

# **Economic situation of Bangladesh**

**Business opportunities in Bangladesh** 

Business Breakfast: Next eleven Economies Ljubljana, 14 September 2012





# **Bangladesh's thriving economy**

The economic position of the country is GDP/PPP (2011 est.): USD 100 billion; per capita USD 664;

Real growth rate: 6%, Inflation: 11.3%;

#### Major Export items of Bangladesh

The **traditional export items** of Bangladesh are: raw jute, jute manufactures (Hessian sacking, carpet backing, carpets), jute products, tea, leather and leather products. **Non-traditional export items** are: garments, frozen shrimps, other fish products, newsprint, paper, naphtha, furnace oil, urea and ceramic products;

Major Import items of Bangladesh

- The economy of Bangladesh depends on imports both for consumer items and industrial raw materials. The major import items of Bangladesh are: Wheat, oil, seeds, crude petroleum, raw cotton, edible oil, petroleum products, fertilizer, staple fibers, yarn, iron and steel, capital goods. Major trading partners of Bangladesh for both exports and imports are: USA, EU countries, India, China, Japan, South Korea, Australia, Malaysia, Hong Kong, Taiwan, Indonesia, Thailand, Saudi Arabia, UAE;
- <u>Opportunities exist in</u> IT, telecommunications, city infrastructure, transportation, power, garments and textiles, real estate, natural resources, frozen foods, agribusiness and many other industries.



Bangladesh shipbuilding industry Source: Interne



Dhaka, Centre of the city Source: Internet

The Government implemented several reforms in macroeconomic management during FY 2010-11. These are briefly enumerated below:

#### Budget Management

- To maintain macroeconomic stability and to ensure transparency and accountability in the budget preparation
  process, quarterly reports on budget implementation status, trends of revenues and expenditures along with the
  analysis of macroeconomic situation of the country has been placed before Parliament as per the provision of the
  'Public Money and Budget Management Act 2009'.
- All the ministries/divisions have been brought under the coverage of **Medium-term Budget Framework (MTBF)** which is designed to link the budget with the development policy and resource allocation with performance.

#### Cost of Doing Business

- In order to facilitate expansion of trade, the Government has undertaken several reform initiatives to reduce the cost of doing business. These include:
- modernization and automation of land registration system on a pilot basis;
- digitalization of land survey, record and preservation and registration process;
- settlement of trade related disputes and establishment of dedicated benches in the High Court to dispose off the pending cases of National Board of Revenue;
- use of modern technology in every unit of customs department to initiate automated estimation of duties and levies for advance declaration and cargo clearance;
- introduction of automation in the judiciary;
- establishment of One-stop Service Centre to facilitate issuance of different clearance certificates from one place for construction activities;
- collection of all sorts of government receipts through mobile phones and introduction of online system instead of collection of receipts through treasury chalans.
- It is expected that implementation of these reforms will make the **business process much easier and reduce** substantially the cost of doing business.

Initiatives have also been taken to sign Avoidance of Double Taxation Agreements with all countries, with which Bangladesh has substantial amount of trade.

Special Economic Zones

Besides, the Government has taken an **initiative to create Special Economic Zones** for triggering the development of backward regions as well as the growth of industry and agriculture in the industrially potential areas. Meanwhile, a law titled 'Bangladesh Economic Zone Act, 2010' has been enacted.

### Public-Private Partnership (PPP)

As part of the process of strengthening the **Public Private Partnership (PPP) initiatives**, a policy and strategy for **Public-Private Partnership** has been formulated. In the meantime, PPP office has been set up and a number of officials have been posted to this office for smooth running of its functions. Besides, **Bangladesh Infrastructure Investment Fund (BIIF)**, which was created for attracting investment from local and foreign investors, has been transformed into a company which has already started its operation during **FY2011-12**.

The vision of the Government is that Bangladesh will have, by 2021, a dominant industrial sector, where industrial sector will account for at least 40% of the the gross domestic product (GDP) with a capacity



Public Private Partnership is significantly developing these days in Bangladesh Source: Internet

# Potential investment sectors in Bangladesh

Bangladesh, traditionally known for jute and tea exports, has recently attracted attention for ready-made garments and leather exports. The country is currently best placed in the region for textiles and garments industry due to reasonable labor price and favorable trade status with the EU. Again, Government incentives for the spinning and weaving industries in the form of cash subsidy of the fabric cost to exporters sourcing fabrics locally. There is huge yarn and fabric demand supply gap in the RMG industries which is presently met by imports. Thus, the potential for backward linkage industry has enormous Prospect for a huge textile industry capable to supply over 3 billion yards of fabrics a year to the export oriented garment industry. Presently, about 85%-90% of this demand is met by import from countries like China, Hong Kong, Singapore, Thailand, Korea, Indonesia, Taiwan, etc. Fabric requirement is increasing at 20% per anum. This offers an opportunity for further investment.

				Labor costs incurred in the textile industry is the lowest compared to its competitors, which are as follows:				
	Energy cost in Bangladesh is lower compared to India and Pakistan			Thailand	\$ 1.00/Hour			
		\$ 0.095/KwH		India	\$ 0.60/Hour			
	India			Sri Lanka	\$ 0.45/Hour			
	Pakistan	\$ 0.08/KwH		Vietnam	\$ 0.40/Hour			
				Indonesia	\$ 0.40/Hour			
	Bangladesh	\$ 0.07/KwH		Pakistan	\$ 0.40/Hour			
	-			China	\$ 0.35/Hour			
Sour	Source: Bangladesh Government			Bangladesh	\$ 0.25/Hour			
Source: Bangladesh Government								

## **Bangladesh – Slovenia cooperation**

According to the data provided by Export Promotion Bureau in Dhaka, Bangladesh – Slovenia Balance of Trade in the years 2006-2012 took the following shape:

FY	Export	Import	Balance
2006-07	3.71	N.A	(+) 3.71
2007-08	3.47	N.A	(+) 3.47
2008-09	3.26	N.A	(+) 3.26
2009-10	3.59	N.A	(+) 3.59
2010-11	7.08	1.10	(+) 5.98
2011-12	11.45	0.90 (July-May)	- Sour

As stated in the statistics from the recent period of July-June 2011-2012, Slovenia has become a serious importer of As stated in the statistics from the recent period of July-June 2011-2012, Stovenia has become a serious importer of Bangladesh goods in the recent time. To the most important commodities being now exported to Slovenia at a large scale are textiles, pharmaceutical products, vegetables, paper yarn, fibres and ceramic products. While the total import in period January – May 2012 amounted to EUR 4,173 million, the amount of exported goods was around EUR 0,271 million. In comparison with 2011, Slovenia's export to Bangladesh was EUR 0,805 million, while the amount of imported goods came to EUR 7,269 million.

ort Promotion Bureau, Dhaka 2012







Manufacture of ready-made garments in Bangladesh



The phenomenal growth in the ready made garment (RMG) sector in the last decade created many new factories and employment opportunities. Having enjoyed more than 70% of total investments in the manufacturing sector during the first half of the 1990s, RMG and knitwear now account for about 4,825 factories and a workforce of 3.1 m -80% of which are women. This sector now employs over 50% of the industrial workforce and accounts for 79% of the total export earnings of the country. The growing trend in the textile and the garments sector means that Bangladesh is perfectly positioned to appeal to foreign investors.

Bilateral agreements with **28 countries** and **Generalised System of Preferences (GSP)** of the EU are key reasons for Bangladesh RMG products having access to global markets. Bangladesh is now a **significant RMG supplier to North America and Europe**. Bangladesh has also taken a better position in the USA market through competition. Bangladesh is expected to maintain its tariff-free access to EU under the European GSP, since the GSP is not covered by the Uruguay Round Agreement. Recently **Canada has also provided tariff-free access** for all the items from Bangladesh.

In the meantime, the **Bangladesh RMG industry has become very competitive as a global standard RMG source**. Marketing investments have been made in trading partner economies; end users can often differentiate products with confidence.

Historically the Bangladesh RMG industry has depended largely on imported yarns and fabrics and produced only 10% of the export-quality cloth used by the garments industry. The need for establishment of **backward-linkage industry** has become an immediate concern to the government and the exporters and there are **enormous opportunities to set up a composite textiles industry combining textile, yarn and garments**.

The textile sector as a whole is at present the most important sector, capable of generating maximum new employment and the most potential sector to earn foreign exchange. The Government has undertaken to increase per capita income by boosting textile sector. Textile sector is now also contributing significantly towards GDP growth. This has been possible due to development of textile sector which comprises of Spinning, Weaving, DyeingPrinting-Finishing (Woven & Knit) Knitting, Ready Garments (Knit & Woven), Hosiery,Handloom & other auxiliary textile units.Textile & Clothing is considered to be the largest foreign exchange earnings sector (12bn USD) surpassing the manpower sector (USD 10 billion) Bangladesh Textile Sector revolves around RMG and that is continuing.

Over the years textile proved to be the engine of growth as it has been the 2nd largest sector for absorption of working force after agriculture. On the other hand, textile sector in Bangladesh is the largest single sector having highest investment around Euro 3.5 billion. Over the last 3 decades this sector has achieved un-precedented growth. As such, we feel it is our obligation to take all possible initiative/steps to protect the sector and make the sector more competitive as well. Only 5% of textile factories are owned by foreign investors, with most of the production being controlled by families or Bangladesh is companies.

Bangladesh was the sixth largest exporter of apparel in the world after China, the EU, Hong Kong, Turkey and India in 2006. At the time, its share in the world apparel exports was 2.8%. Today, the US remains the largest market for Bangladesh's woven garments taking USD 2.42 billion, a 47% share of Bangladesh's total woven exports. The European Union remains the largest regional destination - Bangladesh exported USD 5.36 billion in apparel; 50% of their total apparel exports. The EU took a 61% share of Bangladesh is the second largest ready made garments manufacturer after China. It is projected that by the next five years Bangladesh will have become the largest ready made garments manufacturer in the whole world.



Garments production in Bangladesh

Size of Bangladesh Textile Industry									
Sub-sector	No. of unites	Installed machine capacity	Production capacity (m)	Manpo wer					
Textile spinning	341	7.20 ml. spld 0.18 ml. rotor	1,600 kg	400,000					
Textile weaving	400	25,000 SL/SLL	1,600 mtr	80,000					
Specialized textile and power loom	1,065	23,000 SL/SLL	400 mtr	43,000					
Handloom (GF/F)	148,342	498,000 handloom	837 mtr	1,020,0 00					
Knitting, knit dyeing (GF):									
(a) Export-oriented	800	12,000 knit/Dy/M	3,600 mtr	300,000					
(b) Local market	2,000	5,000 knit/M	500 mtr	24,000					
Dyeing and finishing (FF):									
(a) Semi-mechanized	180	-	120 mtr	10,000					
(b) Mechanized	130	-	1,600 mtr	23,000					
Export oriented RMG	4,500	-	475 doz	2,000,0 00					

Source: Director's Report 2009, Bangladesh Textile Mills Association





# **Organic Tea**

Bangladesh has inherited the **southern-most slopes** of the fertile, world-famous tea growing hills rolling down from Assam commonly known as **Surma Valley**. This Valley was inhabited by wild animals a century ago before the human abodes was set up turning the rich valley slopes into tea plantations. In fact, the **first experimental tea** plantation was carried out in the slopes of Chittagong in 1840 and Malinichera was the first commercial Tea Estate which went into production in 1857.

Today, tea is the **regular export item** of Bangladesh. Export of tea to different countries by Bangladesh **witnessed substantial changes over time**. In order to cope with such changes, it is **necessary to look** for new buyers and pursue an aggressive policy in the world tea market.

At present, tea was produced in the district of Sylhet. Sylhet is situated in the northeastern part of Bangladesh. Of late, tea production has also begun in Chittagong on the southeastern part of Bangladesh and in Panchagarh that is situated on the northwestern part of the country. Panchagarh is near Darjeeling of India, where production of quality tea has a long history.

Production of organic tea, that is, tea produced naturally without using chemical fertilizer has begun in Panchagarh. The Kazi and Kazi Company has taken the lead in this respect. Recently, organic production of agricultural products has become very popular, as these are free from the harmful effects of chemical fertilizer. So, producing of organic tea in Bangladesh has gained immediate popularity and a Japanese firm has already bought the whole lot of tea in advance. Bangladesh organic tea is produced in such puritan form that no chemical pesticide is used and mechanical vehicle is allowed. Only carts driven by cows and horses are allowed to enter the gardens and processing areas. It appears that organic tea has a great future here. In the developed world, where labour is expensive and use of power driven machines is common then organic tea production is very expensive. So, Bangladesh can make dent into the world



Bangladeshi tea drinker



Tea plantation worker

## **Leather and Leather Goods**

Bangladesh has a long established tanning industry which produces around 2-3% of the world's leather from a ready supply of raw materials. The country is therefore an established and attractive location to source and outsource the manufacture of finished leather products. The leather industry is ideally suited to Bangladesh with its abundance of labor and natural resources at internationally competitive rates.

#### Sector Highlights:

- Flourishing in this sector are finished leather and leather goods
- Abundant, low cost labor ideal for labor intensive industry.
- Good quality domestic supply of raw materials, as by-products of large livestock industry.
- Government support in the form of tax holidays, duty free imports of raw materials and machinery for export-oriented leather market, export incentives.
- Tariff and quota free access to major markets such as the EU.

#### Industry Outlook and Investment Incentives:

- In 2008-09 total export of leather, leather goods was \$381.14m.
- Most of the livestock base for this production is domestic, which is estimated as comprising 1.8% of the world's cattle stock and 3.7% of the goat stock. The hides and skins (average annual output is 15m sq.m.) have a good international reputation.
- Foreign direct investment in this sector along with the production of tanning chemicals appears to be highly rewarding due to this
  presence of basic raw materials for leather goods including shoes, a large pool of low cost, trainable labor, and a tariff
  concession facility to major importing countries under Generalized System of Preferences (GSP) coverage. Thus Bangladesh
  is an ideal offshore location for leather and leather products manufacturing with low cost but high quality.
- The Government is in the process of setting up a separate Leather Zone, relocating the existing industry sites to a well-organised environment. Exports include some ready-made garments, although that aspect is confined mainly to a small export trade in "Italian-make" garments for the US market. Footwear is more important in terms of value addition. This is the fast growing sector for leather products.

# Investment Opportunities and Government Support

Enormous investment opportunities exist in this sector. In the RMG industry **demand for fabric significantly** exceeds local supply and so is currently being met by imports. Backward linkage is a significant trading opportunity and is supported by a government backed incentive: 15% cash subsidy of the fabric cost to exporters sourcing fabrics locally.

Additionally, the Government has created a highly favorable policy framework for investment in these sectors offering investors the following choices:

- Establishment of new textile/RMG mill in the private sector
- Joint ventures with the existing textile/RMG mill
- Acquisition of public sector textile mills that are being privatised
- Indirect investment through financial services and/or leasing.

The Government is committed to fostering a strong spinning sector within the economy to support the robust textile and garment industry that has developed. The government is therefore supporting spinners by providing lower tariffs for machinery spares and raw materials, cash incentives, reduced tax rate, and low-cost funding etc.

Incentives and Facilities for the Investors

- To attract foreign direct investment, the Government of Bangladesh has offered most liberal package of investment facilities and incentives, which are:
- -Tax holiday, accelerated depreciation, concessionary duty on imported capital machinery, rationalization of its import duty Incentives to Non-Resident Bangladeshis (NRBs), etc.

### **Other incentives**

- Tax exemption on royalties, technical know-how fees received by any foreign collaborator, firm, company and expert.
- Tax exemption on the interest on Foreign loans under certain conditions.
- Avoidance of double taxation in case of foreign investors on the basis of bilateral agreements.
- Exemption of income tax up to 3 years for the foreign technicians employed in industries specified in the relevant schedule of income tax ordinance.
- Tax exemption on income of the private sector power generation company for 15 years from the date of commercial production.
- Facilities for full repatriation of invested capital, profit & dividend.
- 6 months' multiple entry visa for the prospective new investors.
- Re-investment of repatriable dividend treated as new investment.
- Citizenship by investing a minimum of USD 5,00,000 or by transferring USD 10,00,000 to any recognized financial institution (non-repatriable).
- Permanent residentship by investing a minimum of USD 75,000 (non-repatriable)
- Tax exemption on capital gains from the transfer of shares of public limited companies listed with a stock exchange.
- Special facilities and venture capital support will be provided to export-oriented industries under "Thrust sectors".
- There will be no discrimination in case of duties and taxes for the same type of industries set up by foreign and local investors and in the public and private sectors. Special incentives and facilities will be provided for making investment in 100 per cent export-oriented industries.

#### Export Processing Zones (EPZs)

Export Processing Zones are considered by the foreign investors as an ideal location for the export oriented industries. In Bangladesh, the Export Processing Zones with necessary infrastructural facilities offer very attractive incentives. Export Processing Zones in Chittagong and Dhaka provide necessary fiscal, non-fiscal and infrastructure facilities for export-oriented enterprises. Four more Export Processing Zones in Mongla, Ishurdi, Comilla and Syedpur (Nilphamari) are under implementation. EPZ in the Private Sector is also encouraged including necessary infrastructure facilities.

### Potential Sectors for Investment

The major potential sectors including '**Thrust Sectors'** identified by the Bangladesh Government, which offer probable choices for investment are: Textiles, RMG and Knitwear, Energy (Power Generation and Transmission), Natural Gas-based Industries Telecommuni-cation, Fisheries, Agro-based Industries, Electronics, Computer Software Development and Data Entry, Leather and Leather Goods, Tourism, Light Industries.

Besides, there are other potential areas for investment in Bangladesh, such as: light engineering, ceramic, dairy farming & dairy products, poultry farming & poultry products, jute goods, paper and pulp, cement, glass, sheet and plate, etc. The government also welcomes investments in the development of port facilities and industrial parks. Most of the foreign investors consider the investment potentials in Bangladesh to be bright and many of them would like to explore further the possibilities of investments either on their own or in partnership with local entrepreneurs and the incentives for foreign investors are quite attractive. They highly appreciate the policies of the present Government of **Sheikh Hasina** for liberalization, private sector driven and market led-growth in the economy.

Bangladesh has a proven record in export competitiveness. Here is a summary of the facts. From 2003 to 2007, Bangladesh achieved annual export value growth of 19.6%, a testimony to its export competitiveness. Whilst not wishing to be complacent, and being mindful of difficult global trade conditions in 2008-2012, these positive trade differentials are likely to be with Bangladesh well into the future.



benefits to exporters.
- Bangladesh offers a most liberal FDI regime in South Asia, with no prior approval requirements or limits, on equiv participation and repatriation of profits and income in most sectors.

on equity participation and repatriation of profits and income in most sectors. - Bangladesh enjoys tariff-free access to the EU, Canada, Australia and Japan. Bangladesh is the top manufactured products exporter to the least developed countries as well as to Europe, with more than 50% market share.

