

Egyptian-Swiss Investment & Trade Relations

Initial Market Research

8TH OF MARCH, 2025

Prepared For: Swiss Cham Egypt

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REPORT OBJECTIVES

- This report aims to provide a comprehensive analysis of investment and trade relations between Egypt and Switzerland. It explores Switzerland's global position as an investor, exporter, and importer, offering insights into its economic landscape and trade dynamics. Additionally, the report examines Swiss investments in Egypt, identifying key sectors and opportunities for further engagement.
- On the trade front, the report assesses Egypt's exports to Switzerland, highlighting trends, key export sectors, and trade volumes. A special focus is placed on identifying untapped export potential for Egyptian products in the Swiss market, providing actionable insights for Egyptian exporters seeking to expand their footprint.
- By offering data-driven intelligence and market insights, this report aims to support policymakers, businesses, and trade promotion organizations in strengthening economic ties between Egypt and Switzerland, unlocking new trade and investment opportunities.

REPORT METHODOLOGY

This report employs a structured research approach to analyze Egyptian-Swiss investment and trade relations, integrating both quantitative and qualitative data sources. The methodology consists of the following key components:

1. Data Collection

The report relies on a combination of primary and secondary data sources, including:

- **International Trade and Investment Databases:** Data from the International Trade Centre (ITC), UN Comtrade, World Bank, Swiss Federal Customs Administration, and the Central Bank of Egypt.
- **Private Sector and Industry Reports:** Analysis from trade promotion organizations, business associations, and consulting firms.

2. Analytical Framework

The report employs several analytical techniques to assess investment and trade dynamics:

- **Trade Flow Analysis:** Evaluation of Egypt-Switzerland trade volumes, key export and import sectors, and historical trends using Average, market share, and CAGR calculations.
- **Untapped Export Potential Analysis:** Application of the ITC export potential methodology to identify Egyptian products with high potential in the Swiss market based on supply capacity, market demand, and market access conditions.
- **Investment Landscape Review:** Assessment of Swiss investments in Egypt, identifying key sectors, and trends.
- **Competitiveness and Unit Value Analysis:** Comparison of Egypt's export unit values with global and regional competitors to assess price competitiveness and market positioning.

3. Market Potential Identification

- **Benchmarking and Competitor Analysis:** Identifying Egypt's competitive advantages and areas for improvement in the Swiss market.
- **Trade Policy and Market Access Review:** Examining tariff and non-tariff barriers, trade agreements, and regulatory frameworks affecting Egypt-Switzerland trade and investment flows.

REPORT METHODOLOGY- IMPORTANT DEFINITIONS

CAGR (Compound Annual Growth Rate): CAGR is the rate at which exports, imports, or any other metric grows annually over a specified period, assuming the growth is compounded. It provides a smoothed annual rate of growth, eliminating the effects of volatility in year-to-year changes.

Formula:

$$CAGR = \left(\frac{V_f}{V_i} \right)^{\frac{1}{n}} - 1$$

Where:

- V_f = Final value
- V_i = Initial value
- n = Number of years

Untapped Export Potential: According to the International Trade Centre (ITC), untapped export potential refers to the difference between a country's actual exports and the estimated potential exports based on supply capacity, demand conditions in the target market, and market access factors. It highlights opportunities where a country could increase its exports by leveraging existing production capabilities, improving competitiveness, or overcoming trade barriers.

Unit Value: as defined by ITC, refers to the price per unit of a traded product, typically calculated by dividing the total trade value by the quantity traded. It helps compare price trends across different markets and assess the competitiveness of a country's exports.

Formula:

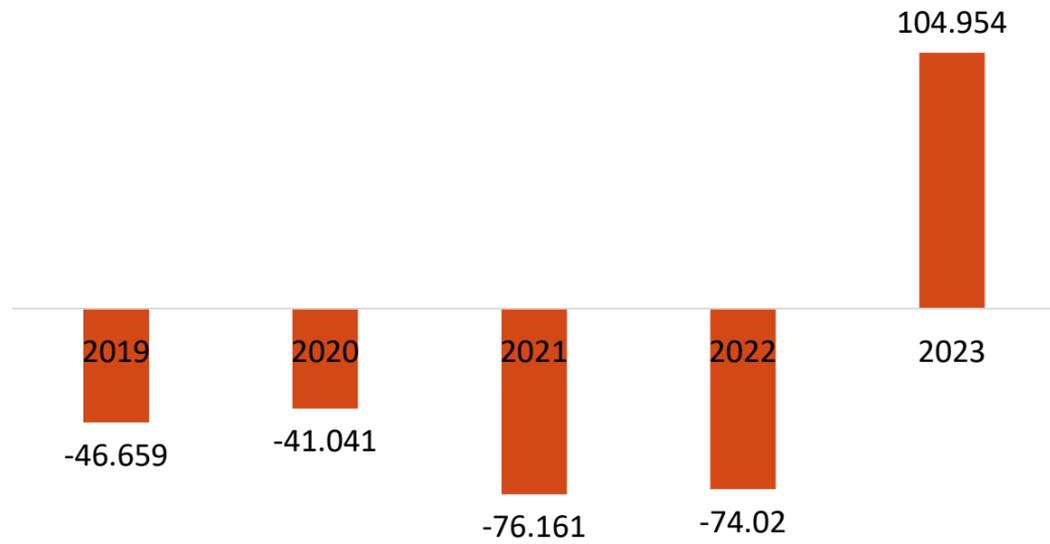
$$\text{Unit Value} = \frac{\text{Trade Value}}{\text{Quantity Exported or Imported}}$$

Where:

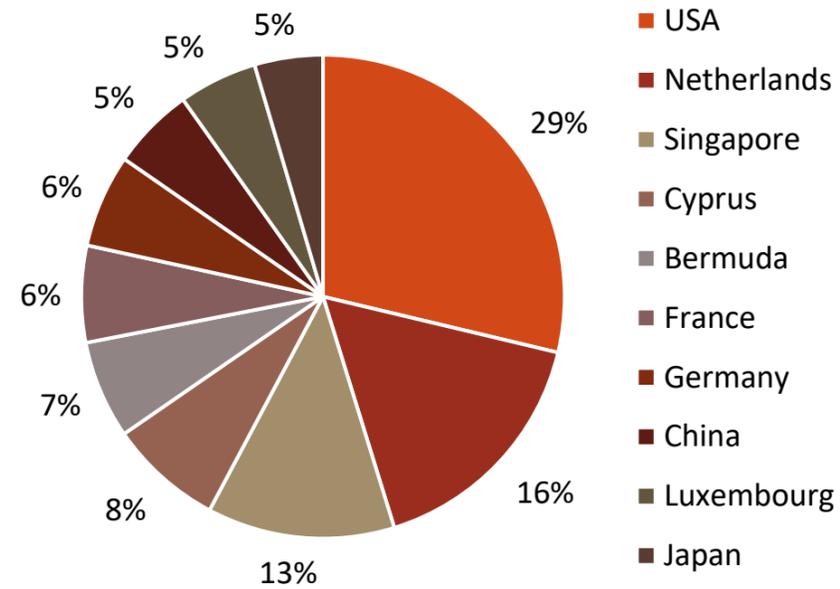
- **Trade Value** is the total value of exports or imports (in USD or another currency).
- **Quantity** is the number of units traded (e.g., kilograms, liters, pieces).

EXECUTIVE SUMMARY

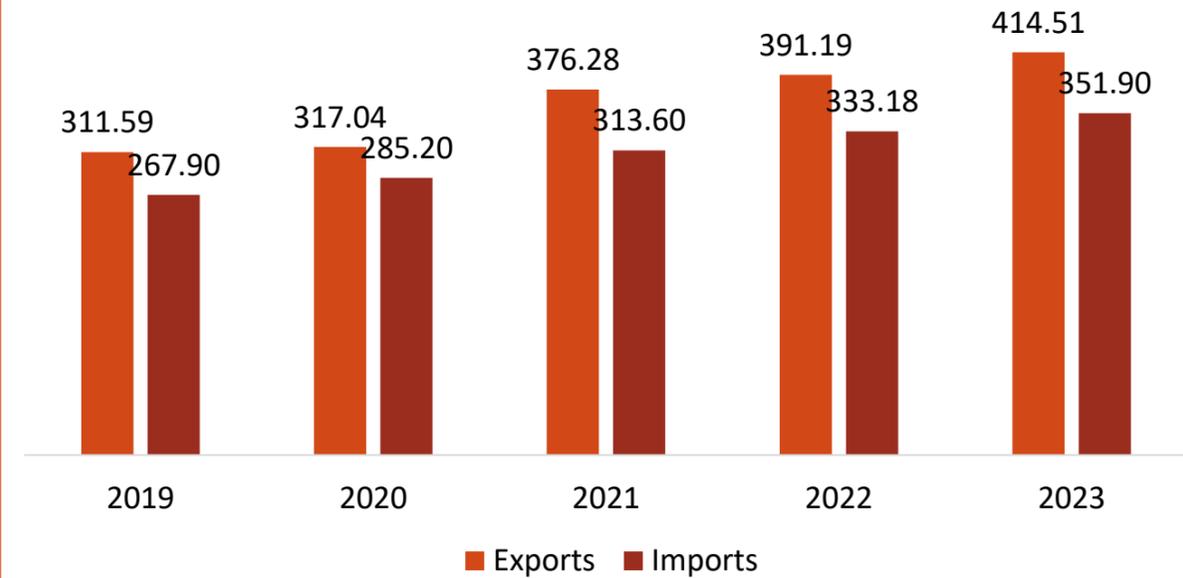
Switzerland's FDI Outflows Development (USD billion)



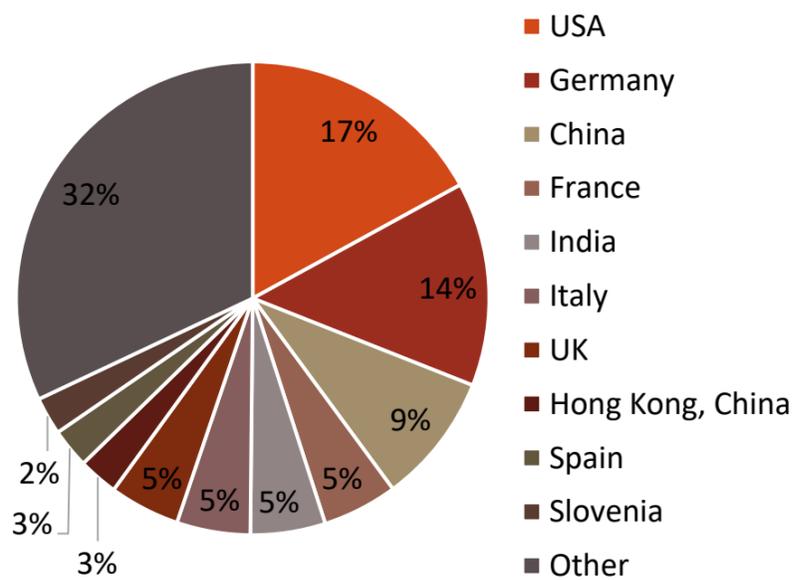
Top Recipients of Swiss FDI in 2023



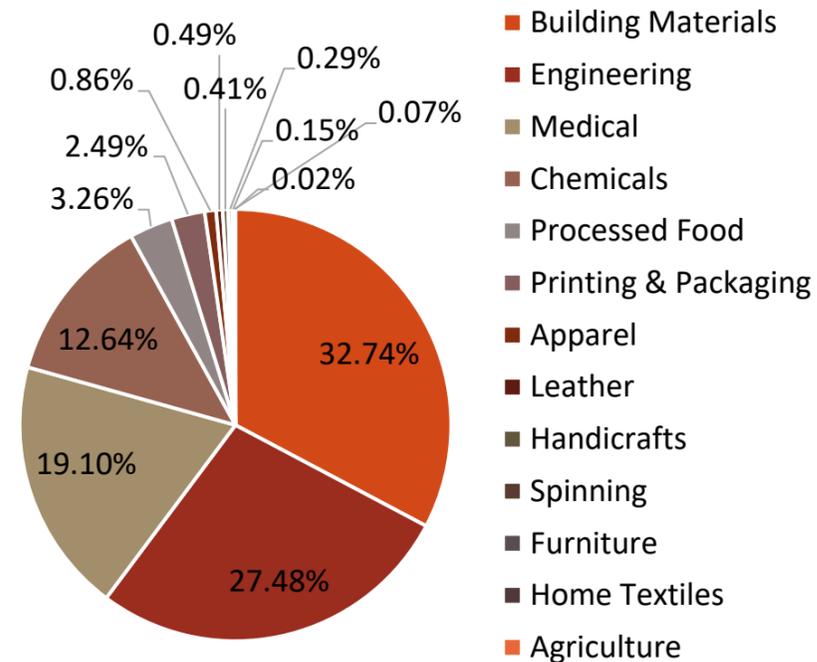
Switzerland's Trade Exchange with the World (USD billion)



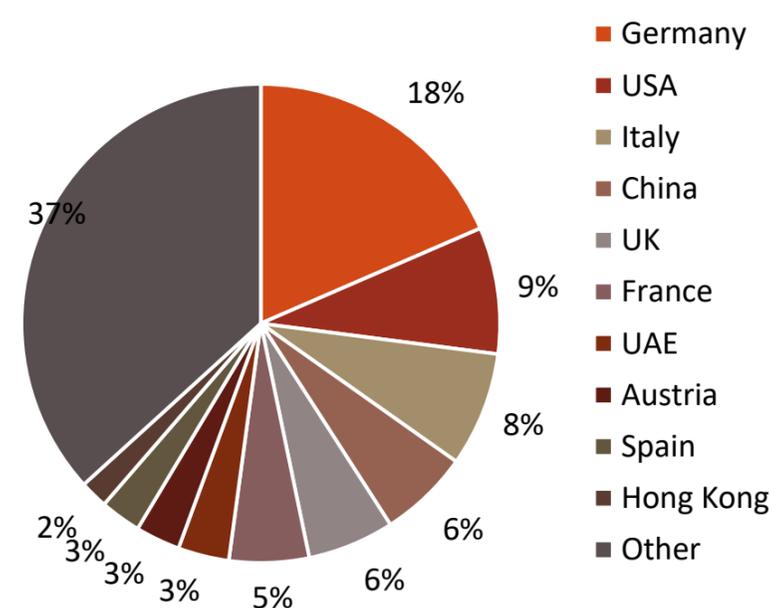
Top Importing Markets from Switzerland



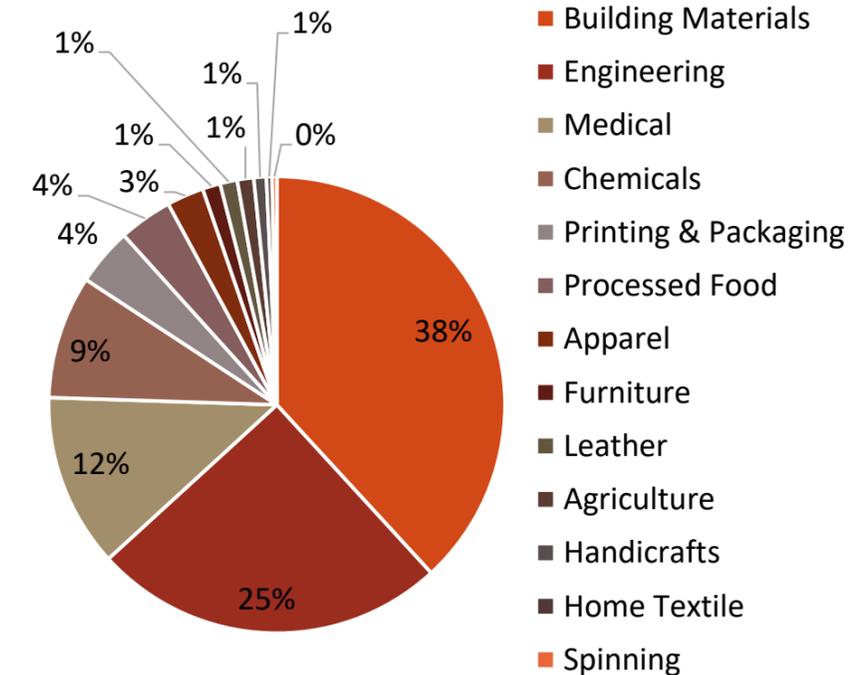
Exported Sectors



Top Supplying Markets to Switzerland



Imported Sectors



EXECUTIVE SUMMARY

Total Untapped Export Potential in Switzerland
USD 166 Billion

Top 10 Products with the Highest Untapped Export Potential in Switzerland (USD billion)



Market	Untapped Export Potential (USD billion)
UK	21
Germany	14
USA	14
China	12
UAE	7.9
Italy	7.1
France	7
Spain	5.9
Slovenia	3.1
Austria	3.1



As of January 2025, Switzerland has established a comprehensive network of **33 free trade agreements (FTAs) encompassing 43 partners worldwide.**

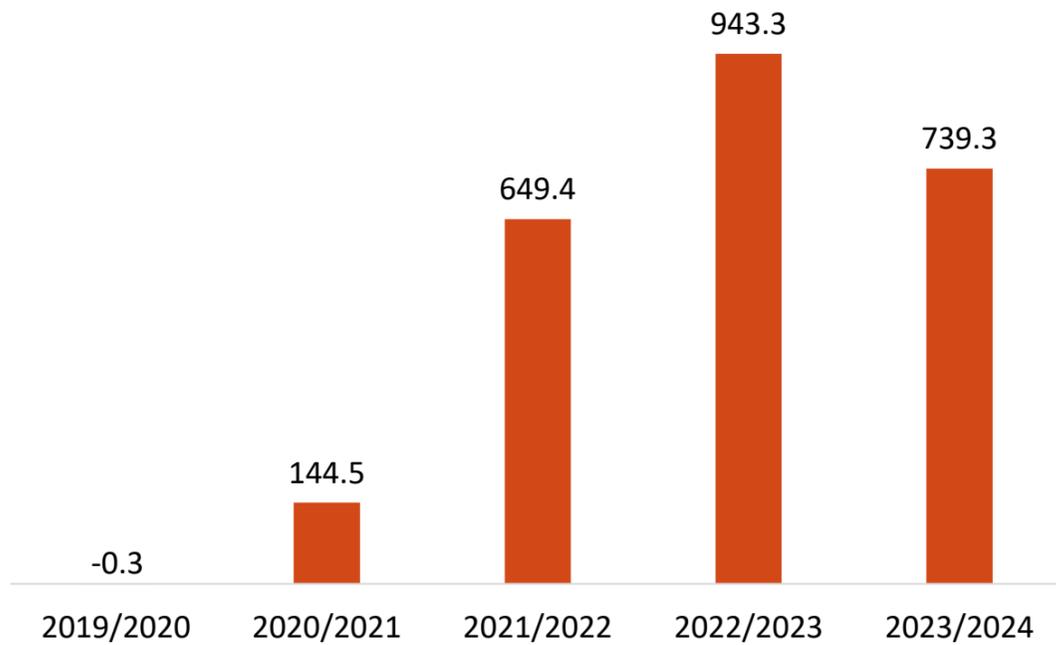
These agreements are primarily negotiated through the European Free Trade Association (EFTA), which includes Switzerland, Norway, Iceland, and Liechtenstein.



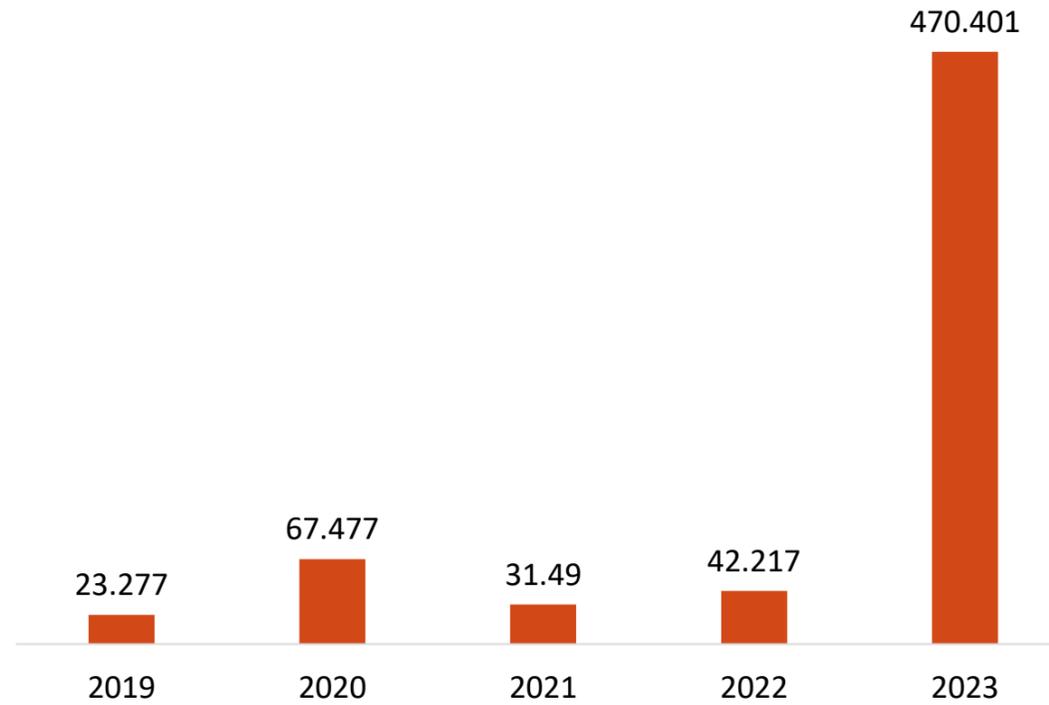
Switzerland has established an FTA with **Egypt**, which entered into force on August 1, 2007.

EXECUTIVE SUMMARY

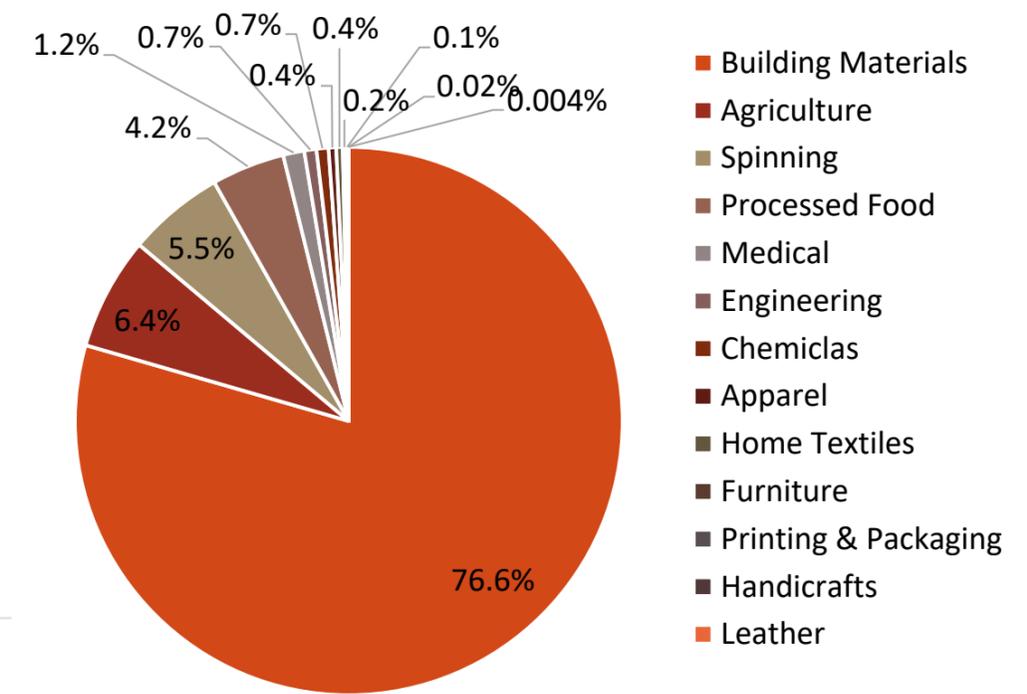
Switzerland's FDI Inflows to Egypt (USD million)



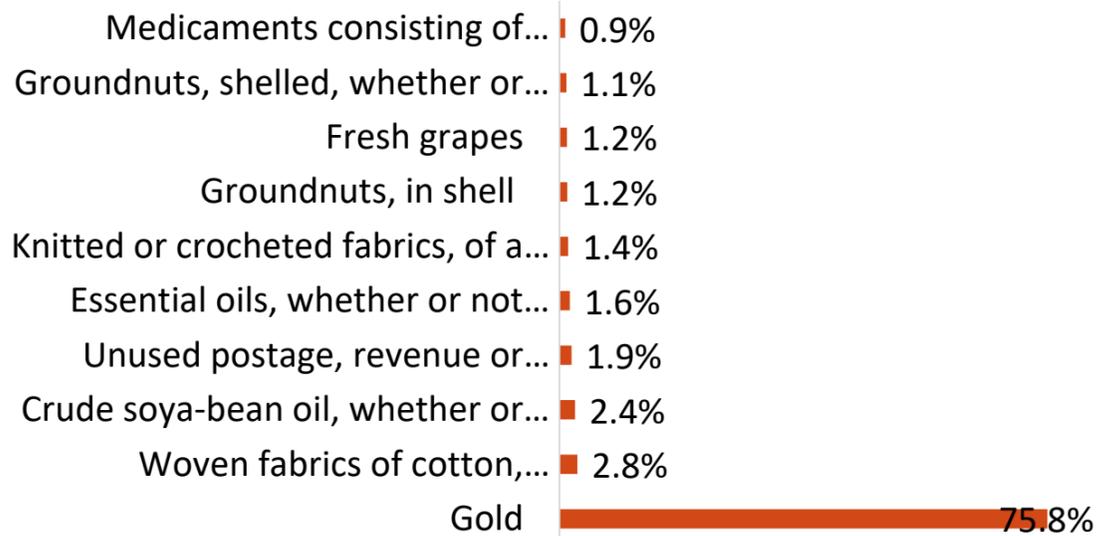
Egypt's Exports to Switzerland (USD million)



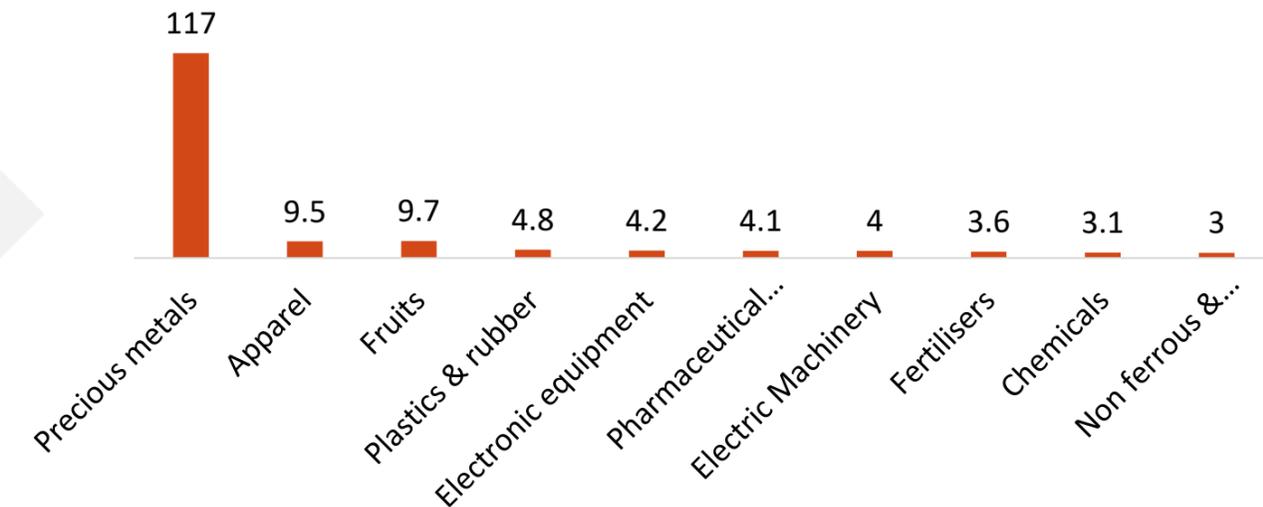
Distribution of Egypt's Exports to Switzerland by Sector



Egypt's Top Exported Products to Switzerland

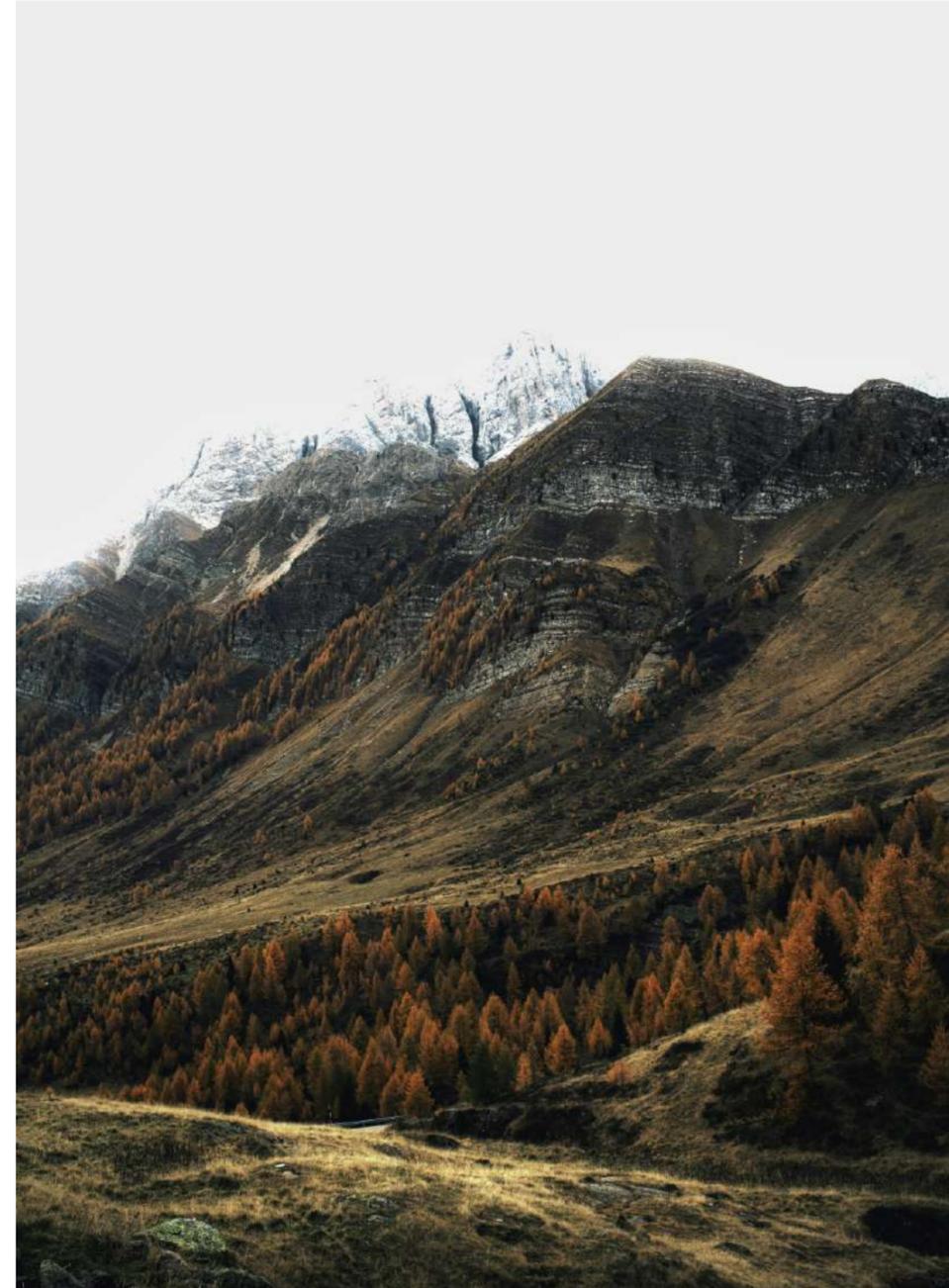


Top 10 Subsector with the Highest Untapped Export Potential (USD million)



Egypt's Untapped Export Potential in Switzerland
USD 188 Million

Switzerland's Profile



GEOGRAPHY & DEMOGRAPHY



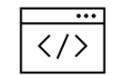
Capital: Bern



Area: 41,285 sq km



Population: 8.888 million



Languages: French, German, Italian, Romansh



Life expectancy: 81 years (men) 85 years (women)



Major Cities: Basel, Genève, Zürich



Political System: Federal system at three levels: the Confederation, the cantons and the communes.

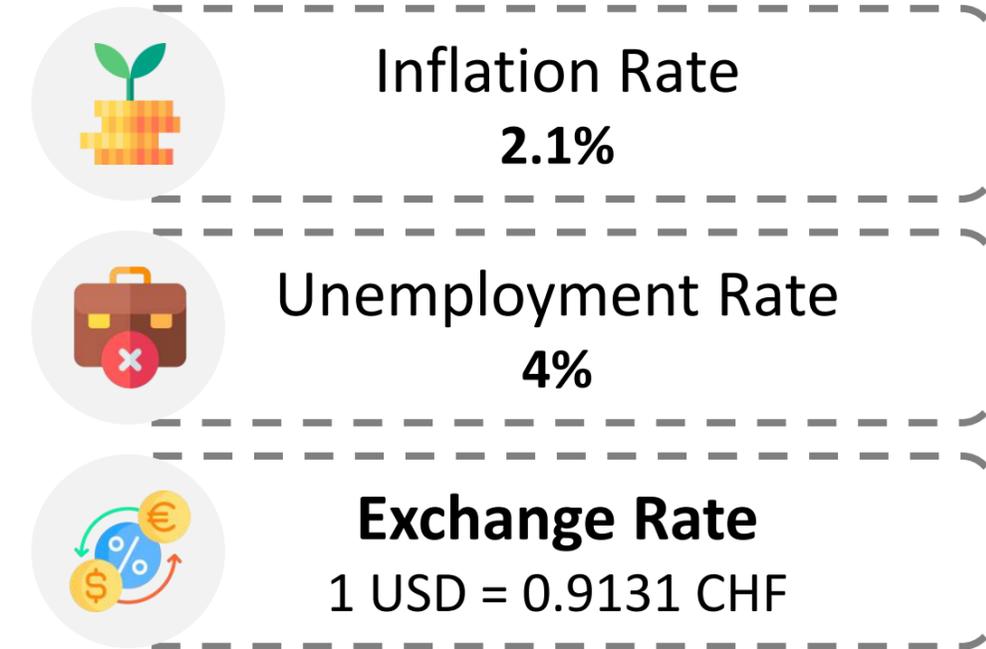
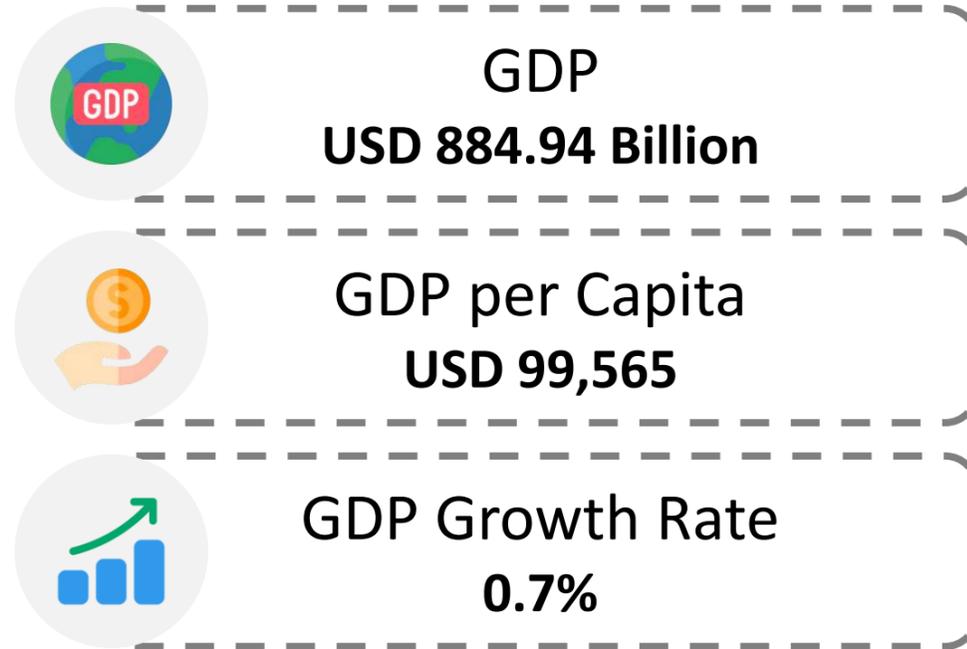


President of the Swiss Confederation: Karin Keller-Sutter

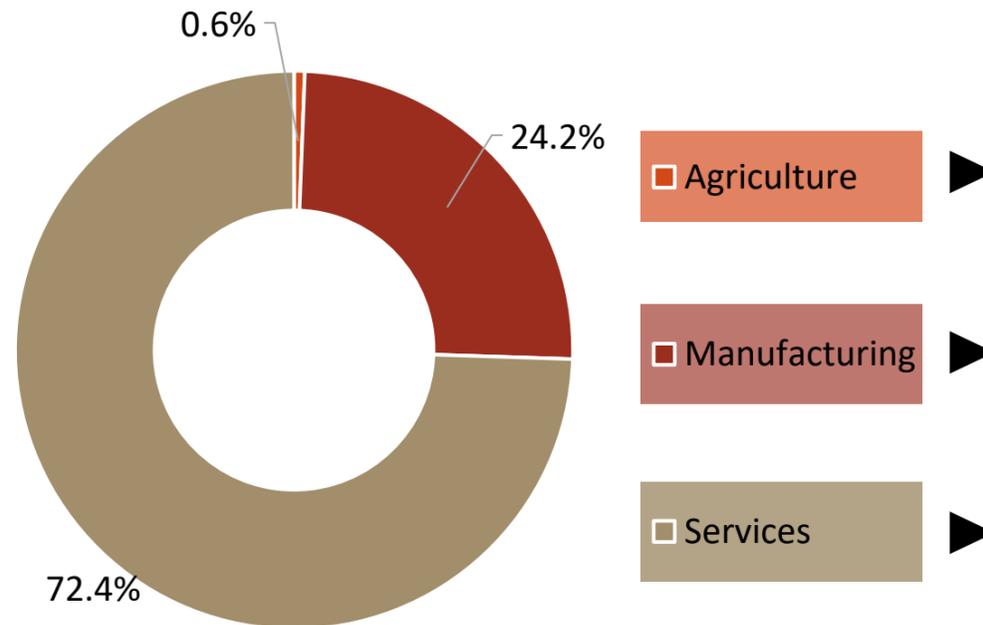


A landlocked, mountainous country, Switzerland is geographical position in South-Central Europe, bordered by Austria, France, Germany, Italy, and Liechtenstein.

ECONOMIC OUTLOOK IN 2023



GDP By Sector



Key Agro Products: livestock and dairy products

Key Industries: watches, motors, generators, turbines and diverse high-technology products, chemicals, pharmaceuticals

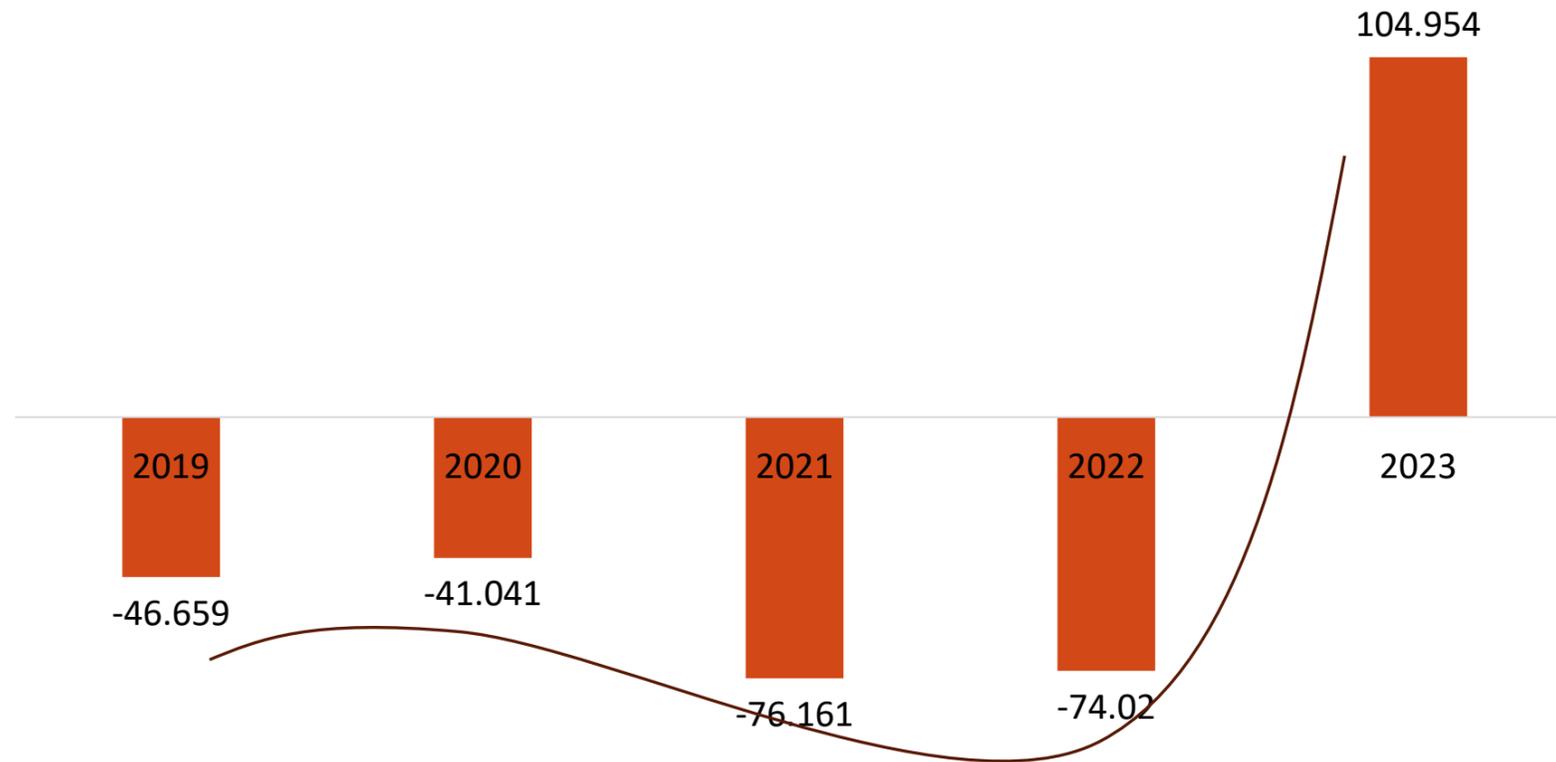
Key Services: banking, insurance, freight and transport

Switzerland's Investments

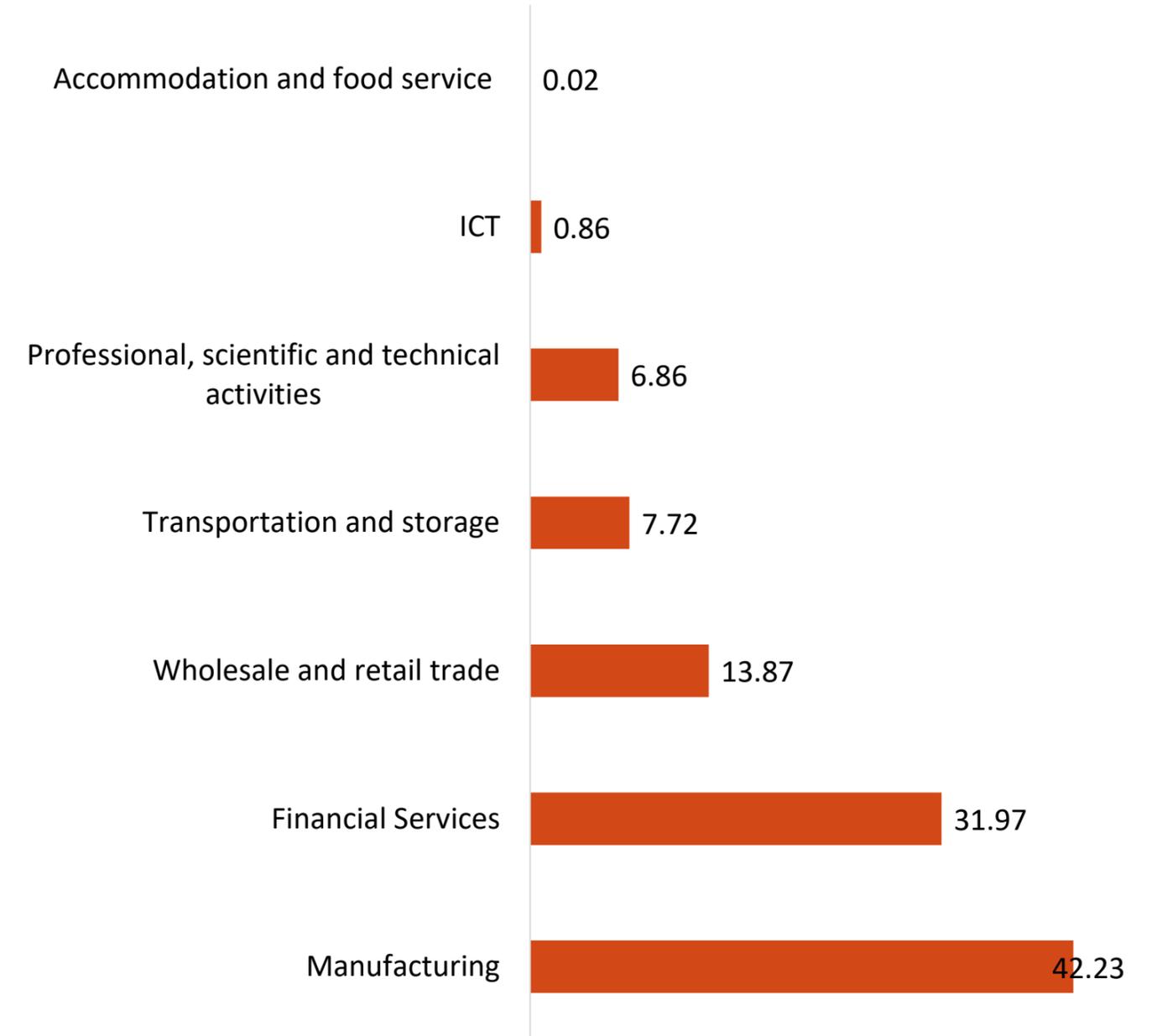


SWISS FDI OUTFLOWS

Switzerland's FDI Outflows Development (USD billion)



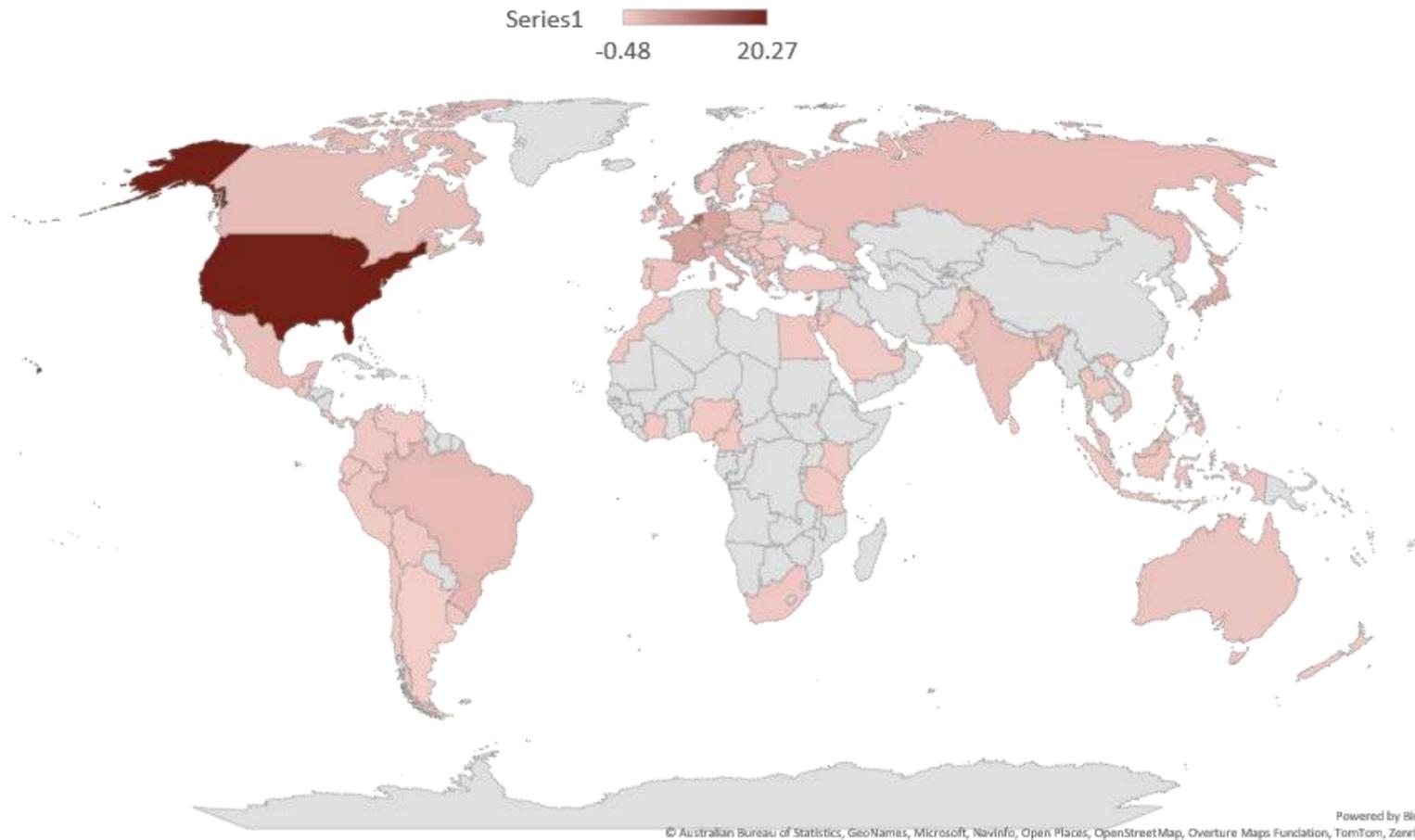
Swiss FDI Outflows by Sector in 2023 (USD billion)



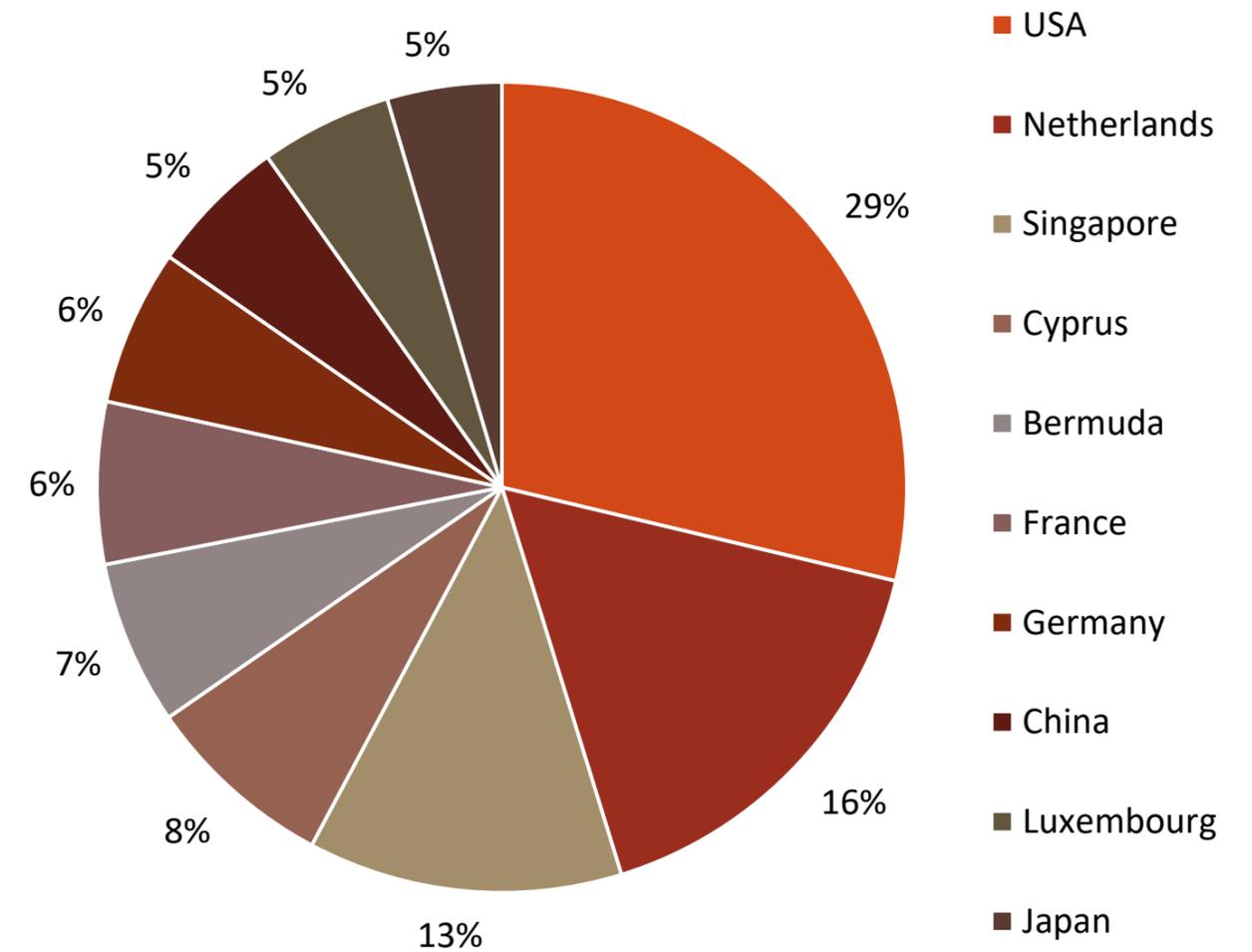
- Negative Foreign Direct Investment (FDI) outflows from Switzerland between 2019 and 2022 indicate that Swiss multinational enterprises (MNEs) were withdrawing or reducing their investments abroad during this period.
- In 2023, the majority of Swiss FDI outflows were directed to manufacturing sector, followed by financial services and wholesale and retail trade.

SWISS FDI OUTFLOWS BY DESTINATION COUNTRY

Distribution of Swiss FDI Outflows in 2023 (USD billion)

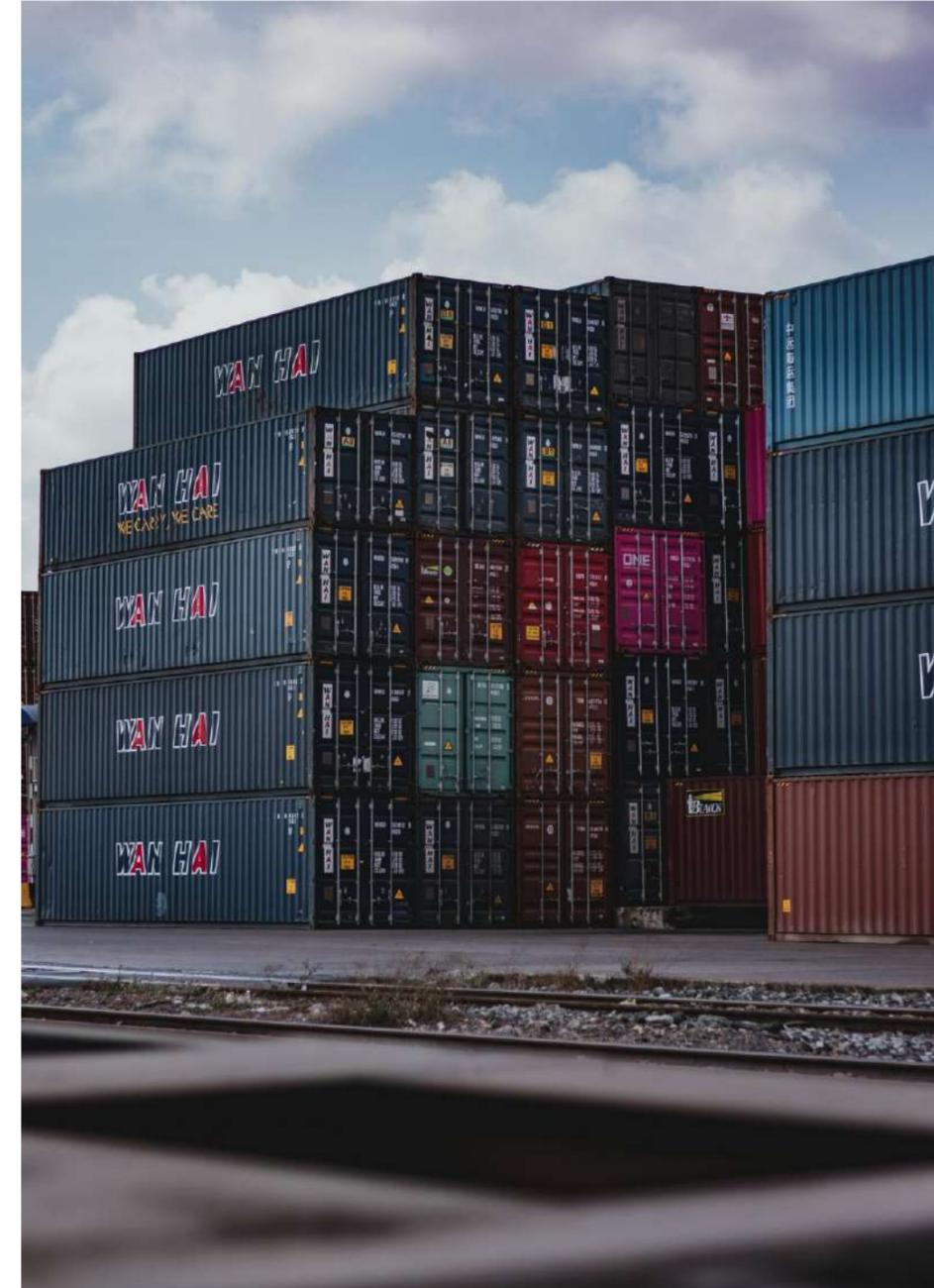


Top Recipients of Swiss FDI in 2023



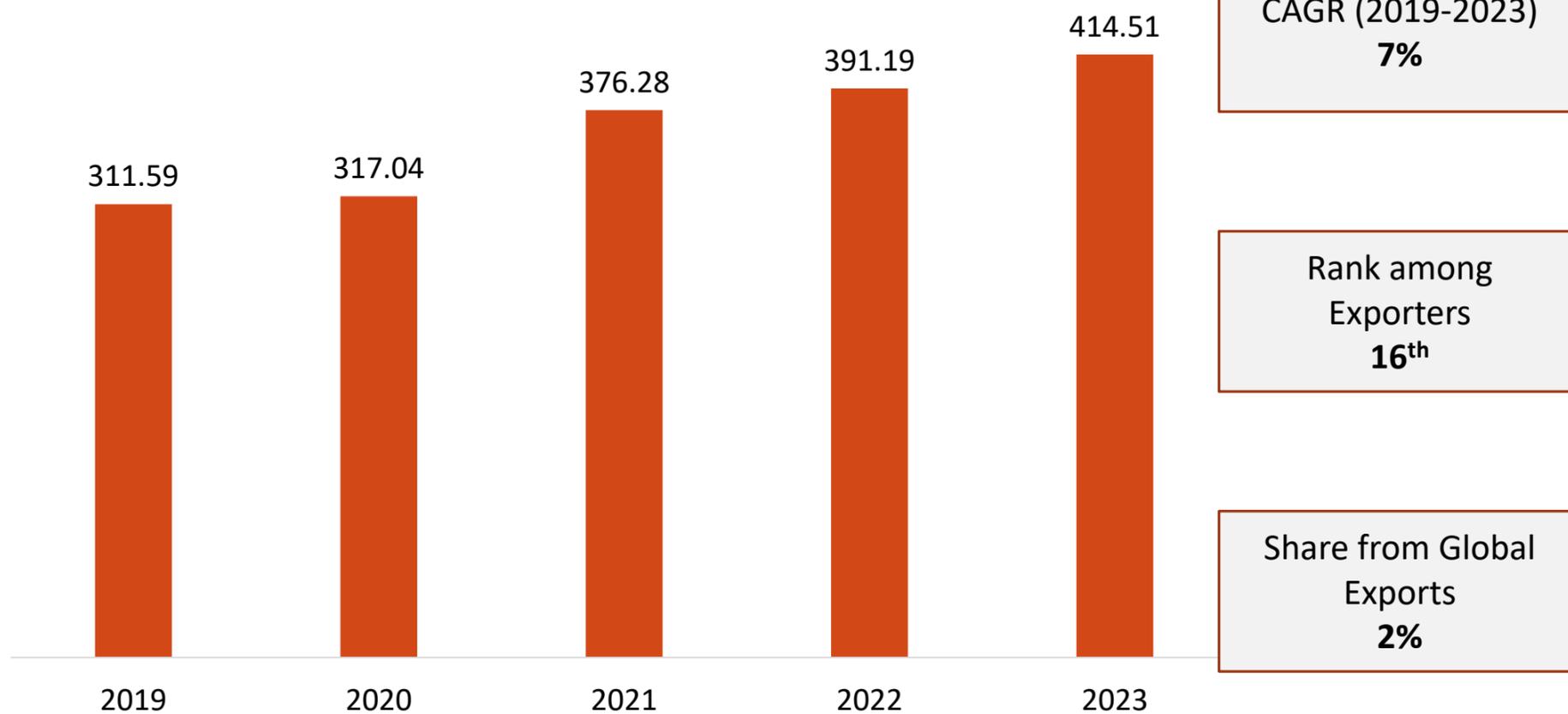
- The USA was the top country receiving Swiss FDI in 2023 with USD 20.27 billion, followed by USD 11.66 billion in Netherlands, and USD 8.86 billion in Singapore.
- The top 10 recipients of Swiss FDI accounted for 67% of Switzerland's FDI outflows in 2023.

Switzerland's Trade Movements

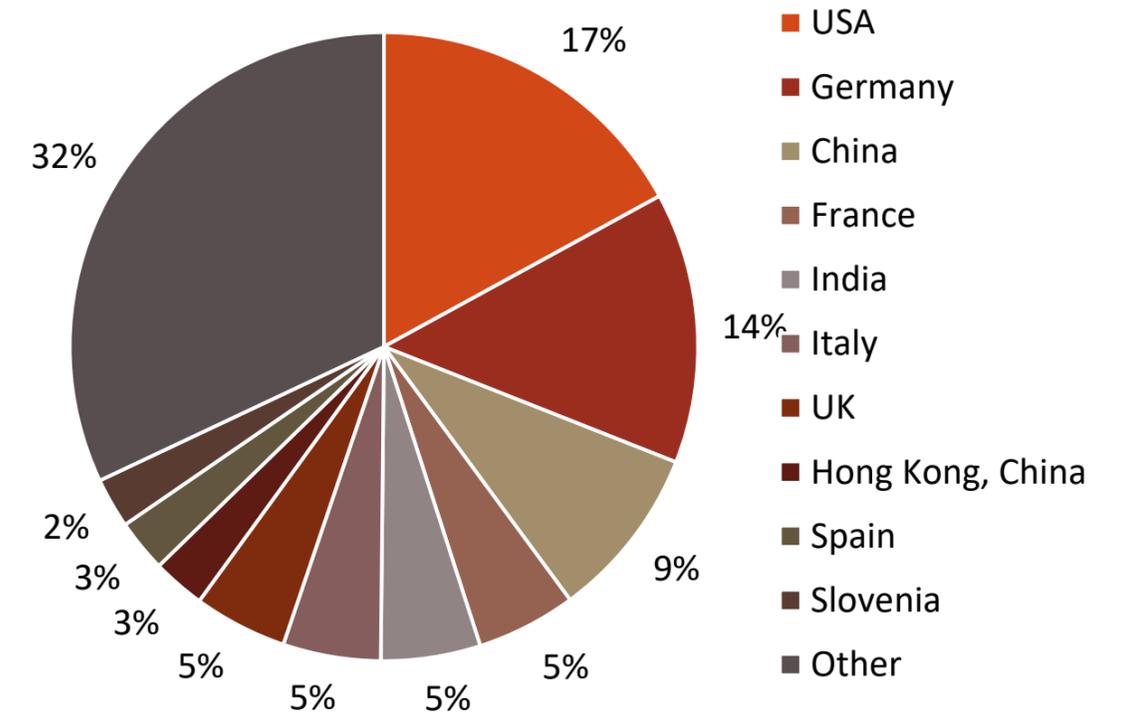


SWITZERLAND'S EXPORTS TO THE WORLD

Switzerland's Exports to the World (USD billion)



Top Importing Markets from Switzerland

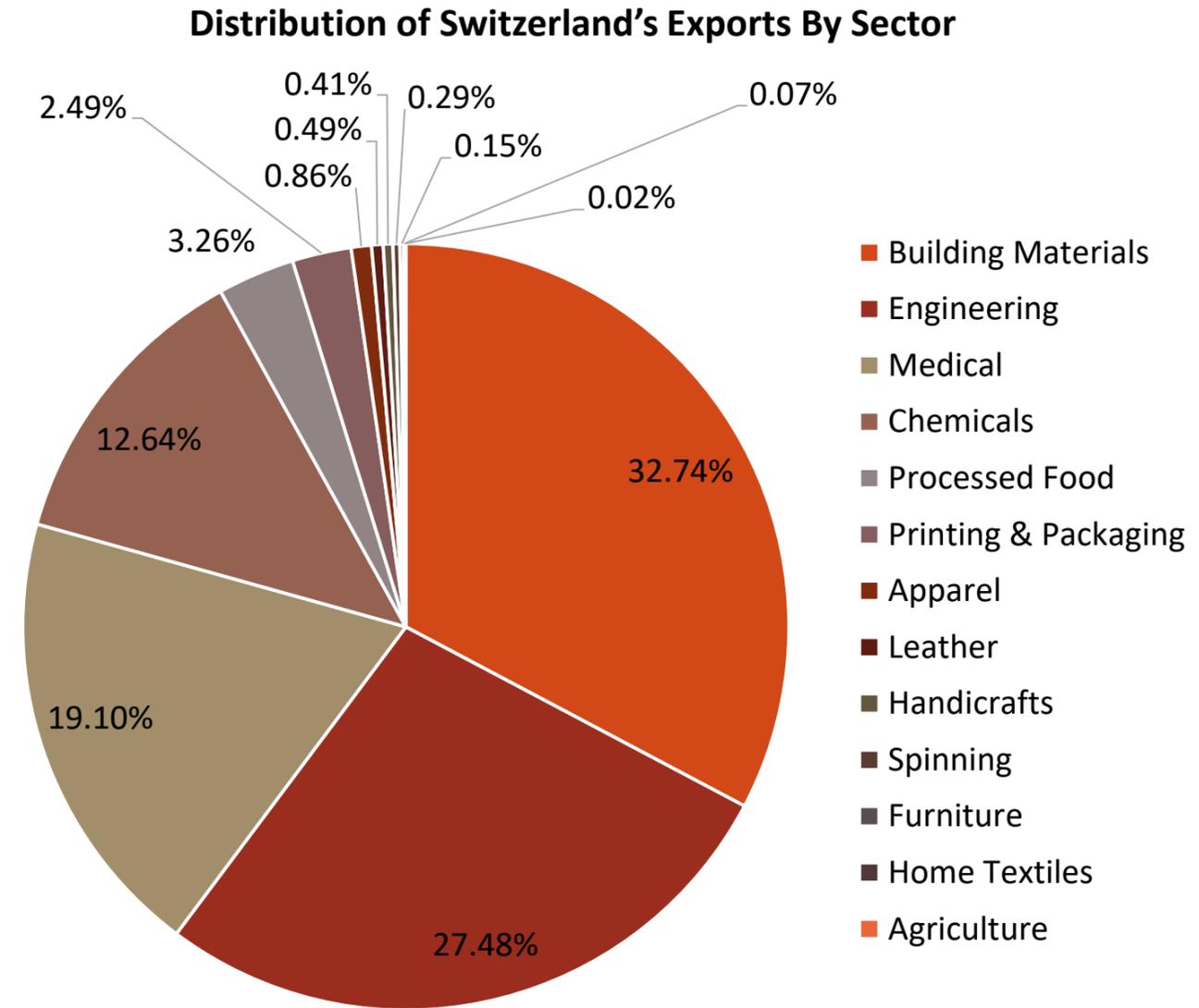


- Switzerland's non-oil exports to the world have been continuously growing over the past 5 years by a compound annual growth rate (CAGR) of 7%.
- Switzerland is considered among the major global exporters with market share of 2%, which puts the country in the 16th place among world's top exporters.
- The USA is the largest importing market from Switzerland with 17% share of Switzerland's exports with average exports of USD 61.71 billion during 2019-2023.
- The top 10 importing markets from Switzerland account for 68% of the country's exports to the world.

SWITZERLAND'S EXPORTS BY SECTOR



Sector	Average Exports (2019-2023) (USD billion)	CAGR (2019-2023)
Building Materials	109.33	11.9%
Engineering	91.76	4.6%
Medical	63.79	-0.7%
Chemicals	42.20	12.3%
Processed Food	10.87	3.7%
Printing & Packaging	8.32	1.8%
Apparel	2.86	5.0%
Leather	1.62	-3.6%
Handicrafts	1.36	-27.6%
Spinning	0.97	-0.2%
Furniture	0.52	-4.9%
Home Textiles	0.23	-0.5%
Agriculture	0.08	5.7%



- The top 5 exported sectors including building materials, engineering, medical, chemicals, and processed food, combined account for 95.22% of the total exports.
- Over the past 5 years, the exports of building materials, engineering, chemicals, processed food, printing & packaging, apparel, and agriculture exports have been growing, unlike the remaining sectors.

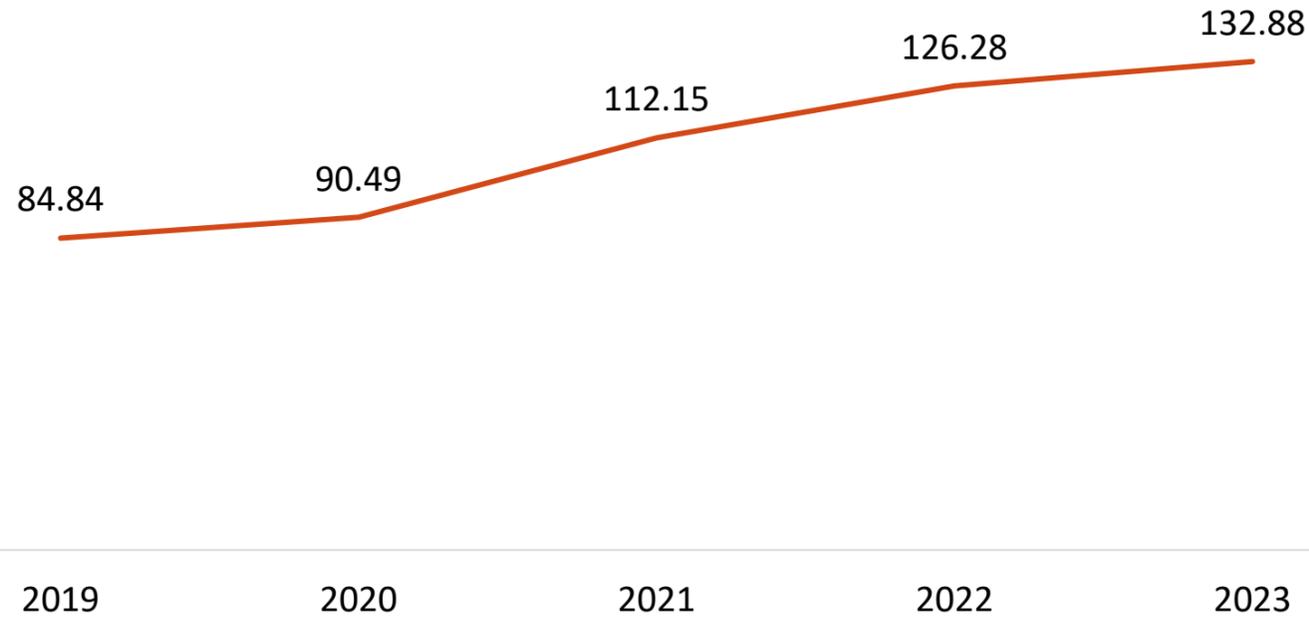
TOP 10 EXPORTED PRODUCTS

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'710812	Gold unwrought	77.23	21%
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	42.33	12%
'300215	Immunological products for retail sale	37.92	10%
'910221	Wrist-watches whether or not incorporating a stop-watch facility	11.76	3%
'711319	Articles of jewelry and parts thereof, of precious metal other than silver	11.46	3%
'293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	8.46	2%
'710813	Gold in semi-manufactured forms	8.36	2%
'910121	Wrist-watches of precious metal or of metal clad with precious metal	5.72	2%
'293359	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing a pyrimidine ring, whether or not hydrogenated	4.45	1%
'300212	Antisera and other blood fractions	3.16	1%

- The top 10 products exported by Switzerland combined account for 58% of the country's total exports.
- Unwrought gold was the top exported product with average exports of USD 77.23 billion during 2019-2023, this made up around 21% of the country's total exports.

EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Building Materials

Buidling Materials Sector Exports (USD billion)



CAGR (2019-2023)
11.9%

Average Exports (2019-2023)
USD 109.33 B

Share from Total Exports
32.74%

- Building materials exports have been growing by a CAGR of 12% over the past 5 years, and account for around 33% of Switzerland's total exports.
- Top 10 importing markets of building materials accounted for 85% of total exports, with China coming on the top of all importers.

Top Importing Markets

Market	Average Exports (2019-2023) (USD billion)	Share from Exports
 China	17.70	16.2%
 India	16.83	15.4%
 USA	14.83	13.6%
 UK	9.24	8.4%
 Germany	7.38	6.8%
 Türkiye	6.45	5.9%
 France	6.26	5.7%
 Hong Kong	6.21	5.7%
 Italy	3.94	3.6%
 UAE	3.64	3.3%

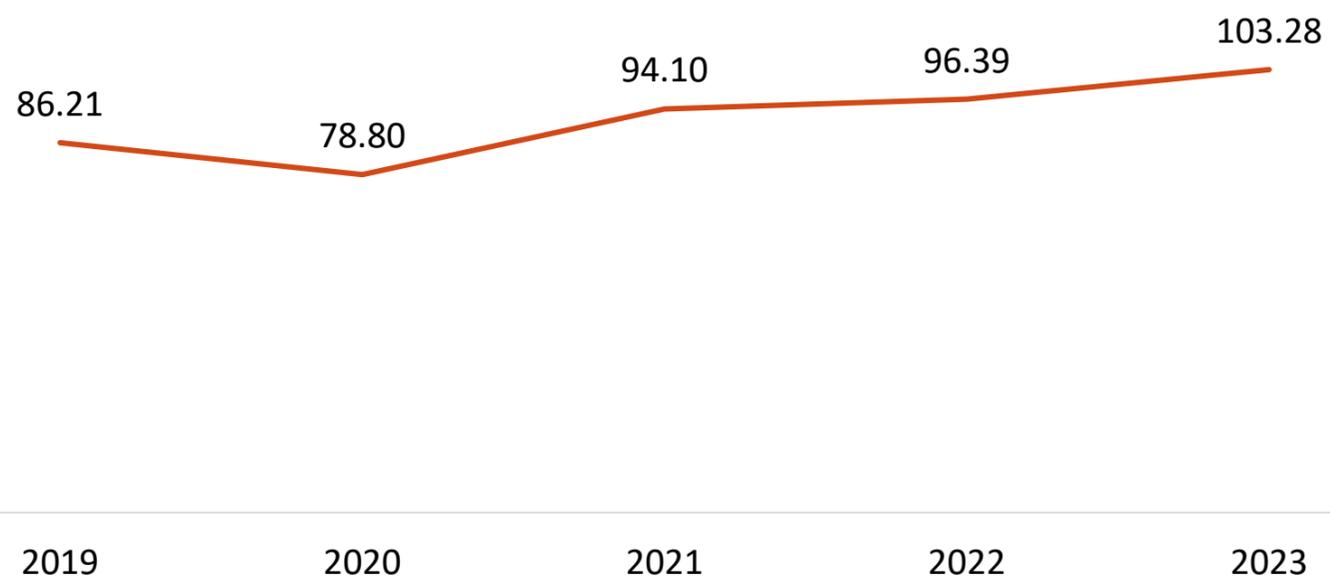
EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Building Materials

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'710812	Gold, incl. gold plated with platinum, unwrought	77.23	70.6%
'711319	Articles of jewelry of precious metal other than silver	11.46	10.5%
'710813	Gold, incl. gold plated with platinum, in semi-manufactured forms	8.36	7.6%
'710239	Diamonds, worked, but not mounted or set	1.58	1.4%
'710691	Silver, incl. silver plated with gold or platinum, unwrought	1.34	1.2%
'711021	Palladium, unwrought or in powder form	0.72	0.7%
'710391	Rubies, sapphires and emeralds, worked	0.58	0.5%
'711019	Platinum, in semi-manufactured forms	0.51	0.5%
'732690	Articles of iron or steel, n.e.s.	0.49	0.4%
'711890	Coin of legal tender	0.47	0.4%

- The top 10 products exported by Switzerland combined account for 94% of the country's building materials exports.
- Unwrought gold was the top exported product with average exports of USD 77.23 billion during 2019-2023, this made up around 71% of the country's building materials exports.

EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Engineering

Engineering Sector Exports (USD billion)



CAGR (2019-2023)
4.6%

Average Exports (2019-2023)
USD 91.76 B

Share from Total Exports
27.5%

- Engineering exports have been growing by a CAGR of 4.6% over the past 5 years, and account for around 27.5% of Switzerland's total exports.
- Top 10 importing markets of engineering accounted for 68% of total exports, with Germany coming on the top of all importers.

Top Importing Markets

Market	Average Exports (2019-2023) (USD billion)	Share from Exports
 Germany	17.59	19.2%
 USA	13.26	14.5%
 China	7.46	8.1%
 France	4.60	5.0%
 UK	3.81	4.2%
 Italy	3.75	4.1%
 Netherlands	3.59	3.9%
 Japan	3.03	3.3%
 Hong Kong	2.88	3.1%
 Austria	2.26	2.5%

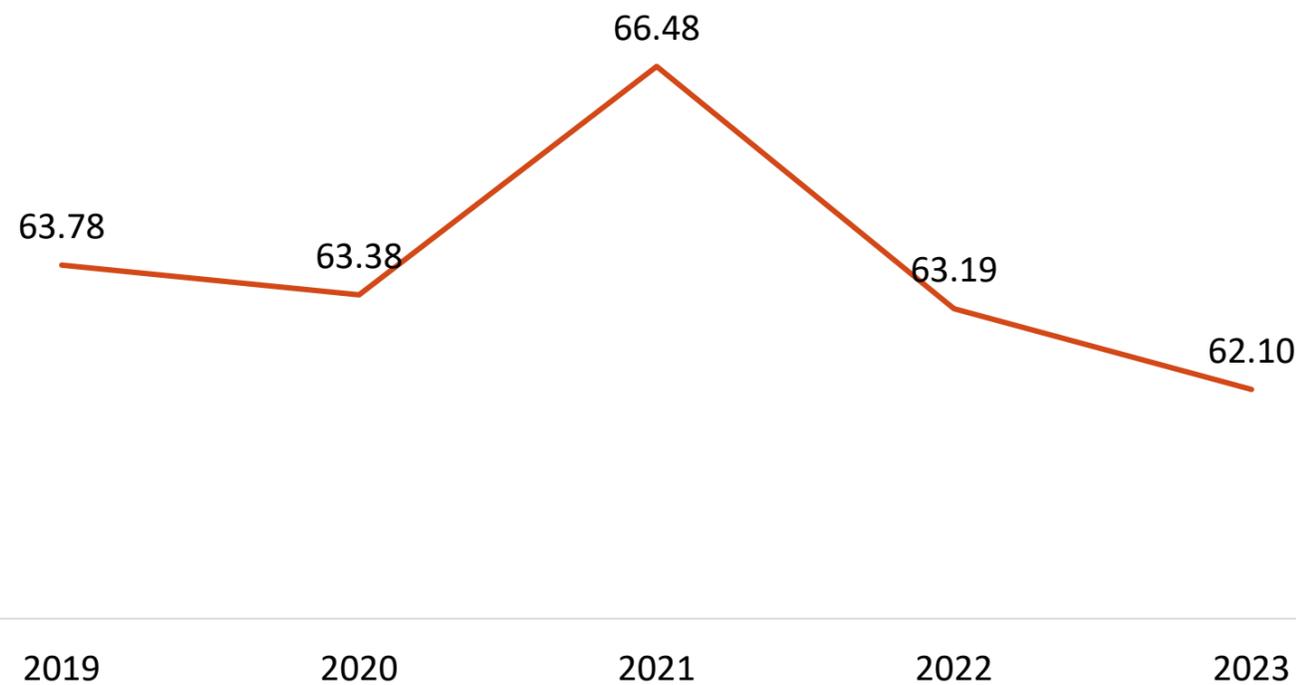
EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Engineering

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'910221	Wrist-watches, whether or not incorporating a stop-watch facility, with automatic winding	11.76	12.8%
'910121	Wrist-watches of precious metal or of metal clad with precious metal	5.72	6.2%
'910211	Wrist-watches, whether or not incorporating a stop-watch facility, electrically operated	2.27	2.5%
'902110	Orthopaedic or fracture appliances	2.23	2.4%
'910129	Wrist-watches of precious metal or of metal clad with precious metal, whether or not incorporating a stop-watch facility, with hand winding only	1.45	1.6%
'850110	Motors of an output $\leq 37,5$ W	1.30	1.4%
'902131	Artificial joints for orthopaedic purposes	1.26	1.4%
'847989	Machines and mechanical appliances, n.e.s.	1.24	1.4%
'841199	Parts of gas turbines, n.e.s.	1.11	1.2%
'880230	Aeroplanes and other powered aircraft of an unladen weight > 2.000 kg but ≤ 15.000 kg	1.02	1.1%

- The top 10 products exported by Switzerland combined account for 32% of the country's engineering exports.
- Wrist-watches, whether or not incorporating a stop-watch facility, with automatic winding was the top exported product with average exports of USD 11.76 billion during 2019-2023, this made up around 13% of the country's engineering exports.

EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Medical & Pharmaceutical

Medical & Pharma Sector Exports (USD billion)



CAGR (2019-2023)
-0.7%

Average Exports (2019-2023)
USD 63.8 B

Share from Total Exports
19.1%

- Medical exports have been slightly falling by a CAGR of 0.7% over the past 5 years, and account for around 19.1% of Switzerland's total exports.
- Top 10 importing markets of medical accounted for 73% of total exports, with USA coming on the top of all importers.

Top Importing Markets

Market	Average Exports (2019-2023) (USD billion)	Share from Exports
 USA	17.27	27.1%
 Germany	7.14	11.2%
 Slovenia	4.72	7.4%
 Italy	3.30	5.2%
 China	3.41	5.4%
 Netherlands	2.82	4.4%
 Japan	2.34	3.7%
 France	2.22	3.5%
 Spain	1.76	2.8%
 Belgium	1.54	2.4%

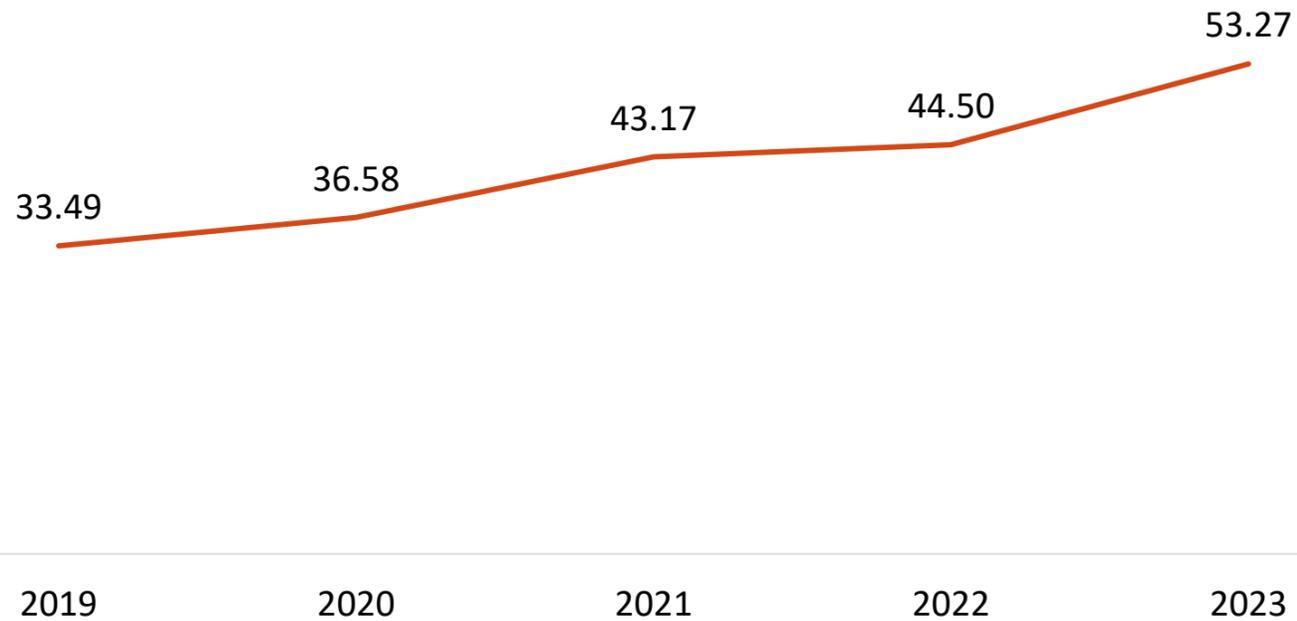
EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Medical & Pharmaceutical

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	42.33	66.4%
'300439	Medicaments containing hormones or steroids used as hormones but not antibiotics	3.08	4.8%
'902110	Orthopaedic or fracture appliances	2.23	3.5%
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	1.78	2.8%
'330499	Beauty or make-up preparations and preparations for the care of the skin	1.44	2.3%
'300420	Medicaments containing antibiotics, put up in measured doses	1.37	2.2%
'902131	Artificial joints for orthopaedic purposes	1.26	2.0%
'902150	Pacemakers for stimulating heart muscles (excl. parts and accessories)	1.16	1.8%
'294190	Antibiotics	1.03	1.6%
'902129	Dental fittings (excl. artificial teeth)	0.81	1.3%

- The top 10 products exported by Switzerland combined account for 89% of the country's medical exports.
- Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes was the top exported product with average exports of USD 42.3 billion during 2019-2023, this made up around 66.4% of the country's medical exports.

EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Chemicals

Chemicals Sector Exports (USD billion)



CAGR (2019-2023)
12.3%

Average Exports (2019-2023)
USD 42.2 B

Share from Total Exports
12.6%

- Chemicals exports have been growing by a CAGR of 12.3% over the past 5 years, and account for around 12.6% of Switzerland's total exports.
- Top 10 importing markets of chemicals accounted for 81% of total exports, with Germany coming on the top of all importers.

Top Importing Markets

Market	Average Exports (2019-2023) (USD billion)	Share from Exports
 Germany	8.74	20.7%
 Italy	4.92	11.7%
 Slovenia	4.07	9.7%
 Spain	3.89	9.2%
 Austria	3.04	7.2%
 USA	2.78	6.6%
 Singapore	2.66	6.3%
 France	1.87	4.4%
 China	1.23	2.9%
 UK	0.75	1.8%

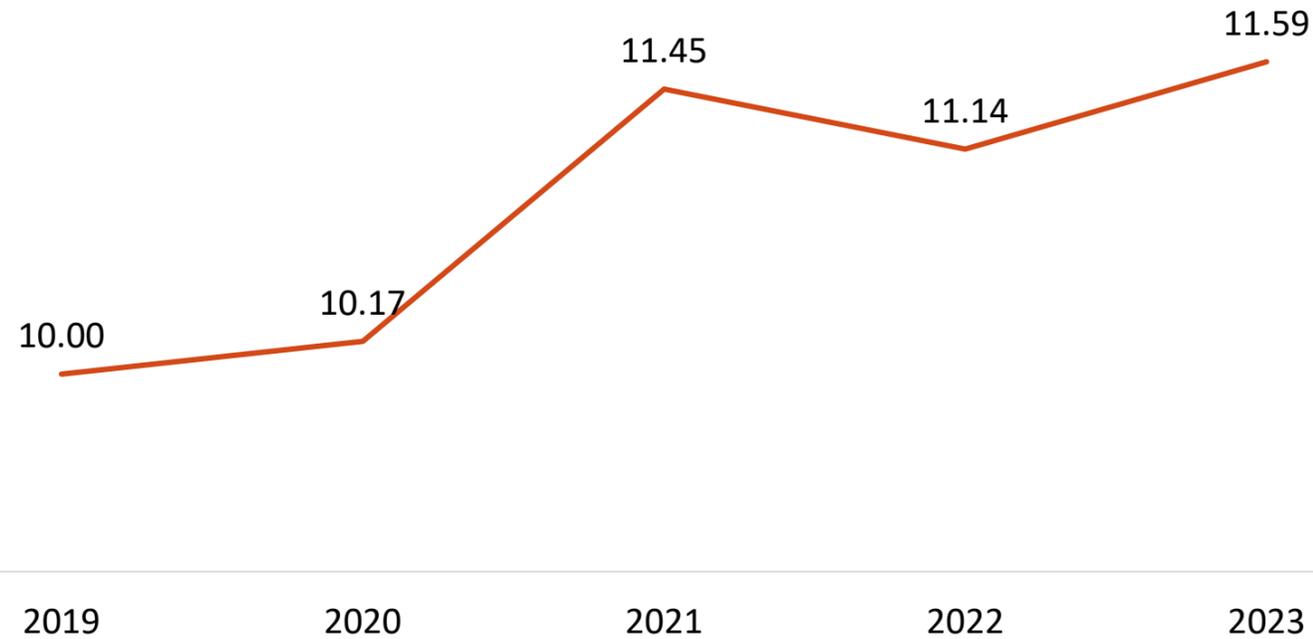
EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Chemicals

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	8.46	20.8%
'293359	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing a pyrimidine ring	4.45	11.0%
'293719	Polypeptide hormones, protein hormones and glycoprotein hormones, their derivatives and structural ...	2.92	7.2%
'293319	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing an unfused pyrazole ring	2.08	5.1%
'293499	Nucleic acids and their salts, whether or not chemically defined; heterocyclic compounds (excl. ...	1.76	4.3%
'293590	Sulphonamides (excl. perfluorooctane sulphonamides)	1.75	4.3%
'292429	Cyclic amides, incl. cyclic carbamates, and their derivatives; salts thereof	1.27	3.1%
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	0.92	2.3%
'292800	Organic derivatives of hydrazine or of hydroxylamine	0.54	1.3%
'293379	Lactams	0.50	1.2%

- The top 10 products exported by Switzerland combined account for 60.6% of the country's chemicals exports.
- Heterocyclic compounds with nitrogen hetero-atom[s] only was the top exported product with average exports of USD 8.5 billion during 2019-2023, this made up around 21% of the country's chemicals exports.

EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Processed Food

Processed Food Exports (USD billion)



CAGR (2019-2023)
3.7%

Average Exports (2019-2023)
USD 10.87 B

Share from Total Exports
3.26%

- Processed food exports have been growing by a CAGR of 3.7% over the past 5 years, and account for around 3.3% of Switzerland's total exports.
- Top 10 importing markets of processed food accounted for 68.4% of total exports, with Germany coming on the top of all importers.

Top Importing Markets

Market	Average Exports (2019-2023) (USD billion)	Share from Exports
 Germany	1.75	16.1%
 USA	1.72	15.9%
 France	1.21	11.2%
 UK	0.59	5.4%
 Italy	0.51	4.7%
 Canada	0.38	3.5%
 Netherlands	0.35	3.2%
 Spain	0.35	3.2%
 Austria	0.30	2.8%
 Japan	0.27	2.5%

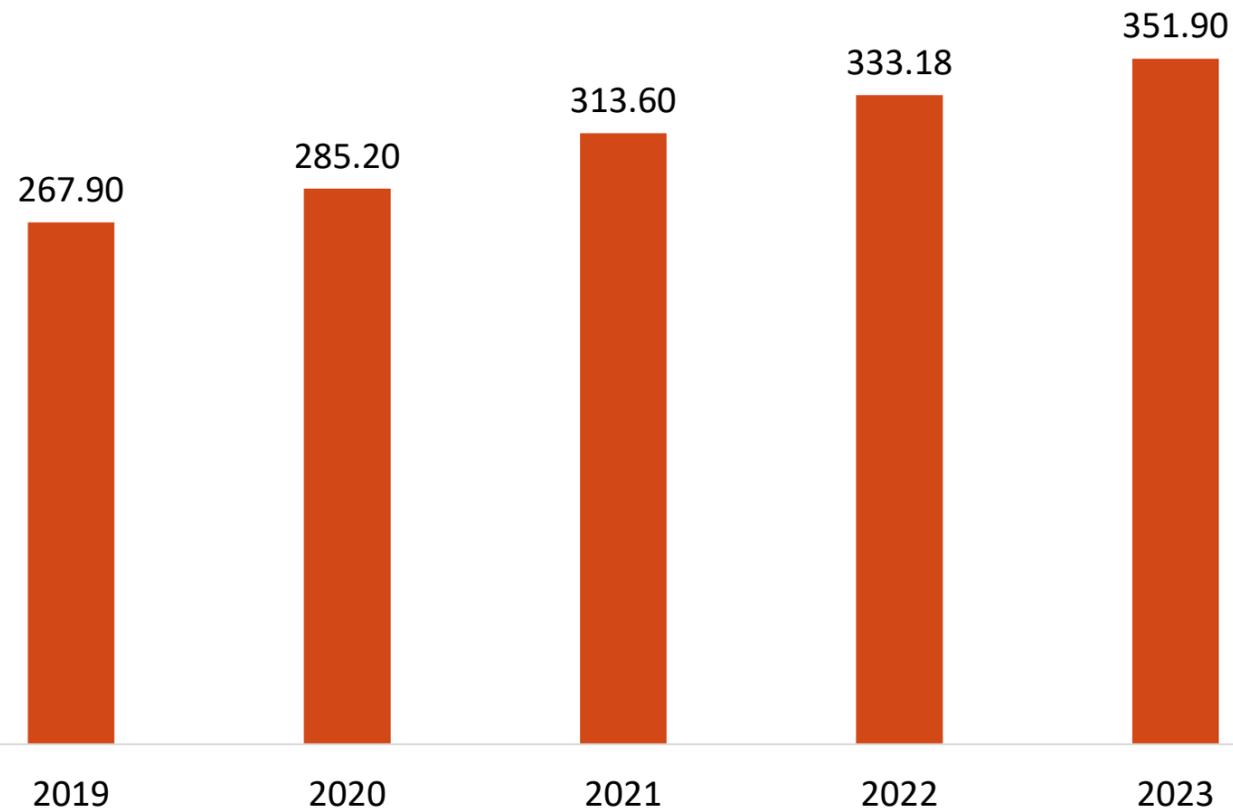
EXPLORING SWITZERLAND'S SECTORIAL EXPORTS- Processed Food

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'090121	Roasted coffee (excl. decaffeinated)	2.96	27%
'220299	Non-alcoholic beverages (excl. water, fruit or vegetable juices, milk and beer)	1.80	17%
'210690	Food preparations, n.e.s.	0.67	6%
'040690	Cheese	0.65	6%
'180632	Chocolate and other preparations containing cocoa, in blocks, slabs or bars of <= 2 kg (excl. filled)	0.48	4%
'240220	Cigarettes, containing tobacco	0.42	4%
'190110	Food preparations for infant use, put up for retail sale, of flour, groats, meal, starch or malt extract	0.31	3%
'180690	Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg (excl. in blocks, slabs or bars and cocoa powder)	0.31	3%
'090122	Roasted, decaffeinated coffee	0.23	2%
'230910	Dog or cat food, put up for retail sale	0.23	2%

- The top 10 products exported by Switzerland combined account for 74% of the country's processed food exports.
- Roasted coffee (excl. decaffeinated) was the top exported product with average exports of USD 2.96 billion during 2019-2023, this made up around 27% of the country's processed food exports.

SWITZERLAND'S IMPORTS FROM THE WORLD

Switzerland's Imports from the World (USD billion)

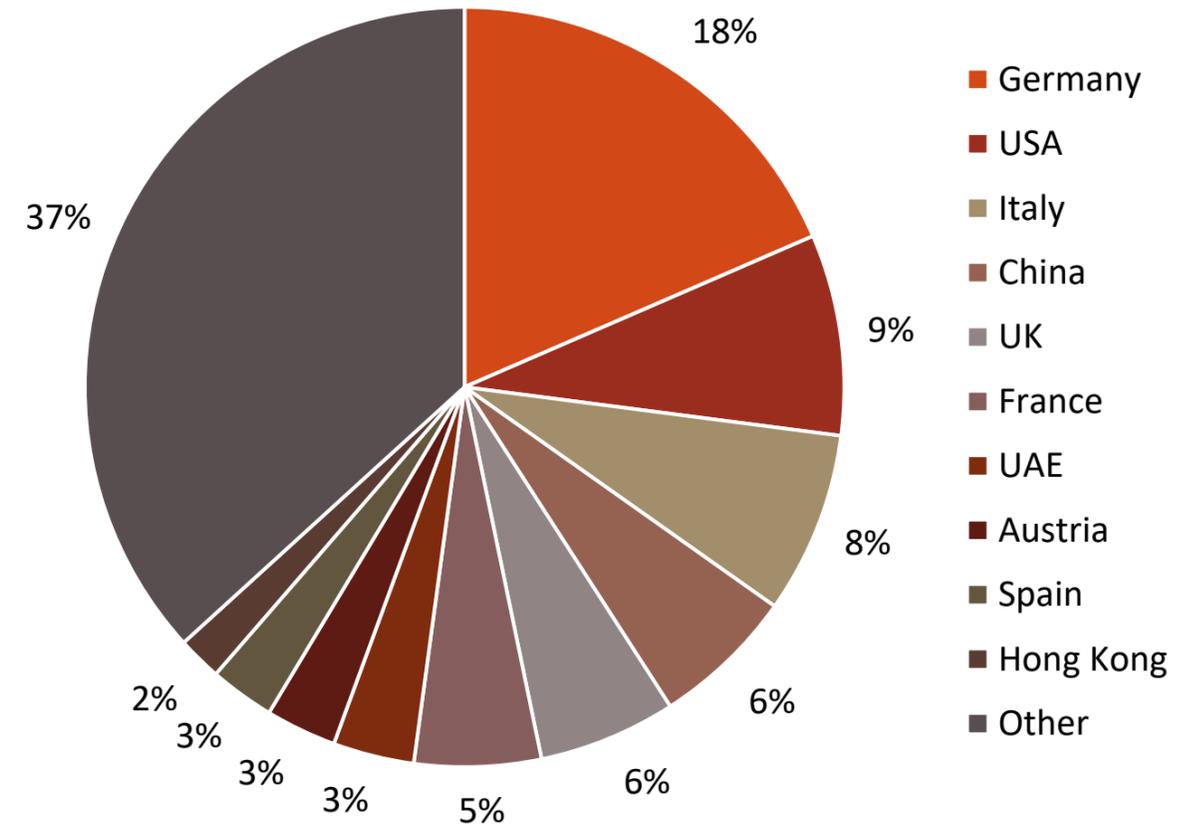


CAGR (2019-2023)
7%

Rank among Importers
17th

Share from Global Imports
2%

Top Supplying Markets to Switzerland



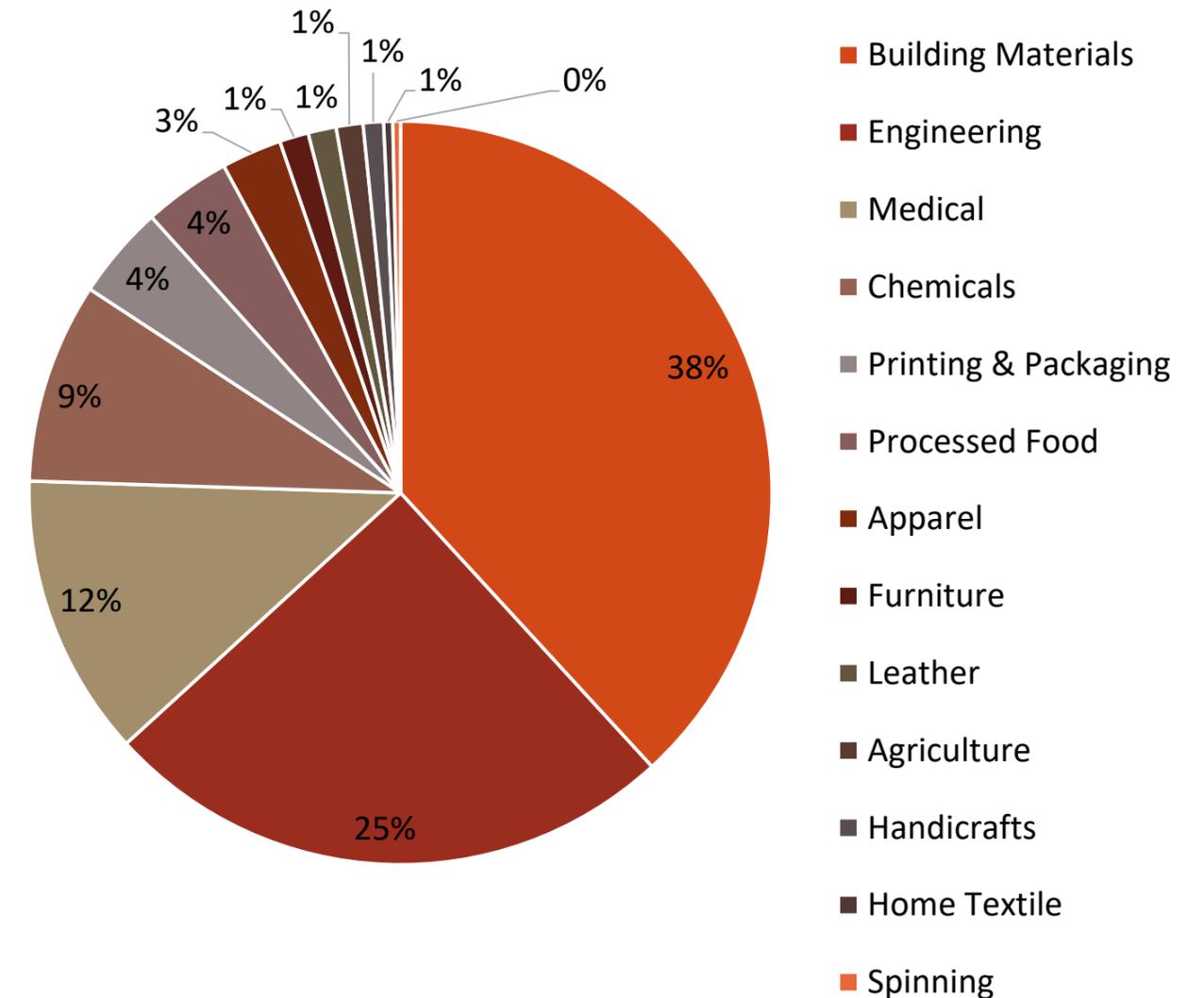
- Switzerland's non-oil imports to the world have been continuously growing over the past 5 years by a CAGR of 7%.
- Switzerland is considered among the major global importers with market share of 2%, which puts the country in the 17th place among world's top importers.
- Germany is the largest supplying market to Switzerland with 18% share of Switzerland's imports with average imports of USD 57.4 billion during 2019-2023.
- The top 10 supplying markets to Switzerland account for 63% of the country's imports from the world.

SWITZERLAND'S IMPORTS BY SECTOR



Sector	Average Exports (2019-2023) (USD billion)	CAGR (2019-2023)
Building Materials	118	9%
Engineering	77.44	5%
Medical	37.99	14%
Chemicals	26.97	-1%
Printing & Packaging	12.59	2%
Processed Food	11.75	8%
Apparel	8.11	4%
Furniture	3.9	-2%
Leather	3.78	1%
Agriculture	3.6	6%
Handicrafts	2.75	-21%
Home Textile	1.22	4%
Spinning	1.03	1%

Distribution of Switzerland's Imports By Sector



- The top 5 imported sectors including building materials, engineering, medical, chemicals, and printing and packaging, combined account for 88.3% of the total imports.
- Over the past 5 years, the imports of all sectors have been growing, except for chemicals, furniture, and handicrafts sectors.

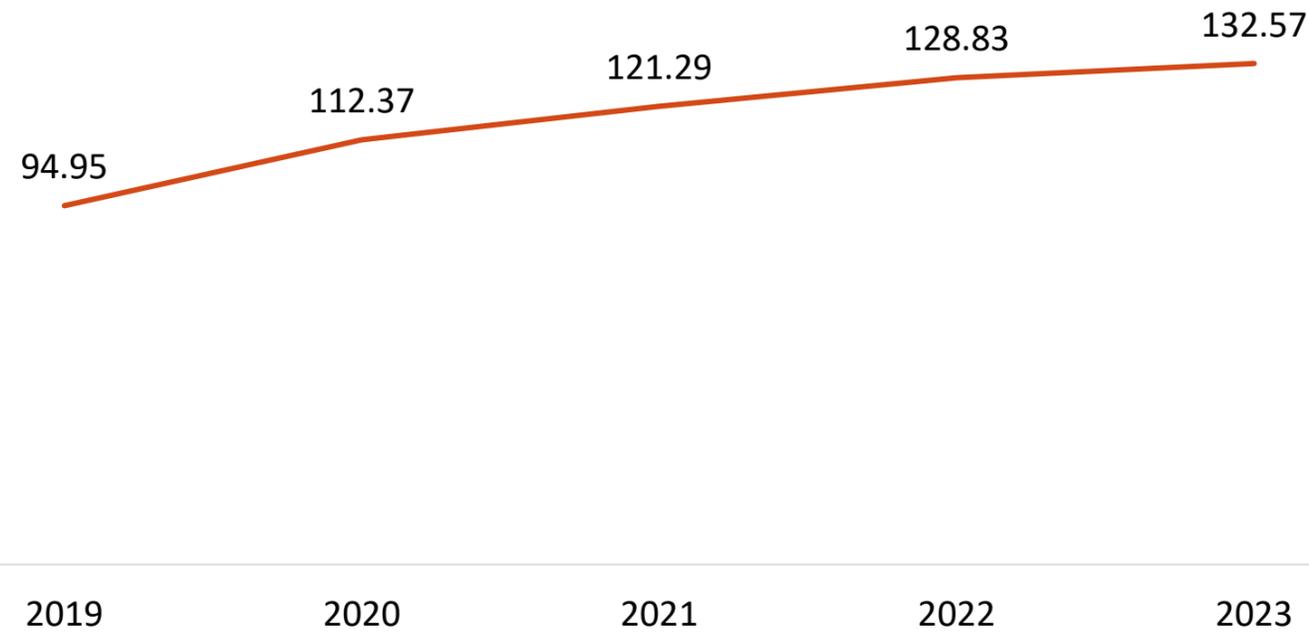
TOP 10 IMPORTED PRODUCTS

HS Code	Product	Average Exports (2019-2023) (USD billion)	Share from Exports
'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excl. gold in powder form)	87.88	28.3%
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	23.98	7.7%
'711319	Articles of jewelry and parts thereof, of precious metal other than silver, whether or not plated or clad with precious metal	10.12	3.3%
'300215	Immunological products, put up in measured doses or in forms or packings for retail sale (excl. diagnostic reagents)	7.19	2.3%
'300214	Immunological products, mixed, not put up in measured doses or in forms or packings for retail sale (excl. diagnostic reagents)	3.66	1.2%
'300439	Medicaments containing hormones or steroids used as hormones but not antibiotics	3.40	1.1%
'870323	Motor cars and other motor vehicles principally designed for the transport of 1.500 cm ³ but ≤ 3.000 cm ³	2.25	0.7%
'300212	Antisera and other blood fractions	2.24	0.7%
'710239	Diamonds, worked, but not mounted or set (excl. industrial diamonds)	2.02	0.6%
'870332	Motor cars and other motor vehicles principally designed for the transport of 1.500 cm ³ but ≤ 2.500 cm ³	1.80	0.6%

- The top 10 products imported by Switzerland combined account for 47% of the country's total imports.
- Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes was the top imported product with average imports of USD 87.9 billion during 2019-2023, this made up around 28% of the country's total imports.

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Building Materials

Building Materials Sector Imports (USD billion)



CAGR (2019-2023)
9%

Average Imports (2019-2023)
USD 118 B

Share from Total Imports
38%

- Building materials imports have been growing by a CAGR of 9% over the past 5 years, and account for around 38% of Switzerland's total imports.
- Top 10 supplying markets of building materials accounted for 61% of total imports, with USA coming on the top of all suppliers.

Top Supplying Markets

Market	Average Imports (2019-2023) (USD billion)	Share from Imports
 USA	13.35	11.3%
 UK	12.92	11.0%
 UAE	10.48	8.9%
 Germany	6.89	5.8%
 Italy	6.36	5.4%
 France	5.68	4.8%
 Hong Kong	5.34	4.5%
 South Africa	3.67	3.1%
 Thailand	3.66	3.1%
 Uzbekistan	3.42	2.9%

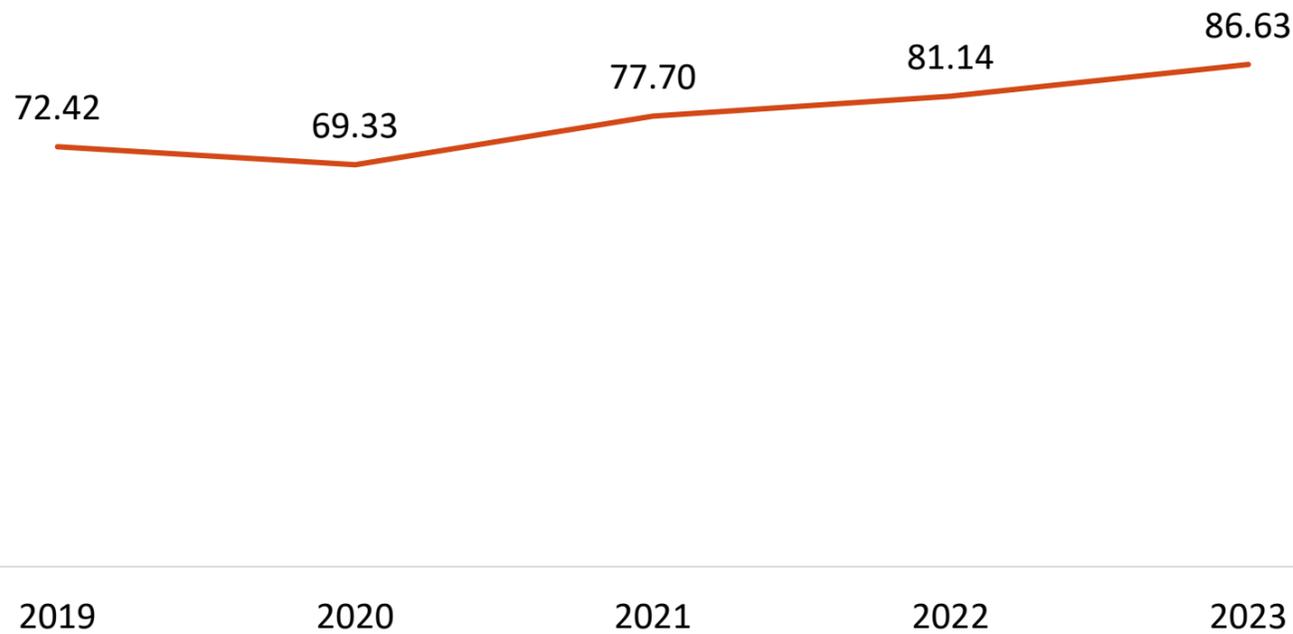
EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Building Materials

HS Code	Product	Average Imports (2019-2023) (USD billion)	Share from Imports
'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes	87.88	74.5%
'711319	Articles of jewelry and parts thereof, of precious metal other than silver, whether or not plated or clad with precious metal	10.12	8.6%
'710239	Diamonds, worked, but not mounted or set (excl. industrial diamonds)	2.02	1.7%
'711291	Waste and scrap of gold, incl. metal clad with gold, and other waste and scrap containing gold or gold compounds, of a kind used principally for the recovery of precious metal	1.59	1.3%
'711021	Palladium, unwrought or in powder form	1.23	1.0%
'710691	Silver, incl. silver plated with gold or platinum, unwrought	0.95	0.8%
'711011	Platinum, unwrought or in powder form	0.85	0.7%
'730890	Structures and parts of structures, of iron or steel, n.e.s.	0.84	0.7%
'711890	Coin of legal tender	0.76	0.6%
'732690	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire)	0.72	0.6%

- The top 10 products imported by Switzerland combined account for 91% of the country's building materials imports.
- Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes was the top imported product with average imports of USD 87.88 billion during 2019-2023, this made up around 74.5% of the country's building materials imports.

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Engineering

Engineering Sector Imports (USD billion)



CAGR (2019-2023)
5%

Average Imports (2019-2023)
USD 77.44 B

Share from Total Imports
25%

- Engineering imports have been growing by a CAGR of 5% over the past 5 years, and account for around 25% of Switzerland's total imports.
- Top 10 supplying markets of Engineering accounted for 77.3% of total imports, with Germany coming on the top of all suppliers.

Top Supplying Markets

Market	Average Imports (2019-2023) (USD billion)	Share from Imports
 Germany	23.68	30.6%
 China	9.89	12.8%
 USA	5.91	7.6%
 Italy	5.31	6.9%
 France	4.29	5.5%
 Austria	2.71	3.5%
 Czech Republic	2.16	2.8%
 Netherlands	2.11	2.7%
 UK	1.98	2.6%
 Japan	1.81	2.3%

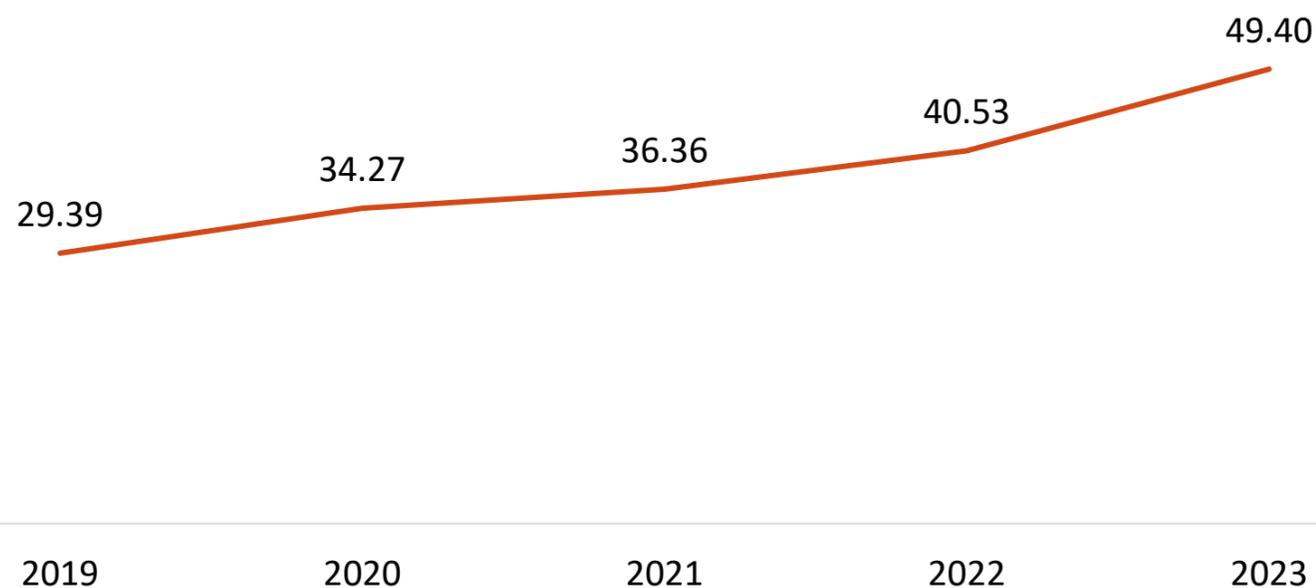
EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Engineering

HS Code	Product	Average Imports (2019-2023) (USD billion)	Share from Imports
'870323	Motor cars and other motor vehicles principally designed for the transport of 1.500 cm ³ but <= 3.000 cm ³	2.25	2.9%
'870332	Motor cars and other motor vehicles principally designed for the transport of 1.500 cm ³ but <= 2.500 cm ³	1.80	2.3%
'870380	870380 - Motor cars and other motor vehicles principally designed for the transport of <10 persons, incl. station wagons and racing cars, with only electric motor for propulsion	1.62	2.1%
'847130	Data-processing machines, automatic, portable, weighing <= 10 kg	1.59	2.1%
'851762	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus	1.53	2.0%
'870340	870340 - Motor cars and other motor vehicles principally designed for the transport of <10 persons, with both spark-ignition internal combustion reciprocating piston engine and electric motor	1.29	1.7%
'870324	Motor cars and other motor vehicles principally designed for the transport of 3.000 cm ³	1.14	1.5%
'880240	Aeroplanes and other powered aircraft of an of an unladen weight > 15.000 kg	1.03	1.3%
'870322	Motor cars and other motor vehicles principally designed for the transport of 1.000 cm ³ but <= 1.500 cm ³	0.95	1.2%
'853710	Boards, cabinets and similar combinations of apparatus for electric control	0.89	1.2%

- The top 10 products imported by Switzerland combined account for 18.2% of the country's engineering imports.
- Motor cars and other motor vehicles principally designed for the transport of 1.500 cm³ but <= 3.000 cm³ was the top imported product with average imports of USD 2.25 billion during 2019-2023, this made up around 2.9% of the country's engineering imports.

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Medical & Pharmaceutical

Medical and Pharma Sector Imports (USD billion)



CAGR (2019-2023)
14%

Average Imports (2019-2023)
USD 38 B

Share from Total Imports
12%

- Medical and pharmaceutical imports have been growing by a CAGR of 14% over the past 5 years, and account for around 12% of Switzerland's total imports.
- Top 10 supplying markets of medical and pharmaceutical accounted for 89.1% of total imports, with Germany coming on the top of all suppliers.

Top Supplying Markets

Market	Average Imports (2019-2023) (USD billion)	Share from Imports
 Germany	8.66	22.8%
 Slovenia	4.35	11.5%
 Italy	4.98	13.1%
 Spain	4.65	12.2%
 Austria	2.99	7.9%
 USA	2.65	7.0%
 Singapore	2.49	6.6%
 France	1.51	4.0%
 UK	0.93	2.5%
 Ireland	0.64	1.7%

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Medical & Pharmaceutical

HS Code	Product	Average Imports (2019-2023) (USD billion)	Share from Imports
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses	23.98	63.1%
'300439	Medicaments containing hormones or steroids used as hormones but not antibiotics, put up in measured doses	3.40	9.0%
'300420	Medicaments containing antibiotics, put up in measured doses	1.43	3.8%
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	1.23	3.2%
'902110	Orthopaedic or fracture appliances	0.54	1.4%
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary sciences	0.51	1.3%
'902131	Artificial joints for orthopaedic purposes	0.51	1.3%
'902190	Articles and appliances, which are worn or carried, or implanted in the body, to compensate for a defect or disability	0.49	1.3%
'330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	0.46	1.2%
'330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	0.24	0.6%

- The top 10 products imported by Switzerland combined account for 86.3% of the country's medical and pharma imports.
- Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes was the top imported product with average imports of USD 24 billion during 2019-2023, this made up around 63% of the country's medical and pharma imports.

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Chemicals

Chemicals Sector Imports (USD billion)



2019 2020 2021 2022 2023 Average

CAGR (2019-2023)
-1%

Average Imports (2019-2023)
USD 26.97 B

Share from Total Imports
9%

- Chemicals imports have slightly fallen by a CAGR of 1% over the past 5 years, and account for around 9% of Switzerland's total imports.
- Top 10 supplying markets of chemicals accounted for 82% of total imports, with Germany coming on the top of all suppliers.

Top Supplying Markets

Market	Average Imports (2019-2023) (USD billion)	Share from Imports
 Germany	8.16	30.2%
 China	2.31	8.6%
 Italy	2.08	7.7%
 France	1.90	7.0%
 USA	1.60	5.9%
 UK	1.51	5.6%
 Ireland	1.41	5.2%
 Austria	1.15	4.3%
 India	0.99	3.7%
 Netherlands	0.91	3.4%

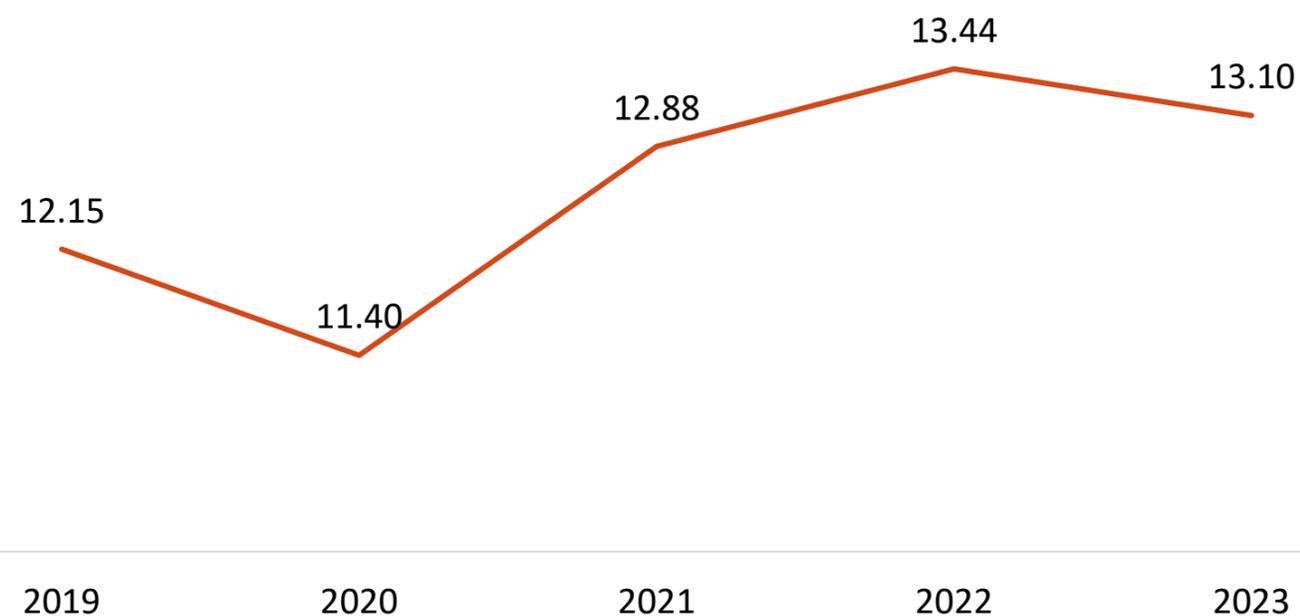
EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Chemicals

HS Code	Product	Average Imports (2019-2023) (USD billion)	Share from Imports
'293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	1.32	4.9%
'293359	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing a pyrimidine ring, whether or not hydrogenated, or piperazine ring in the structure	1.25	4.6%
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s (excl. goods of 9619)	1.06	3.9%
'293499	Nucleic acids and their salts, whether or not chemically defined; heterocyclic compounds	0.77	2.8%
'401110	New pneumatic tyres, of rubber, of a kind used for motor cars	0.54	2.0%
'382499	Chemical products and preparations of the chemical or allied industries	0.43	1.6%
'293379	Lactams	0.40	1.5%
'382200	Diagnostic or laboratory reagents on a backing, prepared diagnostic or laboratory reagents whether or not on a backing, and certified reference materials	0.35	1.3%
'293339	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing an unfused pyridine ring, whether or not hydrogenated, in the structure, n.e.s.	0.24	0.9%
'292800	Organic derivatives of hydrazine or of hydroxylamine	0.22	0.8%

- The top 10 products imported by Switzerland combined account for 24.4% of the country's chemicals imports.
- Heterocyclic compounds with nitrogen hetero-atom[s] only was the top imported product with average imports of USD 1.32 billion during 2019-2023, this made up around 4.9% of the country's chemicals imports.

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Printing & Packaging

Printing & Packaging Sector Imports (USD billion)



CAGR (2019-2023)
2%

Average Imports (2019-2023)
USD 12.59 B

Share from Total Imports
4%

- Printing and packaging imports have slightly grown by a CAGR of 2% over the past 5 years, and account for around 4% of Switzerland's total imports.
- Top 10 supplying markets of printing and packaging accounted for 84% of total imports, with Germany coming on the top of all suppliers.

Top Supplying Markets

Market	Average Imports (2019-2023) (USD billion)	Share from Imports
 Germany	4.24	33.6%
 France	1.39	11.1%
 Italy	1.39	11.0%
 China	0.91	7.3%
 Austria	0.81	6.5%
 USA	0.65	5.2%
 UK	0.41	3.3%
 Netherlands	0.26	2.1%
 Spain	0.26	2.1%
 Poland	0.24	1.9%

EXPLORING SWITZERLAND'S SECTORIAL IMPORTS- Printing & Packaging

HS Code	Product	Average Imports (2019-2023) (USD billion)	Share from Imports
'970110	Paintings, e.g. oil paintings, watercolors and pastels, and drawings executed entirely by hand (excluding technical drawings)	0.82	6.5%
'760612	Plates, sheets and strip, of aluminum alloys, of a thickness of > 0,2 mm, square or rectangular	0.53	4.2%
'490199	Printed books, brochures and similar printed matter	0.47	3.7%
'970191	Paintings, e.g. oil paintings, watercolors and pastels, and drawings executed entirely by hand (excl. over 100 years old, and technical drawings)	0.41	3.3%
'420221	Handbags, whether or not with shoulder straps	0.35	2.8%
'491110	Trade advertising material, commercial catalogues and the like	0.31	2.4%
'392010	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced, laminated, supported or similarly combined with other materials	0.30	2.4%
'420292	Travelling-bags, insulated food or beverage bags, toilet bags, rucksacks, shopping-bags,, gun cases, holsters and similar containers, with outer surface of plastic sheeting or textile materials	0.29	2.3%
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	0.28	2.3%
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	0.27	2.1%

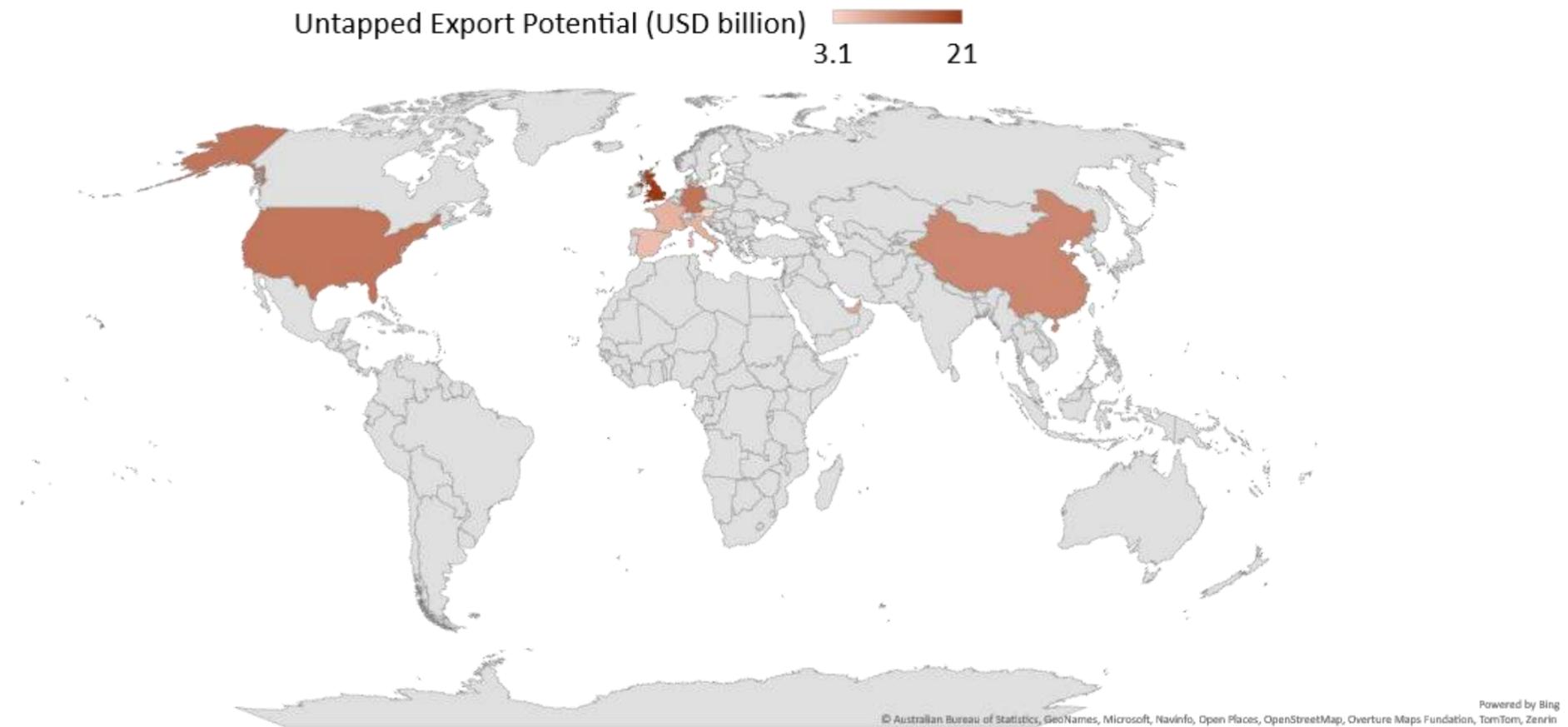
- The top 10 products imported by Switzerland combined account for 32% of the country's printing and packaging imports.
- Paintings, e.g. oil paintings, watercolors and pastels, and drawings executed entirely by hand (excluding technical drawings) was the top imported product with average imports of USD 0.82 billion during 2019-2023, this made up around 6.5% of the country's printing and packaging imports.

UNTAPPED EXPORT POTENTIAL IN SWITZERLAND- By Country

Total Untapped Export Potential in Switzerland
USD 166 Billion

Market	Untapped Export Potential (USD billion)
UK	21
Germany	14
USA	14
China	12
UAE	7.9
Italy	7.1
France	7
Spain	5.9
Slovenia	3.1
Austria	3.1

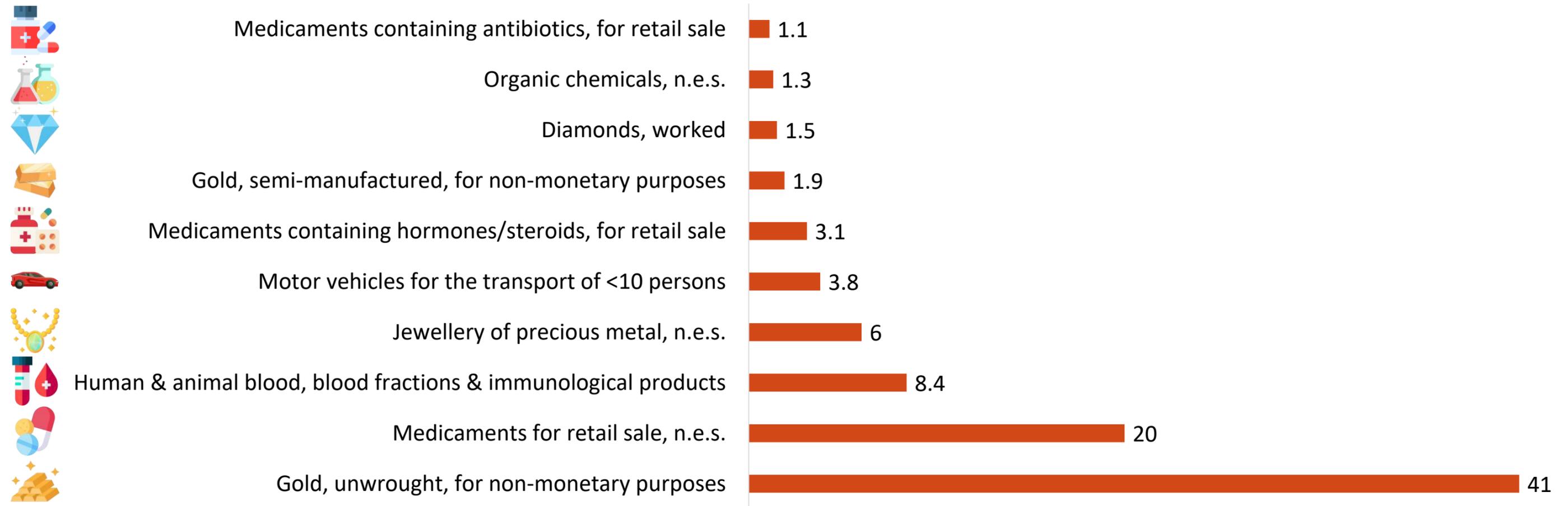
Countries with the Highest Untapped Export Potential in Switzerland



- There are opportunities for global suppliers to increase their exports to Switzerland by USD 166 billion in the next 5 years.
- The top 10 markets with the highest untapped export potential account for USD 95.1 billion of the total existing opportunities in Switzerland.

UNTAPPED EXPORT POTENTIAL IN SWITZERLAND- By Product

Top 10 Products with the Highest Untapped Export Potential in Switzerland (USD billion)



- The top 10 products with the highest untapped export potential in Switzerland worth USD 88.1 billion.
- Unwrought gold for non monetary purposes is the product with the highest untapped export potential in Switzerland with opportunities estimated at USD 41 billion.

Switzerland's FTAs & Regulatory Framework



SWITZERLAND'S FREE TRADE AGREEMENTS



As of January 2025, Switzerland has established a comprehensive network of **33 free trade agreements (FTAs)** encompassing **43 partners worldwide**.

These agreements are primarily negotiated through the European Free Trade Association (EFTA), which includes Switzerland, Norway, Iceland, and Liechtenstein.

Key Free Trade Agreements



European Union (EU): The cornerstone of Switzerland's trade relations, the FTA with the EU, was established in 1972, facilitating extensive trade and economic cooperation.



China: Implemented on July 1, 2014, this bilateral agreement enhances market access and reduces trade barriers between Switzerland and China.



Japan: Effective since September 1, 2009, the FTA with Japan strengthens economic ties and promotes trade in goods and services.



Gulf Cooperation Council (GCC): In force since July 1, 2014, this agreement covers trade relations with GCC member states, including Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates.

Notably, Switzerland has also established an FTA with **Egypt**, which entered into force on August 1, 2007. This agreement aims to promote trade and economic cooperation between Switzerland and Egypt, facilitating market access and reducing trade barriers.

SWITZERLAND'S REGULATORY FRAMEWORK

Exporting goods to Switzerland requires adherence to specific regulatory frameworks to ensure compliance with Swiss import laws and standards. Below is an overview of the essential requirements and procedures:

Product Compliance and Standards

Cassis de Dijon Principle: Products legally marketed in the EU or EEA can generally be imported into Switzerland without additional modifications, except for items on a specified negative list

Mutual Recognition Agreements (MRAs): Switzerland has MRAs with countries like the EU, EEA, EFTA, Turkey, and Canada, facilitating the acceptance of conformity assessments and reducing technical barriers to trade

Technical Regulations: For products not covered under the Cassis de Dijon principle or MRAs, compliance with Swiss-specific technical regulations is mandatory. The SECO provides detailed information on these regulations.

Import Documentation and Procedures

Customs Declaration: All goods entering Switzerland must be declared to the Federal Office for Customs and Border Security (FOCBS). Declarations can be made electronically through platforms like e-dec web or e-dec Import.

Required Documentation:

- Commercial Invoice
- Certificate of Origin
- Authorizations/Certificates
- Official Confirmations and Analysis Certificates

Sector-Specific Regulations

Agricultural Products: Many agricultural imports require a General Import Permit (GIP) from the Federal Office of Agriculture (FOAG)

Animals and Animal Products: These must undergo inspection by the Swiss Food Safety and Veterinary Office (FSVO) upon entry

Plants and Plant Products: Certain plants require a plant passport or an import permit from the FSVO, especially if they are protected species.

Foodstuffs: Imported food items must comply with Swiss food regulations enforced by the FSVO. This includes labeling requirements and adherence to safety standards

SWITZERLAND'S REGULATORY FRAMEWORK

Customs Duties and Taxes

Value Added Tax (VAT): As of January 2024, the standard VAT rate in Switzerland is 8.1%, with a reduced rate of 2.6% applicable to specific goods and services

Customs Duties: Switzerland abolished tariffs on industrial product imports in 2024. However, duties on agricultural products and other specific goods may still apply.

Prohibited and Restricted Imports

Controlled Goods: Certain items, such as specific animal species, plants, weapons, and pyrotechnic articles, are subject to import restrictions or prohibitions.

It's essential to consult the FOCBS for detailed information on such goods.

Authorized Economic Operator (AEO) Status

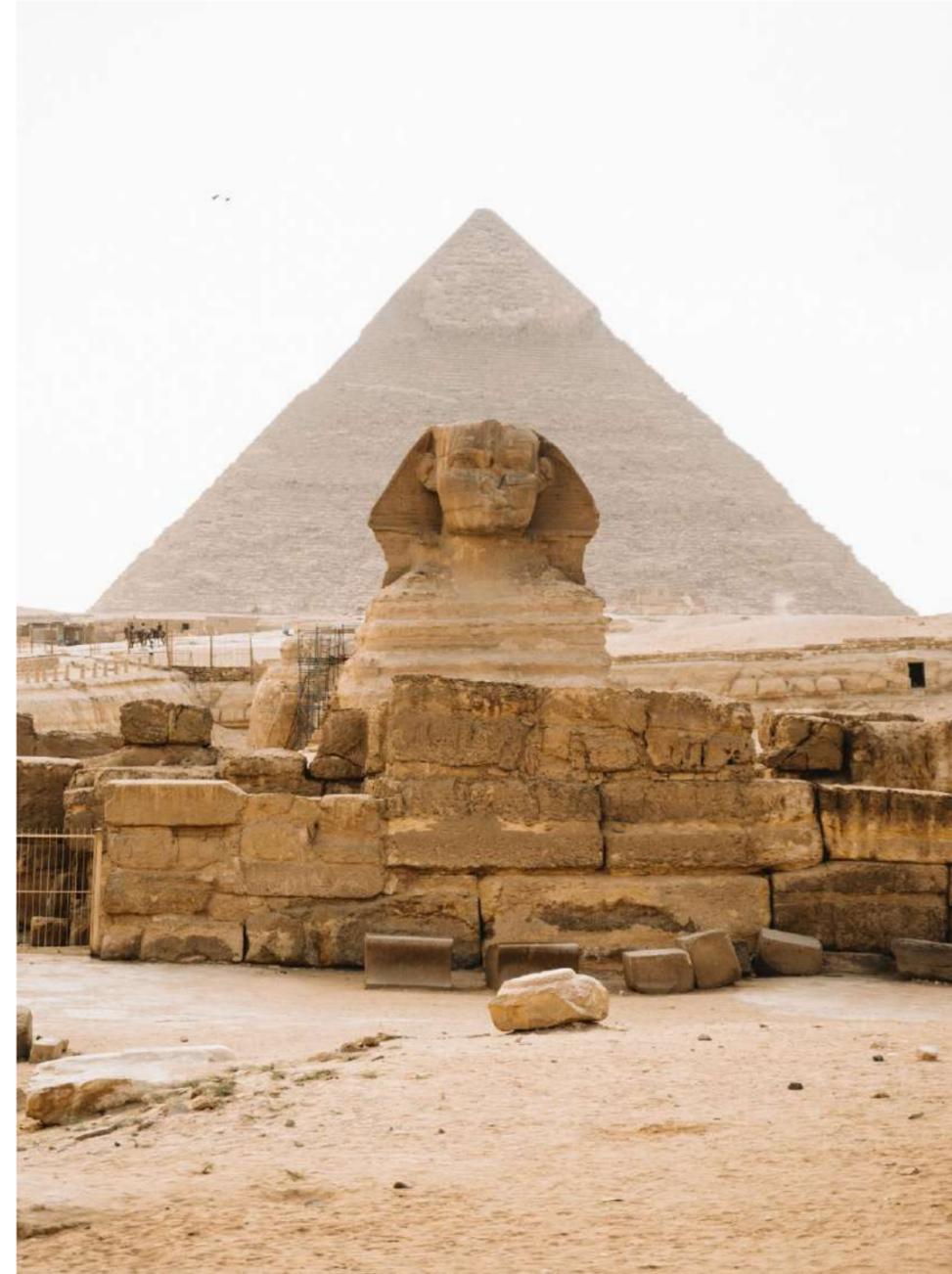
AEO Certification: Businesses involved in international trade can apply for AEO status, which signifies a secure role in the supply chain and offers benefits like simplified customs procedures. Switzerland's AEO program has been operational since 2011

Additional Considerations

Electronic Customs Clearance: Registration with the customs client administration is necessary for electronic declarations

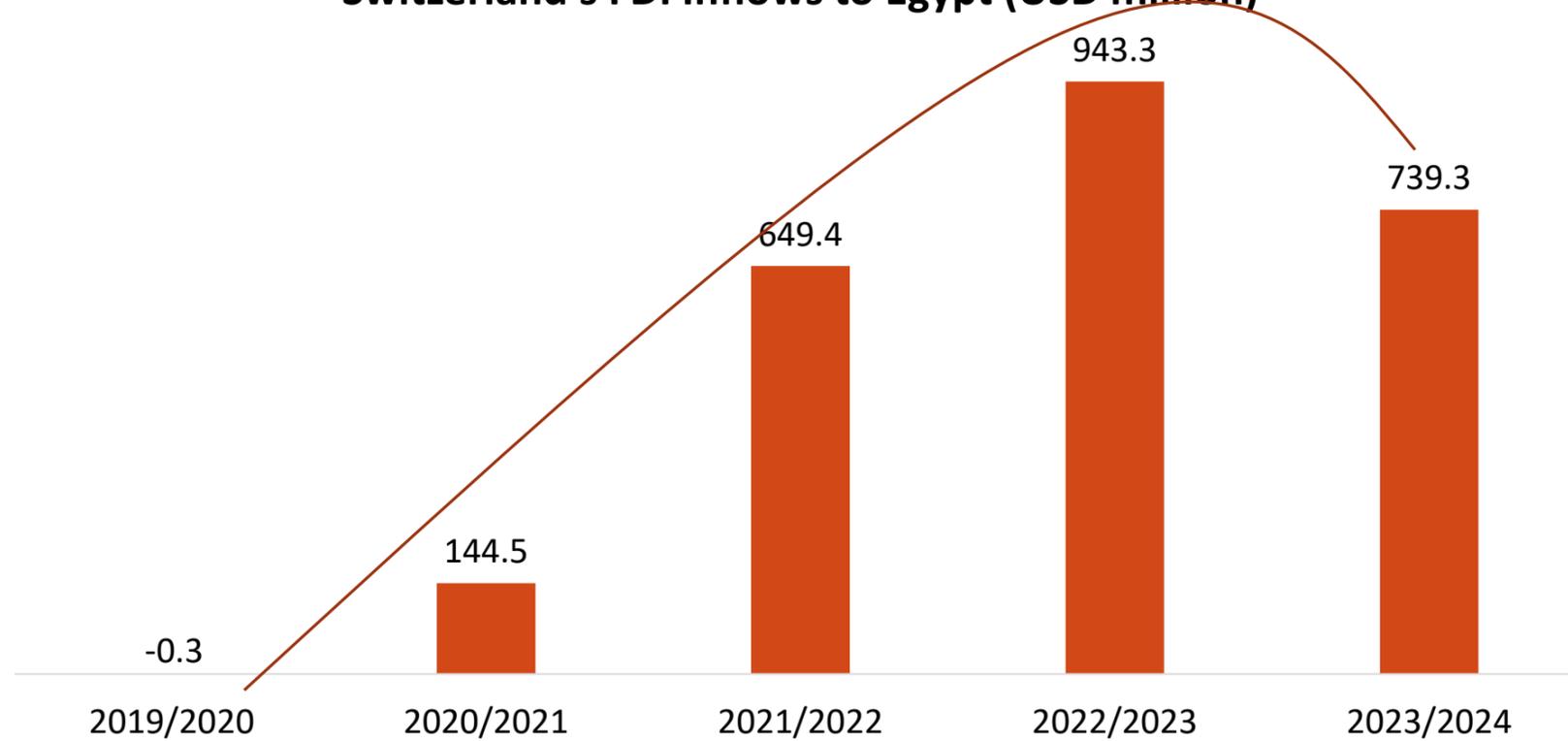
Engaging Customs Brokers: While importers can handle customs formalities themselves, many opt to engage customs clearance agencies or freight forwarders to navigate complex procedures efficiently.

Egypt's Position in the Swiss Market



SWISS FDI IN EGYPT

Switzerland's FDI Inflows to Egypt (USD million)

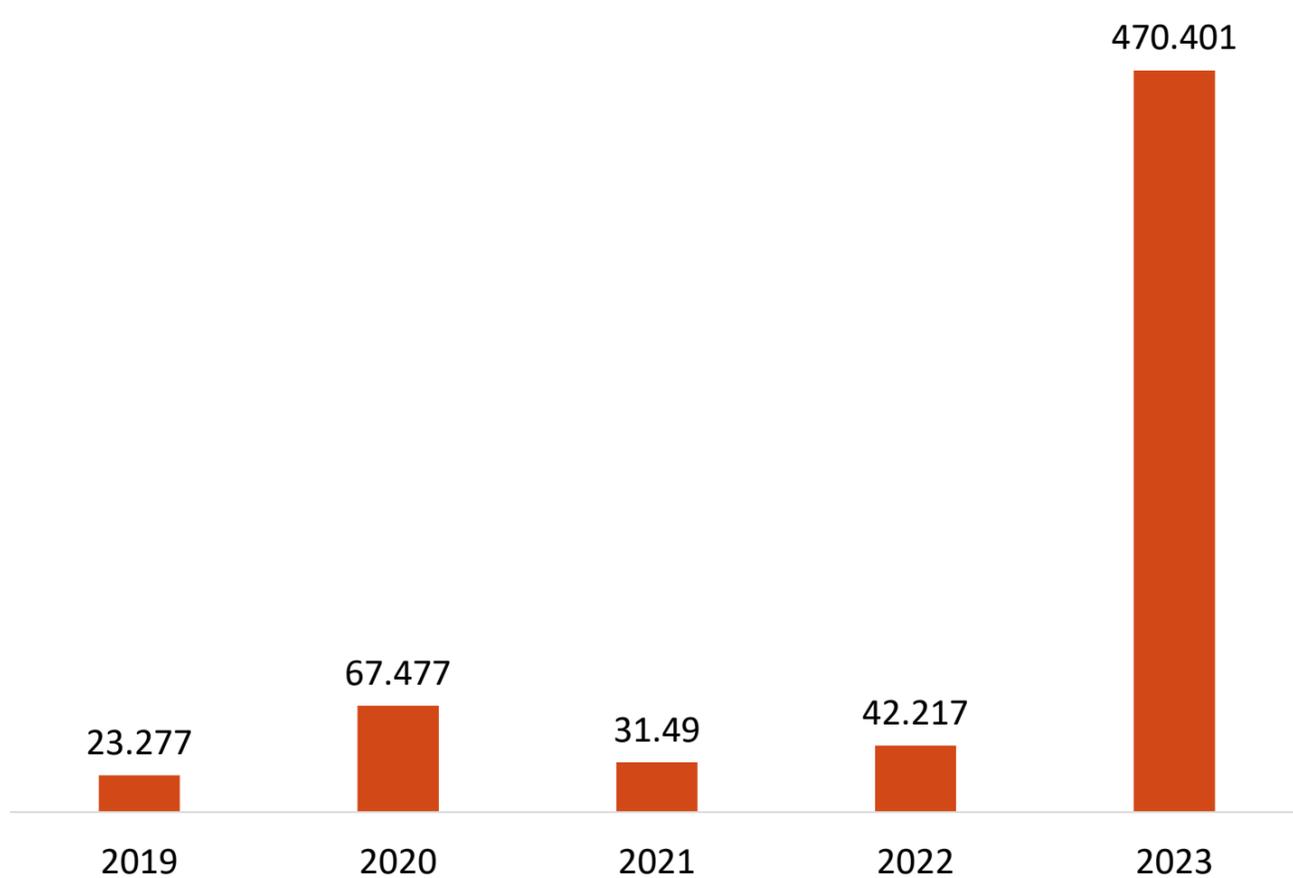


Investments Focused on
**Pharmaceuticals- Food- Building Materials-
 Chemicals- Energy**

- Switzerland's FDI Position in Egypt
7th
- Switzerland's Share in FDI Inflows to Egypt
1.3%
- Swiss Companies Operation in Egypt
+80
- Working in
433 Projects
- Providing
25,000 Job Opportunities

EGYPT'S EXPORTS TO SWITZERLAND

Egypt's Exports to Switzerland (USD million)

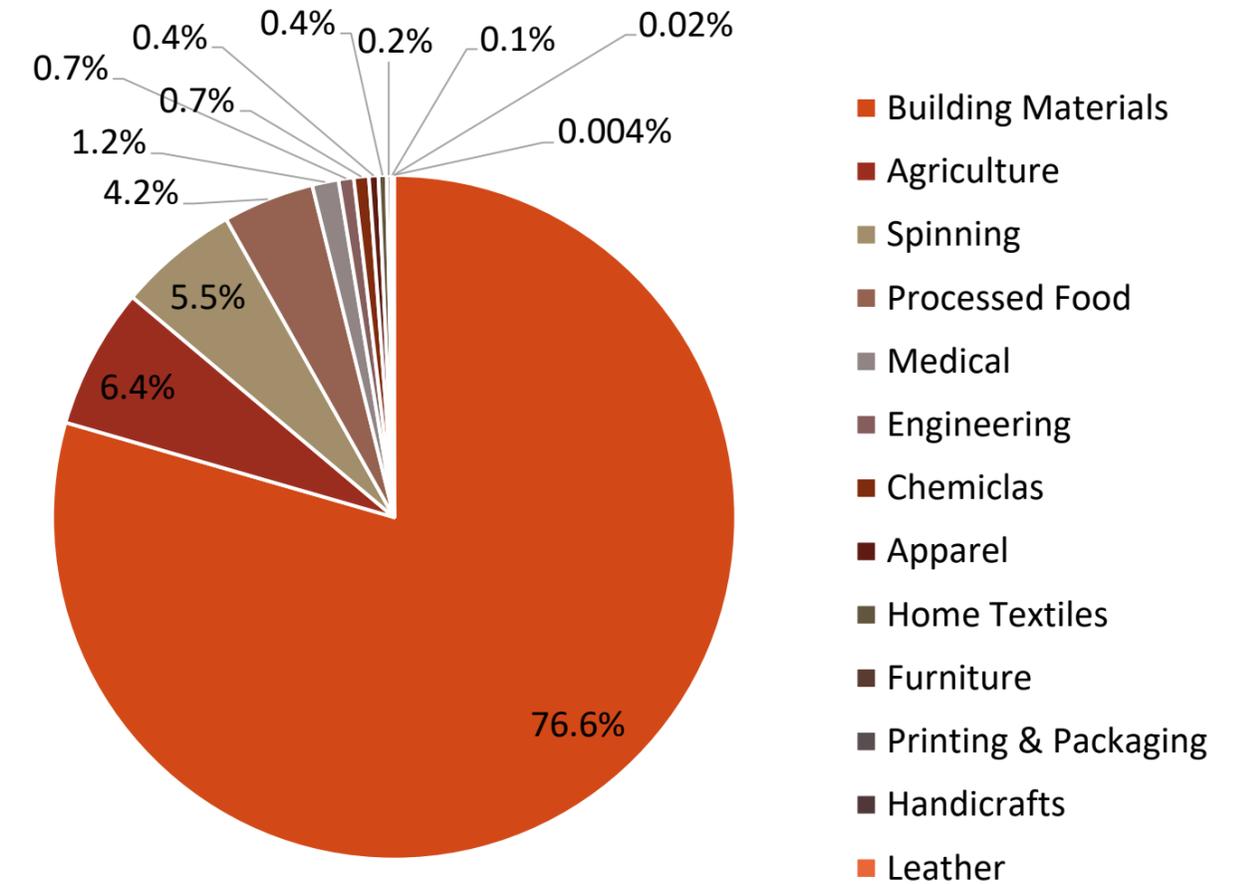


CAGR (2019-2023)
112%

Rank among Egypt's Importers
40th

Share from Egypt's Exports
0.4%

Distribution of Egypt's Exports to Switzerland by Sector



- Egypt's non-oil exports to Switzerland have been growing over the past 5 years by a CAGR of 112%. A remarkable jump happened between 2022 and 2023 driven by increase in Switzerland's gold imports from Egypt.
- Building materials, agriculture, spinning, processed food, and medical sector are Egypt's top exported sectors to Switzerland with a combined share of 94% from Egypt's total exports to Switzerland.

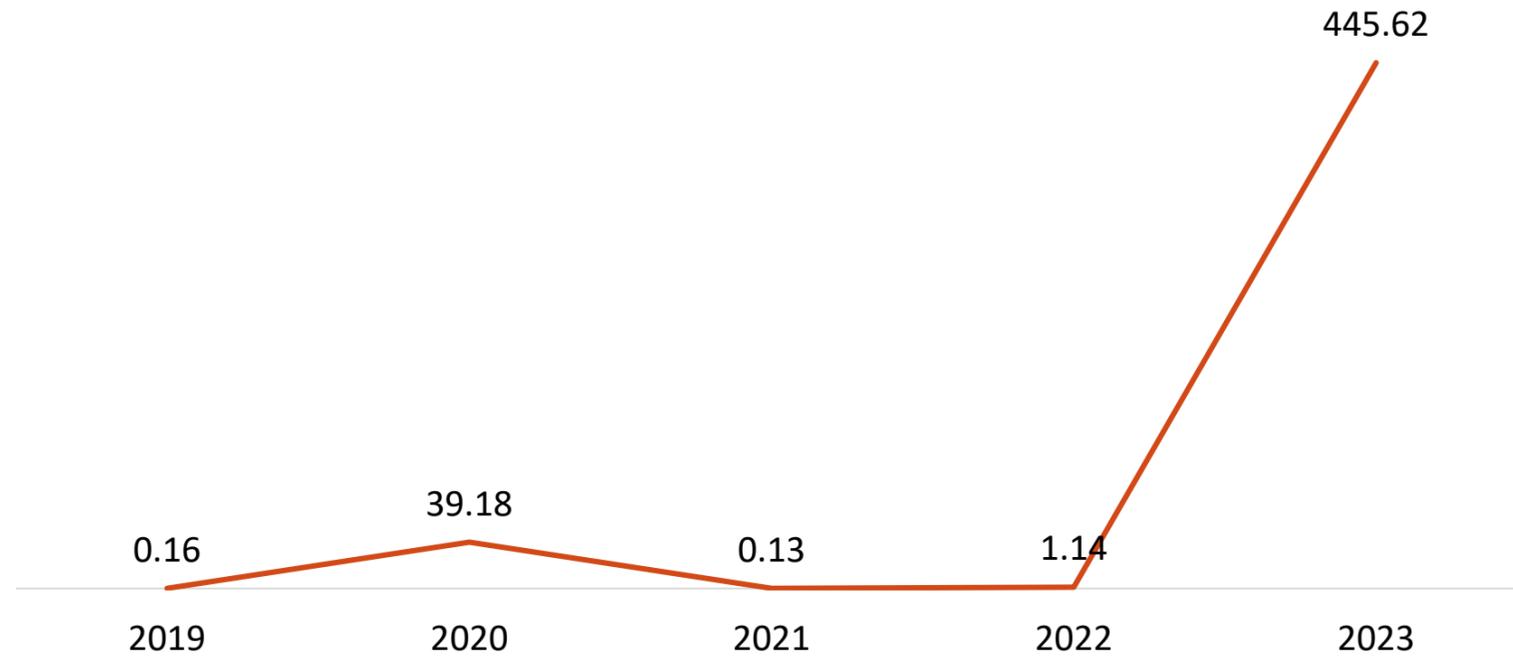
EGYPT'S EXPORTS TO SWITZERLAND

HS Code	Product	Average Exports (2019-2023) (USD million)	Share from Exports
'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes	96.23	75.8%
'520959	Woven fabrics of cotton, containing \geq 85% cotton by weight and weighing $>$ 200 g/m ²	3.55	2.8%
'150710	Crude soya-bean oil, whether or not degummed	3.05	2.4%
'490700	Unused postage, revenue or similar stamps of current or new issue	2.40	1.9%
'330129	Essential oils, whether or not terpeneless, incl. concretes and absolutes	2.07	1.6%
'600410	Knitted or crocheted fabrics, of a width of $>$ 30 cm, containing \geq 5%	1.73	1.4%
'120241	Groundnuts, in shell	1.53	1.2%
'080610	Fresh grapes	1.50	1.2%
'120242	Groundnuts, shelled, whether or not broken	1.35	1.1%
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	1.12	0.9%

- The top 10 products exported by Egypt combined account for 90.2% of the country's total exports to Switzerland.
- Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes was the top exported product with average exports of USD 96.23 million during 2019-2023, this made up around 76% of the Egypt's total exports to Switzerland.

EGYPT'S SECTORIAL EXPORTS TO SWITZERLAND- Building Materials

Building Materials Sector Exports to Switzerland (USD million)



CAGR (2019-2023)
630%

Average Exports (2019-2023)
USD 97.24 M

Share from Total Exports
76.6%

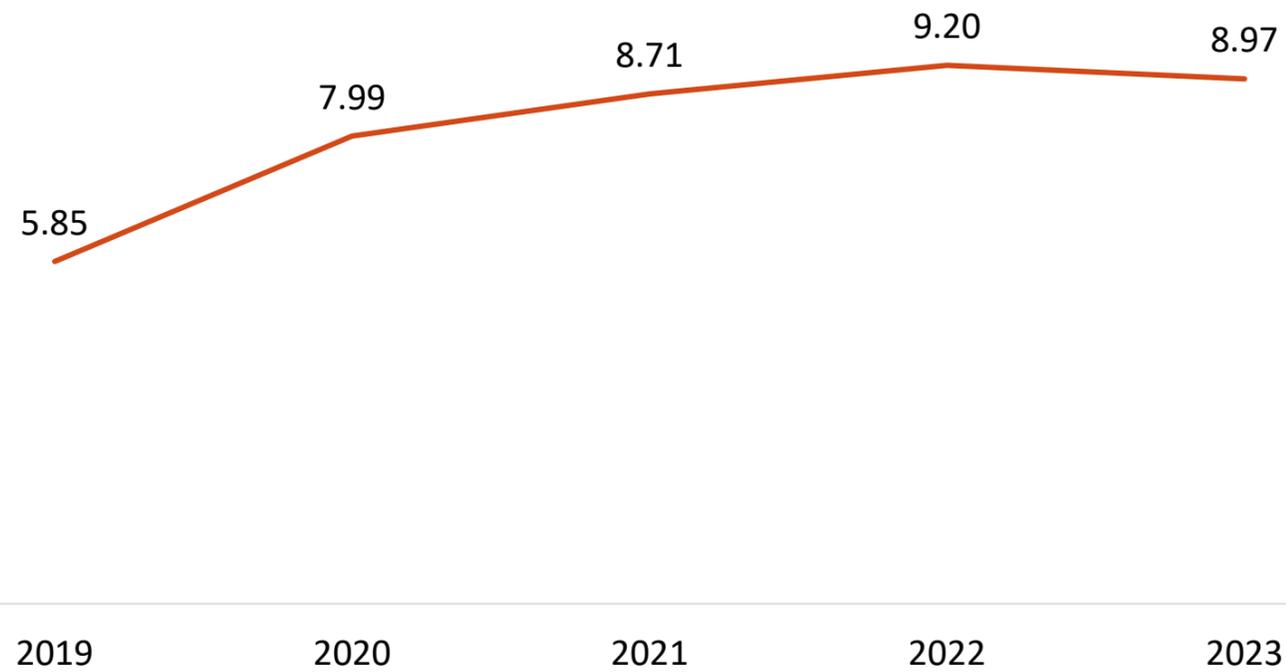
- Building materials exports have remarkably grown by a CAGR of 630% over the past 5 years, and account for around 76.6% of Egypt's exports to Switzerland.
- Top 10 exported products of building materials accounted for 99.8% of total exports, with unwrought gold coming on the top of all exported products.

Top Exported Products

Product	Average Exports (2019-2023) (USD billion)	Share from Sector's Exports
Gold, unwrought, for non-monetary purposes	96.23	99.0%
Bars and rods, of iron or non-alloy steel	0.36	0.4%
Ferro-silicon, containing by weight > 55% of silicon	0.25	0.3%
Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel	0.09	0.1%
Structures and parts of structures, of iron or steel	0.09	0.1%

EGYPT'S SECTORIAL EXPORTS TO SWITZERLAND- Agriculture

Agriculture Sector Exports to Switzerland (USD million)



CAGR (2019-2023)
11%

Average Exports (2019-2023)
USD 8.15 M

Share from Total Exports
6.4%

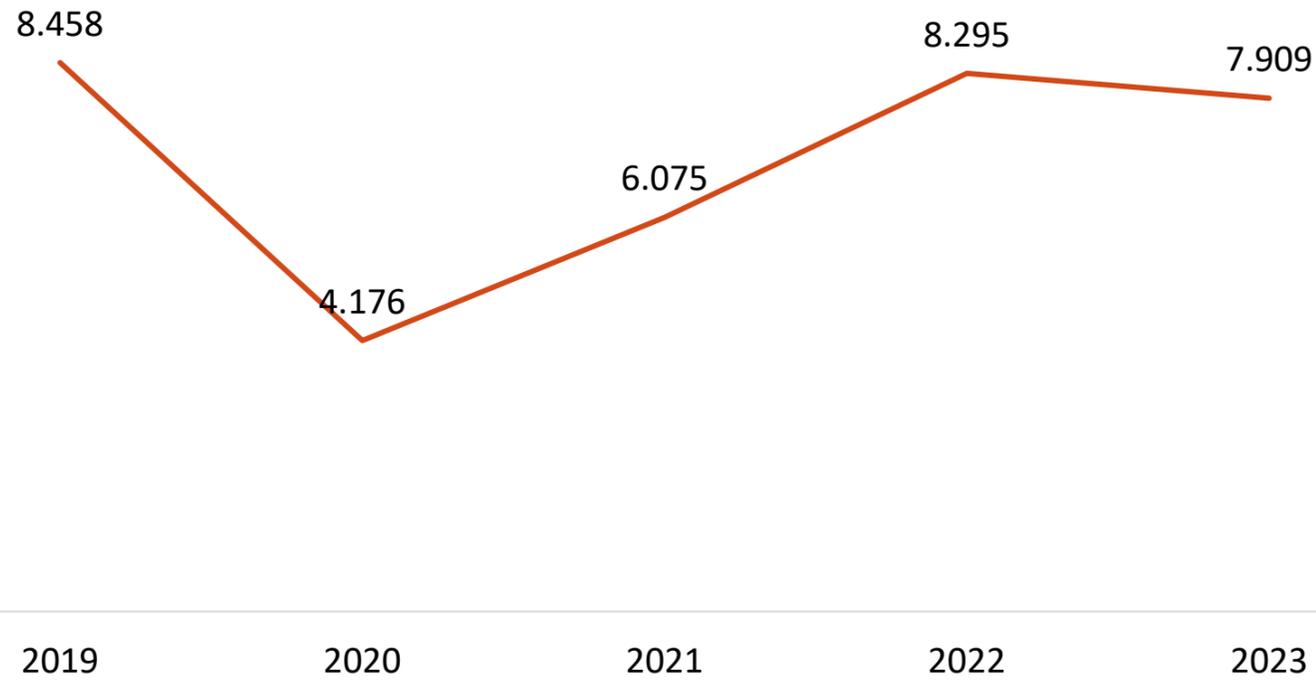
- Agriculture exports have grown by a CAGR of 11% over the past 5 years, and account for around 6.4% of Egypt's exports to Switzerland.
- Top 10 exported products of agriculture accounted for 69% of total exports, with groundnuts, in shell coming on the top of all exported products.

Top Exported Products

Product	Average Exports (2019-2023) (USD billion)	Share from Sector's Exports
Groundnuts, in shell	1.53	18.8%
Fresh grapes	1.50	18.4%
Groundnuts, shelled, whether or not broken	1.35	16.5%
Frozen fruit and nuts, uncooked or cooked by steaming or boiling in water	0.70	8.5%
Sweet potatoes, fresh, chilled, frozen or dried	0.52	6.4%

EGYPT'S SECTORIAL EXPORTS TO SWITZERLAND- Spinning

Spinning Sector Exports to Switzerland (USD million)



CAGR (2019-2023)
-2%

Average Exports (2019-2023)
USD 6.98 M

Share from Total Exports
5.5%

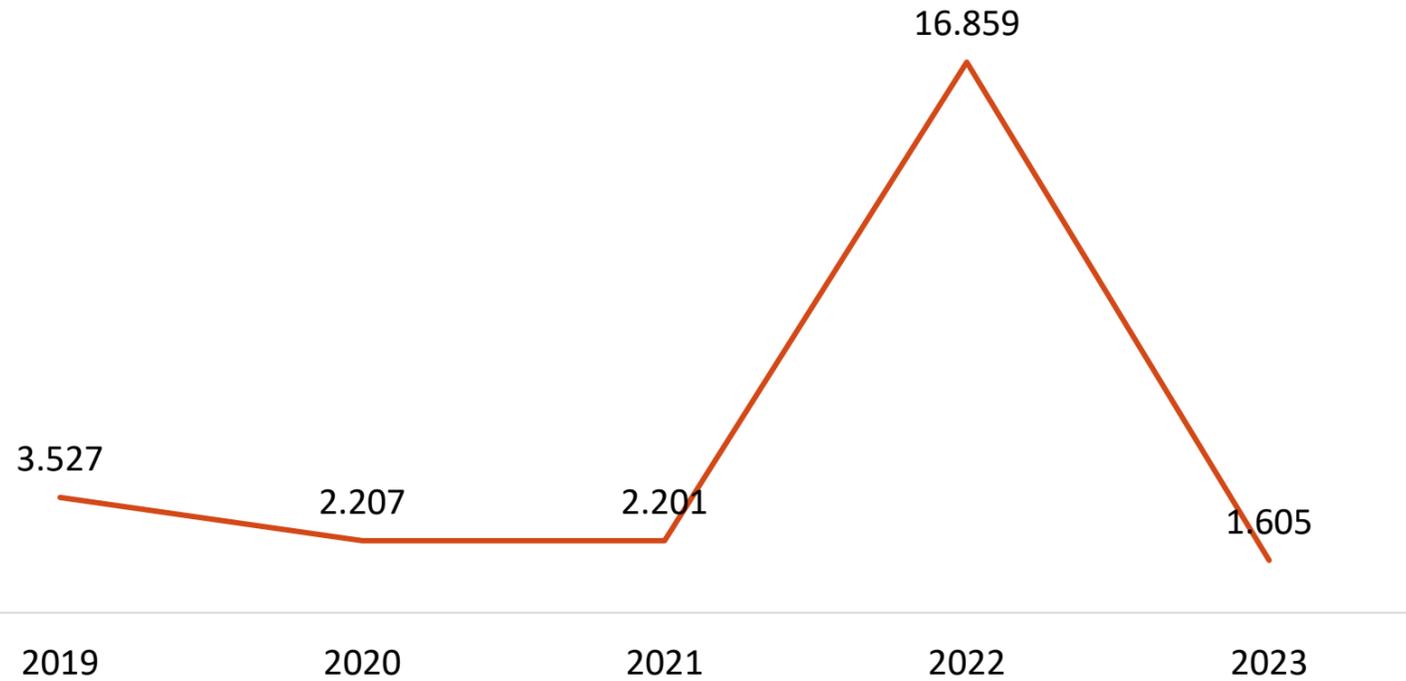
- Spinning exports have slightly fallen by a CAGR of 2% over the past 5 years, and account for around 5.5% of Egypt's exports to Switzerland.
- Top 10 exported products of spinning accounted for 92.8% of total exports, with Woven fabrics of cotton, containing $\geq 85\%$ cotton by weight and weighing $> 200 \text{ g/m}^2$ coming on the top of all exported products.

Top Exported Products

Product	Average Exports (2019-2023) (USD billion)	Share from Sector's Exports
Woven fabrics of cotton, containing $\geq 85\%$ cotton by weight and weighing $> 200 \text{ g/m}^2$	3.55	50.9%
Knitted or crocheted fabrics, of a width of $> 30 \text{ cm}$	1.73	24.8%
Multiple "folded" or cabled cotton yarn, of combed fibers	0.71	10.1%
Cotton, neither carded nor combed	0.25	3.6%
Woven fabrics of cotton, containing $\geq 85\%$ cotton by weight and weighing $\leq 200 \text{ g/m}^2$	0.24	3.4%

EGYPT'S SECTORIAL EXPORTS TO SWITZERLAND- Processed Food

Processed Food Exports to Switzerland (USD million)



CAGR (2019-2023)
-18%

Average Exports (2019-2023)
USD 5.28 M

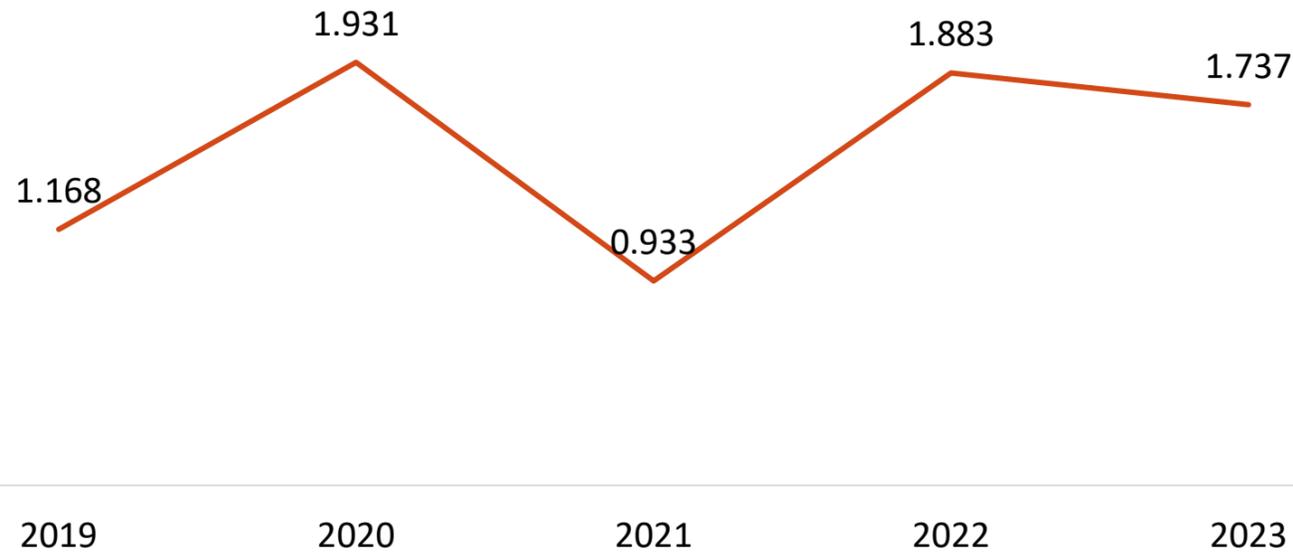
Share from Total Exports
4.2%

- Processed food exports have fallen by a CAGR of 18% over the past 5 years, and account for around 4.2% of Egypt's exports to Switzerland.
- Top 10 exported products of processed food accounted for 92% of total exports, with Crude soya-bean oil, whether or not degummed coming on the top of all exported products.

Top Exported Products

Product	Average Exports (2019-2023) (USD billion)	Share from Sector's Exports
Crude soya-bean oil, whether or not degummed	3.05	57.8%
Nuts and other seeds, incl. mixtures, prepared or preserved	0.92	17.4%
Fruit and other edible parts of plants, prepared or preserved	0.60	11.4%
Mixtures of fruit juices, incl. grape must, and vegetable juices,	0.16	3.1%
Guts, bladders and stomachs of animals (other than fish)	0.11	2.1%

**Medical & Pharmaceutical Sector Exports to Switzerland
(USD million)**



CAGR (2019-2023)
10%

Average Exports (2019-2023)
USD 1.53 M

Share from Total Exports
1.2%

- Medical and pharma exports have grown by a CAGR of 10% over the past 5 years, and account for around 1.2% of Egypt's exports to Switzerland.
- Top 10 exported products of medical and pharma accounted for 99.1% of total exports, with Crude soya-bean oil, whether or not degummed coming on the top of all exported products.

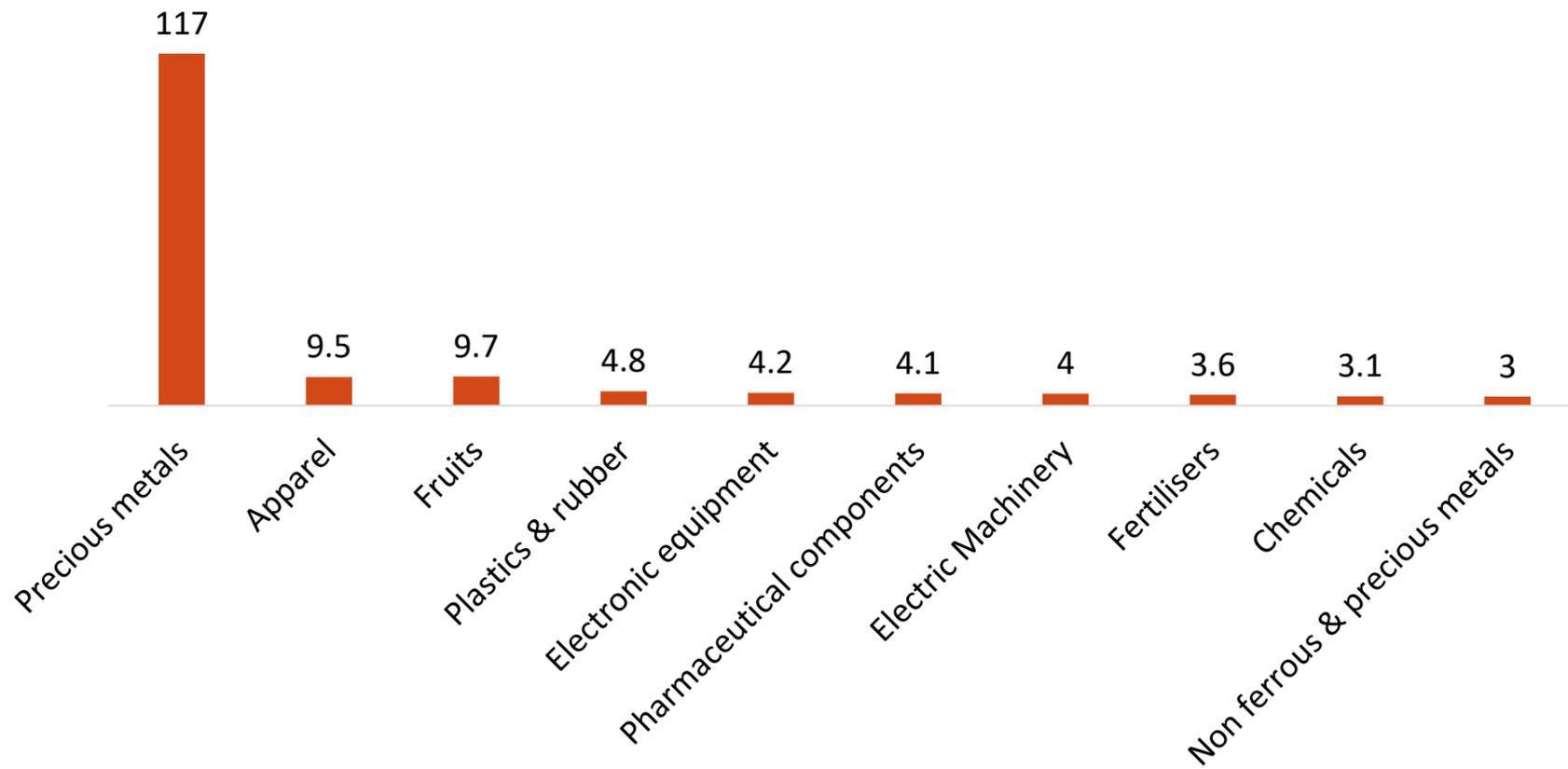
Top Exported Products

Product	Average Exports (2019-2023) (USD billion)	Share from Sector's Exports
Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	1.12	73.2%
Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	0.17	11.3%
Extracted oleoresins; concentrates of essential oils	0.17	11.0%
Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	0.05	3.4%
Apparatus based on the use of X-rays for dental uses	0.00	0.2%

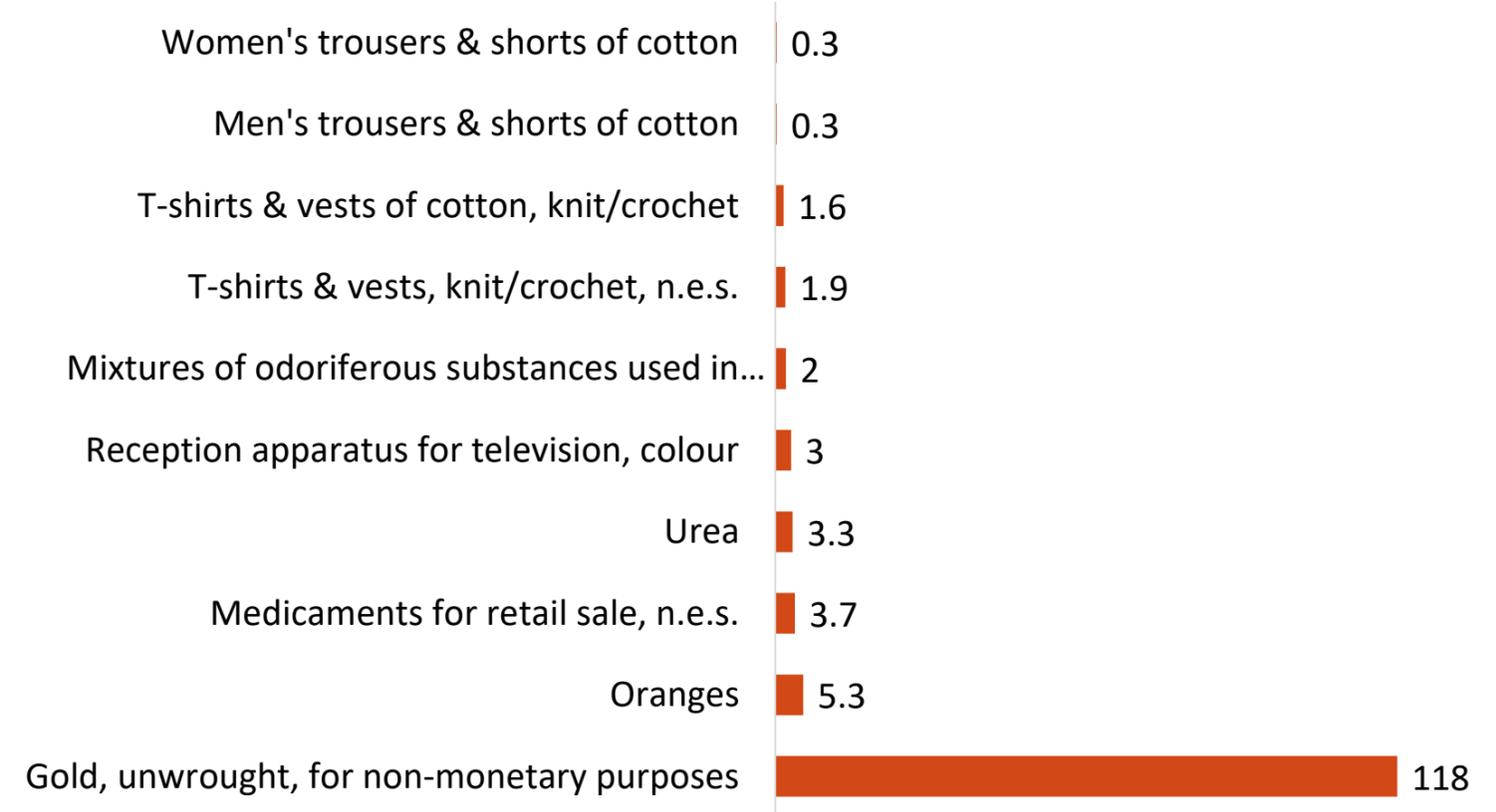
UNTAPPED EXPORT POTENTIAL FOR EGYPT IN SWITZERLAND

Egypt's Untapped Export Potential in Switzerland
USD 188 Million

Top 10 Subsector with the Highest Untapped Export Potential (USD million)



Top 10 Products with the Highest Untapped Export Potential (USD million)



- The top 10 subsectors with the highest untapped export potential for Egypt in Switzerland worth USD 163 million.
- The top 10 products with the highest untapped export potential for Egypt in Switzerland worth USD 139.4 million.

UNTAPPED EXPORT POTENTIAL FOR EGYPT IN SWITZERLAND- Competitors Analysis

HS Code	Product	Top Supplying Markets to Switzerland in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023
710812	Gold, unwrought, for non-monetary purposes	USA	15%	0%	60,524,075
		UAE	9.6%	0%	63,919,467
		Uzbekistan	8.1%	0%	62,925,015
		Egypt	0.4%	0%	55,517,250
80510	Oranges	Spain	48.4%	0%	1,270
		Italy	31.5%	0%	1,675
		South Africa	10.8%	0%	1,450
		Egypt	1.5%	0%	861
3003XX	Medicaments for retail sale, n.e.s.	USA	33.8%	0%	1,352,495
		Italy	27.1%	0%	4,127,560
		Slovenia	9.7%	0%	7,335,600
		Egypt	0.7%	0%	1,414,000

Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value **(estimated price per ton)**

Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value

Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value over Italy & Slovenia

UNTAPPED EXPORT POTENTIAL FOR EGYPT IN SWITZERLAND- Competitors Analysis

HS Code	Product	Top Supplying Markets to Switzerland in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023	
310210	Urea	Germany	67.1	0%	411	Egypt doesn't have tariff or price advantage over the competitors.
		Algeria	6.4	0%	444	
		Austria	4.6	0%	452	
		Egypt	3.2	0%	572	
852872	Reception apparatus for television, colour	Slovakia	35.3	0%	34,171	No available information to determine Egypt's competitive advantage
		Germany	31.6	0%	45,960	
		Hungary	11.9	0%	30,663	
		Egypt	0	0%	0	
330210	Mixtures of odoriferous substances used in food & drink	Ireland	32.9	0%	88,600	Egypt have tariff disadvantage compared to the competitors. However, it has a relatively competing unit value over Ireland
		Germany	15.5	0%	26,236	
		France	15.1	0%	22,609	
		Egypt	0.02	1.30%	30,000	

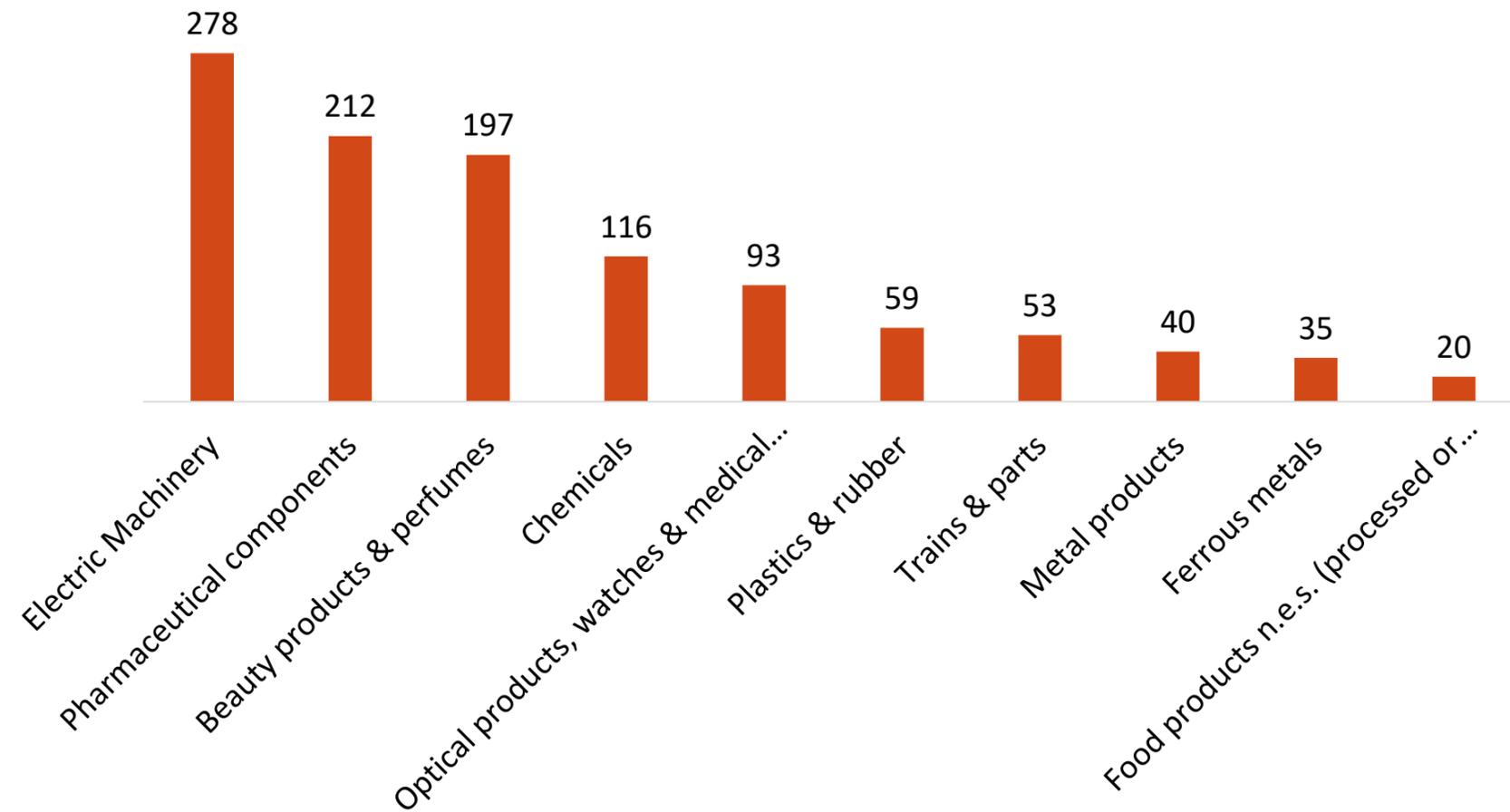
UNTAPPED EXPORT POTENTIAL FOR EGYPT IN SWITZERLAND- Competitors Analysis

HS Code	Product	Top Supplying Markets to Switzerland in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023	
610990	T-shirts & vests, knit/crochet, n.e.s.	China	20.5	0%	72,390	
		Türkiye	17.5	0%	96,203	
		Germany	8.8	0%	105,228	
		Egypt	0.2	0%	50,143	Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value
610910	T-shirts & vests of cotton, knit/crochet	Bangladesh	27	0%	39,645	
		Italy	13.5	0%	113,196	
		China	12.4	0%	56,763	
		Egypt	0.3	0%	65,000	Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value over Italy
620342	Men's trousers & shorts of cotton	Bangladesh	25.1	0%	48,227	
		Türkiye	16.2	0%	92,912	
		Pakistan	11.2	1.50%	53,972	
		Egypt	1.7	0%	92,938	Egypt doesn't have price advantage over the competitors. However it has only tariff advantage over Pakistan
620462	Women's trousers & shorts of cotton	China	20.2	0%	46,099	
		Bangladesh	18.7	0%	38,763	
		Türkiye	15.9	0%	63,898	
		Egypt	0.9	0%	37,157	Egypt doesn't have tariff advantage over the competitors. However, it has a relatively competing unit value

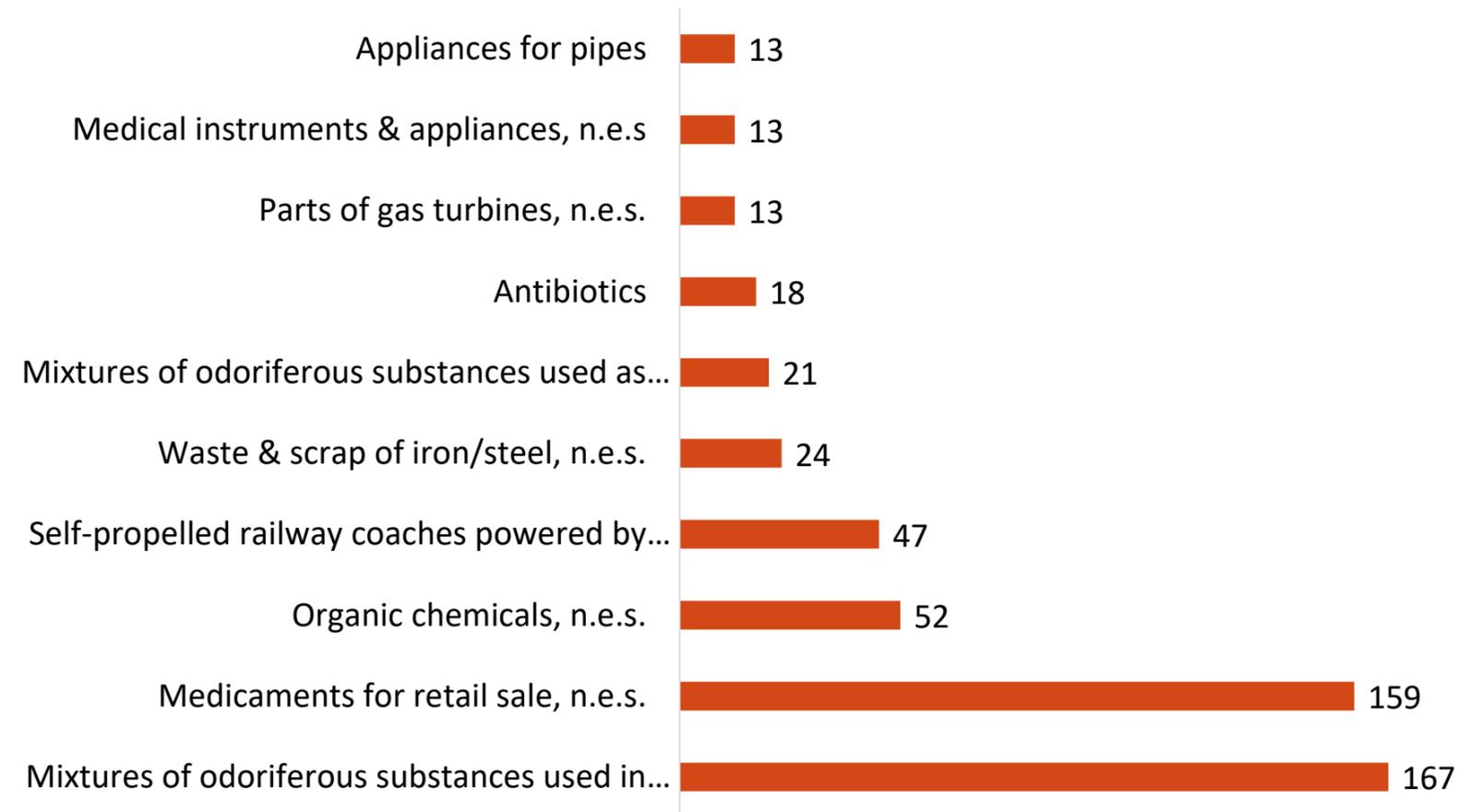
UNTAPPED EXPORT POTENTIAL FOR SWITZERLAND IN EGYPT

Switzerland's Untapped Export Potential in Egypt
USD 1.3 Billion

Top 10 Subsector with the Highest Untapped Export Potential (USD million)



Top 10 Products with the Highest Untapped Export Potential (USD million)



- The top 10 subsectors with the highest untapped export potential for Switzerland in Egypt worth USD 1.1 billion.
- The top 10 products with the highest untapped export potential for Switzerland in Egypt worth USD 527 million.

UNTAPPED EXPORT POTENTIAL FOR SWITZERLAND IN EGYPT-Competitors Analysis

HS Code	Product	Top Supplying Markets to Egypt in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023
330210	Mixtures of odoriferous substances used in food & drink	Germany	22%	633.3%	20,381
		Netherland	12.1%	633.3%	20,350
		Switzerland	8.4%	1003.3%	20,358
		Slovenia	7.8%	633.3%	20,332
3004XX	Medicaments for retail sale, n.e.s.	Switzerland	20.6%	2.8%	97,192
		Germany	16.3%	0%	132,665
		USA	10.6%	2.8%	120,313
		France	7.9%	0%	141,268
29XXXb	Organic chemicals, n.e.s.	China	34.3%	1.6%	NA
		India	12.3%	1.6%	NA
		Saudi Arabia	12.2%	0%	NA
		Switzerland	1.8%	1.6%	NA

Switzerland have tariff disadvantage compared to the competitors. However, it has a relatively competing unit value over Germany

Switzerland have tariff disadvantage compared to the competitors. However, it has a competitive unit value and significant market share.

No available information to determine Switzerland's competitive advantage

UNTAPPED EXPORT POTENTIAL FOR SWITZERLAND IN EGYPT-Competitors Analysis

HS Code	Product	Top Supplying Markets to Egypt in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023
860310	Self-propelled railway coaches powered by external electricity source	UK	95.5%	0%	60,685
		China	4.5%	5%	60,676
		Switzerland	0%	5%	NA
720449	Waste & scrap of iron/steel, n.e.s.	UK	41.2%	0%	393
		Belgium	26.6%	0%	393
		Netherlands	18.1%	0%	393
		Switzerland	0%	0%	NA
330290	Mixtures of odoriferous substances used as raw materials, n.e.s.	Switzerland	41.3%	5%	23,101
		Germany	16%	0%	23,088
		Netherlands	9.6%	0%	23,079
		India	7%	5%	23,079

Switzerland have tariff disadvantage compared to the UK. Moreover, the UK totally controls the market in Egypt.

No available information to determine Switzerland's competitive advantage

Switzerland have tariff disadvantage compared to the competitors. However, it has a relatively competitive unit value and significant market share

UNTAPPED EXPORT POTENTIAL FOR SWITZERLAND IN EGYPT-Competitors Analysis

HS Code	Product	Top Supplying Markets to Egypt in 2023	Market Share in 2023	Average Applied Tariffs on Imports	Unit Value (\$/ton) in 2023
294190	Antibiotics	China	53.4%	2%	NA
		India	16.3%	2%	NA
		Denmark	11.5%	0%	NA
		Switzerland	0%	2%	NA
841199	Parts of gas turbines, n.e.s.	Germany	40.1%	0%	NA
		USA	29%	5%	NA
		Switzerland	10.7%	5%	NA
		Italy	9.2%	0%	NA
9018XX	Medical instruments & appliances, n.e.s	China	19.5%	4.8%	149,404
		USA	19.5%	4.8%	176,963
		Germany	12.6%	0%	161,684
		Switzerland	1.1%	4.8%	163,150
848180	Appliances for pipes	Italy	30.6%	0%	35,342
		China	22.5%	18.6%	35,339
		UK	6.6%	0%	35,321
		Switzerland	1%	18.6%	35,136

Switzerland have tariff disadvantage compared to Denmark. Moreover, the competitors totally controls the market in Egypt.

Switzerland have tariff disadvantage compared to EU markets. However, it has maintained considerable market share.

Switzerland does not have tariff advantage over other competitors. However, it has a relatively competitive unit value compared to the USA.

Switzerland have tariff disadvantage compared to the EU competitors. However, it has a relatively competing unit value over all competitors.

CONCLUSION & RECOMMENDATION

- Egypt and Switzerland have strong economic and trade relations that have been crowned by the FTA signed between Egypt and the EFTA members including Switzerland. This was reflected on the bilateral trade movements, when **Egypt's exports to Switzerland increased by 84%** over the past 5 years, while **its imports hiked by 2%** during the same period
- Egypt and Switzerland still have more untapped export opportunities to increase their bilateral trade. Egypt has untapped export potential estimated at **USD 188 million**, while the Swiss untapped export potential in Egypt worth **USD 1.3 billion**.
- Egypt can focus on unleashing its export to Switzerland in **gold, orange, medicaments, mixtures of odoriferous substances used in food & drink, knitted or crocheted T-shirts & vests, and Women's trousers & shorts of cotton**. Egypt has tariff exemptions in these products and it has competitive prices compared to other competitors in the Swiss market.
- Switzerland can focus on unrealize its untapped export potential to Egypt in **medicaments, mixtures of odoriferous substances used as raw materials, Medical instruments & appliances, and Appliances for pipes**. Switzerland does not have preferential tariffs in these products, however, it has competitive prices compared to other competitors in the Swiss market.

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