

## Export Review of July-September 2023-24

The export review of July-September 2023-24 brings up eight products that top the export list bringing about \$13.68 billion to home. These are knitwear (61) and oven garments (62), home textile (63), frozen and live fish (01-03), agricultural products (04-24) jute and jute goods (53, 63.0510), leather, leather goods and footwear (41-43, 6403) and engineering products (71-88).

The products showing upward trend during this period (July-September) are knitwear, oven garment, plastic products, paper and paper products, electronics, copperware, spices, crabs, live fishes, cement, tea, special textile, vegetables, medicine, fruits, handicrafts, rubber, chemical products, golf shaft, petroleum byproducts, etc. On the other hand, export of cap, tobacco, ceramic products, furniture, carpet, shrimp, bicycle, shoes, engineering parts, dry food, terry towels, home textile, leather, jute sacks and bags, knit fabric, jute yarn and twine, leather products, wigs and human hair, ship, raw jute, etc. recorded a declining trend during the same period.

**Table 1 Comparative quarterly export status of the main products between 2022-23 and 2023-24 (in million US\$)**

| Product Name                 | Earning 2023-24 | Earning 2022-23 | Increase/ Decrease From 2022-23 | Contribution to Total Export |
|------------------------------|-----------------|-----------------|---------------------------------|------------------------------|
| Knitwear                     | 6762.59         | 5649.46         | 19.70%                          | 49.41%                       |
| Oven                         | 4854.91         | 4624.88         | 4.97%                           | 35.48%                       |
| Home textile                 | 189.50          | 353.48          | -46.36%                         | 1.38%                        |
| Leather and leather products | 267.49          | 327.97          | -18.44%                         | 1.95%                        |
| Agriculture products         | 257.49          | 271.62          | -5.20%                          | 1.89%                        |
| Pharmaceuticals              | 52.69           | 41.89           | 25.76%                          | 0.39%                        |
| Plastic products             | 55.96           | 48.14           | 16.24%                          | 0.41%                        |

Bangladesh exported 138 products to the 210 countries during the first quarter of FY 2023-24. Following is the country wise export data:

**Table 2 Country wise export market analysis in 2023-24 July-Sept. (in million US\$)**

| Country Name    | Earning 2023-24 | Contribution to total export |
|-----------------|-----------------|------------------------------|
| USA             | 2,291.20        | 16.74%                       |
| Germany         | 1,534.47        | 11.21%                       |
| UK              | 1,524.04        | 11.14%                       |
| Spain           | 1,062.05        | 7.76%                        |
| France          | 720.15          | 5.26%                        |
| The Netherlands | 556.74          | 4.07%                        |
| India           | 543.90          | 3.97%                        |
| Japan           | 504.08          | 3.68%                        |
| Italy           | 493.39          | 3.61%                        |
| Poland          | 427.30          | 3.13%                        |
| Canada          | 385.00          | 2.81%                        |
| Australia       | 370.10          | 2.70%                        |
| Belgium         | 202.91          | 1.48%                        |
| South Korea     | 195.57          | 1.43%                        |
| China           | 193.02          | 1.41%                        |
| Turkey          | 138.34          | 1.01%                        |
| Russian         | 81.58           | 0.60%                        |

Knitwear, oven garments and home textile are common export products from Bangladesh destined to all the countries mentioned in the table 2. The USA is the largest export market for Bangladesh contributing 16.74% to the total export earnings in July-September 2023-24. Germany and UK contribute 11.21% and 11.14% respectively to the total export earnings. Apart from apparels and home textile, bicycles and crustacean are also imported to UK and Germany. Spain, France, the Netherlands and Italy imported leather products and footwear in addition to knit, oven garments and home textile contributing 7.76%, 5.26%, 4.07% and 3.61% respectively to the export earnings. Belgium, Russia, Turkey and China imported Jute & Jute products, while Poland, India, Japan imported footwear and leather products along with apparels and home textile.

## 145th meeting of the Board of Directors of Export Promotion Bureau



Honorable Commerce Minister in the EPB's 145th Board Meeting

The 145th meeting of the Board of Directors of EPB was held on August, 2023. Freedom fighter Mr. Tipu Munshi, the Hon'ble Minister of Commerce and Chairman of the Board of Directors of the Export Promotion Bureau presided over the meeting. The Vice-chairman (Chief Executive) of the EPB and Vice-chairman of the Board of Directors, Mr. AHM Ahsan cited the development legacy of the Father of the Nation Bangabandhu before introducing agenda wise discussion. The Board took resolution on some important issues such as commencing the preparation for the 28th Dhaka International Trade Fair (DITF)-2024, planning and budgeting for the 4th Bangladesh International Jute and Handicrafts Trade Fair-2023, publication of the Annual Report 2021-22 of EPB, taking steps to construct the Raptani Unnoyon Bhaban, and the Bureau's management strive for the overall participation in international trade fairs.

## National Mourning Day



Vice-chairman with EPB team showing respect

EPB observed the National mourning day on August 15, 1975. On this day the Father of the Nation Bangabandhu Sheikh Mujibur Rahman was killed with his wife and family members except two daughters. It

is the most grievous event in the country's history.



Senior Secretary of Ministry of Commerce speaking on the national mourning day

A discussion followed by prayer was held at TCB Auditorium on the 48th anniversary of the martyrdom of Father of the Nation, the architect of freedom and the greatest Bengali of all time. The event was arranged by the Ministry of Commerce along with all the ministry offices and agencies. The honorable minister for the Ministry of Commerce and the valiant freedom fighter Mr. Tipu Munshi spoke on the importance of the day as the chief guest. Mr. Tapan Kanti Ghosh, Senior Secretary for the Ministry of Commerce presided over the meeting. All of the officers and staff of the Export Promotion Bureau attended the event.

## Validation Workshop

EPB launched a validation workshop on July 26, 2023, on "Survey/study on Enhancing Capabilities of Selected Export-Supporting Organizations of Bangladesh Compared to the Similar Once of Competing Countries." Bangladesh Foreign Trade Institute conducted the research. The aim of the research is to elevate the quality of services of the 14 Export Supporting Organizations (ESOs) to address the demands of the export-oriented enterprises with a goal to diversify export oriented products. The ESOs are as follow:

1. The Governor, Bangladesh Bank, Head Office
2. Chairman, National Revenue Board
3. Director General, Bangladesh Standards and Testing Institution, Dhaka
4. Bangladesh Science and Industrial Research Council (BSIRC), Dhaka
5. Hortex Foundation, Dhaka
6. Bangladesh Land and Port Authority
7. Directorate of Drug Administration, Dhaka

8. Directorate of Agricultural Extension, Dhaka
9. Director General, Department of Fisheries, Dhaka
10. Bangladesh Bureau of Statistics, Dhaka
11. Commissioner, Bangladesh Customs House, Dhaka
12. Commissioner, Bangladesh Customs House, Chittagong
13. Executive Director, Jute Diversification Promotion Center, Dhaka
14. Deputy Secretary, Export-4, Ministry of Commerce, Bangladesh Secretariat, Dhaka



**Workshop on Enhancing Capabilities of Selected Export Supporting Organizations of Bangladesh**

### **Action Plan for jute promotion**

The Government of Bangladesh has announced Jute as the product of the year for 2023. As a natural fiber it has export potential to various nations including the Middle East. On 11 July 2023, a meeting was held at EPB to address the recent declining trends of jute. Director General Mr. Mahbubur Rahman presided over the meeting. The representatives of the Bangladesh Jute Association, the Jute Goods Exporters Association, the Bangladesh Jute Spinners Association, the Ministry of Foreign Affairs, the Directorate of Agricultural Extension, and the Directorate of Jute participated in the discussion. They exchanged ideas for expanding the jute market, revitalizing existing markets, and reviving the former glory. The following are some of the points for amendments of the Action Plan:

- 🔥 Organize national and international seminars on production and export of jute and jute products;
- 🔥 Designing Jute product promotional flyers, brochures, folders, billboards, radio and

television commercials, and numerous circulars published in print and electronic media;

- 🔥 Establish a "Fashion and Design Institute" to create traditional jute products in line with global demand;
- 🔥 Ensure more effective private sector participation in jute production, marketing, export; and conduct jute research;
- 🔥 Engage in innovative and research-oriented activities; Provide incentive for farmers to become self-sufficient in producing high-yielding varieties of jute seeds by reducing import dependence on jute seeds;
- 🔥 Elimination of tariff and non-tariff barriers; take necessary steps to eliminate anti-dumping duties imposed by India;
- 🔥 Due to global climate change, different associations may take short, mid and long term action plan for production and export of jute.

### **Orientation of Commercial Councilors/ Economic Councilors/First Secretary (Economic)**



**Vice-chairman, EPB with newly appointed officials**

Vice-chairman, EPB, DG-1, DG-2 along with the directors briefed the newly appointed officials of different Bangladesh missions on EPB's export promotion facilitation activities and cooperation and collaboration with the foreign missions. The economic councilors of Bangkok, Thailand, New Delhi, India and also the First Secretary (Economic) in Brussels, Belgium explored EPB's past, present, and future activities. They also oriented themselves with a wide spectrum of roles of EPB in arranging export fairs, expanding of export markets and providing policy supports. Vice-chairman highlighted that boosting export volume needs expansion of the country's export prospects.



## Trade Fair yields USD 2.45 million through in the July 2023

EPB takes part in international fairs in a fiscal year as part of its initiatives for Market Development and Market Diversification. In order to boost up Bangladesh's export trade, EPB provides support to exporters, especially new and potential entrepreneurs, by offering subsidies for participation fees in fairs. Furthermore, EPB plays an active role in pre-fair marketing by engaging with potential buyers, including brands, hypermarkets, and major wholesalers, through the commercial wings of the relevant Bangladeshi Embassies, High Commissions, and Consulate General offices abroad.

The goals of participating in these international fairs across the globe are to explore new export destinations, to consolidate existing markets, and sustain the momentum of export growth.



**Bangladesh pavilion at Seafood Expo Global 2023**

The following list provides fair information in the first quarter of FY 2023-24:

| SL. No. | Name of the Fair  | Duration   |
|---------|---|------------|
| 1.      | Tex World & Apparel/Denim Sourcing, Paris,                    | 3-5 July   |
| 2.      | 5th Arab Pharma Manufacturer, Amman, Jordan                   | 11-12 July |
| 3.      | Global Sourcing Trade Fair, Sydney, Australia                 | 11-13 July |
| 4.      | Tex World, New York, USA,                                     | 18-20 July |
| 5.      | Mega Show, Bangkok, Thailand                                  | 19-21 July |
| 6.      | India International Mega Trade Fair (IIMTF), New Delhi, India | 18-28 Aug. |
| 7.      | Men's Apparels Guild in California, (MAGIC), Las Vegas, USA   | 7-9 Aug.   |

| SL. No. | Name of the Fair  | Duration    |
|---------|---|-------------|
| 8.      | 7th China South Asia Expo & 27th China (Kunming) Import & Export Fair-2023, Yunnan, China | 16-20 Aug.  |
| 9.      | Apparel Textile Sourcing Canada (ATSC), Toronto, Canada                                   | 21-23 Aug.  |
| 10.     | Best of Bangladesh in Europe, Amsterdam, Netherland                                       | 4-5 Sept.   |
| 11.     | 19th MIHAS (Malaysia International Halal Showcase), Malaysia                              | 12-15 Sept. |
| 12.     | Bangladeshi Immigrant Day & Trade Fair, New York, USA                                     | 22-23 Sept. |
| 13.     | Medic West Africa-2023, Nigeria   | 26-28 Sept. |
| 14.     | E-commerce Expo-2023, UK  | 27-28 Sept. |



**Exhibitor booth in Mega Show, Bangkok, Thailand**

The Bureau showcased products, such as apparels, house wares, home decor, diversified Jute goods, handicrafts, and pharmaceuticals during the fairs it participated in July-September 2023. EPB's participation facilitated the co-exhibitors who secured about 2.45 Million USD export orders.



**EPB's co-exhibitor booth at 5th Arab Pharma Manufacturer, Amman, Jordan**

The participants also held match-making meetings/B2B business meetings with a significant number of potential foreign buyers.

## August

### Celebration of the birth anniversary of Sheikh Kamal



Honorable Commerce Minister delivering his speech

The 74th birth anniversary of valiant freedom fighter Shaheed Captain Sheikh Kamal, the eldest son of the Father of the Nation Bangabandhu Sheikh Mujibur Rahman, was held on August 5, 2023. The event was organized by the Ministry of Commerce and along with all its offices and agencies in the TCB auditorium. The honorable minister for the Ministry of Commerce and freedom fighter Mr. Tipu Munshi spoke on the occasion as chief guest and the Senior Secretary Mr. Tapan Kanti Ghosh presided over the meeting. Vice-chairman of EPB along with DGs and officers was present in the program.

### Digitalization of Export Process



DG with Information Division

Bangladesh aspires to be a knowledge based economy by 2041 and smart economy requires available, easily accessible and effective information. Director General of Export Promotion Bureau, Ms. Baby Rani Karmakar, discussed with the officials about how to drive a smart Trade Information Center to facilitate exporters with effective and marketable information

on EPB website online for the exporters and importers to contribute Smart Bangladesh by 2041. During her meeting with the officials of Information Division she emphasized revitalization of the TIC of the Bureau with trade related information software such as export data visualization and tracker and updated country-wise data. She insisted on exploring the similar export information centers and developed relationship with the international partners to enhance the capacity of the TIC.

### International Trade Dispute Resolution: Challenges and Way out

In international trade disputes happen when the terms and conditions in the contracts differ from the products that are delivered. On a global scale, conflict resolution procedures exist. Main objective of the seminar was to discuss solution within the regulatory framework of Bangladesh. Mr. Mohammed Shahjalal, Director (Commodities Division), of EPB made a presentation on related to trade dispute issues such as buying contract, shipping delays, failure to uphold verbal agreements, and late performance of the contract. He explained that the World Trade Organization's dispute resolution arm follows certain procedures to resolve disputes involving international trade. Officials from EPB, FBCCI, Jute Goods Exports Association, BLCFEA's and the Ministry of Commerce attended the seminar on zoom platform. Director General of EPB Mr. Mahbubur Rahman attended the seminar as a chief guest. The seminar called on all parties involved in exports to cooperate in order to amicably settle conflicts in international trade and came to the following conclusions:

- a) Create a government department to formally resolve trade disputes. Encourage all parties involved in international trade export/import) to cooperate with a view to amicably settling trade disputes.
- b) Improving the actions of Commercial Wings of Bangladesh Mission abroad to hasten the dispute resolution procedure.
- c) Export-related operations should be expedited in order to improve Bangladesh's reputation abroad and help it becomes a developed nation by 2041.

## **Export Promotion activities of the regional EPB offices: Virtual meeting with the Director General**

Citing out the crucial role of regional EPBs in identifying new products and facilitating exportable product development in collaboration with the head office, DGs Ms. Baby Rani Karmakar emphasized the following issues:

- 🔦 Offering assistance to the young potential exporters with information and technical services;
- 🔦 Increasing exporters reach into the RMG sector through orientation programs;
- 🔦 Organizing training on the online export registration and renewal process;
- 🔦 Holding a variety of trainings and workshops to provide technical assistance to the EPB to help local exporters;
- 🔦 Identify areas for new products for diversifying export markets;
- 🔦 Fostering network and cross-border dialogue.
- 🔦 Provide assistance to exporters to go online for registration and renewal on EPB's Export management system (EMS) and enjoy flexible 1-5 year option reducing time and cost.

## **Compliance and Monitoring Cell in Apparel sector**

A meeting of the Compliance Monitoring Cell (CMC) was held on August 16, 2023, at the Ministry of Commerce to monitor the ongoing six (06) month long skill development trainings for mid-level managers and the five (05) day trainings for the workers in the apparel sectors. The CMC comprised of EPB and Ministry officials works to ensure that business adheres to external rules and internal controls. CMC monitors key regulatory objectives to protect investors and ensure fair, efficient and transparent market. The Govt. in collaboration with business association has been persistently working on strengthening youth workforce to increase productivity in the export landscape of Bangladesh.

## **Skill development and capacity building for export promotion**

Capacity enhancement is the target of the Government to develop sectorial resilience in RMG for sustainable

development. Drawing attention to zero dropout targets in the trainings Director General Ms. Baby Rani Karmakar reviewed the ongoing trainings conducted by BGMEA, BKMEA, BGMEA University and Management of Fashion and Technology (BUFT). All these are three month long course. Director (Textile), EPB Mr. Mahmudul Hasan, representatives from the BGMEA, BKMEA, and BEPZA exchanged ideas to make the RMG industry resilient through skilled labor management in the apparel sector:



### **Enhancing the capacity of Apparel sector workers (Compliance & Monitoring Cell)**

- a) In order to achieve the goals outlined in the current 3-year contract, BGMEA and BKMEA will increase the numbers of the workers in the trainings;
- b) Exploring other sources of training programs;
- c) Timely delivery of the list of trainees to EPB by BGMEA and BKMEA in order to begin the third batch of mid-level managers' PGD courses.
- d) To take measure to guarantee zero dropouts and Completing the admission process by interviewing the trainees one by one.
- e) Take initiative to take facilitation at remote area.

DG-2 highlighted the Government's priority on investment on skill training and capacity buildings. After LDC graduation, the competitive export market would require more skilled human resources.

## **September**

### **Bangladesh has opportunities to expand trade with West Africa**

In order to explore the potential trade and investment partnership with West Africa a seminar held in Dhaka



on September 14, 2023. They followed by a "Road show on Business Opportunities in Togo (West Africa)" was held in conjunction with the "Commonwealth Trade and Investment Forum-2023" and we organized by the Export Promotion Bureau (EPB) and Aris, a recognized creator and operator of the world-class industrial ecosystems in Africa.



**Investment partnership with West Africa (TOGO)**

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## **The Belt and Road Initiative in Bangladesh Exhibition 2023**

"The Belt and Road Initiative in Bangladesh Exhibition 2023" was held in the Bangabandhu Bangladesh China Friendship Exhibition Center from September 8–10, 2023, it was a joint initiative of the governments of Bangladesh and China.



**The Belt and Road Initiative program in Bangladesh**

Representatives of the Chinese Embassy and two Director Generals of EPB attended the event. A number of significant Bangladeshi businesses, including the Akiz Group, Jamuna Group, and a few well-known commercial banks, participated in the event. During the event, the Bureau's publications of operations were on display.

## **Exploring ways to boost up exports of home textile items**



**Director General with the representatives of home textile associations & business industries**

Home textile products such as bed linens, pillowcases, door and window treatments, cushions, and various terry towels are currently exported to about 125 countries, according to EPB data source. The largest markets are the United States, Canada, and the European Union (EU). Currently, this sector is showing a decline in export. According to the Director (Textiles) of the EPB, the export of home textile items declined during the start of the global corona

pandemic in 2019-20 but increased over the next two years. During the 2020-21 fiscal year home textile products export was US\$ 1132.03 million, and in 2021-22 export earnings of home textile rose to US\$ 1621.93 million. However, home textile export in the 2022-23 fiscal year again declined to US\$ 1095.29 million. The export of this industry was US\$ 172.57 million in August 2022 but in August 2023, it is anticipated to reach US\$ 68.31 million. BTMA, M/s. Momtex Expo Ltd, M/S. Nahed Fine Tex Ltd, Bangladesh Terry Towel Linen Manufacturers & Exporters Association (BTTLMEA) and officials from Quilting Solution Limited and Debonair Padding were present in the discussion. Following proposals were tabled to increase the export of home textile products:


- ✦ Taking necessary steps to make gas and electricity price stable, and ensure policy steps to keep the price at reasonable level in consultation with stakeholders ;
- ✦ Installing Bangladesh Pavilion in the prominent location of the exhibition Center with modern and high-tech visual facilities. It could be designed in consultation with the stakeholders;
- ✦ Making duty reasonable for cotton yarn imports;

- ✦ Support manufacturers to initiate diversify in production, design; and use of recyclable materials.
- ✦ Explore the Middle East, North America, Africa, and non-traditional/new markets for exporting home textile products.

## Information and Data Services

During the first quarter of FY 2023-24 EPB provides about 200 statistical data and information services on trade balance, mission wise, region wise, country wise and product wise exports, country brief and monthly summary to address the needs of the govt. and business stakeholders. EPB also cater customized data to meet the need of them for export promotion.

EPB has been working to provide product specific and country specific information for the potential exporters. Under the three broad categories, exporter development, market information and trade Facilitation, EPB update online data from time to time on the following issues: exporter Registration, trade fair participation, market report, promising export market, directories of international, cash incentives, export procedures. Exporters may ask questions accessing EPB's website Under **Browse Export Market**

Partial Front View of BBCFEC

Aerial View of BBCFEC

**Unique Features:**

|   |   |
|---|---|
| Total floor area                        | : 33,000 sqm (3,55,000sft approx.)  |
| Total floor area in Exhibition Building | : 24,370 sqm (2,63,000sft approx.)  |
| Total floor area for Exhibition Hall    | : 15,418 sqm (1,66,000sft approx.)  |
|   | (Two exhibition halls: area of each hall 7,183 sqm/77,318 sft;<br>One registration hall area 1,052 sqm)         |
| Parking Facilities                      | : a) One two-storied parking building for 500 cars (area 7,912 sqm)<br>b) At the open space 1000 cars (approx.) |
| Total number of booths                  | : 800 (9.67 sqm each)   |



## Export Promotion Bureau Ministry of Commerce

TCB Bhaban (1<sup>st</sup>, 4<sup>th</sup>, 8<sup>th</sup> and 14<sup>th</sup> Floor)  
1 Kawran Bazar, Dhaka, Bangladesh.  
Tel (PABX): +88-02-8180084, +88-02-8180087, +88-02-8180090  
Fax: +88-02-9119531, E-mail: [info@epb.gov.bd](mailto:info@epb.gov.bd), Web: [www.epb.gov.bd](http://www.epb.gov.bd)

