**