

Sectoral Study Series



Preface

In light of Lebanon's evolving export landscape, the CER team at CCIA-BML has undertaken a series of sectoral studies to analyze export patterns and identify growth opportunities. These studies aim to provide Lebanese producers with actionable insights and market analyses to help leverage export trends since 2019 and explore potential markets for their products.*

HS 28

Inorganic Chemicals

Executive Summary

According to data from the Chamber of Commerce, Industry, and Agriculture of Beirut and Mount Lebanon (CCIA-BML), the export of inorganic chemicals witnessed a decrease between 2019 and 2023. Among the Lebanese products that earned a certificate of origin from CCIA-BML¹, Phosphoric and Polyphosphoric acids (HS 28.09) emerged as the leading product. Given the global demand for such products, key potential markets for Lebanese exports in this category include Bangladesh, Egypt, and India. Expanding into these markets presents an opportunity to enhance export and strengthens the presence in the international agricultural supply chain markets.

المخلص التنفيذي

وفقاً لبيانات غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان، شهدت صادرات المواد الكيميائية غير العضوية انخفاضاً بين عامي 2019 و2023¹. ومن بين المنتجات اللبنانية التي حصلت على شهادة منشأ من غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان، برزت أحماض الفوسفوريك والبولي فوسفوريك (HS 28.09) كأبرز المنتجات. ونظراً للطلب العالمي على هذه المنتجات، فإن الأسواق الرئيسية المحتملة للصادرات اللبنانية في هذه الفئة تشمل بنغلاديش ومصر والهند. ويمثل التوسع في هذه الأسواق فرصة لتعزيز الصادرات وتعزيز الحضور في أسواق سلسلة التوريد الزراعية الدولية.

¹ A product earns a Certificate of Origin if it meets the required value-added threshold in the exporting country, allowing it to benefit from trade agreements with the importing country. However, this does not necessarily mean that the product was entirely manufactured in Lebanon.

يحصل المنتج على شهادة منشأ إذا استوفى الحد الأدنى المطلوب للقيمة المضافة في البلد المُصدِر، مما يُتيح له الاستفادة من اتفاقيات التجارة مع البلد المُستورد. إلا أن هذا لا يعني بالضرورة أن المنتج صُنِعَ بالكامل في لبنان.

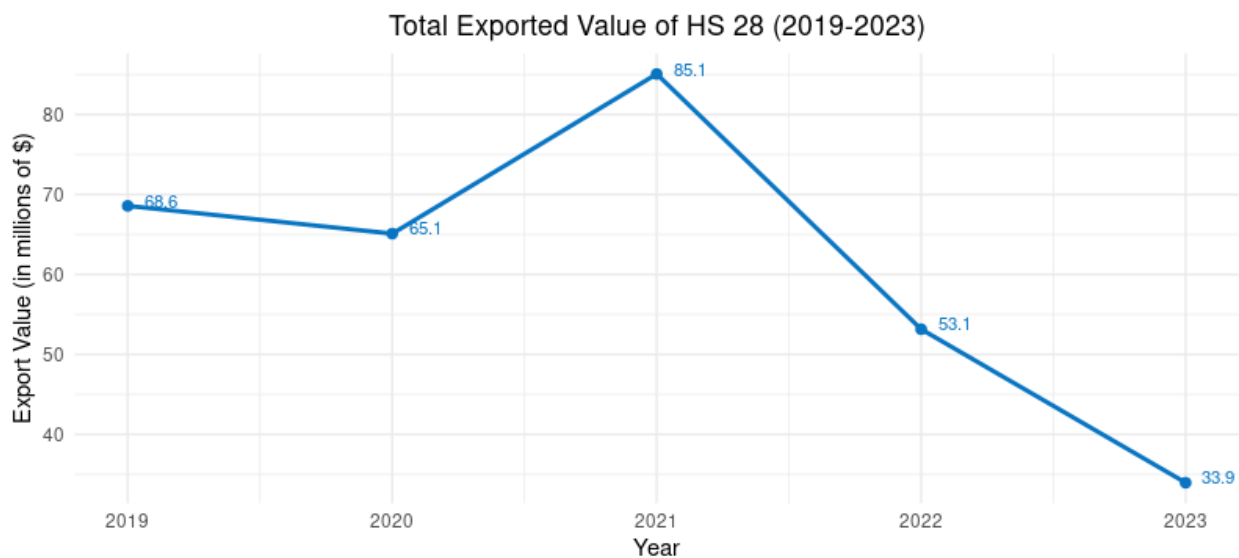
HS 28: Inorganic Chemicals

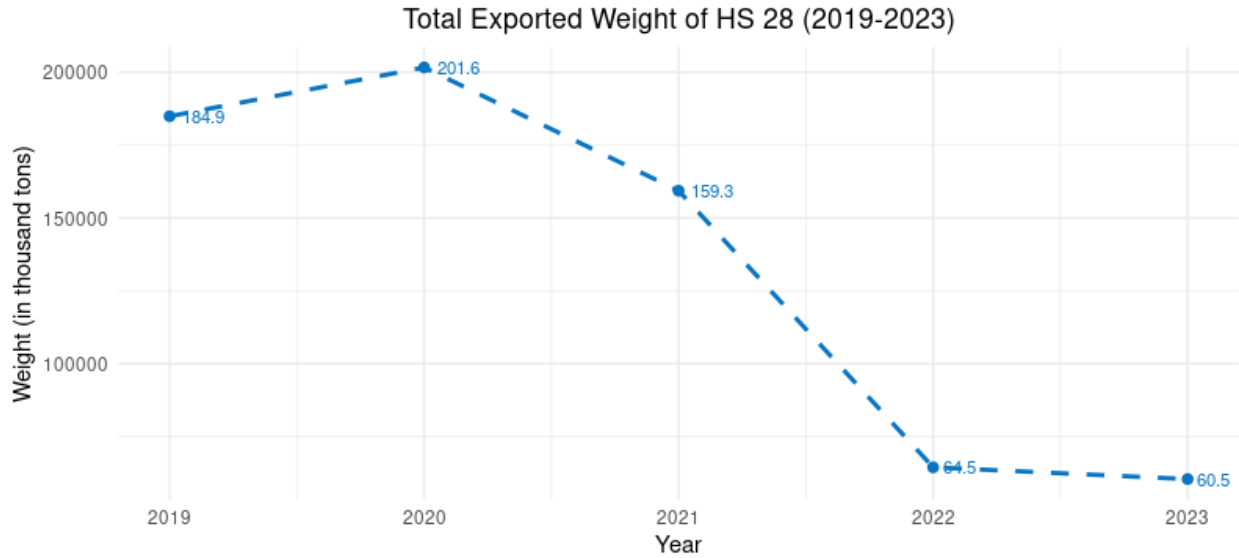
I- General Overview

Inorganic chemicals are substances that do not contain carbon. They include Aluminium Oxide, Radioactive Chemicals, Hydrogen, Ammonia, Carbonates, Precious Metal Compounds, Sodium or Potassium Peroxides, Inorganic Salts, Phosphoric Acid, and Other Inorganic Acids, among others.

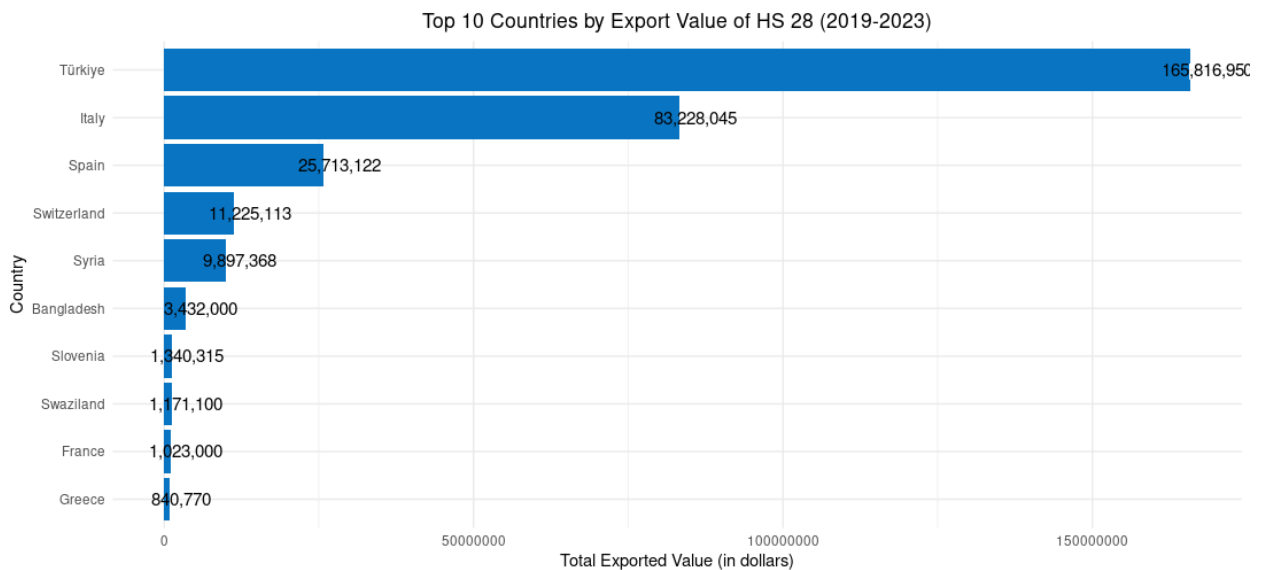
In 2023, the world's export value of inorganic chemicals (HS 28) was \$ 196 billion. Top exporters were China, South Korea, the United States and Germany with \$ 34.3 billion, \$ 16.3 billion, \$ 15 billion and \$ 13 billion, respectively. Accordingly, top importers were China, South Korea, the United States, India and Japan with a value of \$ 26 billion, \$ 21.5 billion, \$ 17 billion, \$ 10 billion and \$ 9.5 billion, respectively ([International Trade Center](#)).

According to the data from CCIA-BML, exports of inorganic chemicals (HS 28) that received a certificate of origin and having a Lebanese origin increased from \$ 69 million in 2019 to \$ 85 million in 2021 before decreasing to \$ 34 million in 2023.



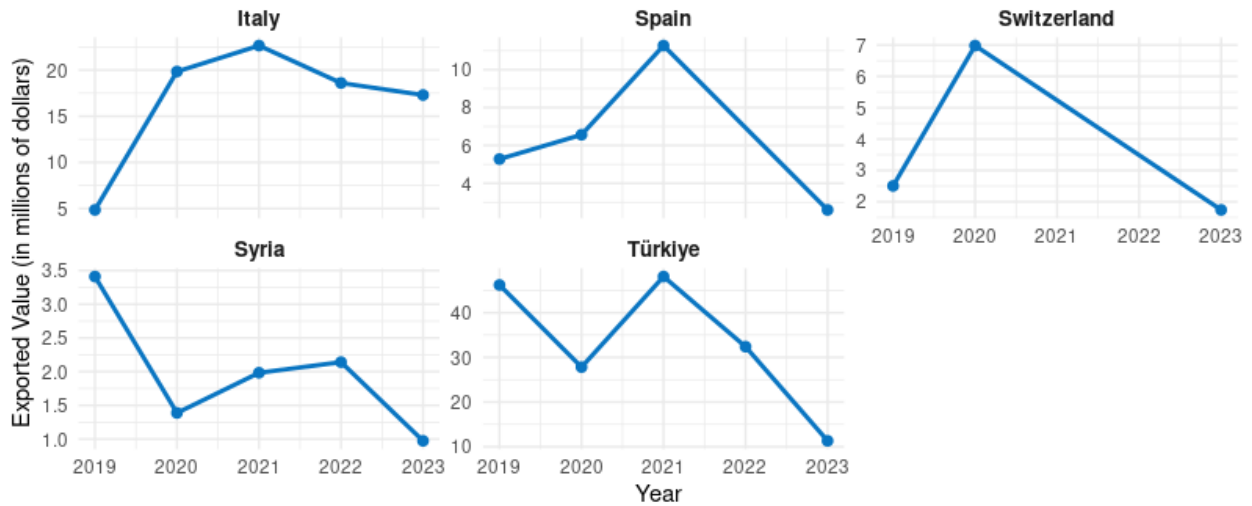


The main destination markets for the Lebanese export of inorganic chemicals (HS 28) are diversified. The data reveals that Türkiye, Italy, Spain, Switzerland, Syria and Bangladesh are among the top markets.



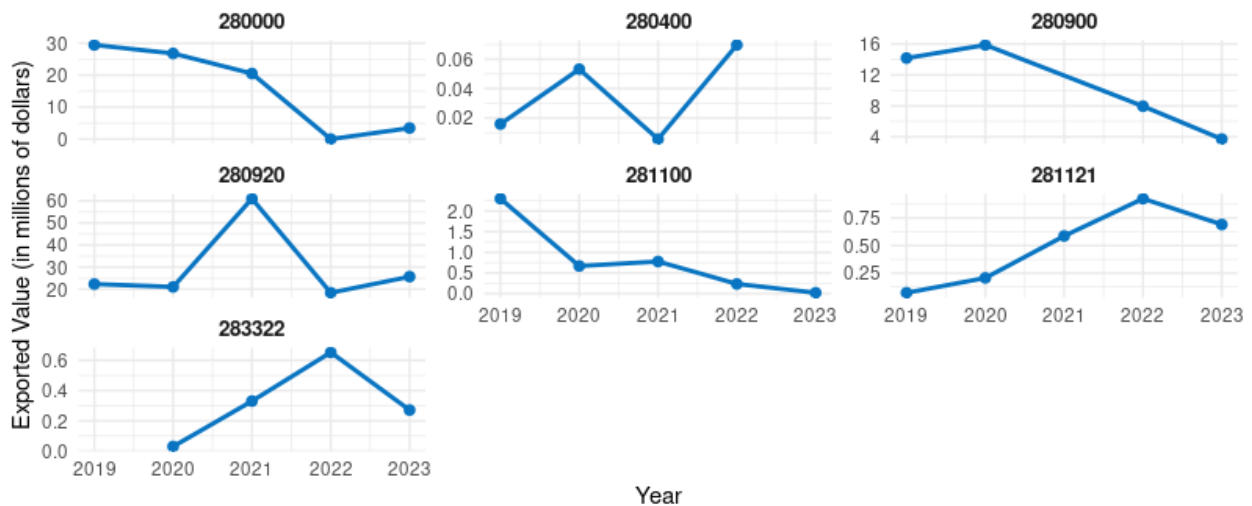
Since 2019, Lebanese exports to the top destination have been decreasing except for Italy. Additionally, the global import growth of these markets has been decreasing for the period 2022-2023.

Exported Value for Top 10 Countries (HS 28) by Year



According to CCIA-BML data, the main products of inorganic chemicals (HS 28) were those that fall under HS 28.09 (Diphosphorus pentaoxide; phosphoric acid; polyphosphoric acids, whether or not chemically defined). Moreover, phosphoric acid (HS 28.09.20) was among the products having the highest exported value.

Exported Value by ITEM (6-digit) for HS 28 (At Least 3 Years of Exports)



II- Potential Markets

The following tables provide a detailed breakdown of Lebanon's unrealized export potential in the inorganic chemicals sector. Due to the fact that the above data revealed that phosphoric acid was among the main products exported through CCIA-BML, the below information will be limited this category. These insights reveal untapped opportunities, at an estimated value of more than \$ 10 million for Lebanese manufacturers to expand their access to different markets.

Unrealized Export Potential for Phosphoric Acid and Polyphosphoric Acids.

HS Code	Product	Country	Unrealized Potential*
280920	Phosphoric and Polyphosphoric acids	Bangladesh	1.6 m
		Brazil	0.7 m
		Egypt	1.4 m
		Germany	0.5 m
		India	2.5 m
		Netherlands	3.3 m
		Pakistan	0.4 m
		United States	1.8 m
Total Unrealized Potential			\$ 12.2 million

Source: [ITC Trade Map](#)

*m refers to millions of \$

The table below outlines the regulatory requirements and tariff structures imposed by key destination markets for Phosphoric and Polyphosphoric acids.

Product	Country	Number of Requirements to Export	Tariff Imposed
HS 28.09.20 Phosphoric and Polyphosphoric acids	Bangladesh	10	10%
	Brazil	31	Between 2% and 10% ²
	Egypt	35	0%
	Germany	15	0%
	India	3	Between 5% and 7.5% ³
	Netherlands	15	5.5%
	Pakistan	4	0%
	United States	26	0%

Source: [ITC Market Access Map](#)

² Tariff differs according to the Product National Tariff Line Code (8 Digit Code Harmonized System) adopted by Brazil ([ITC](#)).

³ Tariff differs according to the Product National Tariff Line Code (8 Digit Code Harmonized System) adopted by India ([ITC](#)).

Potential Business Partners

Product	Country	Website
Cibrafértil Companhia Brasileira De Fertilizantes.	Brazil	https://www.cibra.com/fale-conosco/
Dag Quimica Industria Comercio E Representacoes Ltda		https://dagquimica.com.br/
Al-Ezz for Import-Export & Trading Agencies	Egypt	http://www.alezzgroup.com/
United For Agriculture Development		http://www.uad-eg.com
Aurubis AG	Germany	http://www.aurubis.com
CEDA Chemicals GmbH		http://www.cedachem.de
Acid India (Mumbai)	India	http://www.acidindiamumbai.in
Sainath Expimpo		http://www.sainathexpimpo.com
IMCD Group B.V.	Netherlands	http://www.imcdgroup.com
BASF Nederland BV		http://www.basf.nl
Fatimafert Limited - Dh Fertilizer Ltd	Pakistan	https://www.fatima-group.com
Fauji Fertilizer Company Limited		https://www.ffc.com.pk
Gentek Inc.	United States	http://www.gentek-global.com

Source: Dun & Bradstreet - Kompas

Other Partners in Lebanon that can Provide Support:

Chamber of Commerce, Industry and Agriculture of Beirut and Mount-Lebanon

Address: CCIA-BML Building, 1 justinien street, Sanayeh| POBox:11 1801 Beirut, Lebanon

Phone: +961 1 353190

Email: dg-office@ccib.org.lb

Trade Point Beirut - Ministry of Economy and Trade

Address: Down Town Lazariah Bldg Bachoura E6 Beirut 2020-6701

Phone: 01 - 982360/1/2/3/4/5

Email: Info@economy.gov.lb