



Export Policy 2006-2009

Ministry of Commerce
Government of the People's Republic of Bangladesh
December, 2007

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The Export Policy 2006-2009 has been published both in Bengali and English Languages. If there is any inconsistency between the two versions, the Bengali text will prevail.

Export Policy 2006-09

1.0 Introduction

- 1.1 Although globalization has made trade among countries more liberalized and easy, participating countries are increasingly being engaged into competition with each other in order to secure their position in the international market. On the other hand, because of the decreasing trend in the possibility of receiving foreign aid, all the countries tend to strengthen their potentials and initiatives to expand foreign trade as a more appropriate instrument for development. In this respect all the countries are engaged in utilizing their respective comparative advantage in producing goods so as to stay in the competition. Bangladesh is not an exception, either. Export sector is the main source of Bangladesh's hard-earned foreign currency. The government has taken all the initiatives for the overall development of this sector as the driving force of the economic development of the country.
- 1.2 In order to face the challenges of globalization, the government has prepared a Poverty Reduction Strategy Paper (PRSP). One of the prime reasons of this Strategy Paper is to facilitate, for Bangladesh as a developing country, the intensification and acceleration of the export promotion activities by using the advantages of globalization, and to play a strong role in accomplishment of government's stated poverty reduction objectives by connecting the mass public to these activities. Keeping in mind the objectives stipulated in the PRSP, the government has taken initiatives to diversify and liberate the export sector from limited goods dependency and ensure the supply of goods in competitive prices in the world market by means of putting more importance on the implementation and observation of issues such as the facilitation and simplification of import-export procedures, expansion of the use of modern technology in businesses, market expansion, capacity building activities such as productivity increase, quality goods production, reduction of business expenses, and compliance-related issues including the overall development of the governance situation. At the same time the government has taken the initiative to increase the export earnings from the service sector (such as information and communication technology, consulting services, construction etc.) by providing all facilities for the development of this sector.
- 1.3 The government has endorsed the Export Policy 2006-09 upon the recommendation from the Consultative Committee consisting of the country's main industry and merchandising societies, chambers, research institutes, and concerned governmental divisions and organizations. A separate Export Strategy Paper has been formulated to implement the directives stipulated in this Policy. It

is expected that the attainment of the goals and objectives of the Export Policy would be easier if the aforesaid Export Strategy is properly implemented.

2.0 Application and Scope

- 2.1 If not referred to differently, then the Export Policy 2006-09 will be applicable for the export of all types of goods and services from Bangladesh.
- 2.2 The Export Policy 2006-09 as well as the Export Promotion Strategy Paper 2006-09 (annexed to the Export Policy 2006-09) will come into effect from the day of the publication in the Bangladesh Gazette, and it will be effective until June 30, 2009. However, if for some reason the endorsement of a new Export Policy is delayed, then the present Export Policy will remain effective until the new Export Policy is issued.
- 2.3 This policy will be applicable in all places in Bangladesh with the exception of the Export Processing Zones (EPZs).
- 2.4 Any tax/ tariff-related decision announced by the National Budget and the National Board of Revenue will prevail over the Export Policy.
- 2.5 In case that a Government Order endorses a specific decision related to export, and in case the decision is not in conformity with any of the provisions of the Export Policy, then the aforesaid Government Order will get precedence over the Export Policy.
- 2.6 The Government will review the Export Policy at least once every year, and if needed, will be entitled to make any modification, expansion or correction.

3.0 Rules and Regulations Related to the Export of Products

- 3.1 While exporting goods from Bangladesh, the conditions stipulated in this Policy or in some other related law, the rules and regulations related to foreign currency exchange issued from time to time by the Bangladesh Bank has to be followed. Also, relevant documents within the scope of the above-mentioned conditions and rules and regulations have to be submitted.
- 4.0 **Control of Export of Products:-** Under this Policy, export of products will be controlled in the following way:
 - 4.1 **List of Export Prohibited/Controlled Products:** If not referred to differently, products that are prohibited from exporting under this Export Policy cannot be exported. But the products for which export is contingent to certain conditions can be exported if those conditions are duly met.

4.2 The list of Export Prohibited Products and Conditional Export can be found in Annex 1.

5.0 **Exportable Products:** If not referred to differently, and except the ones enlisted in Annex 1, i.e. export prohibited products and the products for which the export is contingent to certain conditions, all other products shall be freely exportable.

5.1 Nothing in the policy shall be applicable to the following:

5.1.1 The foreign-bound ships, vehicles or stores of aircrafts, their equipments or spare parts and products declared as their kitchen items, or the baggage accompanied by the crew and passengers of those ships, vehicles or aircrafts.

5.1.2. Export of sample products shall be conducted upon the fulfillment of the following conditions:

- a) When the export of the product is not prohibited;
- b) A maximum of US\$ 5,000 worth of products (except medicine) per exporter per year, valued in FOB (free on board);
- c) Products sent as sample on free of cost; but for medicine the conditions are: 1) maximum US\$ 10,000 if there is no export L/C (letter of credit), or 2) against each L/C, medicine worth of 1% of the total value of the L/C or US\$ 1000, whichever is the lesser;
- d) For 100% export-oriented garments industries, a maximum of US\$ 7,500 worth of sample of ready made garments products per year;
- e) Promotional materials (brochure, poster, leaflet, banner etc.) of any price or weight;
- f) Gift parcel worth of US\$ 1,000 or equivalent in Bangladeshi Taka;
- g) Bonafide baggage of traveler traveling outside Bangladesh; and
- h) Relief materials exported by the Government.

5.1.3. “Sample” will refer to limited amount of goods which are easily identifiable and which do not have any commercial value.

5.1.4. “Gift parcel” will refer to gift materials sent by courier service.

6.0 **Authority to relax export control:-** the Government can, upon providing appropriate reasons, authorize the export of prohibited goods listed in Annex-1. Moreover, the Government can authorize, under special considerations, the export, export-cum-import or re-export of certain products.

7.0 **Entre-pôt and Re-export:-** Entre-pôt trade and re-export will have to be conducted under the procedures stipulated in the Public Notice No. 42 (2003-

2006)/import dated June 28, 2005 (14 Ashar 1412 Bangla) issued by the Office of the Chief Controller of Import and Export .

- 7.1 Entre-pôt trade will refer to the export of an imported product at a price at least 5% higher than the import price. No change whatsoever in the quality, quantity, shape or any other aspect is necessary in this respect. Products under entre-pôt trade shall not come out of the port boundary. However, the products can be brought out of the port boundary under special authorization.
- 7.1.1 “Import price” under entre-pôt trade will refer to the C&F price of the imported product as declared at the port of Bangladesh.
- 7.1.2 “Re-export” will refer to the export of an imported product within a specific period of time with a value addition of at least 10% over the imported price by changing the quality or shape or both, of the product by means of local re-processing.
- 7.1.3 Import price in this case will refer to the C&F price of the imported product as declared at the port of Bangladesh.
- 8.0 **Export opportunities without L/C:-** Upon the submission of EXP Form and Shipping Bill, exports without L/C can be done through buying contract, agreement, purchase order or advance payment.
- 8.1 “Buying Contract” will refer to a signed agreement for the purpose of exporting a product between an exporter and an importer.

9.0 Export-cum-Import

- 9.1.1 Cylinder and ISO tanks can be exported on a temporary basis only for the purpose of repairing, replacement or refilling of the imported products.
However, this provision is conditional to the submission, at the time of export, of an Indemnity Bond to the Customs Authorities stating that the products will be imported back once the necessary tasks will be completed.
- 9.1.2 In case that an exported product is found to have faults as per the sales agreement, then the Bangladeshi exporter will be granted the authorization to export replacement products. But the exporter will have to submit the following papers to the Customs Authorities:
 - a) Copy of the Sales Agreement;
 - b) Letter from the buyer with details of the faulty product; and
 - c) Any other condition that has to be met according to the Customs Law.
- 9.1.3 A person traveling in a foreign country can bring his or her vehicle along with himself or herself if authorized under the *carnet de passage* by the Customs

Authorities or any other appropriate authority, or authorized against the indemnity bond submitted to the Customs Authorities with the condition to re-import.

- 9.1.4 **Re-exportation of Frustrated Cargo:-** A frustrated cargo can be re-exported by maintaining the rules and regulations of the Customs Act 1969.
- 9.1.5 Temporary export-cum-import of machinery and other equipments, which are necessary to fulfil the purpose, is permissible under the construction, engineering and electrical company agreement, but following conditions apply:
- a) Relevant agreement and copy of award have to be submitted to the Customs Authorities; and
 - b) An indemnity bond stating that the machinery will be returned after the completion of the task has to be submitted.
- 10.0 **Pre-shipment Obligations:-** If no other conditions apply, then a pre-shipment certificate for the purpose of export of products is not obligatory.
- 11.0 **Quality Control Certificate:-** While exporting products for which quality control certificate is obligatory, the exporter will have to submit, to the Customs Authorities, a quality control certificate issued by the appropriate authority.
- 12.0 **Export Promotion Strategy Paper:-** In order to promote and assist exports, Government has issued a three-yearly “Export Promotion Strategy Paper 2006-09” (Annex 2) which will be considered as an integral part of this Policy. The Ministry of Commerce will be responsible for the implementation of this Strategy Paper.

List of Export-Prohibited Products and Conditional Export

1 List of Export-Prohibited Products

- 1.1 (a) All petroleum and petroleum products except naphtha, furnace oil, lubricant oil and bitumen. However, this prohibition will not apply if foreign investment companies want to export their share of petroleum and LNG under the Product Sharing Contracts.
- (b) A foreign country-bound passenger can carry, in excess of his or her personal goods, US\$ 200 worth of goods, which are not export-prohibited or belonging to the conditional export products, as accompanied baggage. In this case, facilities/incentives like duty draw back adjustment, subsidy etc. will not be awarded.
- 1.2 Jute and `Shan' seeds
- 1.3 Wheat
- 1.4 Any kind of live animal, animal organs or hide/ skin of wild animals as mentioned in the Wildlife (Protection) Ordinance 1973 (President's Ordinance No. 23, 1973, Revised in 1974), except the species mentioned in the first list of the Ordinance.
- 1.5 Fire arms, ammunition and related materials.
- 1.6 Radioactive materials.
- 1.7 Archeological Relics.
- 1.8 Human skeleton, blood plasma, or any product produced from human or human blood.
- 1.9 All types of pulses, except processed ones.
- 1.10 All shrimps except chilled, frozen and processed ones (SRO No. 60-L/76 date 14-2-76).
- 1.11 Onion (SRO No. 250-L/77, date 13-8-77).
- 1.12 Seawater shrimps of 71/90 count or smaller, except the species *Harin/ harini* and *Chaka* (SRO No. 345-L/83, date 20-10-83)
- 1.13 Cane, wood, wood logs/ thick pieces of wood (except handicrafts made from these materials).

- 1.14 All types of frogs (alive or dead) and frog legs.
- 1.15 Chemical products enlisted in the List 1 of the Chemical Weapons Convention.
- 1.16 Raw and wet blue Leather.

2 List of Conditional Export Products

- 2.1 Urea Fertilizer:- Upon permission from the Ministry of Industry, Urea fertilizer produced in all factories except KAFCO can be exported.
- 2.2 Upon no objection from the Ministry of Information, entertainment programs, music, drama, films, documentary films etc can be exported in the form of audio cassettes, video cassettes, CDs, DVDs etc.

**Export Promotion Strategy Paper
2006-2009**

Proposition

Trade and commerce are one of the most important driving forces of socio-economic development. The Government of Bangladesh has endorsed the Poverty Reduction Strategy Paper (PRSP) under the scope of the Millennium Development Goals (MDGs) of the United Nations. Keeping the goals and objectives of the PRSP in mind, the government has taken the initiative to prepare the “Export Promotion Strategy Paper 2006-2009” as an integral part of the country’s “Export Policy 2006-2009”. One of the main objectives of the PRSP is to create jobs and generate income for the mass public of Bangladesh, and to cut poverty in half by the year 2015. This is to be accomplished by means of expansion of export trade. World trade is constantly changing and expanding due to the continuous progression of globalization and free market economy. The objective of the Export Policy is to bring dynamism to the economic activities of Bangladesh and to make these activities outward-looking so as to enable Bangladesh to keep pace with the rapidly changing and competitive world trading system. In this respect, it is necessary to reduce the discrimination between men and women, and to integrate more and more women in business development activities. This will result in strengthening our economic base, enabling the producers/ exporters to attain more strength and competitive ability to face the challenges of a changing world trading system. This will play a positive role in Bangladesh’s economic development. In this backdrop, the government is playing the role of a facilitator to expand trade, and it has taken necessary steps to modernize and simplify the country’s trade policy in accordance with the obligations of the WTO.

Until the mid-80s, the largest part of Bangladesh’s total export earnings came from the export of jute and jute products. Later, readymade garments took the place of jute. However, due to environmental concerns, artificial fiber as an alternative to jute is nowadays being discouraged all over the world. In this situation the promotion and incorporation of the export of jute and jute products are emphasized. Leather is one of the oldest industries of Bangladesh. This industry is in a stagnant stage for a long time due to a number of limitations. There are plenty of opportunities to generate income and create jobs in this industry by means of producing value added products. With a goal of the overall development of this industry, the Leather Sector Business Promotion Council (LSBPC) has been created under the regulations of the Companies Act with both government and non-government initiatives. The Council has made some recommendations regarding the problems of the leather sector and their remedies. Within the scope of the project entitled the Development of the Supply and Export of Leather, the LSBPC and ITC, Geneva (funded by the Asia Trust) have prepared a strategy paper with the outcomes of three workshops held in Dhaka. The objective of this strategy paper is to meet to target of doubling the export earnings from leather, footwear, and leather products within the next three years through the industry’s capacity building, technological development, marketing facilitation, and product development and diversification. Of late, the frozen fish sector is facing an increasing pressure from the buyers for improvement of quality, ensuring prohibited item-free (particularly excess antibiotic) export as well as for fulfilling other compliance-related conditions. For the

development and incorporation of this sector, comprehensive efforts are given not only for product development, but also for quality improvement and meeting the compliance requirements. Necessary initiatives will also be taken in the Export Promotion Strategy Paper 2006-2009 for strengthening the capacity building activities, quality control, productivity increase and marketing facilitation in the potential new export sectors such as light engineering, agro and agro products, fresh and cut flower, medicine and computer software etc.

The forty-year old quota system on textile and readymade garments has been removed as of January 1, 2005. As a result our export-oriented readymade garments industry is now facing more competition than any time in the past. At the same time the country's import system has been liberalized, and the rate of import duty has been fixed at the lowest possible level. Considering the overall situation, in order to maintain our current export growth, we have to increase the production capacity of local export-oriented industries, give more emphasis on production environment of the factories and on meeting the compliance requirements, improve the quality of the products, and most importantly, we have to strengthen our efforts to diversify products and their markets. All these objectives can be attained only when we can utilize our cheap labor and convert its comparative advantage into competitive advantage. In doing so, efforts will be given on encouraging the establishment of labor-intensive export-oriented industries, encouraging training programs for the skills development of the workers, providing incentives for the diversification and encouragement of exports, low-interest loan facilities, infrastructural development, establishment of backward and forward industries, development of utility services, establishment of modern laboratories for controlling the quality of export products, establishment of product-based clusters, ensuring easy access to the raw materials for export products, ensuring regular supply of updated information on market and technology to producers, and on the overall development of the Chittagong Port including the simplification of goods unloading procedures.

The Export Policy 2003-06 emphasized on expanding export, increasing the productivity of export-oriented industries and the overall development of the export sector through capacity building of local export-oriented industries. According to last few years' statistics on export growth, Bangladesh's export earnings increased, in comparison with previous year's earnings, by 16.10%, 13.83% and 21.63% during the export years 2003-04, 2004-05 and 2005-06 respectively. The export earnings during the year 2005-06 (10.526 billion US Dollar) created an unprecedented record. The "Export Promotion Strategy Paper 2006-09" has been formulated in consultation with all the stakeholders so as to ensure the sustainability of the stated export growth during the application period of the Export Policy. It is expected that this Export Promotion Strategy Paper will play an important role in job creation and poverty reduction by fostering progressive growth of our exports.

Export Promotion Strategy Paper 2006-2009

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Chapter One

Objectives, Strategy and Scope of the Export Policy

1.1 Objectives of the Export Policy:

- 1.1.1 Updating and liberalizing the trade regime in accordance with the needs and requirements of the World Trade Organization and globalization;
- 1.1.2 Encouraging labor-intensive (especially female labor) export-oriented production;
- 1.1.3 Ensuring availability of raw material for producing export products;
- 1.1.4 Increasing productivity, and diversifying products;
- 1.1.5 Improving the quality of products; encouraging the use of modern, sustainable and environment-friendly technology; producing higher value products; and improving the design of the products;
- 1.1.6 Initiating new strategies for the expansion of the markets for export products, making proper utilization of computer technology, encouraging all modern technology including e-commerce;
- 1.1.7 Assisting the development of necessary infrastructure, particularly sector-specific backward and forward linkages, in order to encourage the production of exportable products;
- 1.1.8 Providing all-out support to new exporters as well as to current exporters;
- 1.1.9 Assisting the development of a skilled labor-force through proper training to manage international trade;
- 1.1.10 Providing adequate guidance to merchandising societies, business organizations, business people and related individuals in understanding the changing international trading system.

1.2 Implementation Strategy

- 1.2.1 Increasing the institutional skills and working capacity of the Export Promotion Bureau (EPB); providing assistance in capacity building of the Customs Authorities, sea and land port authorities, Department of Fisheries, BSTI, Tea Board as well as of different trade bodies;
- 1.2.2 Strengthening and expanding the “Product Development Council” activities through joint initiatives of the governmental and non-governmental sectors so as to encourage the production and export of export potential products;

- 1.2.3 Providing assistance to producers and exporters in certain areas, such as, demand-related foreign market intelligence, attaining higher price etc.;
- 1.2.4 Providing updated information to the exporters on export market and technology for the purpose of export diversification;
- 1.2.5 Creating training opportunities and establishing sector-specific training institutes for workers, staff and management people to increase productivity;
- 1.2.6 Providing assistance in export promotion through increased institutional facilities including trading house and export house;
- 1.2.7 Providing assistance in establishing “seal of quality organization” or similar organizations so as to ensure, where applicable, the quality of the products;
- 1.2.8 Encouraging the establishment of product-wise design centers for the improvement of product designs;
- 1.2.9 Assisting producers in using modern technology for production;
- 1.2.10 Assisting the exporters to get familiarized with the working procedures of significantly successful exporting countries;
- 1.2.11 Providing financial and tax subsidies or incentives, including low-interest loans, to exporters;
- 1.2.12 Reducing lead time in export by means of development of port management, infrastructure development, simplification of goods unloading, and development of the transport system;
- 1.2.13 Sending trade missions abroad and providing assistance to exporters to hold single trade fairs abroad as well as to participate in different international trade fairs, and thus making the products popular and creating markets for them;
- 1.2.14 Stressing the need for market expansion for Bangladeshi products abroad by seeking duty-free market access in the United States and other developed and developing countries ;
- 1.2.15 Taking special initiatives to increase exports in South Asia, Middle East and other Asian countries;
- 1.2.16 Encouraging new production, product diversification, increased export and similar activities by recognizing the largest exporters as CIP and honoring them with National Export Trophy;

- 1.2.17 Reviewing and providing necessary directions about the country's export situation annually at least once by the "National Committee on Export";
- 1.2.18 Monitoring and evaluating the progress of the implementation of the decisions of the "National Committee on Export, to be done by the task force established for this purpose;
- 1.2.19 Identifying the problems related to export and suggesting possible remedies, to be done by the Export Monitoring Group chaired by the Vice-Chairman of the Export Promotion Bureau;

1.3 Scope and Limitations

- 1.3.1 Whatever is mentioned in the Export Promotion Strategy Paper, all decisions of the National Board of Revenue regarding tariff and tax will be considered final;
- 1.3.2 The regulations of the Export Promotion Strategy Paper will be applicable to all places outside the Export Processing Zones;
- 1.3.3 The application period of the Export Promotion Strategy Paper will be the same as the application period of the "Export Policy 2006-09";
- 1.3.4 The Ministry of Commerce can, within the scope of the Export Promotion Strategy Paper, fix product- and Mission-based export targets. The export target and actual progress of the export will be reviewed and evaluated by the Export Promotion Bureau on a monthly basis, and by the Ministry of Commerce on a quarterly basis;
- 1.3.5 If necessary, the Ministry of Commerce can modify, expand and correct any paragraph of the Export Promotion Strategy Paper.

Chapter Two

Steps toward Export Diversification

2.1 Establishment of the Product Development Council

2.1.1 Several sector/ product specific business promotion councils have been created by the Ministry of Commerce with both government and non-government initiatives under the Company Act 1994 for the purpose of export diversification, improving and ensuring the product quality, acquiring appropriate technology, maintenance of compliance requirements, product marketing etc. The Export Policy 2006-09 will take adequate initiatives to strengthen and organize the activities of these councils, and also encourage the creation of more such councils. If necessary, joint development projects will be initiated with the development partners so as to accelerate product/ sector-based development activities. The stated initiative of the Ministry of Commerce will be considered as complementary to the export promotion and export expansion activities of the Export Promotion Bureau.

2.2 Classification of Product Sectors

2.2.1 In consideration with the level of production and supply, potential contribution to the export sector, demand in the international market and above all the capacity to contribute to the socio-economic development, some product sectors will be identified as “highest priority sectors” while some others will be identified as “special development sectors”. The government will regularly modify this list, and provide special privileges to encourage the export of these products.

2.3 Highest Priority Sectors

2.3.1 Highest priority sectors will refer to those product sectors which have special export potentials, but such potentiality could not be utilized properly due to certain constraints, and more success is attainable if adequate support is rendered to them. For example:

- 1) Agro-products and agro-processing products;
- 2) Light engineering products (including auto-parts and bicycles);
- 3) Footwear and leather products;
- 4) Pharmaceutical products;
- 5) Software and ICT products; and
- 6) Home textile.

2.4 Benefits and Facilities to be provided to the Highest Priority Sectors

2.4.1 Project loans with reduced interest rates on a priority basis;

- 2.4.2 Income tax exemptions;
- 2.4.3 Subsidies which are compatible with WTO Agreement on Agriculture, and WTO Agreement on Subsidies and Countervailing Measures;
- 2.4.4 Possible financial benefits or subsidies for utility services such as electricity, water and gas, provided that they are compatible with WTO Agreement on Agriculture, and WTO Agreement on Subsidies and Countervailing Measures;
- 2.4.5 Export loans with soft terms and lesser interest rates;
- 2.4.6 Reduced air travel fares;
- 2.4.7 Duty draw back/ bond facilities;
- 2.4.8 Privileges for the establishment of backward linkage industries including infrastructural development so as to reduce production cost;
- 2.4.9 Expansion of institutional and technical facilities to improve and control product quality;
- 2.4.10 Assistance in production and marketing;
- 2.4.11 Assistance in foreign market search; and
- 2.4.12 Taking necessary initiatives to attract foreign investments.

2.5 Special Development Sectors

- 2.5.1 Product sectors which have export potentials but whose production, supply and export base are not well organized will be included in special development sectors so as to strengthen their export base. The following product sectors will be included in the special development sectors:
 - 1) finished leather production;
 - 2) frozen fish production and processing;
 - 3) handicraft products;
 - 4) electronic products;
 - 5) fresh flower and foliage;
 - 6) jute products;
 - 7) hand-woven textiles from hill areas (pahari taat bostro);
 - 8) uncut diamond; and
 - 9) herbal medicine and medicinal plants.

2.6 Benefits and Facilities to be Rendered to the Special Priority Sectors

- 2.6.1 Project loans with general interest rates on a priority basis;
- 2.6.2 Consideration for export loans with soft terms and lesser interest rates;
- 2.6.3 Subsidies which are compatible with WTO Agreement on Agriculture, and WTO Agreement on Subsidies and Countervailing Measures;
- 2.6.4 Reduced air fare for shipment of products;
- 2.6.5 Duty draw back/ bond facilities;
- 2.6.6 Privileges for the establishment of backward linkage industries including infrastructural development so as to reduce production cost;
- 2.6.7 Expansion of technical facilities to improve product quality;
- 2.6.8 Assistance in product marketing;
- 2.6.9 Assistance in foreign market search;
- 2.6.10 Possible financial benefits for utility services such as electricity, water and gas; and
- 2.6.11 Taking necessary initiatives to attract foreign investments (FDI).

2.7 Inter-Sector Project for Product Diversification

- 2.7.1 Inter-sector project will be initiated with an objective of product diversification. Under this project, certain issues such as bond system, duty-draw-back, subsidies etc. will be reviewed to keep export price at a competitive level. Similarly, the project will assess and take necessary steps regarding issues such as product development and market expansion, trade cooperation and infrastructural difficulties towards export trade. A project to acquire modern technology promoting export trade expansion will also be initiated.

Chapter Three General Export Facilities

3.1 Use of Foreign Exchange Earned from Export

3.1.1 Exporters can deposit a certain amount of their export earning in foreign currency under retention quota in their foreign currency account. The amount of the retention is to be fixed from time to time by the Bangladesh Bank. Exporters can use this foreign currency for real business purposes, such as business-related foreign trips, participation in export fair and seminars abroad, importing raw materials, equipments or spare parts, and setting up offices abroad.

3.2 **Export Promotion Fund ---** There shall be an Export Promotion Fund (EPF) at the EPB. The following facilities will be provided from this fund:

3.2.1 Providing venture capital with lower interest rates and soft terms for production;

3.2.2 Assisting the producers/ exporters to receive foreign technical assistance, service and technology for the purpose of product development and diversification;

3.2.3 Assisting exporters to send marketing missions abroad and to participate in international trade fairs;

3.2.4 When necessary, assisting exporters to set up sales and display centers as well as warehousing facilities abroad;

3.2.5 Assisting exporters to participate in training programs abroad on product development and marketing, so as to enable them to improve their technical and marketing skills; and

3.2.6 Providing assistance in other activities related to product and market development.

3.3 Other Financial Facilities

3.3.1 The possibility to provide tax exemption and subsidy in service sectors such as electricity, water and gas, instead of cash benefits, will be considered;

3.3.2 Initiatives will be taken to develop necessary infrastructure to ensure seamless supply of electricity, gas and water for all export-oriented industries; and

3.3.3 Initiatives will be taken to fix the electricity, water and gas charges for industrial use at a reasonable level.

3.4 Providing Fund for Export

- 3.4.1 Import procedures of raw material and related products will be made easier under the Export Promotion Fund (EPF);
- 3.4.2 Possibility to provide back-to-back Letter of Credit to other export items besides readymade garments will be reviewed;
- 3.4.3 To promote export, loans with lower interest rates and soft terms will be made available for import of capital machineries and raw materials.

3.5 Export Loan

- 3.5.1 Commercial banks will consider, on a priority basis, the issue that exporters get a credit of 90 percent of the amount mentioned in the irrevocable letter of credit or in the confirmed contract;
- 3.5.2 Initiatives will be taken to modernize the banking sector for the quick completion of export related activities and for making the banking sector more transparent;
- 3.5.3 Bangladesh Bank will take necessary steps to keep the flow of normal credit flow seamless for the export sector;
- 3.5.4 The bank will fix the exporters' cash credit limit based on the achievements of previous years;
- 3.5.5 If products are exported on the basis of site-payment under irrevocable letter of credit, then commercial banks will not impose overdue interest provided that the exporter submits necessary export documents;
- 3.5.6 Bangladesh Bank may open up an "Export Credit Cell" for export financing for the development of this sector. Similarly, commercial banks will create "Special Credit Unit" for export financing;
- 3.5.7 There will be a highly empowered "Export Credit Monitoring Committee" to fix the demand of export credit, and to review and monitor the flow of credit. The activities of the "Credit Monitoring Committee" will be run under the leadership of Bangladesh Bank;
- 3.5.8 Banks will take necessary steps to fix service charges at a reasonable level;
- 3.5.9 If necessary, initiatives will be taken to establish/ strengthen banking facilities in order to expand trade relations with Russia, other CIS countries, and north-eastern states of India;

3.5.10 The Export Credit Guarantee Scheme (ECGS) will be restructured, activated and made effective. The possibility of compensation for export damages will be considered under this scheme; and

3.5.11 Authorized dealers will be able to open internal back-to-back L/C under main letter of credit in favor of local raw material suppliers.

3.6 Exemption in Insurance Premium

3.6.1 Provisions will be made available for fire and naval insurance premiums under exempted rates for export-oriented industries in the non-traditional sectors. Under this system, the exporter may be exempted from paying premium after shipment is made.

3.7 Incentives for Export of Non-traditional Industrial Products

3.7.1 Incentives will be given to non-traditional and new industrial product export. In this respect, value addition during the first two years will have to be at least 40 percent and then onwards at least 50 percent.

3.8 Bond Facilities for Export Oriented Industries

3.8.1 The National Board of Revenue will consider the possibility of providing bonded warehouse facilities to import-dependent export industries. Mainly it will be reviewed whether bonded warehouse facilities can be extended to all export-oriented industries. Also it will be reviewed if trading houses and export houses can be granted additional bonded facilities under certain conditions.

3.9 Encouragement will be given to initiate brand names to attain higher price.

3.10 Providing alternative incentives, instead of duty bond or duty-draw-back to export-oriented local textiles and readymade garments industries.

3.10.1 Government can provide subsidies (cash incentives) as alternative incentives instead of duty bond or duty-draw-back to export-oriented local textiles and readymade garments industries. The rate of incentive will be decided by the government. This incentive can be extended to other sectors too.

3.11 Easing VAT return on Export-Facilitating Services

3.11.1 Simplified procedure will be created for the withdrawal of paid VAT on export-facilitating services such as C&F services, telephone, telex, fax, electricity, insurance premium and shipping agent commission/ bill.

3.12 General Facilities for Export-Oriented Industries

3.12.1 Industries exporting at least 80% of their production will be considered as export-oriented industries and they will be entitled to receive bank loans and other financial benefits; and

3.12.2 Industries exporting at least 80% of their production will be permitted to sale their remaining 20% products in the domestic market subject to due payment of duties and taxes.

3.13 Reduced Air Fare for the Export of Special Privileged Products including Fruits and Vegetables

3.13.1 Biman Bangladesh Airlines will consider measures for reduced air fare for the export of fruits and vegetables, ornamental plants etc. by air.

3.14 Withdrawal of Royalty for the Expansion of Cargo Facilities of Foreign Airlines for Export Purposes

3.14.1 No royalty is applied for transporting vegetables. Initiatives will be taken to provide similar privileges for special privileged products including fruits; and

3.14.2 Initiatives will be taken for increasing the space in foreign airlines' cargo services, and for transporting fruits, vegetables etc. at a reasonable fare.

3.15 Venture Capital Facilities for Small and Medium Enterprises

3.15.1 Agricultural farms with at least 5 acre size will be given venture capital facilities to encourage the production and export of vegetables, fruits, fresh flowers, orchids etc.;

3.15.2 Establishment of cool chains will be encouraged to avoid quick putrefaction of the products. In this regard, import of reefer vans and reefer containers will be encouraged.

3.16 Research and Development

3.16.1 The National Board of Revenue will consider the possibility of permitting the duty-free import of machineries and equipments for research and development purposes by the exporting institutions. Research institutes may be considered to enjoy this facility upon recommendation from the Export Promotion Bureau.

3.17 Encouragement and Facilities for Exports Based on Sub-Contracting

3.17.1 An institution can spend, before acquiring the actual work order, a maximum of US\$ 6,000 for communication, sending representatives, travel abroad, purchase of tender document etc. An authorization from the Bangladesh Bank will be required if more foreign currency expenditure is needed;

- 3.17.2 Permission for establishing offices abroad, and for recruiting officials; and
- 3.17.3 Individual professional guarantee/ insurance will be provided in favor of project specialists by Sadharan Bima Corporation (SBC).

3.18 Fixation of the Annual Limits for Sending Samples of Export Products

Samples of export products can be sent abroad under the following limitations:

- 3.18.1 A maximum of US\$ 5,000 worth of products (except medicine) per exporter per year, valued in FOB;
- 3.18.2 Products sent as sample and free of cost, but for medicine the conditions are: 1) maximum US\$ 10,000 if there is no export L/C (letter of credit), or 2) against each L/C, medicine worth of 1% of the total value of the L/C or maximum US\$ 1000, whichever is the lesser; and
- 3.18.3 Promotional materials (brochure, poster, leaflet, banner etc.) of any price or weight;

3.19 Issuance of Multiple-Entry Visa

- 3.19.1 Foreign investors and importers of Bangladeshi products will be issued multiple entry visas. For this purpose, the Ministry of Commerce may send recommendations to the commercial officials of Bangladeshi Missions abroad and to the Ministry of Foreign Affairs.

3.20 Foreign Trade Related Training

- 3.20.1 The Bangladesh Foreign Trade Institute has been established for the purpose of providing training on foreign trade. Through this Institute, adequate number of workshops and seminars will be arranged on different trade related issues, especially on WTO issues.

3.21 Arrangement and Participation in International Trade Fairs, Single Country Exhibitions and other Market Promotion Activities Abroad.

- 3.21.1 Participation in international trade fairs, organizing single country exhibitions and other market promotion activities in foreign countries, and single country trade fair jointly organized by government and non-government initiatives will be encouraged.

3.22 Strengthening on Export Related Training

3.22.1 The Export Promotion Bureau will organize trainings, seminars and workshops in different parts of the country to inform the exporter of the rules and regulations regarding exports.

3.23 Setting up of the World Trade Center

3.23.1 In order to expand export trade, initiatives have been taken to establish World Trade Centers in Dhaka and Chittagong. The process will be accelerated; and

3.23.2 Assistance will be provided from the World Trade Centers to expand and integrate export trade through market investigation and development of marketing skills.

3.24 Both regular and product-specific international standard trade fairs will be organized in Bangladesh so as to invite foreign buyers, popularize export products among them and thus to connect buyers and sellers.

3.25 Shipment of the Products

3.25.1 Initiatives will be taken to simplify shipment/ transportation of products. Government will provide necessary support if any exporter wants to charter an aircraft.

3.26 Direct Air-Booking System

3.26.1 In order to ensure that fresh vegetables and other perishable items from the northern part of the country reach their destinations easily without losing their quality, direct air booking facilities for these products from Rajshahi and Syedpur Airport will continue to exist.

3.27 Encouragement of Increased Use of Local Raw Materials

3.27.1 In order to encourage the increased use of local raw materials by composite knit/ hosiery textile and clothing manufacturing units, bonded warehouse facilities will be progressively reduced.

3.28 Establishment of Management Information System (MIS)

3.28.1 An MIS will be initiated at the Ministry of Commerce. All officials have been provided with computer with internet facilities. The Ministry of Commerce has taken the initiative to install a National Trade Portal. All business and trade related websites will be connected to this Portal.

3.29 Facilities for Deemed Exports

- 3.29.1 Deemed exporters will enjoy, like direct exporters, all export facilities including duty-draw-back. Local raw materials used for producing export products, and local raw materials used in industries/ projects funded by foreign investments will be considered as "deemed export"; and
- 3.29.2 Initiatives will be taken to consider direct sales in foreign currency without tender as “ deemed_ export”, and to increase their necessary facilities.

3.30 Miscellaneous

- 3.30.1 A Trade Facilitation Center will be established in Dhaka;
- 3.30.2 Establishment of special types of warehouse, trading house, export house and trade center will be encouraged;
- 3.30.3 Bangladesh’s own Rules of Origin will be formulated to increase exports under Rules of Origin;
- 3.30.4 For the settlement of trade disputes, current laws will be amended and consultative laws will be formulated/ modernized;
- 3.30.5 A Product Development Institute will be established;
- 3.30.6 Initiatives will be taken to allow exporters to recruit foreign agencies without prior authorization from Bangladesh Bank;
- 3.30.7 Initiatives will be taken to identify the benefits for least developed countries as provided by the WTO, and to create awareness about them among the stakeholders;
- 3.30.8 Exporting institutions will be encouraged to acquire ISO 9000 for quality assurance as well as environmental regulations-related ISO 14000;
- 3.30.9 A code with details of the export products will be introduced in the import and export related L/C form so as to ensure the use of Harmonized Code as followed by the World Trade Organization; and
- 3.30.10 Financial and revenue related incentives and facilities will be reviewed from time to time and will be updated when needed.

Chapter Four

Product-Specific Export Facilities

4.1 Readymade Garments Industry

- 4.1.1 Steps will be taken to shorten the "lead time" for export of readymade garments by means of development of port management, simplification of goods unloading, resolving the electricity problem and similar activities;
- 4.1.2 Initiatives will be taken to establish "textiles villages" in more than one place with adequate infrastructural and utility-related facilities;
- 4.1.3 Steps will be taken to establish waste water treatment plants in textile villages;
- 4.1.4 Assistance will be given to improve the work environment in the readymade garments factories, to reduce risks of accident and to fulfill the compliance requirements at the factory level. Besides, an integrated and reasonable compliance regulation will be prepared with the help of all stakeholders;
- 4.1.5 In order to increase the productivity of the worker and staff of the textile industry, and to diversify products, initiatives will be taken to provide trainings of different tenures to the workers and staff;
- 4.1.6 Emphasis will be given on product diversification by improving the skills of workers and staff, and by providing information and technology of the product markets to the entrepreneurs;
- 4.1.7 Steps will be taken to send marketing missions abroad, to organize single country textiles and readymade garments fairs, to organize and participate in international trade fairs at home and abroad so as to expand and integrate the markets for readymade garments;
- 4.1.8 Establishment of backward and forward linkage industries will be encouraged; and
- 4.1.9 Provisions will be given to produce hand-woven sweaters from natural and artificial wool outside the bond areas, subject to the payment by the concerned institution of an amount of bank-guarantee equivalent to the amount of duty for the imported raw material.

4.2 Frozen Fish Industry

- 4.2.1 Cultivation of shrimp and increasing the production of shrimp while maintaining ecological balance will be encouraged;

- 4.2.2 Venture capital will be given for value added production, processing and export in the frozen food sector;
- 4.2.3 Initiatives will be taken, with partnership of governmental and non-governmental organizations, to establish “seal of quality organization” or similar organizations so as to ensure the quality of shrimp and shrimp products;
- 4.2.4 Necessary steps will be taken to ensure product quality and SPS (Sanitary and Phyto-sanitary) related issues;
- 4.2.5 In order to improve the quality of shrimps and to protect diseases, steps will be taken for research and for adopting remedial measures, and permission will be granted to establish laboratories at the non-governmental level;
- 4.2.6 Import of indispensable machinery for quality control will be encouraged so as to strengthen the efforts towards controlling the quality of frozen food. Department of Fisheries and BCSIR will take initiatives to improve their testing laboratory;
- 4.2.7 In order to reduce the risk of exporting contaminated frozen food, a special traceability system will be developed for all the steps from hatching, production of fish, processing and packaging;
- 4.2.8 Steps will be taken to send marketing missions abroad, to organize single country frozen food fairs, to organize and participate in international trade fairs at home and abroad so as to expand and integrate the markets for frozen food;
- 4.2.9 All possible steps will be taken to implement the “Vision-2010” prepared by Bangladesh Frozen Food and Exporters Association (BFFEA);
- 4.2.10 A monitoring cell will be formed to control the quality of exportable shrimps; and
- 4.2.11 Customs Authorities will ensure, before the release of the goods, whether the imported fish-feed is usable or whether there is any contaminated or prohibited substance in it. The Department for Fisheries or the Ministry of Fisheries and Livestock will send the updated list of prohibited substances to the Customs Authorities from time to time.

4.3 Handicrafts Made from Bamboo, Cane and Coconut Fibre

- 4.3.1 Steps will be taken to set up several artisan villages in Dhaka and other places;
- 4.3.2 Commercial production of bamboo, cane and wood will be encouraged in order to make raw materials for handicrafts easily available;
- 4.3.3 Export of value added products made from bamboo, cane, water hyacinth and coconut will be encouraged;

- 4.3.4 Support will be given for design development to bring novelty and diversity to handicraft products. BSIC can take initiatives to introduce a Design Center;
- 4.3.5 Steps will be taken to send marketing missions abroad, to organize single country handicrafts fairs, to organize and participate in international trade fairs at home and abroad so as to expand and integrate the markets for handicraft products; and
- 4.3.6 Banglacraft will take necessary steps to improve the quality of handicraft products.

4.4 Tea Industry

- 4.4.1 Initiatives will be taken to make non-cultivable lands within the tea estates cultivable;
- 4.4.2 Steps will be taken to rehabilitate sick tea gardens;
- 4.4.3 Steps will be taken to provide gas connection in the tea estates to bring about price competitiveness;
- 4.4.4 All cooperation will be provided for faster completion of leasing procedures for tea estates which have not yet completed such procedures;
- 4.4.5 Banks will be encouraged to provide loans with soft terms for the modernization of tea factories so as to improve the quality of tea and to increase tea production and thus to maintain existence in the international market;
- 4.4.6 As a means to reduce poverty, credit as well as other facilities will be provided for the production of tea in small farms;
- 4.4.7 To encourage the export of packet-tea, duty-draw-back/ bond facilities on FOB price in accordance with the regulations will be given to imported packaging products. Moreover, provisions will be made to allow duty-free import of packaging products through bank guarantee;
- 4.4.8 Steps will be taken to send marketing missions abroad, and to participate in international trade fairs at home and abroad so as to expand and integrate the markets for Bangladeshi tea;
- 4.4.9 The possibility of popularizing brand name for marketing Bangladeshi tea will be reviewed. Blending and distribution agencies will be contacted in this regard.

4.5 Jute Industry

- 4.5.1 For the development and diversification of jute products, an integrated “plan of action” will be taken to increase the productivity of the jute industry by strengthening research activities and undertaking certain activities such as BMRE for some jute factories.
- 4.5.2 Necessary steps will be taken to identify the obstacles in exporting jute and jute products to different countries, and to find remedy to this problem;
- 4.5.3 Initiatives will be taken to popularize, through Bangladeshi Missions abroad, the use of jute by emphasizing the environment-friendly qualities of jute;
- 4.5.4 To create markets, cooperation will be provided to entrepreneurs for participation in international fairs and exhibitions; and
- 4.5.5 Government support will be provided in establishing design development sector so as to bring diversity to jute products.

4.6 Leather Industry

- 4.6.1 Weak leather industries will be given credit rescheduling facilities through policy support;
- 4.6.2 Initiatives will be taken to increase export through increased competitiveness of leather and leather products in the international market by introducing productivity increase and product development activities;
- 4.6.3 Local production of import-substitute necessary chemicals for leather processing, different components for footwear and different accessories for leather industry will be encouraged. Foreign investment or joint investment will be encouraged in this regard;
- 4.6.4 In order to reduce losses during leather collection, preservation and processing levels, different awareness building initiatives will be taken regarding the removal of the skin from the animal, preservation, transportation etc. Separate training courses and workshops for butchers and leather traders will continue to take place.
- 4.6.5 Several steps will be taken by the Leather Sector Business Promotion Council for the overall development of this sector , and business entrepreneurs and exporters will be affiliated to these activities;
- 4.6.6 Foreign investments and joint venture investments in leather products and footwear industry will be encouraged;

- 4.6.7 The existing bond facilities will be further simplified and updated for 100% export-oriented leather industries;
- 4.6.8 Existing duty and tax return procedures will be simplified;
- 4.6.9 For the development and diversification of leather products, an integrated “plan of action” will be taken to increase the productivity of the leather industry by strengthening research activities and undertaking certain activities such as BMRE for sick leather industries.
- 4.6.10 To create markets, cooperation will be provided to entrepreneurs for participation in international fairs and exhibitions;
- 4.6.11 Initiatives will be taken to establish slaughter houses in the major cities of the country with the help of divisional municipalities;
- 4.6.12 All possible cooperation will be rendered for transferring the factory unit in the under-construction Tannery Village in Savar;
- 4.6.13 Initiatives will be taken to establish a centralized waste management plant in the Tannery Village in Savar, and installation of clean technology will be encouraged;
- 4.6.14 The initiative to establish modern chemical laboratory and service centers to ensure the quality of leather and leather products will be implemented;
- 4.6.15 Steps will be taken to provide trainings for entrepreneurs at home and abroad so as to get rid of the management crisis in the leather industry;
- 4.6.16 Cattle farming and import of raw hide/ skin during lean season will be encouraged to make raw hide/ skin easily available;
- 4.6.17 Lower use of nitrogen and sodium chlorate in the leather industry will be encouraged;
- 4.6.18 In order to increase the sales negotiation and marketing capacity of tannery owners, cooperation will be rendered to improve the business relations between tannery owners and agents;
- 4.6.19 While transferring factory units from Hajaribag to Savar Tannery Village, tannery owners will be cooperated in their plans to produce finished leather from crust leather.
- 4.6.20 Initiatives will be taken to make the design development center more dynamic so as to bring diversity to footwear and leather products;

- 4.6.21 For the development and betterment of export-oriented leather products, several steps including the establishment of design and fashion institutes and modernization of the Leather Technology College will be taken;
- 4.6.22 Necessary steps will be taken to establish backward/ forward linkage industries for the production of spare parts used in the production of leather products including footwear; and
- 4.6.23 Necessary measures will be taken to ensure the easy availability of chemicals and other materials for the leather industry.

4.7 Other Sectors

- 4.7.1 Contract farming will be encouraged for the production of exportable vegetables;
- 4.7.2 Governmental *Khas (Government owned)* land, if available, will be allotted to interested exporters for the production of vegetables and fruits, and establishment of export villages will be encouraged;
- 4.7.3 Production of modern and scientific packaging materials necessary for the export of vegetables, foliage and fruits will be encouraged;
- 4.7.4 Cultivation, production and exportation of potato will be encouraged;
- 4.7.5 Training system for the producers and exporters of vegetables, flowers-foliage and fruits will be continued;
- 4.7.6 Efforts will be made to commercialize the agricultural sector by assisting the production of exportable agricultural production, processing, marketing and other related activities;
- 4.7.7 Optimal use of ICT will be ensured in the country for the development of information and communication system;
- 4.7.8 In order to expand exports from the IT sector, communication with Bangladeshis living abroad will be strengthened, and the possibility to set up marketing center abroad will be reviewed;
- 4.7.9 Efforts towards the establishment of an “IT Village” for the purpose of software production and export will be strengthened;
- 4.7.10 Necessary measures will be taken to connect the sub-marine fiber optic cable with the national IT backbone, to make high speed data transmission line easily available, and to strengthen the regional base of the IT sector;

- 4.7.11 Measures will be taken to provide facilities to develop the ICT sector through the ICT Business Promotion Council;
- 4.7.12 The possibility to introduce passbook/ alternative system for the import of raw materials for the pharmaceutical sector will be reviewed;
- 4.7.13 Considering the export potentials of the pharmaceuticals sector, initiatives will be taken to establish Active Pharmaceutical Ingredient Park and Common Lab in Dhaka and Chittagong;
- 4.7.14 A “Light Engineering Cluster Village” will be established near Dhaka for the development of the light engineering sector;
- 4.7.15 A modern laboratory and common facilities center will be established for the development of the light engineering sector;
- 4.7.16 An “Agro-Products Business Promotion Council” will be formed to improve and control the quality of agriculture and agricultural products;
- 4.7.17 Production and export of herbal plants will be encouraged;
- 4.7.18 Import of raw materials for jewelleryes will be encouraged for the expansion of export of gold and silver jewelleryes;
- 4.7.19** In accordance with the SRO No. 18/Law/2006 dated 7 February 2006, business entrepreneurs and exporters will be given necessary co-operation with regard to encouraging them to export diamond after processing the imported uncut diamond.

Chapter Five

Different Steps towards Export Promotion

- 5.1 At present, there are no specific regulations for freight forwarding agencies. Initiatives will be taken by Bangladesh Bank/ sea transport Authorities/ concerned authorities to prepare a set of rules and regulations for the freight forwarders;
- 5.2 Measures will be taken for a container ship and capital dredging in Mongla Port;
- 5.3 For the export of agricultural products, additional space in the aircrafts will be allotted as well as separate cargo aircrafts will be arranged, and both air and sea fare for transport of agricultural products will be reduced to a reasonable rate;
- 5.4 Biman Bangladesh Airlines will take initiatives to introduce regular “Cargo Freighter Service” with Europe;
- 5.5 To increase region-specific exports, emphasis will be put on infrastructure development of different regions;
- 5.6 The possibility to provide attractive and competitive rate of fare will be reviewed by Bangladesh Railway so as to encourage the use rail service for transportation of products;
- 5.7 To encourage female entrepreneurs in the export sector, female CIPs will be selected and best female entrepreneurs will be honored with Export Trophy annually;
- 5.8 To encourage product-specific exports, every year one product will be declared as the “Product of the Year”;

5.9 Justification of the Rate of Value Addition

- 5.9.1 A standing committee will fix, from time to time, the rate of value addition for different products including readymade garments;
- 5.9.2 An amount of foreign currency, earned from repairing a ship bearing a foreign flag, will be considered as export earning from services only under the condition that the foreign currency has been repatriated by Bangladesh Bank.
