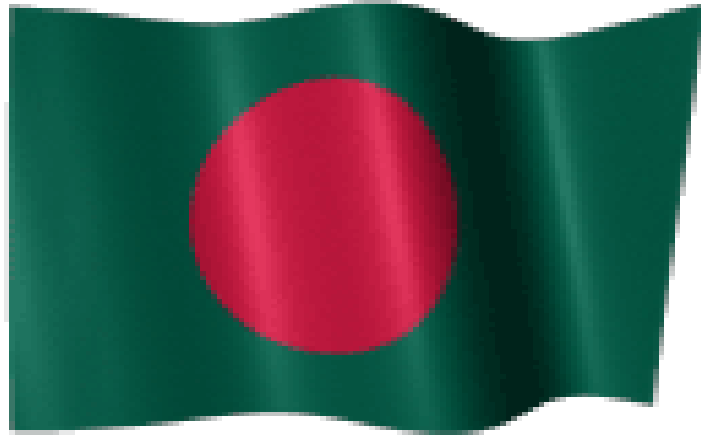


WELCOME



Welcome to



PRESENTATION

ON

BANGLADESH

TRADE PROMOTION ORGANIZATION

IN

BANGLADESH

PRESENTED

BY

AGM Mir MASHIUR ALAM

DEPUTY SECRETARY

MINISTRTY OF COMMERCE

General Overview



- **Area:** 147,570 sq. kilo miters
- **Boundary:** India (N,E, W), Bay of Bengal & Myanmar (S)
- **Population:** 150.6 million (2011)
- **Density of population:** 9634 per sq.k.m (2011)
- **Life expectancy:** 67.2 years (2009 est.)
- **Male:** 66.1 years
- **Female:** 68.7 years
- **Literacy Rate:** 57.9 (2010)
- **Capital:** Dhaka
- **Administrative Division:** 7 Division

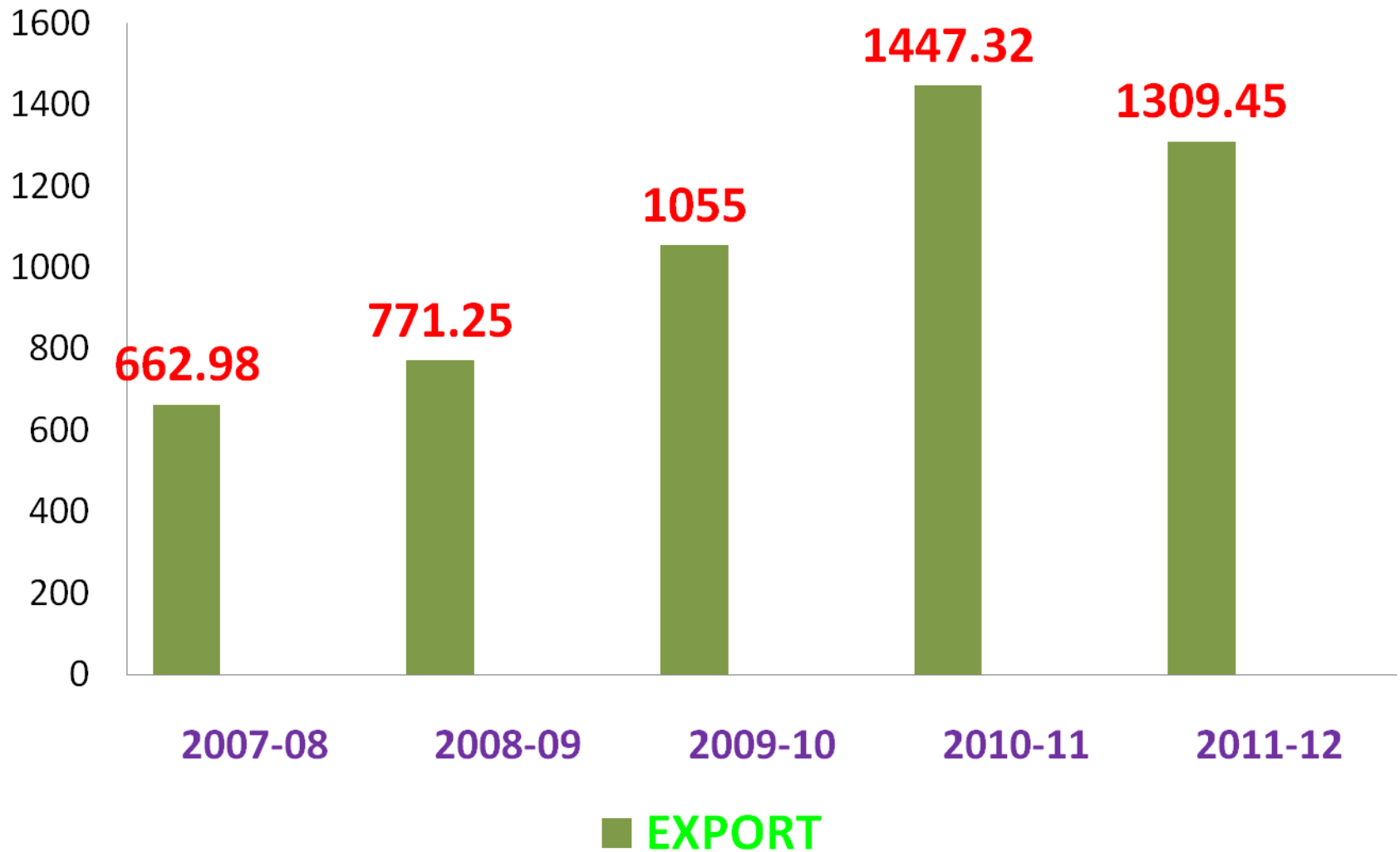


Macroeconomic Situation



Indicators	2007-08	2008-09	2009-10	2010-11	2011-12
GDP at constant price(in billion U.S.\$)	3127.3	3402.3	3608.4	3850.5	4093.8
Per capita GDP (in US \$)	559	620	685	755	772
GDP Growth Rate at constant price	6.19	5.74	6.07	6.71	6.32
National Savings (as % of GDP)	30.21	29.57	28.75	28.40	29.4
National Investment (as % of GDP)	24.21	24.37	24.96	24.73	25.4
Export (in Million US \$)	14,110.8	15,565.19	16,204.65	22,928.22	24,287.66
Import (in Million US \$)	21629	22507	23738	31952	34,814.55
Remittance (in Million US \$)	7914.8	9689.2	10987.4	11650.32	12,843.4

EXPORT TO OIC COUNTRIES



STRUCTURE OF TPO

- In Bangladesh Export Promotion Bureau(EPB) is working as a National Export Promotion Agency under the Ministry of Commerce.
- Reorganized by the promulgation of a Presidential Ordinance in 1977 as a semi autonomous body;
- Promote export trade and improve plan & policies helpful to the private sector.

STRUCTURE OF EPB

- Administered by a Board of Management (BOM) comprising members from both public & private sectors.
- Hon'able Minister for Commerce is the ex-officio Chairman ; and
- The Vice-Chairman is the chief executive of the Export Promotion Bureau.

STRUCTURE OF EPB

Export Promotion Bureau

Head Office in Dhaka.

Three regional offices

Chittagong,

Khulna

Rajshahi.

Three branch offices

Sylhet

Comilla

Narayangonj.

STRUCTURE OF EPB

The Head Office of EPB consists of the following Divisions/Cell

- (i) Policy and Planning Division.
 - (ii) Commodities Development Division.
 - (iii) Information Division.
 - (iv) Fairs and Display Division.
 - (v) Administration and Finance Division.
 - (vi) Textile Cell.
2. In addition, one more Division and a Cell have been created through in house arrangement. These are:
- (i) Statistics and Research Division.
 - (ii) Information and Communication Technology (ICT) Cell

Definition of SMEs in Bangladesh

- **Microenterprises and cottage industries:** Those with assets (including replacement costs) worth Tk. 5 lac to Tk. 50 lac and/or employing 10-24 workers or less.
- **Small enterprises:** Those with assets (including replacement costs) worth Tk. 50 lac to Tk. 10 crore and/or employing 25-99 workers.
- **Medium enterprises:** Those with assets (including replacement costs) worth Tk. 10-30 crore and/or employing 100-250 workers.
- **SMEs in the country are labor intensive with relatively low capital intensity.**

Problems faced by Export-oriented SMEs :

Problem of access to finance:

- Banks' preoccupation with collateral based lending hampered flow of institutional finance into SMEs.
- While judging credit-worthiness, banks traditionally used fixed asset ownership, particularly land ownership as the basis.
- SMEs were troubled by this, for they could not put up such collateral for loan.
- In case they had some collateral, it got used up in taking the term loan.
- Hence, they had no other means to seek working capital loan.

Factors hindering growth of SME's in Bangladesh

- **Resource scarcity**
- **High employee turnover**
- **Absence of modern technology**
- **Poor physical infrastructure**
- **Financial constraints**
- **Lack of information**
- **Lack of entrepreneurship skills**
- **Participation of women entrepreneurs**

CONTINUATION

- **Access to Market and lack of awareness regarding the importance of marketing tool**
- **Absence of transparent legal system**
- **Lack of commitment to innovation and customer satisfaction**
- **Lack of quality assurance**
- **Fierce competition with the cheaper foreign goods**
- **Lack of research and development facilities**

Other Obstacles faced by Export-oriented SMEs

- **Lack of adequate information on market access issues, e.g. in the OIC countries**
- **Lack of adequate knowledge on SPS, TBT and other standards related information**
- **Lack of capacity to produce export quality products**
- **Lack of fashion and design institutes for RMG and Leather goods**
- **Insufficient training to the entrepreneurs and workers of SMEs for their skill development in production technique of international standard quality product**
- **Lack of interaction between business community of Bangladesh and OIC countries**

Govt. Measures to Address Problems of SMEs (1)

- **Industrial Policy, 2005 categorised SME as a thrust sector for balanced & sustainable industrial development.**
- **In 2003, there were approximately 6 million SMEs in Bangladesh.**
- **They employed a total of 31 million people.**
- **Currently, more than 90% of the industrial enterprises in Bangladesh fall in the SME category.**
- **SMEs contribute 80 to 85 per cent of industrial employment & 23 per cent of total civilian employment.**

Govt. Measures to Address Problems of SMEs (2)

- **Government's primary role is that of a facilitator aiming to-**
(a) remove policy obstacles and neutralize market failures,
(b) provide necessary promotional support.
- **To promote SMEs, Government has identified 11 booster sectors, such as Electronics and electrical, Software development, Light engineering, Agro-processing, Leather and leather goods, Knitwear and ready-made garments.**
- **An SME Foundation is formed which coordinates all planning, developmental, financing, awareness-raising, evaluation and advocacy services of SMEs.**

Govt. Measures to Address Problems of SMEs (3)

- **Government uses various funds, such as Bangladesh Bank Fund, EGBMP/IDA Fund, SME Credit Wholesaling Foundation Fund.**
- **More than Tk. 1,100 crore have been channelled through different Banks/Financial Institutions.**
- **Aim is to help easy access to SME entrepreneurs.**
- **Under the scheme, more than 11,000 beneficiaries have so far been covered.**

Govt. Measures to Address Problems of SMEs (4)

- Commercial banks have come up with special packages for SME development.
- Several banks/Financial Institutions have established SME Cells/Service Centres.
- Aim is to ensure more efficient channelling of funds to the SME sector.
- As a result, number of SMEs accessing institutional finance experienced significant rise.
- It rose at the end of September 2009 to about 390,000 firms compared with 381,000 firms in June 2009.

SUPPORT TOOLS BY EPB ON SMEs EXPORT

- EPB holds seminars , workshops for boosting SMEs;
- Awareness for export is created in the SME exporters
- Particular sector is promoted like Papadum , Jute goods , Rubber , Attar etc.
- National Export Training programme is taken up by the EPB. Under this programme, as many as 40 seminars are organized in a year;
- One district One product (ODOP) programme has been taken up by the EPB. Products include crab, herbal plant , Organic tea, Leather Goods, Handloom products

SOME NATURAL VIEWS
IN
BANGLADESH



SUNDER BAN



ROYAL BENGAL TIGER



LONGEST BEACH OF THE WORLD, COX'S BAZAR



BOGA LAKE B.BAN





KAPTAI LAKE



SAINTMARTIN

QUESTION

PLEASE



**THANK
YOU**