

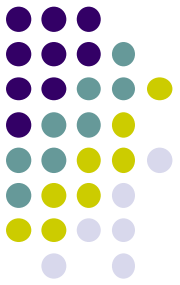
BPA of Orange Juice and Fresh Orange through Corridor 2: Preliminary Findings from Bangladesh Segment



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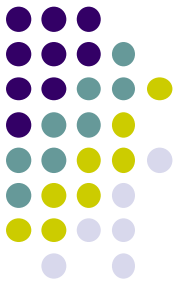
BPA through Corridor 2...



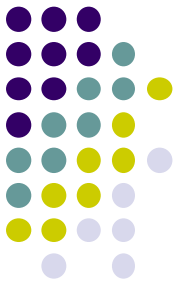
- **Introduction**
- **Bangladesh's Foreign Trade**
- **Bangladesh's Trade Relationship with Bhutan**
 - **Exports of Orange Juice to Bhutan**
 - **Imports of Fresh Orange from Bhutan**
- **Business Process Analysis**
 - **Steps in Export of Orange Juice**
 - **Steps in Import of Fresh Orange**



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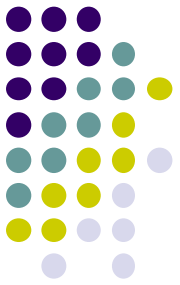


- **Introduction**
- Both imports and exports of Bangladesh have increased continuously even during the period of global economic crisis during 2008 to 2010 period.
- Growth rates of export and import were 5.47 and 4.11 respectively.
- In FY 2011-12 Bangladesh's export earning was US\$ 24301.90 million against an import of US\$ 32463.99 million.
- Export comprises 20.65 percent of GDP while share of import in GDP is 27.58 percent.



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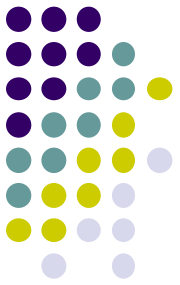
- ❑ **Exports of Orange Juice to Bhutan**
- ❑ Orange juice accounts for 32.5 percent export of Bangladesh to Bhutan. In FY11-12 Bangladesh exported US\$ 3 million worth of orange juice to Bhutan.
- ❑ About 46.5 percent of total orange juice export from Bangladesh is destined to Bhutan.
- ❑ **Imports of Orange from Bhutan**
- ❑ An important import item of Bangladesh from Bhutan is fresh orange. This comprises 28.56 percent of Bangladesh's total import from Bhutan.
- ❑ About 3.8 percent of Bangladesh's total imports of fresh oranges come from Bhutan.



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□ Steps to Export Orange Juice to Bhutan

- Sales contract is finalized between Bhutanese importer and Bangladeshi exporter
- Order is placed through email
- Exporter goes for production of juice
- Exporter sends EXP form detailing quantity, quality and price, etc.
- Exporter procures certificate of origin from MCCI
- Juice trucks with exporter's representative on board takes the shipment to Burimari
- C&F agent files for customs clearance and provides sample to be examined
- Customs verifies documents and if necessary examines sample and gives clearance
- Cargo is unloaded from Bangladeshi truck and loaded on to Bhutanese trucks



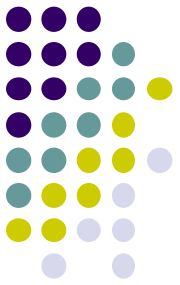
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□ Documents Needed to Export Orange Juice to Bhutan

Documents Required in Export of Orange Juice

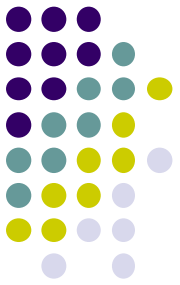
□	Proforma Invoice	Export Registration
	Sales Contract	EXP Form
	TT Copy	Certificate of Origin
	Commercial Invoice	Truck <i>Challan</i> /Bill of Lading
	Packing List	Customs Export Declaration
	Port Exit Receipt	

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□ Steps to Import Fresh Orange from Bhutan

- Sales contract is finalized between Bangladeshi importer and Bhutanese exporter
- Importer opens L/C with bank submitting copies of trade license, VAT registration, TIN certificate and sends the documents to the exporter
- Another set of documents is sent to the C&F agent at Burimari
- C&F agent submits bill of entry and files for customs clearance
- Customs verifies documents and if necessary cargo and gives clearance
- Cargo is unloaded from Bhutanese truck and loaded on Bangladeshi truck to arrive Dhaka



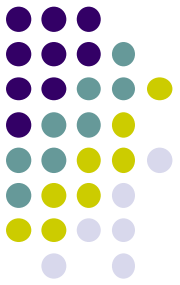
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□ Documents Needed to Import Fresh Orange from Bhutan

Documents Required in Import of Lentil

Proforma Invoice	Release Order
Import Certificate	Bill of Entry/Port Entry Receipt
VAT Registration	Letter of Credit
TIN Certificate	Bank Solvency
Commercial Invoice	Trade License
Packing List	Country of Origin
Truck <i>Challan</i> /Bill of Lading	Sanitary and Phytosanitary Certificate
NOC, Import Registration Certificate	Customs Import Declaration

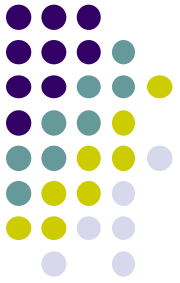
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□ Observations

- it is a general impression of the interviewed company that the procedures involved in completing an export/import order are quite simple and do not entail any significant hassles.
- However, the process of obtaining a document is slightly expedited by a lengthy relationship with agencies such as banks and the Chamber of Commerce.
- There are a number of peripheral issues that sometimes increase the costs of doing business.
- Institutional facilities are all located in Lalmonirhat
- Need automation of clearing and forwarding procedures, adequate parking clearance facilities, warehousing, etc.
- Will get more attention if it can cater to north-western districts of Assam such as Kokrajhar and Dhuburi as well.

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Thank You for Your Patience!