

**Report on**  
**ELECTRONICS SECTOR IN BANGLADESH**

**Prepared For:**



**Economic Diplomacy Division  
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## EXECUTIVE SUMMARY

The electrical and electronics sector of Bangladesh is underdeveloped due to lack of technical knowledge and production capacity. But with the growing population and improved standards of living, Bangladesh is importing huge amounts of consumer electronics products to meet the increasing demand. China remains the largest supplier of electronics products for Bangladesh. In this context, the High Commission of India commissioned a market research in 2017 with the objective to get a complete scenario of the consumer electronics market in Bangladesh in order to examine the potential of India companies entering the Bangladesh electronics market. The study involved desk research and primary data collection through in-depth interviews with the representatives of the different government bodies and electronics companies to understand the market.

The market size of the electronics industry (including both industrial and consumer electronics) is around 4 billion USD in 2017 and is expected to reach around 12 billion USD by 2025. The size of the consumer electronics market is estimated to be around 1.8 billion USD in 2016. The market size of consumer electronics products is estimated to reach around 6.3 billion USD by 2025. Currently television and refrigerator are the items with the highest demand. Demand for air conditioners has also been increasing rapidly in the urban areas of Bangladesh for the last few years. The demand for television, refrigerator, and fan is also seeing an increase in the rural areas and demand for air conditioner, refrigerator and smart TV has been registering a rise in the urban areas.

Bangladesh imported electronic products worth around 2.2 billion USD in 2016 including consumer and industrial products among which air conditioner and refrigerator were the greatest imports. Chinese products occupy the largest share (69%) of the market of imported consumer electronics products. Other main exporting countries for Bangladesh include India, Korea, Japan among some others. On the other hand, if we look at the exports of Bangladesh electronic and electrical products, the figures are negligible compared to the imports.

Price and quality of the products are the two main factors considered by Bangladesh companies while selecting suppliers. It was found that companies would be interested to import more from India, if the Indian companies could match the price vis-à-vis the Chinese companies. Due to existing logistical linkages and transport networks, transportation costs for imports from India are also considered to be very low by the importers of the electronics and electrical parts and products. Thus, if competitive prices are offered to the Bangladeshi companies, then importing from India will result in significant transportation cost savings, which can work as a

big incentive. Furthermore, India can also strengthen its presence in the Bangladesh market through collaborative arrangements for knowledge sharing and technology transfer.

## LIST OF ACRONYMS

AC	Air Conditioner
B/E	Bill of Entry
BEMA	Bangladesh Electronics Merchants Association
E&E	Electrical and Electronics
ERC	Export Registration Certificate
FBCCI	Federation of Bangladesh Chambers of Commerce and Industry
FY	Fiscal Year
GDP	Gross Domestic Product
GoB	Government of Bangladesh
IRC	Import Registration Certificate
L/C	Letter of Credit
NBR	National Board of Revenue
SAD	Single Administrative Document
SMEs	Small and Medium Enterprises
SWOT	Strengths, Weaknesses, Opportunities and Threats
TV	Television

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## **HS CODE**

Bangladesh produces about 75 types of electrical and electronics products are under four HS Chapters namely HS Codes - 84, 85, 90 and 94. Among the four chapters, HS Codes – 84 and 85 mainly include the electronics products that are relevant for this study. Ceiling, table and other types of fan, varieties of air conditioning machine, different types of refrigerator and washing machine are some among many other electronics goods enlisted in HS Chapter-84. HS chapter-85 includes some other relevant products such as different types of batteries, UPS, microwave oven and parts of televisions (Bangladesh Customs Tariff Section XVI, NBR).

## **CHAPTER ONE: INTRODUCTION AND METHODOLOGY**

### **1.1. Background**

Bangladesh is one of the fastest growing economies in the world today, growing at a rate of 6.5 percent over the last one decade (World Bank Data Bank 2017). Bangladesh holds great potential for trade and investment and is heading towards its goal of becoming a middle income country by 2021.

Bangladesh, with the rising GDP growth rate, has successfully made an upward shift in the purchasing power of the people. As the disposable income of the people is increasing, their purchasing power of consumer electronics products is increasing as well. Bangladesh industry is producing or assembling a number of home appliances seeing high demand among the consumers (Bangladesh-Light Engineering and Electronics 2016). These appliances include refrigerators, air conditioners, televisions, ovens, toasters, blenders and so on.

However, there is not sufficient production within the country to meet the rising demand for consumer electronics products in Bangladesh. This has created opportunities for foreign companies to meet the demand for consumer electronics in Bangladesh by exporting or investing in Bangladesh.

In this context, the report examines the current scenario and growth potential of the consumer electronics market with a view to understand the potential for Indian companies to enter this market.

### **1.2. Objective of the research**

The key objectives of the study were to capture the current scenario of the market of consumer electronics goods in Bangladesh and identify the prospect of Indian electronics companies to export to or enter the Bangladesh market.

Since the consumer electronic industry includes a wide range of products, it was discussed and finalized with High Commission of India that this report will emphasize on the following consumer electronics products: Different types of fan, air conditioner, LED light, television, refrigerator, kitchen appliances: blender/ mixer grinder/ food processor/microwave oven/hot plate/cooking range, vacuum cleaner, rice cooker, washing machines, and battery/inverter/UPS/stabilizer.

### 1.3. Methodology

The study was bifurcated into two phases as follows:

- a) Desk Review - Secondary data collected from several recognized articles, journals, research/academic papers and government and international websites.
- b) Consultation with different ministries, customer office, Bangladesh Bank, different associations and local producers. In-depth interviews were administered to collect data and detailed information about production, import and export areas of consumer electronic products in Bangladesh.

A total of 12 in-depth interviews were administered with different stakeholders and the list of the institutions and companies are given below:

Ministries and other associations	Consumer Electronic Product manufacturing companies
1. Ministry of Commerce	1. Best Electronics (Conion)
2. Bangladesh Customs (National Board of Revenue Bangladesh)	2. Transcom Electronics Ltd (TEL)
3. Bangladesh Bank	3. Walton Group
4. Office of the Chief Controller of Imports & Exports	4. Rahimafrooz Bangladesh Ltd. (Rahimafrooz Distribution Ltd. and Rahimafrooz Storage Power Division.)
5. Federation of Bangladesh Chambers of Commerce and Industry (FBCCI)	5. Miyako/ Hasib Electronics and
6. Bangladesh Electronics Merchants Association (BEMA)	6. MyOne Electronics Industries Ltd (Minister)

### 1.4 Limitation of the Report

The electronic industry includes a wide range of consumer electronic products and industrial electronic products. Therefore it was difficult to collect data specifically for consumer electronic products. The government bodies and associations were also unable to provide data required for the study. After multiple visits, we have been able to arrive at estimates of the market size, and import and export situation. However, it was not possible to collect data on some specific consumer electronic products which were mentioned in the relevant sections. Furthermore, it was also not possible for us to provide market share scenario of the different companies as no such data is available online and the companies refused to disclose their sales data.

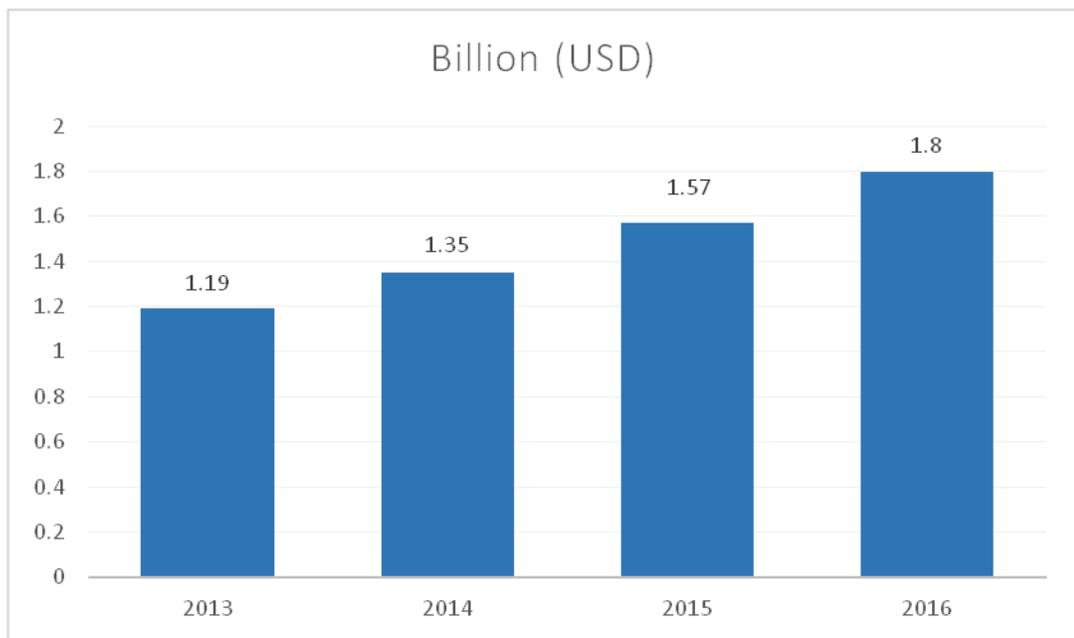
## CHAPTER TWO: OVERVIEW OF THE ELECTRONICS INDUSTRY

### 2.1. Market size of the electronics sector

Bangladesh manufactures a number of consumer electronics products but in the majority of the cases the manufacturing companies import different parts from abroad and assemble those in their factories.

According to Ferdous Ara Begum (CEO, Business Initiative Leading Development), the electronics goods have a large increasing domestic market, which has more than 3000 units in operation. With the consultation with the representatives of government bodies and different consumer electronics companies it was found that the market size of electronic industry is around 4 billion USD in 2017 and it is expected to have a yearly growth rate of 15%. Based on the growth rate, the market size is estimated to be around 12 billion USD in 2025 (figure 2.1). It should be noted that this number includes both the consumer electronic products and industrial electronic products. It was also found that the total market of the consumer electronics is around 1.8 billion USD in 2016. Figure 2.1 represents the market size of consumer electronic products from the year 2013 to 2016 which shows a steady growth over the years.

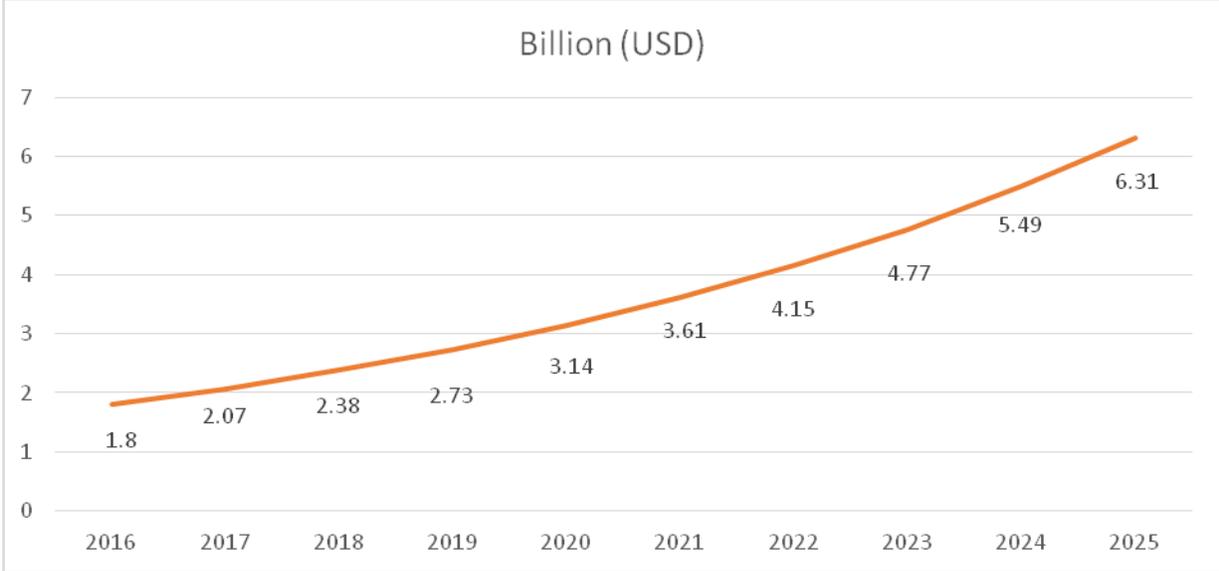
#### *2.1 Market Size of Consumer Electronic Products in Bangladesh*



Based on the available market size data from the year 2013 to 2016, we have estimated the market size for consumer electronic products up to 2025 (Figure 2.3). The estimation shows

that the market size of consumer electronic products will be around 6.31 billion USD by the year 2025.

**Figure 2.2: Estimated growth potential of the Bangladeshi Consumer Electronic Market**



**2.2. Major players in the consumer electronics sector**

The major players in the consumer electronic market are: Walton Group, Transcom Electronics Ltd., Rangs Electronics Ltd., Best Electronics Ltd., MyOne Electronics Industries Ltd./Minister, Jamuna Electronics, PRAN RFL (Vision and Click), Esquire Electronics Ltd., Electra International, Super Star Group (SSG) and Astute Electronics.

The most well-known companies that sell battery, UPS, inverter and stabilizer are Rahimafrooz Bangladesh Ltd, Panna Battery Ltd, HAMKO Cooperation Ltd, Navana Batteries Ltd, Lucas Electrical, etc.

However it was not possible to identify the market share of the consumer electronic products manufacturing companies as no such data is available online and the companies refused to share the sales data during primary data collection phase.

### 2.3 Electronics products with high demand and potential

In consultation with the companies and different associations, it was found that the consumer electronics product that has the highest demand in Bangladesh is mobile phone. Besides, the respondents mentioned that the demand for television, refrigerator and air conditioner is also very high. They further mentioned that several companies like Pran (vision brand), Walton, MyOne are doing good business by offering television, refrigerator and air conditioner particularly at lower price range. They further added that the demand for television, refrigerator, and fan is increasing in the rural areas and demand for air conditioner, refrigerator and smart TV is increasing in urban areas. They also mentioned that the demand for air conditioners is increasing drastically in the urban areas because of change in temperature in Bangladesh over the last few years.

The demand for kitchen appliances was not found very high. Although the respondents stated that as more women are joining the workforce in the urban areas, the demand for blenders and rice cookers is slowly increasing more than other kitchen appliances.

Nevertheless, 15 retail outlets of electronic products were visited in order to determine the major brands and prices of the selected items that are mostly sold in Bangladesh. Table 2.1 shows the major brands and their retail prices of the consumer electronic products this paper is focusing on.

**Table 2.1: The major Brands and the Retail Prices**

Sl.	Product Category	Major Brands	Retail Price of the product of major brands (BDT)
1.	Ceiling Fan	CFC	3,300
		Bajaj	3,500
		BRB	2,700
		RFL/Click	2,400
		KDK	4,200
		Jamuna	3,000
	Table Fan	Sony	3,000
		Mira	3,600
		KDK	4,500

		Vision	2,500
		Conion	3,000
		Sunca	5,000
	Stand Fan	PAK	5,400
		CFC	3,400
		Mira	3,000
		KDK (Kadeka)	4,500
		Victor	5,600
		Panasonic	3,800
	Charger Fan	Sanyo	3,200
		Sunca	4,000
		Sunny	3,200
		Panasonic	3,800
		Conion	3,500
		Sony	3,200
	Wall Fan	KDK	5,500
		Panasonic	3,200
		Vision	2,200
RFK/Click		2,000	
CFC		3,200	
Sony		1,600	
2.	Split Air Conditioner	Panasonic	95,000
		GREE	80,000
		SHARP	80,000
		Hitachi	85,000
		Walton	65,000
		General	75,000
		LG	70,000
		General	35,000

	Window Air Conditioner	MyOne	32,000
		GREE	45,000
		Chigo	40,000
		Minister	33,000
3.	LED lights	Superstar	350
		Energypac	300
		Philips	350
		Osaka	350
		RFL/Click	300
4.	Televisions	Samsung	55,000 – 64,000
		LG	30,000 – 38,000
		Sony	30,000 – 73,000
		MyOne	12,000 – 25,000
		Walton	9,000 – 13,000
		Singer	12,000 – 42,000
	Refrigerator	Walton	19,000 – 27,000
		LG	26,000
		Singer	30,000 – 35,000
		Hitachi	65,000
		Jamuna	25,000
6.	Blenders	Panasonic	5,000
		Miyako	2,200
		Heigan	3,000
		Philips	5,500
		Kenwood	2,200
		Conion	4,000
7.	Food processor	Panasonic	9,600
		Philips	6,500
		Jamuna	6,000

		Miyako	4,500
		Kenwood	4,600
		Donlim	4,500
		Rangs	3,500
8.	Mixer grinder	Philips	3,500
		Rangs	1,100
		Miyako	2,100
		Sharp	3,700
		Jaipan	6,000
		Panasonic	4,600
9.	Microwave oven	Panasonic	18,000
		Whirlpool	15,500
		SHARP	22,000
		Samsung	12,000
		Miyako	18,000
		Siemens	40,000
10.	Hot plate	Miyako	2,800
		Philips	4,200
		Rangs	2,900
		Novena	2,300
		Donlim	3,100
		Vision	2,500
13.	Cooking range	Fotile	58,000
		Alba	29,000
		EF	21,000
		Siemens	1,10,000
14.	Vacuum cleaner	Hitachi	13,500
		Philips	14,000
		Panasonic	12,000

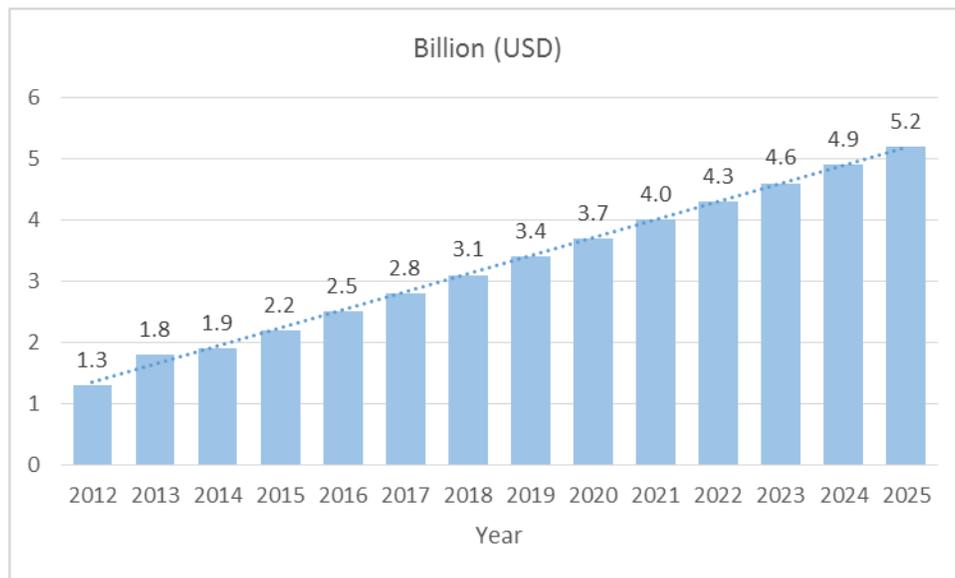
		Karcher	15,000
		Russellhobbehh	12,000
17.	Washing machine	Toshiba	42,000
		Conion	36,000
		Hitachi	45,000
		Philips	50,000
		Whirlpool	55,000
		Siemens	70,000
		Panasonic	36,000
18.	Rice cooker	Miyako	2,700
		Nova	3,200
		Novena	2,600
		Philips	4,500
		Rangs	2,200
		Conion	2,500
20.	Battery	VOLVO (60L)	5,300
		Rangs (60L)	5,400
		Hamko (60L)	7,500
		Lucas (60L)	6,900
		Globatt (60L)	6,500
		Apollo (60L)	5,500
		Navana (60L)	4,800
	Inverter	Doxin	2,500
		Shilin	5,000
		TBE	1,700
		Power	8,000
	UPS	Apollo (650V)	3,300
		Powerpac	2,700
		Spark	2,800

		Powerguard	2,800
		Micro	3,200
		Tech fine	3,100
	Stabilizer	Vguard	3,600
		Vision	2,400
		Walton	2,800
		Powerpac	3,200
		Ensysco	5,000
		Set Bangla	3,200

## 2.4. Major Imports and Exports<sup>1</sup>

Import – Considering the consumer electronic products that were the focus of this study (falls under HS Chapter 84 & 85), it was found that Bangladesh imported both consumer and industrial electronic products worth of around 2.2 billion USD in 2016 (Bangladesh Bank). The trend analysis based on the import value from 2012-2016 shows that the total import value of electronic products will be around 5.2 billion USD.

**Figure 2.3: Import Estimation of the Consumer Electronic Products in Bangladesh**



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<sup>1</sup> It should be noted that the import & export values are presented for both consumer electronics items and industrial electronics items. No separate import and export values can be derived for only consumer electronics. The commodities are categorized under the following name: *Electrical machinery and equipment and parts thereof, sound recorders and reproducers, television image and sound recorders and reproducers and parts and accessories of such articles.*

Table 2.1 represents item wise import values selected for the study from the year 2012 to 2016. It can be seen that air conditioner and refrigerator occupy the highest share among the other consumer electronic products.

**Table 2.2: Import values of selected consumer electronics products from fiscal years 2012 to 2017 (in million USD)**

Year	2012	2013	2014	2015	2016
Fans	13.17	11.53	18.77	10.81	9.58
Air Conditioner	<b>30.59</b>	<b>22.7</b>	<b>29.5</b>	<b>28.69</b>	<b>47.13</b>
Washing Machine	4.76	2.79	3.09	4.51	3.96
Microwave Oven	3.2	2.24	3.38	4.09	5.69
Electrical Oven, cookers, cooking plate, etc.	4.31	4	5.56	7.48	10.08
LED Light	0.47	3.56	7.04	0.03	0.1
Refrigerator	<b>5.94</b>	<b>7.45</b>	<b>17.25</b>	<b>28.49</b>	<b>31.33</b>
Parts of Television	6.36	8.09	3.93	3.17	2.92
UPS/IPS	5.93	5.81	6.67	6.97	8.41
Lead Acid Battery	5.36	5.04	0.1	1.59	6.9

\*Source: National Board of Revenue (NBR)

*It should be noted that neither the government bodies nor the associations were able to provide any import data for vacuum cleaner, different kitchen appliances (blender, mixer, grinder, cooking range, and rice cooker), inverter and stabilizer. Therefore it was not possible for us to identify the import values for the above mentioned consumer electronics products.*

*A cumulative value of different types of fan, air conditioner, refrigerator and washing machine is provided in the above table. Type wise data is provided in Annex 2.*

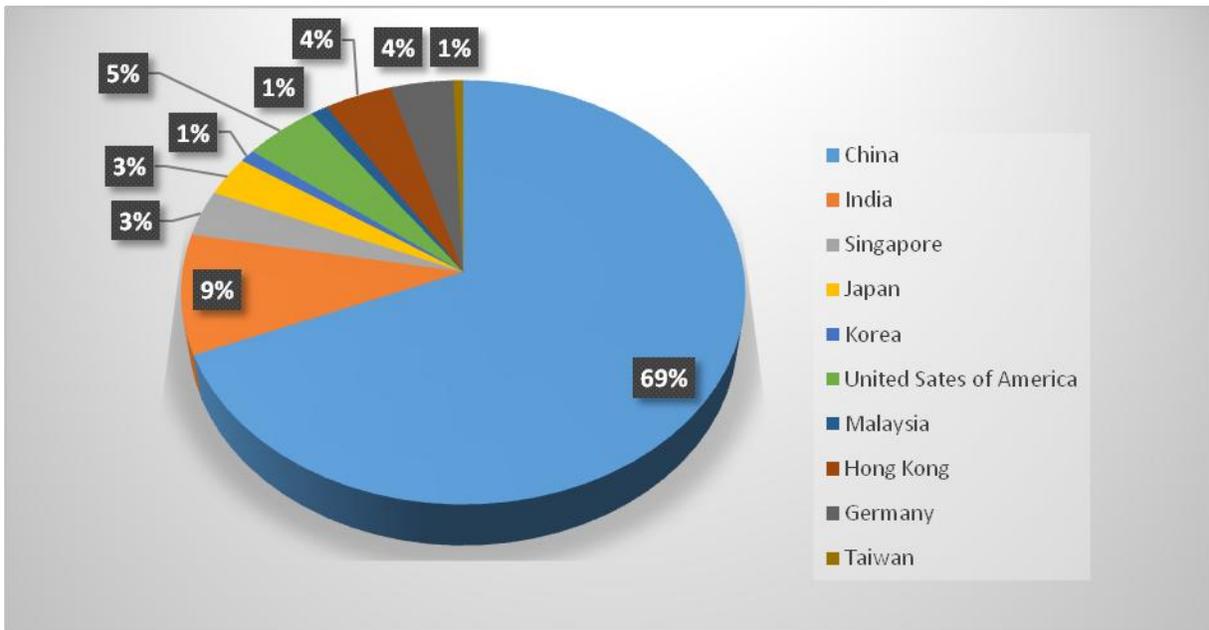
However, the imports of the electronic items, like other commodities, have some import duties implied on them. The duties include – Custom Duty (CD), Supplementary Duty (SD), Value Added tax (VAT), Advance Income Tax (AIT), Regulatory Duty (RD), Advance Trade VAT (ATV), Total Tax Incidence (TTI) – where supplementary duty is assessable value plus customs duty plus the regulatory duty and the total tax incidence is the summation of the duties implied. Table 2.3 shows the total tax incidence for the items in detail.

**Table 2.3: The major countries imported from, the import price range & the Total Tax Incidence**

HS Code	Description	Major countries Imported from	Import Price Range in USD (per Unit)	CD (in %)	SD (in %)	VAT (in %)	AIT (in %)	RD (in %)	ATV (in %)	TTI (in %)
8414.51.00	Table, floor, wall, window, ceiling or roof fans with an output not exceeding 125W	China, Saudia Arabia, Japan, Oman	USD 10 - 1900	25	45	15	5	4	4	129.58
8415.90.10	Air Conditioner (indoor and outdoor unit)	China, Thailand	USD 100 - 600	25	100	15	5	4	4	214.77
8418.29.00	Household refrigerators	China, Thailand	USD 100 - 900	25	30	15	5	4	4	106.35
8450.20.10	Washing Machines, household/laundry type	China, Hong Kong, India, Japan	USD 150 - 500	25	0	15	5	4	4	59.89
8479.82.00	Blender, mixer, grinder & kneading machines	China, India, Korea, Thailand	USD 100 - 1500	1	0	15	5	0	4	26.27
8504.40.20	UPS/IPS (Capacity upto 2000 VA)	China, Germany, India, Italy	USD 30 - 300	10	0	15	5	0	4	37.07
8504.40.90	Other static converters	China, Germany, India, Japan, Turkey	USD 10 - 500	1	0	15	5	0	4	26.27
8508.11.00	Vacuum cleaners of a power not > 1500 W	China, Japan	USD 92 - 2000	25	0	15	5	4	4	59.89
8508.19.00	Vacuum cleaners of a power > 1500 W	China, Hong Kong, India, Malaysia, Singapore	USD 50 - 256	25	0	15	5	4	4	59.89
8516.50.00	Microwave ovens	Malaysia, Korea, India, Japan	USD 30 - 134	25	0	15	5	4	4	59.89
8516.60.00	Cookers, cooking plates	UAE, China	USD 3 - 200	25	0	15	5	4	4	59.89
8528.72.00	Television (LCD & LED)	China, Malaysia, Vietnam	USD 350 - 50000	25	20	15	5	4	4	90.86
9405.40.49	LED tube light or LED bulb	China, India, Turkey	USD 5 - 200	25	45	15	5	4	4	129.58

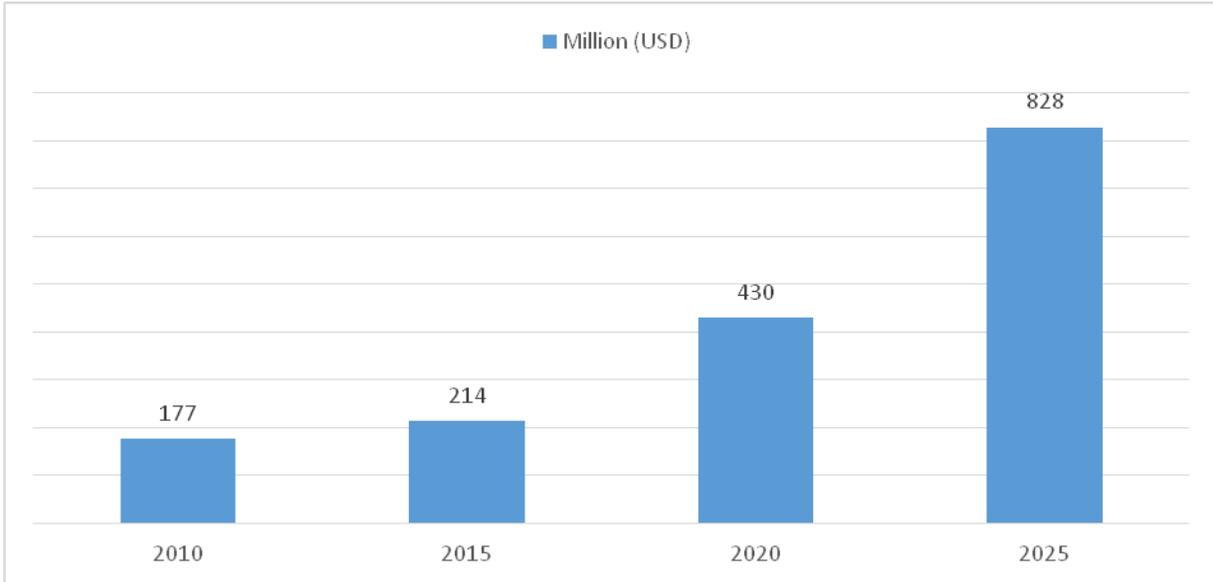
Regarding country wise import (for HS Chapter 84 & 85), it was found that China occupies the first position with 69% of the total share (figure 2.4). During the consultation it was repeatedly mentioned by the company representatives that China provides the best quality electronic products with the cheapest price. If the current trend continues, it can be seen from figure 2.3 that the import value for India would be 0.5 billion USD compared to 3.6 billion USD from China by 2025.

**Figure 2.4: Top 10 importing countries for consumer electronic products in Bangladesh**



**Export-** Although Bangladesh is enjoying duty free and quota free market access in EU, Australia, Canada and other developed countries (Rahman and Abdin 2012), the export value of consumer electronics products is low due to lack of technical knowledge and production capacity. Considering the consumer electronic products that we are focusing in this study (falls under HS Chapter 84 & 85), it was found that Bangladesh exported consumer electronic products (mainly mobile phones) worth of 214 million USD in 2015 (Statistical Year Book Bangladesh 2016, Bangladesh Bureau of Statistics (BBS)). The trend analysis based on the import value from 2010-2016 shows that the total export value of consumer electronic products will be around 828 million USD in 2025 (figure 2.5).

**Figure 2.5: Export Estimation of the Consumer Electronic Products by Bangladesh**



The major consumer electronics products exported by Bangladesh are parts of television, air conditioner, refrigerator, washing machine, electro-mechanical domestic appliance and battery. Table 2.4 represents the item wise export values selected for the study from the year 2012 to 2016. The major destination countries are United Arab Emirates, Japan, Singapore & USA.

**Table 2.4: Export values of selected consumer electronics products from fiscal years 2012 to 2017 (in million USD)**

	2012	2013	2014	2015	2016
Air conditioner	0.08	0.05	0.00	0.08	0.15
Fan	1.17	2.97	5.55	1.58	5.57
Refrigerator	0.24	0.18	0.02	0.08	0.25
Washing Machines	0.00	0.02	0.00	0.00	0.00
Primary batteries	0.00	0.04	0.00	0.25	0.33
Electro-mechanical domestic appliance including food grinder, mixer & blender	0.00	0.00	0.00	0.00	0.00
Parts of Television (television receivers including video monitors, and video projectors)	2.00	0.00	0.00	0.00	1.00
Oven and rice cooker	0.01	0.00	0.00	0.05	0.14
LED Light	0.05	0.04	0.20	0.23	0.30
Vacuum Cleaner	0.00	0.00	0.00	0.15	0.00

*It should be noted that neither the government bodies nor the associations were able to provide any export data for food processor, blender, cooking range, inverter and stabilizer. Therefore it was not possible for us to identify the export values for the above mentioned consumer electronics products.*

## **CHAPTER THREE: CRITERIA FOR SELECTING SUPPLIERS AND PROCESS FOR IMPORTING ELECTRONIC PRODUCTS**

### **3.1. Criteria for Selecting Suppliers**

During the consultation with the representatives of the consumer electronic products manufacturing companies, it was found that price and quality of the products are two main factors for selecting suppliers. Regarding quality the respondents mentioned about the appearance of the product, durability, servicing facilities provided by the suppliers, longer warranty period, and different additional offers. On the other hand price of the product was found to be the key factor that determines the selection of the suppliers. It was found that the Bangladeshi companies have very positive perception about Chinese products as they offer the products at cheapest rate. They also mentioned that the quality of Chinese and Indian products is almost equivalent. But they prefer to select Chinese suppliers due to low price offered by the Chinese companies. They also mentioned that a large number of consumers in Bangladesh look for electronics products in the lowest possible price range. Hence Bangladesh companies look for electronics products with the cheapest price that may not have the best quality but are good enough to function for a certain period of time. The respondents also mentioned about some other criteria like delivery on time and businesses policies of the suppliers that match with their own policies.

### **3.2. Whether there is interest in importing from India & preferred method of contact**

It was found that all the companies are importing parts of the products from India but the quantity is small compared to their imports from China. They further mentioned that they would be interested to import more from India only if Indian companies can match the price with Chinese companies. They stated that the quality of the Indian products is very good and import from India will allow them to reduce the transportation cost at significant level. The overall experience working with Indian companies was found to be good and no one had any complaint about the quality of Indian products and service from Indian suppliers.

All the respondents mentioned that they prefer to communicate with the suppliers through emails. All sorts of communication with the suppliers, including placement of order is done through email. In addition to this, some of them also recommend periodic visit by the suppliers so that they can communicate their feedback face to face which will eventually strengthen their relationship.

### **3.3. Process of importing electronics products**

The process of importing consumer electronics products is same as the common process of importing all other types of goods in Bangladesh. Import Policy Order 2015-18 is mainly used as a manual to import goods. According to Bangladesh Customs (2017), shipping agents submit their manifest data (containing description of imported goods by ship) electronically to the Customs authority to import goods into Bangladesh. Once the Import General Manifest (IGM) is submitted online, the nominated Clearing & Forwarding Agent (or the importer himself) completes the goods declaration (popularly known as Bill of Entry or B/E) from their own premises and submits the goods declaration to Customs systems through ASYCUDA World. The declaration or B/E has to be made in a specific format, known as Single Administrative Document (SAD).

The Prescribed Bill of Entry and Bill of Export Form Order, 2001 issued by the NBR outlines the documentary submission requirements. For release of goods from Customs, the following documents need to be submitted along with the declaration for all types of imports: (i) Letter of Credit (L/C), (ii) Invoice, (iii) Bill of Lading/AWB/Truck Receipt/Railway Receipt, (iv) Packing List, (v) "Country of Origin" Certificate, (vi) Insurance policy/cover note and (vii) VAT/BIN Certificate (Bangladesh Customs 2017).

Among these documents, the L/C is the most significant one. A letter of credit (L/C) is a written commitment by a bank issued after a request by an importer (foreign buyer) that payment will be made to the beneficiary (exporter) provided that the terms and conditions stated in the L/C been met, as evidenced by the presentation of specified documents. All the details about both the importer and exporter company names, product names, amount and price of imported products, supply date, etc. are written in the L/C.

Once the duties and taxes are assessed by Customs, the importer (or his C&F agent) pays duties and taxes. On payment of duties and taxes assessed, Customs issues release order for clearance and after completion of port formalities, goods are cleared. Different statutory rates of import or export duty for different electronics products are fixed HS chapter-wise by Bangladesh Customs Tariff.

Electronics products can also be imported by obtaining the Import Registration Certificate (IRC). An importer having IRC and an Exporter having Export Registration Certificate (ERC) can import and export any permissible item without any value and quantity restrictions and without obtaining any permission from any authority. This certificate can be collected from the Office of the Chief Controller of Imports & Exports by submitting the necessary documents including (i)

Trade Licence; (ii) Membership Certificate from recognized Chamber/Trade Association; (iii) Tax Identification Number; (iv) Bank Certificate; (v) Memorandum and Articles of Association and Certificate of Incorporation (in case of Limited Company). They are also required to pay the fixed registration fees and annual renewal fees.

## CHAPTER 4: SWOT ANALYSIS AND RECOMMENDATIONS

### 4.1. SWOT analysis of business opportunities for India in Bangladesh

#### Strengths

- Majority of the top electronics companies are interested to import more from Indian suppliers. This is a clear indication that there is a huge demand for the Indian products in Bangladesh.
- Also, since many of the electronics parts and products are currently being imported from India, the current market presence, trade arrangements and market demand are favorable for Indian companies.
- Due to existing logistical linkages and transport networks, transportation costs are also considered to be very low by the importers of the electronics and electrical parts and products. This is a big incentive that can encourage local companies to import more from India. Often importers face problems to import from China, Italy, Japan and other countries due to high transportation cost. But if they can import from a neighboring country like India then transporting the products is less of a hassle.
- India already supplies large shares of Bangladesh's imports of basic raw materials, intermediate goods used for domestic production, capital goods and non-cereal final consumer goods. So similar export strategies could be applied to increase export of electronics products to Bangladesh.
- There are no trade barriers or obstacles specifically for India to export to Bangladesh.

#### Weaknesses

- It was found from the consultations with electronics companies that in some cases, there are differences between India and other top exporting countries in terms of quality of the products. Some Indian products are heavier than products imported from China and Korea. Products from China, Korea and Japan are more modern and slimmer in size. Chinese products have many different attractive models, so the customers have more options to choose from. Most importantly, the customers can get all these features in much cheaper price than Indian products. If India wants to make their products popular in Bangladesh then they have to compete with the quality, size and price of the products from other top competitors like China, Japan and Korea.
- Some Indian suppliers have the problem of sustaining the quality of their products over a long period of time. They supply really good quality electronics products in the market at the beginning of doing business, which drastically increases the demand by the

customers. However, later they provide low quality products once the demand has increased, which has negative impact on the business of local importers.

- Indian suppliers usually offer a fixed price for the products with no scope for negotiation, which makes importers reluctant to import from them.

### **Opportunities**

- Demand for consumer electronics is rising with rapid economic growth. This demand will not be met completely by domestic manufacturers.
- All the electronics companies in Bangladesh import parts of electronic products and new technologies from foreign countries to manufacture their products locally.
- Additionally, India can also strengthen its presence in the Bangladeshi market through collaborative arrangements for knowledge sharing and technological partnerships.
- There is rising demand of consumer electronics products, especially television and refrigerator in rural areas of Bangladesh. This means there is demand for televisions and refrigerators in lower price ranges among the less affluent majority group of people. If Indian suppliers can provide cheap TVs and refrigerators then they can capture the electronics market, particularly in that segment.

### **Threats**

- The electronics companies in Bangladesh are locally manufacturing consumer electronics products like refrigerators, television, light bulb, fan, etc. that are perceived to be of good quality with competitive prices. Giant industrial conglomerates like Rangs and Walton have created their very successful electronics empires in the local market.
- Electronics companies from China, South Korea, and a few other countries specializing in electronics hold large share of the consumer electronics market in Bangladesh. There is huge demand for the brands from these countries in Bangladesh as they are well-known and trustworthy to the customers. Thus Indian electronics exporters will have to go through the long process of gaining the trust of the customers and lower the prices significantly if they want to replace these countries as the top exporters of electronics in Bangladesh.

#### **4.2. Recommendations for further business opportunities**

- As the rural market demand is growing for electrical and electronic products, this poses a good opportunity for Indian companies to increase their presence by targeting the lower income segments with cheaper, good quality products.
- Assuring and ensuring good quality of the electronic parts and products, will guarantee greater trust and preference for Indian products in Bangladesh.

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# **ANNEX**

**ANNEX 1: Contact Details of Selected Electronics Companies in Bangladesh**

<b>Company Name</b>	<b>Contact Information</b>
<b>1. Best Electronics Limited (Conion)</b>	<p>Ariful Islam Saju                      Regional Manager (Retail Management)                      Mobile: +8801777794563                      E-mail: saju@bestelectronicsltd.com</p> <p>Address: City Centre (Level 16), 90/1 Motijheel C/A,                      Dhaka-1000, Bangladesh                      Phone: +88029573031-35, Ext-155                      Fax: +88029573354</p>
<b>2. Walton</b>	<p>Md. Muklesur Rahman Suvra                      Additional Director                      Mobile: +8801678049077                      Email: suvra@walton.bd.com</p> <p>Address of Corporate Office: Plot-1088, R-80ft.2, Block-I                      P.O-Khilkhet, P.S-Vatara,                      Bashundhara R/A, Dhaka-1229</p>
<b>3. Transcom Electronics Ltd.</b>	<p>Md. Shakil Choudhury                      General Manager, Finance and Accounts Department                      Mobile: +8801713082485                      Email: shakil.choudhury@transcombd.com</p> <p>Address: Sadar Road, Mohakhali, Dhaka-1206, Bangladesh                      Tel: +88029855371, Ext – 1901                      Fax: +880258810055</p>
<b>4. Rahimafrooz</b>	<p>AKM Atiqur Rahman                      Head of HR and Admin                      Mobile: +8801819411333                      Email: akm.atiqur@rahimafrooz.com</p> <p>Address of Rahimafrooz Distribution Ltd:                      Global Chamber, 104 Motijheel C/A, Dhaka 1000, Bangladesh                      Tel: 9565238, Ext – 272                      Fax: +88029554160, +8809568134</p>

<b>5. MyOne Electronics Industries Ltd.</b>	<p>K.M.G. Kibria Brand Manager Mobile: +8801914497607</p> <p>Address of Head Office: House-79, Block-H, Chairmanbari, Banani, Dhaka, Bangladesh Phone: +88029870143 Email: advmyone@gmail.com, brand@ministerbd.com</p>
<b>6. Miyako/ Hasib Electronics</b>	<p>Mohammad Naveed Ahmed Business Development Manager Mobile: +8801711645629 Email: naveed@miyakomarketing.com</p> <p>Address: Shop No.68 (E 29), Extension Super market, Baitul Mukarram, Dhaka – 1000, Bangladesh Phone:+88029561782, +88029571954</p>
<b>7. Esquire</b>	<p>Monjurul Karim General Manager, Marketing Division Mobile: +8801713043790</p> <p>Address: Ideal Trade Centre, 10th Floor, 102 Shaheed Tajuddin Ahmed Sharani, Tejgaon I/A. Dhaka-1208, Bangladesh</p>
<b>8. PRAN RFL (Click and Vision)</b>	<p>Md. Arifur Rahman Head of Marketing (Export) Mobile: +88-01924-357120</p> <p>Address: PRAN-RFL Group, PRAN-RFL Center,10th Floor 105, Middle Badda, Dhaka-1212,Bangladesh, Phone: 88-02-9563126-29, Ext-318, Fax: 88-02-8837464 E-mail: mktg57@prangroup.com pranmktg.arif@gmail.com Skype: prgmktg8</p>
<b>9. Electra International</b>	<p>Brig. Gen. Moazzem Hossain CEO, Electra International Mobile: +8801952233011</p> <p>Address of Head Office:</p>

	<p>Tropical Mollah Tower (6th Floor), 15/1-15/4 Progati Sarani, Middle Badda, Dhaka, Bangladesh Email: info@electrabd.com</p>
<b>10. Super Star Group (SSG)</b>	<p>Mr. Bari General Manager Mobile Phone: +8801755522079</p> <p>Address of Marketing &amp; Business Development Division: Sky View Foundation (1st Floor) New-38, (Old-346) Shegunbagicha, Ramna, Dhaka-1000 Tel: +88 02 8392-474 E-mail: info.mbd@ssgbd.com</p>
<b>11. Jamuna Electronics</b>	<p>Omar Farook Director, Sales and Marketing Division Mobile: +8801777778396</p> <p>Address of Jamuna Group: KA-244, Kuril, Progoti Sharani, Baridhara, Dhaka, Bangladesh</p>
<b>12. Energy System Company</b>	<p>Engineer Serajul Islam Mobile: +8801713402744</p> <p>Address of Corporate Office: 63/1, Siddeshawri (2nd Floor), New Circular Road, Mouchak, Dhaka-1217, Bangladesh Tel: +88 02 9359065 E-mail: info@ensyscobd.com</p>
<b>13. Astute Electronics</b>	<p>Nooruddin Ahmed Manager, Sales and Marketing Division Mobile: +8801712834843</p> <p>Address of Distribution &amp; Marketing Office: House-12 (Ground &amp; First Floor), Road-01, Block-A, Section-11, Mirpur, Dhaka-1216, Bangladesh. Phone: +88-02-9016708 Fax: +88-02-9016708 E-mail: astute.bd@gmail.com, bdastute@gmail.com</p>

<p><b>14. Panna Battery Ltd.</b></p>	<p>Gandeep Ghosh Deputy Manager (Brand) Mobile: +8801963607123</p> <p>Address of Corporate Office: Nasir Trade Centre (Level-06) 89, Bir Uttam C.R. Datta Road (300/3 &amp; 300/4 Sonargaon Road) Dhaka-1205</p>
<p><b>15. Navana Batteries Limited</b></p>	<p>Selim Reza Assistant Manager Mobile: +8801844182727</p> <p>Address: Novo Tower (2nd floor) 270 Tejgoan I/A, Dhaka 1208, Bangladesh Phone: 8870976-78 Fax: 8870979 Email: info@navanabattery.com</p>

**ANNEX 2: IMPORT AND EXPORT VALUES OF DIFFERENT CONSUMER ELECTRONIC PRODUCTS**

**Import statements of selected consumer electronics products from 2012 to 2017 (in BDT)**

Source: National Board of Revenue (NBR)

<b>FY</b>	<b>HS Code</b>	<b>Product Description</b>	<b>Import value</b>
2012-2013	8414.10.00	Vacuum Pumps	167,499,282.62
2013-2014	8414.10.00	Vacuum Pumps	142,376,217.92
2014-2015	8414.10.00	Vacuum Pumps	154,476,861.18
2015-2016	8414.10.00	Vacuum Pumps	254,347,506.74
2016-2017	8414.10.00	Vacuum Pumps	277,818,642.21
2012-2013	8414.51.10	Domestic Room Fans	373,756,869.38
2013-2014	8414.51.10	Domestic Room Fans	233,159,460.28
2014-2015	8414.51.10	Domestic Room Fans	357,594,620.77
2015-2016	8414.51.10	Domestic Room Fans	3,204,353.56
2016-2017	8414.51.10	Domestic Room Fans	1,731,115.59
2012-2013	8414.51.90	Table, Floor,Wall...Fans ....Motor<=125w (Excl. Do	177,074,981.35
2013-2014	8414.51.90	Table, Floor,Wall...Fans ....Motor<=125w (Excl. Do	51,240,468.31
2014-2015	8414.51.90	Table, Floor,Wall...Fans ....Motor<=125w (Excl. Do	100,744,214.94
2016-2017	8414.51.90	Table, Floor,Wall...Fans ....Motor<=125w (Excl. Do	15,223,074.50
2012-2013	8414.59.10	Venlating exhaust fan with blade rotating diameter	289,279,480.39
2013-2014	8414.59.10	Venlating exhaust fan with blade rotating diameter	341,683,727.47
2014-2015	8414.59.10	Venlating exhaust fan with blade rotating diameter	392,707,040.38
2015-2016	8414.59.10	Venlating exhaust fan with blade rotating diameter	649,051,037.94
2016-2017	8414.59.10	Venlating exhaust fan with blade rotating diameter	438,056,417.21
2012-2013	8414.59.90	Otherv Fans, Nes	257,258,388.77
2013-2014	8414.59.90	Otherv Fans, Nes	335,121,903.11
2014-2015	8414.59.90	Otherv Fans, Nes	356,375,346.75

2015-2016	8414.59.90	Otherv Fans, Nes	248,549,962.78
2016-2017	8414.59.90	Otherv Fans, Nes	343,277,222.83
2012-2013	8418.21.00	Compression-type household refrigerators	402,666,259.96
2013-2014	8418.21.00	Compression-type household refrigerators	594,087,017.49
2014-2015	8418.21.00	Compression-type household refrigerators	1,420,348,310.05
2015-2016	8418.21.00	Compression-type household refrigerators	1,336,685,507.11
2016-2017	8418.21.00	Compression-type household refrigerators	1,520,822,734.57
2012-2013	8418.29.00	Household refrigerators, nes	92,731,835.11
2013-2014	8418.29.00	Household refrigerators, nes	26,627,892.27
2014-2015	8418.29.00	Household refrigerators, nes	16,809,774.17
2015-2016	8418.29.00	Household refrigerators, nes	1,037,786,141.09
2016-2017	8418.29.00	Household refrigerators, nes	1,089,664,949.99
2012-2013	8450.11.00	Fully-Automatic Washing Machines, Capacity=<10kg	168,328,533.43
2013-2014	8450.11.00	Fully-Automatic Washing Machines, Capacity=<10kg	92,292,101.71
2014-2015	8450.11.00	Fully-Automatic Washing Machines, Capacity=<10kg	117,135,680.34
2015-2016	8450.11.00	Fully-Automatic Washing Machines, Capacity=<10kg	187,628,998.17
2016-2017	8450.11.00	Fully-Automatic Washing Machines, Capacity=<10kg	253,529,206.46
2012-2013	8450.12.00	Washing Machines With Built-In Centrifugal Drier,	62,767,510.38
2013-2014	8450.12.00	Washing Machines With Built-In Centrifugal Drier,	24,042,590.30
2014-2015	8450.12.00	Washing Machines With Built-In Centrifugal Drier,	20,099,284.69
2015-2016	8450.12.00	Washing Machines With Built-In Centrifugal Drier,	63,183,870.44
2016-2017	8450.12.00	Washing Machines With Built-In Centrifugal Drier,	53,407,612.42
2012-2013	8450.19.00	Washing Machines, Nes, Of A Dry Linen Capacity =<1	50,419,596.65
2013-2014	8450.19.00	Washing Machines, Nes, Of A Dry Linen Capacity =<1	20,703,786.47
2014-2015	8450.19.00	Washing Machines, Nes, Of A Dry Linen Capacity =<1	13,908,604.94
2015-2016	8450.19.00	Washing Machines, Nes, Of A Dry Linen Capacity =<1	17,291,981.23

2016-2017	8450.19.00	Washing Machines, Nes, Of A Dry Linen Capacity =<1	22,935,883.82
2012-2013	8450.20.00	Washing Machines, Household/Laundry Type, Capacity	115,448,221.88
2013-2014	8450.20.00	Washing Machines, Household/Laundry Type, Capacity	95,611,359.80
2014-2015	8450.20.00	Washing Machines, Household/Laundry Type, Capacity	106,443,503.67
2015-2016	8450.20.00	Washing Machines, Household/Laundry Type, Capacity	107,797,577.38
2016-2017	8450.20.00	Washing Machines, Household/Laundry Type, Capacity	20,898.22
2012-2013	8504.40.20	UPS/IPS (Capacity upto 2000 VA)	493,788,774.92
2013-2014	8504.40.20	UPS/IPS (Capacity upto 2000 VA)	484,517,766.15
2014-2015	8504.40.20	UPS/IPS (Capacity upto 2000 VA)	555,815,793.38
2015-2016	8504.40.20	UPS/IPS (Capacity upto 2000 VA)	580,793,882.37
2016-2017	8504.40.20	UPS/IPS (Capacity upto 2000 VA)	700,449,549.60
2012-2013	8507.10.00	Lead-Acid Accumulators For Starting Piston Engines	355,367,576.68
2013-2014	8507.10.00	Lead-Acid Accumulators For Starting Piston Engines	101,253,451.13
2014-2015	8507.10.00	Lead-Acid Accumulators For Starting Piston Engines	108,760,217.63
2015-2016	8507.10.00	Lead-Acid Accumulators For Starting Piston Engines	105,281,436.32
2016-2017	8507.10.00	Lead-Acid Accumulators For Starting Piston Engines	167,221,516.95
2012-2013	8507.20.10	Sealed lead acid battery (with 85 amp-hour or less	446,624,643.80
2013-2014	8507.20.10	Sealed lead acid battery (with 85 amp-hour or less	419,702,537.75
2014-2015	8507.20.10	Sealed lead acid battery (with 85 amp-hour or less	8,191,817.84
2015-2016	8507.20.10	Sealed lead acid battery (with 85 amp-hour or less	132,906,304.20
2016-2017	8507.20.10	Sealed lead acid battery (with 85 amp-hour or less	575,052,030.91
2012-2013	8516.50.00	Microwave Ovens	266,903,142.38
2013-2014	8516.50.00	Microwave Ovens	186,888,131.59
2014-2015	8516.50.00	Microwave Ovens	281,805,520.29
2015-2016	8516.50.00	Microwave Ovens	340,927,270.00
2016-2017	8516.50.00	Microwave Ovens	474,283,441.77

2012-2013	8516.60.00	Electric Ovens, Nes; Cookers, Cooking Plates, Boil	359,015,923.14
2013-2014	8516.60.00	Electric Ovens, Nes; Cookers, Cooking Plates, Boil	333,619,298.45
2014-2015	8516.60.00	Electric Ovens, Nes; Cookers, Cooking Plates, Boil	463,348,613.85
2015-2016	8516.60.00	Electric Ovens, Nes; Cookers, Cooking Plates, Boil	623,388,267.84
2016-2017	8516.60.00	Electric Ovens, Nes; Cookers, Cooking Plates, Boil	839,759,130.70
2012-2013	8516.79.00	Electro-Thermic Domestic Appliances, Nes	246,536,113.07
2013-2014	8516.79.00	Electro-Thermic Domestic Appliances, Nes	287,896,827.93
2014-2015	8516.79.00	Electro-Thermic Domestic Appliances, Nes	320,414,383.73
2016-2017	8516.79.00	Electro-Thermic Domestic Appliances, Nes	11,207,469.62
2012-2013	9405.40.40	LED tube light or LED bulb with or without fitting	38,854,717.24
2013-2014	9405.40.40	LED tube light or LED bulb with or without fitting	296,984,635.75
2014-2015	9405.40.40	LED tube light or LED bulb with or without fitting	586,416,173.12
2015-2016	9405.40.40	LED tube light or LED bulb with or without fitting	2,475,251.37
2016-2017	9405.40.40	LED tube light or LED bulb with or without fitting	8,227,673.17
2012-2013	8528.72.00	Other Reception apparatus for television,,Colour,	524,195,328.94
2013-2014	8528.72.00	Other Reception apparatus for television,,Colour,	668,509,511.40
2014-2015	8528.72.00	Other Reception apparatus for television,,Colour,	314,426,937.06
2015-2016	8528.72.00	Other Reception apparatus for television,,Colour,	257,020,991.01
2016-2017	8528.72.00	Other Reception apparatus for television,Colour,	236,521,292.20
2012-2013	8528.73.00	Other, black and white or other monochrome	31,618,617.15
2013-2014	8528.73.00	Other, black and white or other monochrome	5,414,842.19
2014-2015	8528.73.00	Other, black and white or other monochrome	12,902,528.97
2015-2016	8528.73.00	Other, black and white or other monochrome	6,999,471.23
2016-2017	8528.73.00	Other, black and white or other monochrome	6,603,671.90
2012-2013	8415.20.10	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	460,652.52
2013-2014	8415.20.10	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	7,080,199.26

2014-2015	8415.20.10	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	8,745,221.21
2015-2016	8415.20.10	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	4,538,764.00
2016-2017	8415.20.10	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	7,521,941.55
2015-2016	8415.20.20	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	21,919,135.47
2016-2017	8415.20.20	AIR CON.MCH >90,000BTU,OR EQV.USE FOR PRSN IN MOTO	31,508,461.61
2013-2014	8415.20.90	MOTOR VEHICLE A/C, EXCLUDING VAT REG. BUS BUIDLING	11,914,329.21
2014-2015	8415.20.90	MOTOR VEHICLE A/C, EXCLUDING VAT REG. BUS BUIDLING	4,007,514.16
2015-2016	8415.20.90	MOTOR VEHICLE A/C, EXCLUDING VAT REG. BUS BUIDLING	2,575,955.93
2016-2017	8415.20.90	MOTOR VEHICLE A/C, EXCLUDING VAT REG. BUS BUIDLING	2,332,301.65
2012-2013	8415.81.10	Requiring more than 90,000 BTU or equivalent	398,135,451.74
2013-2014	8415.81.10	Requiring more than 90,000 BTU or equivalent	149,339,184.82
2014-2015	8415.81.10	Requiring more than 90,000 BTU or equivalent	291,994,489.59
2015-2016	8415.81.10	Requiring more than 90,000 BTU or equivalent	236,392,449.93
2016-2017	8415.81.10	Requiring more than 90,000 BTU or equivalent	230,301,759.41
2012-2013	8415.81.10	Requiring more than 90,000 BTU or equivalent	398,135,451.74
2013-2014	8415.81.10	Requiring more than 90,000 BTU or equivalent	149,339,184.82
2014-2015	8415.81.10	Requiring more than 90,000 BTU or equivalent	291,994,489.59
2015-2016	8415.81.10	Requiring more than 90,000 BTU or equivalent	236,392,449.93
2016-2017	8415.81.10	Requiring more than 90,000 BTU or equivalent	230,301,759.41
2012-2013	8415.83.90	Air conditioning machines, without refrigerating u	15,263,934.32
2013-2014	8415.83.90	Air conditioning machines, without refrigerating u	16,638,378.32
2014-2015	8415.83.90	Air conditioning machines, without refrigerating u	10,566,170.84
2015-2016	8415.83.90	Air conditioning machines, without refrigerating u	20,531,339.71
2016-2017	8415.83.90	Air conditioning machines, without refrigerating u	93,450,813.59
2012-2013	8415.90.10	Indoor or outdoor unit	289,355,862.49
2013-2014	8415.90.10	Indoor or outdoor unit	567,460,164.68

2014-2015	8415.90.10	Indoor or outdoor unit	652,876,124.83
2015-2016	8415.90.10	Indoor or outdoor unit	509,092,421.67
2016-2017	8415.90.10	Indoor or outdoor unit	295,200,073.58
2012-2013	8415.81.20	Air handling unit & HVAC system for pharmaceutical	931,608,866.50
2013-2014	8415.81.20	Air handling unit & HVAC system for pharmaceutical	244,456,051.91
2014-2015	8415.81.20	Air handling unit & HVAC system for pharmaceutical	831,288,781.87
2015-2016	8415.81.20	Air handling unit & HVAC system for pharmaceutical	721,159,477.75
2016-2017	8415.81.20	Air handling unit & HVAC system for pharmaceutical	2,362,399,084.78 <sup>2</sup>

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<sup>2</sup> The Import Values from 2015-2015 for *Table, Floor, Wall...Fans ....Motor<=125w & Electro-Thermic Domestic Appliances, Nes* was not found to be available.

### Commodity Wise Export (2011-12 to 2015-16)

Source: Export Statistics Book 2015-16. Export Promotion Bureau.

#### 8415: Air conditioning machines, with motor-driven elements

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	53004	6586	0	0	0
BL	SAINT BARTHÉLEMY	15202	0	0	1709	6631
CN	CHINA	0	0	0	0	293
DE	GERMANY	1040	0	0	0	0
HK	HONG KONG	0	0	0	9453	27200
IN	INDIA	648	0	0	606	16242
LK	SRI LANKA	209	0	0	0	0
MM	MYANMAR	0	1222	0	0	0
MY	MALAYSIA	0	35647	393	31050	99230
NG	NIGERIA	4491	0	0	0	0
PH	PHILIPPINES	941	0	0	0	0
PK	PAKISTAN	0	2780	0	0	0
TH	THAILAND	0	0	0	34058	0
TW	TAIWAN, PROVINCE OF CHINA	0	0	0	563	0
<b>Total</b>		<b>75534</b>	<b>46235</b>	<b>393</b>	<b>77439</b>	<b>149596</b>

#### 8418: Refrigerator, freezer, etc

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	65223	24234	0	0	0
AU	AUSTRALIA	3153	0	0	0	0
BL	SAINT BARTHÉLEMY	30719	0	0	606	6402
BT	BHUTAN	0	0	0	0	64697
CA	CANADA	0	101	0	0	0
CH	SWITZERLAND	0	2466	0	0	0
CI	CÔTE D'IVOIRE	0	131224	0	0	0
CN	CHINA	60343	1251	404	0	13080
CO	COLOMBIA	0	2573	0	0	0
CY	CYPRUS	6321	0	0	0	0
DE	GERMANY	135	0	0	0	0
ES	SPAIN	0	1544	0	0	0
GB	UNITED KINGDOM	0	13099	0	0	0
HK	HONG KONG	632	0	2660	0	0
ID	INDONESIA	941	0	0	0	0
IN	INDIA	562	0	0	0	7166
IT	ITALY	0	250	0	0	0
JP	JAPAN	0	0	0	0	1048
KE	KENYA	2495	0	0	0	0
KH	CAMBODIA	0	375	0	0	0
KR	KOREA, REPUBLIC OF	0	1508	343	0	0

KW	KUWAIT	0	211	0	0	0
LK	SRI LANKA	0	557	0	0	0
MV	MALDIVES	0	0	0	0	5991
MY	MALAYSIA	0	901	0	304	426
NG	NIGERIA	0	0	0	0	30312
NL	NETHERLANDS	6798	0	0	0	0
NP	NEPAL	0	0	13391	78837	116729
OM	OMAN	126	0	0	0	0
PK	PAKISTAN	0	463	0	0	0
QA	QATAR	21160	0	0	0	0
SD	SUDAN	37048	0	0	0	0
SG	SINGAPORE	0	182	0	151	424
US	UNITED STATES	0	851	0	10	0
ZA	SOUTH AFRICA	5684	0	0	0	0
	<b>Total</b>	<b>241341</b>	<b>181789</b>	<b>16797</b>	<b>79909</b>	<b>246275</b>

#### 8450: Household or laundry-type washing machines

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	0	0	0	50	0
BE	BELGIUM	0	2078	0	0	0
IN	INDIA	2472	0	0	0	0
IT	ITALY	0	90	0	0	0
LK	SRI LANKA	498	0	0	0	0
MW	MALAWI	483	0	0	0	0
MY	MALAYSIA	679	0	0	0	0
SE	SWEDEN	8	0	0	0	0
US	UNITED STATES	100	0	0	0	0
ZA	SOUTH AFRICA	0	15392	0	0	0
	<b>Total</b>	<b>4238</b>	<b>17561</b>	<b>0</b>	<b>50</b>	<b>0</b>

#### 8506: Primary cells and primary batteries

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	0	0	0	0	21071
BL	SAINT BARTHÉLEMY	3645	25827	6194	8867	25421
HK	HONG KONG	0	721	0	0	0
IN	INDIA	0	18202	0	0	0
MY	MALAYSIA	0	0	0	448	0
SG	SINGAPORE	0	0	0	35158	0
TH	THAILAND	0	0	0	39004	0
US	UNITED STATES	0	0	0	166323	281609
	<b>Total</b>	<b>3645</b>	<b>44750</b>	<b>6194</b>	<b>249799</b>	<b>328101</b>

**8509: Electro-mechanical domestic appliance,with self-containd electric moto**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
LK	SRI LANKA	0	0	604	0	0
MY	MALAYSIA	0	0	0	3819	0
<b>Total</b>		<b>0</b>	<b>0</b>	<b>604</b>	<b>3819</b>	<b>0</b>

**8528: Television receivers (incl video monitors & video projectors)**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	2356	0	0	11703	239037
AT	AUSTRIA	171	0	0	3219	0
AU	AUSTRALIA	12160	19626	0	0	1136
BE	BELGIUM	32047	1637	0	0	0
BL	SAINT BARTHÉLEMY	525	976	0	0	10712
BN	BRUNEI DARUSSALAM	0	0	6054	0	0
BR	BRAZIL	14335	0	0	0	0
BT	BHUTAN	0	0	0	15194	0
CA	CANADA	0	41086	515	0	0
CG	CONGO	1310898	513	0	0	0
CH	SWITZERLAND	2368	6399	0	0	0
CN	CHINA	0	7769	901	0	0
CO	COLOMBIA	0	8232	0	0	0
CS	!!! Not Defined	1264	0	0	0	0
CY	CYPRUS	5689	0	0	0	0
DE	GERMANY	21690	2014	0	0	0
DK	DENMARK	6729	2672	0	0	0
EG	EGYPT	0	8311	0	0	0
ES	SPAIN	4911	2573	0	0	0
ET	ETHIOPIA	442	0	645	0	0
FR	FRANCE	0	0	67	0	0
GB	UNITED KINGDOM	9380	0	143	0	0
GH	GHANA	10862	0	0	0	0
HK	HONG KONG	1678	0	303	0	0
ID	INDONESIA	10519	4917	0	0	0
IN	INDIA	11157	1645	3481	0	591084
IT	ITALY	2843	1877	0	0	0
JO	JORDAN	2837	0	0	0	0
KE	KENYA	2822	0	0	0	0
KH	CAMBODIA	0	443	0	0	0
KR	KOREA, REPUBLIC OF	2980	7690	2558	0	201
LB	LEBANON	0	244	0	0	0
LK	SRI LANKA	4164	0	0	0	703
MN	MONGOLIA	126	0	0	0	0
MW	MALAWI	0	2199	0	0	0
MY	MALAYSIA	4580	1508	36629	184517	252088
NG	NIGERIA	1151	0	303	0	0
NL	NETHERLANDS	10435	8232	0	0	0

NO	NORWAY	0	338	0	0	0
NP	NEPAL	0	0	37077	0	0
PH	PHILIPPINES	569	0	0	0	0
PK	PAKISTAN	0	2118	0	0	0
PL	POLAND	5199	0	0	0	0
QA	QATAR	0	412	0	0	0
RU	RUSSIAN FEDERATION	20381	0	0	0	0
SA	SAUDI ARABIA	0	299	0	0	0
SD	SUDAN	6966	0	0	0	0
SE	SWEDEN	2718	2502	0	8246	0
SG	SINGAPORE	38749	66595	31360	3172	26176
SN	SENEGAL	0	1454	0	0	0
TH	THAILAND	2486	1859	0	0	0
TR	TURKEY	885	0	0	0	0
TW	TAIWAN, PROVINCE OF CHINA	0	0	5457	0	0
TZ	TANZANIA, UNITED REPUBLIC OF	12478	3387	0	0	0
UG	UGANDA	0	1877	0	0	0
UK	!!! Not Defined	0	218	0	0	0
US	UNITED STATES	13630	12737	0	0	0
VE	VENEZUELA, BOLIVARIAN REPUBLIC OF	0	0	0	0	0
VN	VIET NAM	1896	500	0	0	0
WS	SAMOA	0	5131	0	0	0
ZA	SOUTH AFRICA	293928	0	0	0	0
	<b>Total</b>	<b>1891005</b>	<b>229993</b>	<b>125490</b>	<b>226051</b>	<b>1121136</b>

**8529: Part suitable for use solely/princ with televisions, recpt app**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AU	AUSTRALIA	0	0	0	824	0
BL	SAINT BARTHÉLEMY	0	0	0	0	33340
GB	UNITED KINGDOM	0	0	233	0	0
KR	KOREA, REPUBLIC OF	0	0	58249	0	0
NP	NEPAL	0	0	0	6246	0
NZ	NEW ZEALAND	0	0	0	0	501
SG	SINGAPORE	0	0	0	1006	0
US	UNITED STATES	0	0	0	352	70226
	<b>Total</b>	<b>0</b>	<b>0</b>	<b>58482</b>	<b>8428</b>	<b>104067</b>

**8414: Air, vacuum pumps; hoods incorp a fan**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	10959	21028	492	0	3003
AU	AUSTRALIA	0	0	0	207652	76368
BL	SAINT BARTHÉLEMY	70115	11745	32320	31351	337869
CM	CAMEROON	0	0	0	21	0
CN	CHINA	0	117138	0	18077	13084
DE	GERMANY	2188	1298	0	1215	5520

ES	SPAIN	0	0	0	0	63024
FI	FINLAND	0	0	0	202	0
GB	UNITED KINGDOM	0	163	0	0	0
HK	HONG KONG	0	0	504	10325	0
IN	INDIA	2843	10027	70641	25166	37867
IT	ITALY	0	0	369299	708	0
JP	JAPAN	0	560577	9418	0	2460772
KR	KOREA, REPUBLIC OF	0	10591	0	0	0
LR	LIBERIA	0	8964	0	0	0
MM	MYANMAR	0	51	0	0	0
MY	MALAYSIA	3580	0	0	0	0
NL	NETHERLANDS	0	0	3746344	35297	0
SG	SINGAPORE	998	0	0	12642	0
TH	THAILAND	94	0	0	0	0
TW	TAIWAN, PROVINCE OF CHINA	1076406	2224966	1266071	1221304	2568637
US	UNITED STATES	0	0	13480	10640	0
VE	VENEZUELA, BOLIVARIAN REPUBLIC OF	0	0	42166	0	0
VN	VIET NAM	0	0	0	806	0
	<b>Total</b>	<b>1167183</b>	<b>2966549</b>	<b>5550735</b>	<b>1575408</b>	<b>5566144</b>

**8515: Electric,laser/photon beam/plasma arc solderg with cut capabilities etc**

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AE	UNITED ARAB EMIRATES	3275	0	0	0	0
CN	CHINA	0	0	0	0	836
DE	GERMANY	0	0	0	0	58136
ES	SPAIN	0	0	0	0	7563
IN	INDIA	5063	0	0	0	66777
IT	ITALY	0	0	0	22103	0
JP	JAPAN	0	0	3647	0	0
LK	SRI LANKA	0	0	404	0	0
TH	THAILAND	0	0	0	31277	0
UG	UGANDA	0	0	0	0	1708
US	UNITED STATES	0	0	0	1609	0
	<b>Total</b>	<b>8337</b>	<b>0</b>	<b>4051</b>	<b>54988</b>	<b>135020</b>

**8508: Electro-mechanical tool for working in the hand,with self-contd elec-m**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
KR	KOREA, REPUBLIC OF	0	0	0	607	0
US	UNITED STATES	0	0	0	149532	0
	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>150139</b>	<b>0</b>

**9405: Lamps & lighting fittings nes; signs, nameplates illuminated**

(Value in US\$)

Country		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016
AU	AUSTRALIA	0	0	18916	25062	2786
BL	SAINT BARTHÉLEMY	0	0	4696	644	0

CA	CANADA	0	0	1695	0	0
CN	CHINA	0	0	0	162	7034
FR	FRANCE	1550	13194	0	151	9158
GB	UNITED KINGDOM	0	7088	70701	12091	8256
IN	INDIA	0	6066	0	0	468
JP	JAPAN	51806	0	72578	50097	0
LK	SRI LANKA	0	0	0	4789	129
MU	MAURITIUS	0	0	0	131	0
MY	MALAYSIA	0	5136	73	4051	44781
NL	NETHERLANDS	0	0	0	2012	5078
NZ	NEW ZEALAND	0	2113	11395	13451	67242
PG	PAPUA NEW GUINEA	0	0	0	0	19564
QA	QATAR	0	202	0	0	0
TH	THAILAND	0	0	0	0	15647
US	UNITED STATES	35	1963	23754	115178	118792
	<b>Total</b>	<b>53391</b>	<b>35762</b>	<b>203808</b>	<b>227820</b>	<b>298934</b>