VIETNAM

Country profile and trade aspects

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I Overview

Vietnam, officially the Socialist Republic of Vietnam, is a country in Southeast Asia. It is the world's sixteenth-most populous country, with population of over 96 million inhabitants. Vietnam shares borders China to the north, and Laos and Cambodia to the west; while maintaining maritime borders with Thailand through the Gulf of Thailand, and the Philippines, Indonesia and Malaysia through the South China Sea. Its capital is Hanoi, and the largest city is Ho Chi Minh City.

Following Vietnamese victory against the French in the First Indochina War, which ended in 1954, the nation was divided into two rival states: communist North and anti-communist South. Conflicts intensified in the Vietnam War, which saw extensive American intervention in support of South Vietnam, while the Soviets and the Chinese supported the North—which ended with North Vietnamese victory in 1975. After North and South Vietnam were reunified as a communist state under a unitary socialist government in 1976, the country became economically and politically isolated until 1986, when the Communist Party initiated a series of economic and political reforms that facilitated Vietnamese integration into world politics and the global economy. As a result of the successful reforms, Vietnam has enjoyed high economic growth rate, consistently ranked among the fastest growing economies of the world. Vietnam is a part of several major international and intergovernmental institutions or groupings including the United Nations, the ASEAN, the APEC, the CPTPP, the Non-Aligned Movement, the OIF, the RCEP, and the World Trade Organization, and has also assumed a seat on the United Nations Security Council twice.

Vietnam ranks 117th in the human development index¹ with Life expectancy at birth (years) at 75.4, Expected years of schooling (years) at 12.7, Mean years of schooling (years) at 8.3 and Gross national income (GNI) per capita (PPP \$) at 7,433, resulting in an HDI value (2019) of 0.704.

Vietnam has been a fast growing economy, with the GDP (real) growth rate hovering around 7% from 2017 to 2019. Furthermore, it is the 52nd most complex economy according to the Economic Complexity Index². A detailed data outlining Vietnam's country profile is shown in Table A in Appendix A.

II Economic History

Vietnam's greatest economic resource is its literate and energetic population. Its long coastline provides excellent harbours, access to marine resources, and many attractive beaches and areas of scenic beauty that are well suited to the development of tourism. Since the late 1990s, the country's economy has been on a vigorous upswing. Tourism has expanded, manufacturing and export earnings have increased, and the per capita gross domestic product (GDP) has grown rapidly. Early in the 21st century, state markets were opened to foreign competition, and Vietnam became a member of the World Trade Organization (WTO). This surge followed two decades of post-reunification economic instability, during which a slowly developing infrastructure, excessive population growth,

¹ As per the Human Development Report 2020.

² Sourced from Harvard's Atlas of Economic Complexity

environmental degradation, and a rising domestic demand (that was increasingly difficult to meet) impeded economic development.

During the period 1954 to 1975, when the country was divided, there were three layers to the economies in both the north and the south: a bottom layer based on the cultivation of rice, a middle layer dominated by mining in the north and rubber plantations in the south, and a third wartime layer that relied on Soviet and Chinese aid in the north and American aid in the south. In the north, land reform in 1955-56 was followed by rapid collectivization of agriculture and handicrafts. Government investment favoured heavy industry at the expense of agriculture, handicrafts, and light industry, the traditional mainstays of the economy. Heavy industry grew, but efficiency was low, quality was poor, and further progress was hampered by deficiencies in agriculture and light industry. Economic aid from socialist countries masked many economic weaknesses. In the south, although a substantial proportion of manufacturing was conducted by state-owned enterprises, other sectors of the economy, such as agriculture flourished in the Mekong delta, and the standard of living was significantly higher in the south than it was in the north.

After reunification, the northern model of development was imposed on the entire country. Efforts to socialize the commercial sector and to collectivize agriculture met with resistance, especially in urban centres and in the rich Mekong delta, where the majority of farmers in the 1970s were self-sufficient, middle-income peasants. The south also underwent a severe drain of human resources. Many well-educated people fled Vietnam after 1975. Hundreds of thousands more, mainly those who had been associated with the former government or the Americans and had not been able to leave the country, were placed in jails or reeducation centres, while other skilled but politically suspect people were forced to resettle in remote areas. The government's efforts to abolish private enterprise and private property in the south and its deteriorating political relations with China affected Vietnam's ethnic Chinese more than any other group and precipitated their flight from the country. The Chinese exodus was most intense in 1978-79, but it continued at a slower pace with sponsorship from the United Nations High Commissioner for Refugees into the early 1990s. Large police and military expenditures further strained the budget and diverted resources from productive enterprises.

These factors, combined with poor management of state-run economic programs, led to a severe economic crisis. Food production and per capita income dropped, and consumer goods were shoddy, expensive, and in short supply. The government responded with minor changes in 1979, and initiated a program of more basic reforms known as Doi Moi ("renovation") beginning in 1986. While maintaining state ownership in many sectors and overall government control of the economy, Vietnam moved away from a centrally planned, subsidized economy toward one that utilizes market forces and incentives and tolerates private enterprise in some areas. The quality and variety of food, consumer goods, and exports subsequently improved.

The pace of reform slowed during the 1990s, and the economy continued to be more cumbersome and bureaucratic than the dynamic market economies of Vietnam's more successful Southeast Asian neighbours. Although manufacturing and especially services grew in importance after the reforms were introduced, agriculture remained a major component of the economy. After 1998, however, the economy began to rebound. Exports diversified, and per capita income started to climb, nearly doubling in less than a decade.

III The Modern Economy: Macroeconomic Indicators

Vietnam's development over the past 30 years has been remarkable. Economic and political reforms under Doi Moi, launched in 1986, have spurred rapid economic growth, transforming what was then one of the world's poorest nations into a lower middle-income country. Between 2002 and 2018, GDP per capita increased by 2.7 times, reaching over US\$ 2,700 in 2019, and more than 45 million people were lifted out of poverty. Poverty rates declined sharply from over 70 percent to below 6 percent (US\$3.2/day PPP). The vast majority of Vietnam' s remaining poor – 86 percent – are ethnic minorities.

Given its deep integration with the global economy, the Vietnamese economy has been hit by the ongoing COVID-19 pandemic, but has shown remarkable resilience. After registering a growth rate hovering around 7%, GDP grew by 2.9 percent in 2020. 45 percent of households reported lower household income in January 2021 than in January 2020. Vietnam is experiencing rapid demographic and social change. Its population reached 96.5 million in 2019 (up from about 60 million in 1986) and is expected to expand to 120 million by 2050. According to the 2019 Population Census Report, 55.5 percent of the population is under 35 years of age, with a life expectancy of 76 years, the highest among countries in the region at similar income levels. But the population is rapidly aging. And Vietnam's emerging middle class, currently accounting for 13 percent of the population, is expected to reach 26 percent by 2026.

Vietnam's human capital index (HCI) stands at 0.69, meaning a child born in Vietnam today will be 69 percent as productive when she grows up as she could be if she enjoyed complete education and full health. This is higher than the average for East Asia and the Pacific region and lower middle income countries. Between 2010 and 2020, the HCI value for Vietnam increased from 0.66 to 0.69, but there are some disparities within the country, especially for ethnic minorities. There is also a need to upgrade the skills of the workforce to create productive jobs at a large scale in the future.

Health outcomes have improved in tandem with rising living standards. From 1993 to 2017, the infant mortality rate decreased from 32.6 to 16.7 (per 1,000 live births). Between 1990 and 2016, life expectancy increased from 70.5 to 76.3 years, and is the highest in the region for countries at a similar income level. Vietnam's universal health coverage index is at 73 - higher than regional and global averages - with 87 percent of the population covered. However, the high and widening sex ratio at birth (115 in 2018) shows that fundamental gender discrimination persists. At the same time, Vietnam is one of the most rapidly aging countries and the 65+ age group is expected to increase 2.5 times by 2050.

Over the past 30 years, the provision of basic services has improved significantly. Access of households to infrastructure services has increased dramatically. As of 2016, 99 percent of the population uses electricity as their main source of lighting, up from just 14 percent in 1993. Access to clean water in rural areas has also improved, up from 17 percent in 1993 to 70 percent in 2016, while that figure for urban areas is above 95 percent. However, in recent years, Vietnam's physical capital investment as a percentage of GDP has been among the lowest in the ASEAN region. This will create challenges for continued growth of modern infrastructure services required for the next phase of growth.

Vietnam's rapid growth and industrialization have had detrimental impacts on the environment and natural assets. Electricity consumption has tripled over the past decade, growing faster than output. Given the increasing reliance of fossil fuels, the power sector itself accounts for nearly two-thirds of the country's greenhouse gas emissions. There is an urgent need to accelerate the clean energy transition. Over the past two decades, Vietnam has emerged as the fastest growing per-capita greenhouse gas emitters in the world – growing at about 5 percent annually. Demand for water continues to increase, while water productivity is low, about 12 percent of global benchmarks. Unsustainable exploitation of natural assets such as sand, fisheries, and timber could negatively affect prospects for long-term growth. Compounding the problem is the reality that much of Vietnam's population and economy is highly vulnerable to climate impacts.

Urbanization and strong economic and population growth are causing rapidly increasing waste management and pollution challenges. Waste generation in Vietnam is expected to double in less than 15 years. Linked to this is the issue of marine plastics: ninety percent of global marine plastic pollution is estimated to come from just 10 in-land rivers, and the Mekong river is one of them. Vietnam is among the 10 countries worldwide that are most affected by air pollution. Water pollution has significant costs on productivity of key sectors and human health.

IV Trade Policy

Implementing its membership obligations with WTO, Vietnam conducted its first TPR session in September 2013 and its second TPR session at the WTO in December 2020.

Vietnam began 2020 following a prolonged period of high growth. The last three decades of marketoriented reform supported a structural transformation from agriculture to a modern economy based on FDI-led manufacturing, lifting Vietnam from one of the poorest countries in the world to lower middle-income status. In recent years, growth averaged 7 percent, and the emphasis on "leaving no one behind" boosted living standards, contributing to notable progress towards the Sustainable Development Goals. Economic activity remained strong with stable inflation in 2019, as the rate of new business creation reached a six-year high. Fiscal consolidation efforts helped contain public and publicly guaranteed debt to 43 percent of GDP, well below the 65 percent statutory limit. Despite moderating trade flows on account of U.S.-China trade tensions, the current account surplus rose to 3.8 percent of GDP as a result of sharply slowing imports of raw materials and intermediate goods, record tourist arrivals, and large remittance flows. Vietnam's external position in 2019 was assessed to be substantially stronger than warranted by fundamentals due to structural features. Following the onset of the COVID-19 crisis, decisive measures were taken to limit the health and economic fallout. Early and concerted efforts helped ease lockdown restrictions and contain the associated policy support package relative to other countries. Fiscal policy focused on temporary support to firms and vulnerable households, while monetary policy was eased to maintain abundant liquidity in the banking system. Real GDP growth in 2020 was 2.9 percent, among the highest in the world. The current account surplus is projected to narrow to 2.2 percent in 2020, as collapsing tourism receipts and weaker remittances are only partially offset by subdued imports and lower income payments. Despite some economic scarring, a strong recovery is expected in 2021 as normalization of domestic and foreign activity continues. Fiscal and monetary policies are expected to remain supportive, although to a lesser extent than in 2020, and inflation is projected to remain close to the authorities' target at 4 percent.

Vietnam has been a member of the WTO since 11 January 2007. The following Regional Trade Agreements (RTAs) are in force for the time being:

- ASEAN Australia New Zealand
- ASEAN China
- ASEAN Hong Kong, China
- ASEAN India
- ASEAN Japan
- ASEAN Korea, Republic of
- ASEAN Free Trade Area (AFTA)
- Chile Viet Nam
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)
- EU Viet Nam
- Eurasian Economic Union (EAEU) Viet Nam
- Global System of Trade Preferences among Developing Countries (GSTP)
- Japan Viet Nam
- Korea, Republic of Viet Nam
- United Kingdom Viet Nam

RTAs for which an early announcement has been made:

• EFTA - Viet Nam

V Trade Analysis

While presenting the overview of Vietnam's international trade data, this section will particularly focus on the bilateral trade between Vietnam and India in details.

1. Vietnam's Imports and Exports

Tables 1.1 to 1.4 show the list of Vietnam's top 20 source countries and destination countries for merchandise trade. From tables 1.1 and 1.2, it is manifest that China, South Korea and Japan are the top 3 countries accounting for 57% in Vietnam's imports of merchandise in 2019. India accounts for

1.78% in Vietnam's goods' imports in 2019, with an average hovering around 1.73% from 2015 to 2019.

| Partner Country | 2015 | 2016 | 2017 | 2018 | 2019 | Grand Total |
|-------------------------|--------|--------|--------|--------|--------|----------------|
| World | 165.78 | 174.98 | 213.22 | 236.87 | 253.44 | 1,044.28 |
| China | 49.44 | 50.04 | 58.53 | 65.52 | 75.59 | 299.11 |
| Rep. of Korea | 27.58 | 32.19 | 46.94 | 47.58 | 46.94 | 201.24 |
| Japan | 14.18 | 15.10 | 16.92 | 19.04 | 19.53 | 84.77 |
| Other Asia, nes | 10.94 | 11.24 | 12.71 | 13.23 | 15.18 | 63.31 |
| USA | 7.79 | 8.71 | 9.34 | 12.76 | 14.38 | 52.98 |
| Thailand | 8.27 | 8.86 | 10.70 | 12.04 | 11.68 | 51.55 |
| Malaysia | 4.18 | 5.17 | 5.95 | 7.45 | 7.29 | 30.04 |
| Singapore | 6.03 | 4.77 | 5.32 | 4.53 | 4.07 | 24.72 |
| Indonesia | 2.74 | 2.99 | 3.66 | 4.94 | 5.71 | 20.03 |
| India | 2.66 | 2.75 | 3.95 | 4.15 | 4.52 | 18.02 |
| Germany | 3.20 | 2.85 | 3.20 | 3.81 | 3.70 | 16.77 |
| Australia | 2.02 | 2.44 | 3.20 | 3.75 | 4.48 | 15.89 |
| Argentina | 2.16 | 2.67 | 2.55 | 2.45 | 3.25 | 13.09 |
| Areas, nes | 1.94 | 1.46 | 1.98 | 3.05 | 3.35 | 11.79 |
| Brazil | 2.44 | 1.72 | 1.84 | 2.39 | 2.75 | 11.13 |
| Italy | 1.45 | 1.43 | 1.65 | 1.77 | 1.88 | 8.19 |
| China, Hong Kong SAR | 1.32 | 1.50 | 1.66 | 1.54 | 1.32 | 7.35 |
| Russian Federation | 0.74 | 1.14 | 1.39 | 2.13 | 1.84 | 7.24 |
| Ireland | 0.29 | 1.03 | 1.38 | 1.79 | 2.50 | 6.98 |
| Kuwait | 0.13 | 0.11 | 0.29 | 2.60 | 3.65 | 6.78 |
| Others | 16.27 | 16.81 | 20.04 | 20.35 | 19.85 | 93.31 |
| Total | 331.55 | 349.96 | 426.43 | 473.74 | 506.88 | 2,088.56 |

Table 1.1: Vietnam's Imports of Merchandise in billion US dollars

Source: UN Comtrade database

Table 1.2: Shares (%) of countries in Vietnam's Imports of Merchandise

| Partner Country | 2015 | 2016 | 2017 | 2018 | 2019 | Share (%) |
|-----------------|-------|-------|-------|-------|-------|-----------|
| China | 29.82 | 28.60 | 27.45 | 27.66 | 29.82 | 28.64 |
| Rep. of Korea | 16.64 | 18.40 | 22.02 | 20.09 | 18.52 | 19.27 |
| Japan | 8.55 | 8.63 | 7.93 | 8.04 | 7.71 | 8.12 |
| Other Asia, nes | 6.60 | 6.42 | 5.96 | 5.59 | 5.99 | 6.06 |
| USA | 4.70 | 4.98 | 4.38 | 5.39 | 5.67 | 5.07 |
| Thailand | 4.99 | 5.06 | 5.02 | 5.08 | 4.61 | 4.94 |
| Malaysia | 2.52 | 2.96 | 2.79 | 3.15 | 2.87 | 2.88 |
| Singapore | 3.64 | 2.73 | 2.49 | 1.91 | 1.61 | 2.37 |
| Indonesia | 1.65 | 1.71 | 1.71 | 2.08 | 2.25 | 1.92 |
| India | 1.60 | 1.57 | 1.85 | 1.75 | 1.78 | 1.73 |

| Germany | 1.93 | 1.63 | 1.50 | 1.61 | 1.46 | 1.61 |
|---------------------------|------|------|------|------|------|------|
| Australia | 1.22 | 1.40 | 1.50 | 1.58 | 1.77 | 1.52 |
| Argentina | 1.30 | 1.53 | 1.20 | 1.04 | 1.28 | 1.25 |
| Areas, nes | 1.17 | 0.84 | 0.93 | 1.29 | 1.32 | 1.13 |
| Brazil | 1.47 | 0.98 | 0.86 | 1.01 | 1.08 | 1.07 |
| Italy | 0.88 | 0.82 | 0.77 | 0.75 | 0.74 | 0.78 |
| China, Hong Kong | | | | | | |
| SAR | 0.80 | 0.86 | 0.78 | 0.65 | 0.52 | 0.70 |
| Russian Federation | 0.45 | 0.65 | 0.65 | 0.90 | 0.72 | 0.69 |
| Ireland | 0.17 | 0.59 | 0.65 | 0.76 | 0.99 | 0.67 |
| Kuwait | 0.08 | 0.06 | 0.14 | 1.10 | 1.44 | 0.65 |
| Others | 9.81 | 9.61 | 9.40 | 8.59 | 7.83 | 8.94 |
| Total | 100 | 100 | 100 | 100 | 100 | 100 |

Table 1.3: Vietnam's Exports of Merchandise in billion US dollars

| D. A. C. A. | 2015 | 2016 | 2017 | 2010 | 2010 | Grand |
|----------------------|--------|--------|--------|--------|--------|----------|
| Partner Country | 2015 | 2016 | 2017 | 2018 | 2019 | Total |
| World | 162.02 | 176.58 | 215.12 | 243.70 | 264.61 | 1,062.03 |
| USA | 33.48 | 38.47 | 41.55 | 47.58 | 61.40 | 222.48 |
| China | 16.57 | 21.95 | 35.39 | 41.37 | 41.43 | 156.71 |
| Japan | 14.10 | 14.67 | 16.79 | 18.83 | 20.43 | 84.82 |
| Rep. of Korea | 8.92 | 11.41 | 14.81 | 18.24 | 19.73 | 73.10 |
| China, Hong Kong | | | | | | |
| SAR | 6.96 | 6.09 | 7.57 | 7.96 | 7.16 | 35.74 |
| Netherlands | 4.76 | 6.01 | 7.10 | 7.09 | 6.88 | 31.84 |
| Germany | 5.71 | 5.96 | 6.35 | 6.87 | 6.56 | 31.45 |
| United Kingdom | 4.65 | 4.90 | 5.42 | 5.78 | 5.76 | 26.50 |
| United Arab Emirates | 5.69 | 5.00 | 5.03 | 5.23 | 4.79 | 25.73 |
| India | 2.47 | 2.69 | 3.76 | 6.54 | 6.68 | 22.13 |
| Thailand | 3.18 | 3.69 | 4.80 | 5.27 | 5.05 | 21.99 |
| Malaysia | 3.58 | 3.34 | 4.20 | 4.06 | 3.79 | 18.98 |
| France | 2.98 | 3.02 | 3.37 | 3.70 | 3.71 | 16.78 |
| Australia | 2.91 | 2.86 | 3.27 | 3.97 | 3.50 | 16.50 |
| Austria | 2.19 | 2.63 | 3.71 | 4.08 | 3.27 | 15.87 |
| Cambodia | 2.40 | 2.20 | 2.76 | 3.79 | 4.31 | 15.46 |
| Indonesia | 2.85 | 2.62 | 2.86 | 3.53 | 3.37 | 15.23 |
| Italy | 2.85 | 3.26 | 2.73 | 2.89 | 3.44 | 15.18 |
| Singapore | 3.26 | 2.42 | 2.98 | 3.20 | 3.17 | 15.03 |
| Canada | 2.41 | 2.65 | 2.71 | 3.01 | 3.97 | 14.75 |
| Others | 30.14 | 30.73 | 37.95 | 40.71 | 46.22 | 185.75 |
| Total | 324.03 | 353.16 | 430.24 | 487.40 | 529.22 | 2,124.05 |

Source: UN Comtrade Database

| Partner Country | 2015 | 2016 | 2017 | 2018 | 2019 | Share (%) |
|----------------------|-------|-------|-------|-------|-------|-----------|
| USA | 20.66 | 21.79 | 19.31 | 19.52 | 23.21 | 20.95 |
| China | 10.23 | 12.43 | 16.45 | 16.97 | 15.66 | 14.76 |
| Japan | 8.70 | 8.31 | 7.81 | 7.73 | 7.72 | 7.99 |
| Rep. of Korea | 5.50 | 6.46 | 6.88 | 7.48 | 7.46 | 6.88 |
| China, Hong Kong | | | | | | |
| SAR | 4.30 | 3.45 | 3.52 | 3.27 | 2.71 | 3.37 |
| Netherlands | 2.94 | 3.40 | 3.30 | 2.91 | 2.60 | 3.00 |
| Germany | 3.52 | 3.38 | 2.95 | 2.82 | 2.48 | 2.96 |
| United Kingdom | 2.87 | 2.77 | 2.52 | 2.37 | 2.18 | 2.50 |
| United Arab Emirates | 3.51 | 2.83 | 2.34 | 2.14 | 1.81 | 2.42 |
| India | 1.52 | 1.52 | 1.75 | 2.69 | 2.52 | 2.08 |
| Thailand | 1.96 | 2.09 | 2.23 | 2.16 | 1.91 | 2.07 |
| Malaysia | 2.21 | 1.89 | 1.95 | 1.67 | 1.43 | 1.79 |
| France | 1.84 | 1.71 | 1.57 | 1.52 | 1.40 | 1.58 |
| Australia | 1.79 | 1.62 | 1.52 | 1.63 | 1.32 | 1.55 |
| Austria | 1.35 | 1.49 | 1.72 | 1.67 | 1.23 | 1.49 |
| Cambodia | 1.48 | 1.25 | 1.28 | 1.56 | 1.63 | 1.46 |
| Indonesia | 1.76 | 1.48 | 1.33 | 1.45 | 1.27 | 1.43 |
| Italy | 1.76 | 1.85 | 1.27 | 1.19 | 1.30 | 1.43 |
| Singapore | 2.01 | 1.37 | 1.38 | 1.31 | 1.20 | 1.41 |
| Canada | 1.49 | 1.50 | 1.26 | 1.24 | 1.50 | 1.39 |
| Others | 18.61 | 17.40 | 17.64 | 16.71 | 17.47 | 17.49 |
| Total | 100 | 100 | 100 | 100 | 100 | 100 |

Table 1.4: Shares (%) of countries in Vietnam's Exports of Merchandise

From tables 1.3 and 1.4, it is seen that USA, China and Japan are the top 3 export destinations of Vietnam. With India, the export share of Vietnam is 2.08% from 2015 to 2019.

Using the ITC HS commodity codes, tables 1.5 and 1.6 highlight the top 10 commodities, at the double digit aggregation, that comprises Vietnam's imports and exports respectively.

| ITC-HS | | | | | | |
|---------|--|-------|-------|-------|-------|-------|
| Chapter | Commodity Description | 2015 | 2016 | 2017 | 2018 | 2019 |
| | Electrical machinery and equipment and parts | | | | | |
| | thereof; sound recorders and reproducers; tel- | | | | | |
| | evision image and sound recorders and repro- | | | | | |
| HS-85 | ducers, parts and accessories of such articles | 25.25 | 27.28 | 29.91 | 28.67 | 30.69 |
| | Nuclear reactors, boilers, machinery and me- | | | | | |
| HS-84 | chanical appliances; parts thereof | 12.74 | 11.84 | 10.62 | 9.14 | 9.25 |

Table 1.5: Shares (%) of top 10 Commodities in Vietnam's Imports of Merchandise

| HS-39 | Plastics and articles thereof | 5.98 | 6.26 | 6.24 | 6.46 | 6.26 |
|-------|---|-------|-------|-------|-------|-------|
| | Mineral fuels, mineral oils and products of | | | | | |
| | their distillation; bituminous substances; min- | | | | | |
| HS-27 | eral waxes | 4.78 | 4.42 | 5.18 | 6.34 | 6.14 |
| HS-72 | Iron and steel | 5.26 | 5.21 | 5.01 | 5.07 | 4.47 |
| | Optical, photographic, cinematographic, | | | | | |
| | measuring, checking, medical or surgical in- | | | | | |
| HS-90 | struments and apparatus; parts and accessories | 2.17 | 2.65 | 3.92 | 3.94 | 3.54 |
| | Vehicles; other than railway or tramway roll- | | | | | |
| HS-87 | ing stock, and parts and accessories thereof | 3.27 | 2.83 | 2.17 | 1.90 | 2.50 |
| HS-60 | Fabrics; knitted or crocheted | 2.15 | 2.22 | 2.08 | 2.11 | 2.15 |
| HS-52 | Cotton | 2.05 | 1.93 | 1.90 | 2.01 | 1.73 |
| HS-73 | Iron or steel articles | 2.28 | 1.70 | 1.48 | 1.55 | 1.61 |
| | Others | 34.06 | 33.66 | 31.49 | 32.81 | 31.67 |
| | Total | 100 | 100 | 100 | 100 | 100 |

Table 1.6: Shares (%) of top 10 Commodities in Vietnam's Exports of Merchandise

| ITC- | | | | | | |
|-------|--|----------|-------|-------|-------|-------|
| HS | | | | | | |
| Chap- | | | | | | |
| ter | Commodity Description | 2015 | 2016 | 2017 | 2018 | 2019 |
| | Electrical machinery and equipment and | | | | | |
| | parts thereof; sound recorders and reproduc- | | | | | |
| | ers; television image and sound recorders | | | | | |
| | and reproducers, parts and accessories of | | | | | |
| HS-85 | such articles | 29.26 | 32.39 | 35.01 | 35.54 | 36.72 |
| | Footwear; gaiters and the like; parts of such | | | | | |
| HS-64 | articles | 7.68 | 7.63 | 7.07 | 6.90 | 7.18 |
| | Apparel and clothing accessories; not knitted | | | | | |
| HS-62 | or crocheted | 6.99 | 6.57 | 5.74 | 5.87 | 5.73 |
| | Apparel and clothing accessories; knitted or | | | | | |
| HS-61 | crocheted | 6.24 | 6.12 | 5.61 | 5.68 | 5.63 |
| | Nuclear reactors, boilers, machinery and me- | | | | | |
| HS-84 | chanical appliances; parts thereof | 6.20 | 5.49 | 5.22 | 4.81 | 4.95 |
| | Furniture; bedding, mattresses, mattress sup- | | | | | |
| | ports, cushions and similar stuffed furnish- | | | | | |
| | ings; lamps and lighting fittings, n.e.c.; illu- | | | | | |
| | minated signs, illuminated name-plates and | | | | | |
| HS-94 | the like; prefabricated buildings | 3.38 | 3.32 | 3.08 | 3.04 | 3.59 |
| | Fish and crustaceans, molluscs and other | | • • • | • • • | | |
| HS-03 | aquatic invertebrates | 2.99 | 2.94 | 2.86 | 2.63 | 2.35 |
| | Optical, photographic, cinematographic, | | | | | |
| | measuring, checking, medical or surgical in- | | | | | |
| | struments and apparatus; parts and accesso- | <u> </u> | | o (= | 0.1- | 1.00 |
| HS-90 | ries | 2.15 | 2.46 | 3.47 | 3.17 | 1.99 |

| | Fruit and nuts, edible; peel of citrus fruit or | | | | | |
|--------|---|-------|-------|-------|-------|-------|
| HS-08 | melons | 2.02 | 2.61 | 2.87 | 2.46 | 2.16 |
| | Mineral fuels, mineral oils and products of | | | | | |
| | their distillation; bituminous substances; | | | | | |
| HS-27 | mineral waxes | 3.08 | 2.03 | 2.25 | 1.62 | 1.38 |
| Others | | 30.01 | 28.44 | 26.82 | 28.29 | 28.34 |
| Total | | 100 | 100 | 100 | 100 | 100 |

The top 5 highest imported products of Vietnam constitute HS-85, HS-84, HS-39, HS-27 and HS-72 (from table 1.5) and the top 5 highest exported products fall under ITC-HS chapters HS-85, HS-64, HS-62, HS-61 and HS-84 (from table 1.6). High technology manufactured goods appear in Vietnam's import basket while its export basket comprises footwear and apparel items (to the tune of 18%).

2. Export Trade Intensity Index

Export Trade Intensity Index (ETII) of a country (here, India) with respect to an importing country (here, Vietnam) is the share of the exporting country's merchandise going to that particular importing country divided by the share of world exports going to that importing country. In other words, it is the importance of that importing country as a destination for the exporting country's merchandise outflow, as compared to the importance that importing country's share in the importer's market as compared to the importance to the exporting country's share in the importer's market as compared to the importing country's market share in the world market.² Table 2.1, which states the ETII of BRICS countries and USA with respect to Vietnam, shows that none of the countries listed have consistently high trade intensity indices (all ETIIs in 2019 < 1). There may be a scope to view Vietnam as a relatively important destination for exports, as it is a fast growing economy, clocking a growth rate of around 7%. Therefore, Vietnam's import market may have to be targeted for more intense penetration by the large trading countries.

| Countries | 2015 | 2016 | 2017 | 2018 | 2019 |
|-------------------|------|------|------|------|------|
| India | 1.83 | 1.76 | 2.16 | 1.70 | 0.84 |
| Brazil | 1.00 | 0.58 | 0.62 | 0.66 | 0.65 |
| China | 2.62 | 2.24 | 2.48 | 2.76 | 2.63 |
| South Af- rica | 0.25 | 0.22 | 0.22 | 0.29 | 0.17 |
| USA | 0.40 | 0.54 | 0.41 | 0.46 | 0.43 |
| Russia | 0.22 | 0.37 | 0.27 | 0.45 | 0.18 |

Table 2.1: Export Intensity Indices (ETIIs) of BRICS Countries and USA w.r.t. Vietnam

Source: UN Comtrade database

Elaborating on the ETII, table 2.2 shows the disaggregated value of this index for India with respect to Vietnam. The index is calculated for each of the 2-digit ITC HS commodity codes and a higher value, greater than 1, represents that the Indian exports, of those specific chapters, to Vietnam are relatively performing better than the world averages.

² See Appendix D for the formula of Export Intensity Index.

| ITC- | Trade | ITC- | Trade | ITC- | Trade | ITC- | Trade |
|-------|-----------|-------|----------|-------|----------|-------|----------|
| HS | Intensity | HS | Inten- | HS | Inten- | HS | Inten- |
| Chap- | Index | Chap- | sity In- | Chap- | sity In- | Chap- | sity In- |
| ter | (TII) | ter | dex | ter | dex | ter | dex |
| | | | (TII) | | (TII) | | (TII) |
| 36 | 10.05 | 39 | 0.79 | 73 | 0.32 | 64 | 0.03 |
| 37 | 7.84 | 29 | 0.78 | 95 | 0.32 | 65 | 0.03 |
| 12 | 6.92 | 86 | 0.76 | 49 | 0.29 | 61 | 0.02 |
| 81 | 6.20 | 40 | 0.74 | 82 | 0.28 | 63 | 0.02 |
| 68 | 4.13 | 84 | 0.72 | 17 | 0.27 | 50 | 0.02 |
| 72 | 3.70 | 96 | 0.64 | 75 | 0.25 | 10 | 0.01 |
| 25 | 3.52 | 43 | 0.61 | 54 | 0.23 | 99 | 0.01 |
| 87 | 2.99 | 70 | 0.53 | 92 | 0.21 | 62 | 0.01 |
| 18 | 2.92 | 33 | 0.53 | 19 | 0.20 | 66 | 0.00 |
| 23 | 2.55 | 15 | 0.49 | 56 | 0.20 | 46 | 0.00 |
| 67 | 2.54 | 85 | 0.49 | 13 | 0.20 | 80 | 0.00 |
| 78 | 2.42 | 14 | 0.49 | 59 | 0.18 | 01 | 0.00 |
| 28 | 2.16 | 24 | 0.45 | 44 | 0.17 | 02 | 0.00 |
| 30 | 2.06 | 79 | 0.45 | 83 | 0.15 | 03 | 0.00 |
| 31 | 1.95 | 52 | 0.44 | 71 | 0.14 | 04 | 0.00 |
| 38 | 1.92 | 90 | 0.44 | 45 | 0.14 | 05 | 0.00 |
| 41 | 1.86 | 88 | 0.43 | 57 | 0.13 | 06 | 0.00 |
| 91 | 1.19 | 97 | 0.41 | 20 | 0.12 | 07 | 0.00 |
| 48 | 1.18 | 69 | 0.40 | 60 | 0.07 | 08 | 0.00 |
| 89 | 1.13 | 11 | 0.40 | 74 | 0.07 | 09 | 0.00 |
| 34 | 1.10 | 26 | 0.40 | 42 | 0.06 | 47 | 0.00 |
| 21 | 1.06 | 55 | 0.36 | 53 | 0.06 | 93 | 0.00 |
| 22 | 1.00 | 94 | 0.35 | 58 | 0.06 | | |
| 35 | 0.92 | 51 | 0.35 | 16 | 0.04 | | |
| 32 | 0.92 | 76 | 0.33 | 27 | 0.03 | | |

Table 2.2: ITC-HS Chapter-wise Export Intensity Indices for India w.r.t Vietnam in 2019

In Table 2.2, the chapters are arranged in order of magnitude from largest to smallest values of ETII. From the above table, it is clear that there are several chapters which have an index value greater than 1 which are as under:

12 Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit, industrial or medicinal plants; straw and fodder

- 18 Cocoa and cocoa preparations
- 21 Miscellaneous edible preparations
- 23 Food industries, residues and wastes thereof; prepared animal fodder
- 25 Salt; sulphur; earths, stone; plastering materials, lime and cement

28 Inorganic chemicals; organic and inorganic compounds of precious metals; of rare earth metals, of radio-active elements and of isotopes

- 30 Pharmaceutical products
- 31 Fertilizers

34 Soap, organic surface-active agents; washing, lubricating, polishing or scouring preparations; artificial or prepared waxes, candles and similar articles, modelling pastes, dental waxes and dental preparations with a basis of plaster

36 Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations

- 37 Photographic or cinematographic goods
- 38 Chemical products n.e.c.
- 41 Raw hides and skins (other than furskins) and leather
- 48 Paper and paperboard; articles of paper pulp, of paper or paperboard

67 Feathers and down, prepared; and articles made of feather or of down; artificial flowers; articles of human hair

- 68 Stone, plaster, cement, asbestos, mica or similar materials; articles thereof
- 72 Iron and steel
- 78 Lead and articles thereof
- 81 Metals; n.e.c., cermets and articles thereof
- 87 Vehicles; other than railway or tramway rolling stock, and parts and accessories thereof
- 89 Ships, boats and floating structures
- 91 Clocks and watches and parts thereof

3. Trade Complementarity Index

The ITC-HS chapters identified in the previous section is only a short-list, for it narrates half the story. Trade takes place when there is a complementarity of demand and supply, in the present case, between the demand of Vietnam and the supply of India. The Trade Complementarity Index (TCI) is a measure of this match, and the value of the index between Indian exports and Vietnamese imports in 2019 stood at 0.28, which is lower than the index between Indian exports and world imports was 0.39. Hence, the Relative Trade Complementarity Index is 0.72 (i.e. < 1), meaning that India's exports have less complementarity with Vietnamese imports than with world imports.³ India may explore the possibility of increasing trade complementarity with Vietnam in bilateral trading pacts by zeroing in on the potential commodity groups (that we shall discuss a bit later in this section) and then the next step would be to brainstorm ways of increasing trade intensity between the two countries.

TCI is computed by taking the shares of each commodity (here, at the ITC-HS 6-digit level) in the export basket of India, and then the corresponding shares of these commodities in the import basket of Vietnam, calculating the absolute value of the difference between the two for each 6-digit level commodity, summing the differences up, dividing the sum by 2, and subtracting what we get from 1. So, the differences in the shares are the major determinants.

³ See RTCI in Appendix D.

| | 2015 | 2016 | 2017 | 2018 | 2019 |
|---|------|------|------|------|------|
| TCI Between India and Vietnam ⁴ | 0.29 | 0.50 | 0.50 | 0.28 | 0.28 |
| TCI Between India ⁵ and World | 0.41 | 0.38 | 0.40 | 0.41 | 0.39 |
| RTCPI ⁶ | 0.71 | 1.32 | 1.26 | 0.68 | 0.72 |

Table 3.1: Trade Complementarity Index (including Relative) between India and Vietnam

Table 3.2: Trade Complementarity Index (including Relative) between selected countries (largest
exporters to Vietnam) and Vietnam in 2019

| Countries | TCI | TCIW | RTCI |
|-----------------|------|------|------|
| China | 0.41 | 0.51 | 0.80 |
| Rep. of Korea | 0.44 | 0.46 | 0.96 |
| Japan | 0.37 | 0.47 | 0.80 |
| Other Asia, nes | 0.45 | 0.39 | 1.16 |
| USA | 0.41 | 0.67 | 0.62 |

From table 3.2, we see that South Korea and Other Asia, nes good trade complementarity with Vietnam (RCTI nearing/exceeding 1). For India, the differences at the individual ITC-HS 2-digit level are examined to find out at which products the complementarities lie and there is a greater match between demand (imports) and supply (exports).

The ITC-HS 2-digit code-wise composition of Indian exports and Vietnamese imports is given in table 3.3 below.

| | | India | Vietnam | | | |
|---------------------|----------------|-----------------------|----------------|-----------------------|--|--|
| ITC-HS Chap- ter | Exports(Bn \$) | Share of Chapters (%) | Imports(Bn \$) | Share of Chapters (%) | | |
| HS-01 | 0.02 | 0.01 | 0.65 | 0.26 | | |
| HS-02 | 3.45 | 1.07 | 0.79 | 0.31 | | |
| HS-03 | 6.30 | 1.95 | 1.57 | 0.62 | | |
| HS-04 | 0.45 | 0.14 | 0.67 | 0.26 | | |
| HS-05 | 0.10 | 0.03 | 0.45 | 0.18 | | |
| HS-06 | 0.08 | 0.02 | 0.11 | 0.04 | | |
| HS-07 | 1.09 | 0.34 | 0.69 | 0.27 | | |
| HS-08 | 1.49 | 0.46 | 2.92 | 1.15 | | |
| HS-09 | 3.30 | 1.02 | 0.23 | 0.09 | | |
| HS-10 | 7.07 | 2.19 | 3.13 | 1.24 | | |

Table 3.3: Composition of India's Exports and Vietnam's Imports in 2019 (ITC-HS chapter-wise)

⁴ Trade Complementarity Index between India and Vietnam.

⁵ Trade Complementarity Index between India and World.

⁶ Relative Trade Complementarity Index between India and Vietnam.

| HS-11 | 0.31 | 0.10 | 0.32 | 0.13 |
|-------|-------|-------|-------|------|
| HS-12 | 1.70 | 0.53 | 1.00 | 0.40 |
| HS-13 | 0.94 | 0.29 | 0.09 | 0.04 |
| HS-14 | 0.05 | 0.02 | 0.01 | 0.00 |
| HS-15 | 1.17 | 0.36 | 0.75 | 0.29 |
| HS-16 | 0.47 | 0.14 | 0.04 | 0.02 |
| HS-17 | 1.97 | 0.61 | 0.38 | 0.15 |
| HS-18 | 0.19 | 0.06 | 0.06 | 0.02 |
| HS-19 | 0.54 | 0.17 | 0.69 | 0.27 |
| HS-20 | 0.61 | 0.19 | 0.12 | 0.05 |
| HS-21 | 0.83 | 0.26 | 1.01 | 0.40 |
| HS-22 | 0.28 | 0.09 | 0.31 | 0.12 |
| HS-23 | 1.45 | 0.45 | 3.64 | 1.44 |
| HS-24 | 0.96 | 0.30 | 0.26 | 0.10 |
| HS-25 | 2.01 | 0.62 | 0.33 | 0.13 |
| HS-26 | 3.03 | 0.94 | 1.24 | 0.49 |
| HS-27 | 44.53 | 13.78 | 15.56 | 6.14 |
| HS-28 | 1.82 | 0.56 | 1.52 | 0.60 |
| HS-29 | 18.25 | 5.64 | 3.81 | 1.50 |
| HS-30 | 16.26 | 5.03 | 3.32 | 1.31 |
| HS-31 | 0.13 | 0.04 | 1.02 | 0.40 |
| HS-32 | 3.50 | 1.08 | 1.81 | 0.71 |
| HS-33 | 2.36 | 0.73 | 0.86 | 0.34 |
| HS-34 | 0.64 | 0.20 | 0.79 | 0.31 |
| HS-35 | 0.23 | 0.07 | 0.86 | 0.34 |
| HS-36 | 0.12 | 0.04 | 0.01 | 0.00 |
| HS-37 | 0.01 | 0.00 | 0.14 | 0.06 |
| HS-38 | 5.14 | 1.59 | 2.92 | 1.15 |
| HS-39 | 7.35 | 2.27 | 15.87 | 6.26 |
| HS-40 | 3.23 | 1.00 | 2.55 | 1.01 |
| HS-41 | 0.55 | 0.17 | 1.71 | 0.67 |
| HS-42 | 2.51 | 0.78 | 0.20 | 0.08 |
| HS-43 | 0.01 | 0.00 | 0.20 | 0.08 |
| HS-44 | 0.48 | 0.15 | 2.05 | 0.81 |
| HS-45 | 0.00 | 0.00 | 0.00 | 0.00 |
| HS-46 | 0.05 | 0.01 | 0.02 | 0.01 |
| HS-47 | 0.01 | 0.00 | 0.66 | 0.26 |
| HS-48 | 2.06 | 0.64 | 2.52 | 0.99 |
| HS-49 | 0.37 | 0.11 | 0.15 | 0.06 |
| HS-50 | 0.08 | 0.03 | 0.05 | 0.02 |

| HS-51 | 0.18 | 0.06 | 0.32 | 0.13 |
|-------|-------|-------|-------|-------|
| HS-52 | 6.00 | 1.86 | 4.37 | 1.73 |
| HS-53 | 0.45 | 0.14 | 0.11 | 0.04 |
| HS-54 | 2.34 | 0.72 | 3.40 | 1.34 |
| HS-55 | 1.75 | 0.54 | 2.96 | 1.17 |
| HS-56 | 0.42 | 0.13 | 0.91 | 0.36 |
| HS-57 | 1.71 | 0.53 | 0.07 | 0.03 |
| HS-58 | 0.41 | 0.13 | 1.08 | 0.43 |
| HS-59 | 0.28 | 0.09 | 1.47 | 0.58 |
| HS-60 | 0.44 | 0.14 | 5.45 | 2.15 |
| HS-61 | 7.88 | 2.44 | 0.22 | 0.09 |
| HS-62 | 8.36 | 2.59 | 0.27 | 0.11 |
| HS-63 | 5.16 | 1.60 | 0.15 | 0.06 |
| HS-64 | 2.81 | 0.87 | 1.09 | 0.43 |
| HS-65 | 0.06 | 0.02 | 0.04 | 0.01 |
| HS-66 | 0.00 | 0.00 | 0.01 | 0.00 |
| HS-67 | 0.27 | 0.08 | 0.06 | 0.02 |
| HS-68 | 1.70 | 0.53 | 0.55 | 0.22 |
| HS-69 | 1.82 | 0.56 | 0.45 | 0.18 |
| HS-70 | 0.91 | 0.28 | 1.30 | 0.51 |
| HS-71 | 36.73 | 11.36 | 0.61 | 0.24 |
| HS-72 | 9.77 | 3.02 | 11.33 | 4.47 |
| HS-73 | 7.25 | 2.24 | 4.09 | 1.61 |
| HS-74 | 0.90 | 0.28 | 3.09 | 1.22 |
| HS-75 | 0.09 | 0.03 | 0.12 | 0.05 |
| HS-76 | 5.24 | 1.62 | 3.62 | 1.43 |
| HS-78 | 0.40 | 0.12 | 0.47 | 0.18 |
| HS-79 | 0.56 | 0.17 | 0.49 | 0.19 |
| HS-80 | 0.01 | 0.00 | 0.10 | 0.04 |
| HS-81 | 0.05 | 0.02 | 0.08 | 0.03 |
| HS-82 | 0.89 | 0.28 | 0.64 | 0.25 |
| HS-83 | 0.67 | 0.21 | 0.97 | 0.38 |
| HS-84 | 21.26 | 6.58 | 23.44 | 9.25 |
| HS-85 | 14.94 | 4.62 | 77.77 | 30.69 |
| HS-86 | 0.35 | 0.11 | 0.03 | 0.01 |
| HS-87 | 17.41 | 5.39 | 6.33 | 2.50 |
| HS-88 | 1.49 | 0.46 | 0.67 | 0.26 |
| HS-89 | 5.80 | 1.79 | 0.21 | 0.08 |
| HS-90 | 3.39 | 1.05 | 8.96 | 3.54 |
| HS-91 | 0.10 | 0.03 | 0.15 | 0.06 |

| HS-92 | 0.03 | 0.01 | 0.03 | 0.01 |
|-------|--------|------|--------|------|
| HS-93 | 0.13 | 0.04 | 0.00 | 0.00 |
| HS-94 | 1.84 | 0.57 | 0.96 | 0.38 |
| HS-95 | 0.42 | 0.13 | 0.32 | 0.13 |
| HS-96 | 0.63 | 0.19 | 1.05 | 0.41 |
| HS-97 | 0.13 | 0.04 | 0.00 | 0.00 |
| HS-99 | 0.21 | 0.07 | 3.60 | 1.42 |
| Total | 323.25 | 100 | 253.44 | 100 |

Complementarity in respect of a particular commodity group (here, ITC-HS two-digit level code) implies that India's exports of the commodity (to the world) is substantial, and so is Vietnam's imports of the commodity (from the world). As it is required to identify the sectors (ITC-HS 2-digit chapters) which have contributed most to the low level of complementarity, the absolute difference in shares – between the share in Indian exports and the share in Vietnam's imports – for each 2-digit code may be computed. Table 3.4 below shows the twenty 2-digit codes which have seen the highest differences. This will be of interest to framers of policy if they need to align India's exports to Vietnam's imports.

| ITC-HS Chapter | Commodity Description | Absolute Value of Difference in Shares (%) | Higher Share in |
|----------------|---|--|--------------------|
| HS-85 | Electrical machinery and equipment and parts thereof; sound recorders and reproduc- ers; television image and sound recorders and reproducers, parts and accessories of such articles | 26.07 | Vietnam Imports |
| HS-71 | Natural, cultured pearls; precious, semi-pre- cious stones; precious metals, metals clad with precious metal, and articles thereof; imitation jewellery; coin | 11.12 | Indian Exports |
| HS-27 | Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes | 7.64 | Indian Exports |
| HS-29 | Organic chemicals | 4.14 | Indian Exports |
| HS-39 | Plastics and articles thereof | 3.99 | Vietnam Imports |
| HS-30 | Pharmaceutical products | 3.72 | Indian Exports |
| HS-87 | Vehicles; other than railway or tramway rolling stock, and parts and accessories thereof | 2.89 | Indian Exports |
| HS-84 | Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof | 2.67 | Vietnam Imports |

Table 3.4: Top Twenty Chapters with highest absolute difference in shares in % (in Indian exportsand Vietnamese imports in 2019)

| HS-90 | Optical, photographic, cinematographic, measuring, checking, medical or surgical in- struments and apparatus; parts and accesso- ries | 2.49 | Vietnam Imports |
|-------|--|------|-----------------|
| HS-62 | Apparel and clothing accessories; not knit- ted or crocheted | 2.48 | Indian Exports |
| HS-61 | Apparel and clothing accessories; knitted or crocheted | 2.35 | Indian Exports |
| HS-60 | Fabrics; knitted or crocheted | 2.01 | Vietnam Imports |
| HS-89 | Ships, boats and floating structures | 1.71 | Indian Exports |
| HS-63 | Textiles, made up articles; sets; worn cloth- ing and worn textile articles; rags | 1.54 | Indian Exports |
| HS-72 | Iron and steel | 1.45 | Vietnam Imports |
| HS-99 | Commodities not specified according to kind | 1.35 | Vietnam Imports |
| HS-03 | Fish and crustaceans, molluscs and other aquatic invertebrates | 1.33 | Indian Exports |
| HS-23 | Food industries, residues and wastes thereof; prepared animal fodder | 0.99 | Vietnam Imports |
| HS-10 | Cereals | 0.95 | Indian Exports |

From table 3.4, it is found that HS-85, HS-39, HS-84, HS-90, HS-60, HS-72, HS-99 and HS-23 are the ITC-HS chapters where India may need to enhance export production to match import demand for Vietnam.

4. RCA and RCII

The earlier approach was one way of looking at things. Another way involves the use of information regarding sectors which have a relative importance, in terms of value, in India's exports (relative to the importance in world exports), and which enjoy a similar relative importance in Vietnam's imports. The first is known as Revealed Comparative Advantage (RCA) and the second Revealed Comparative Import Inclination (RCII). RCA index for a commodity (or commodity group) exported from India is higher than 1 if its importance is more in India's exports than in world exports, and vice versa. Similarly, RCII index for Vietnam's imports for a commodity (or commodity group) imported to Vietnam is higher than 1 if its importance is more in Vietnam's imports than in world imports, and vice versa.

Hence, those sectors – we analyse at the ITC-HS two-digit code level – which have both RCA for India and RCII for Vietnam higher than 1 are the sectors which India's exports and Vietnam's imports to an extent more than overall world trends warrant. Hence these are the sectors which are expected to see substantial Indian exports to Vietnam. Tables 4.1 and 4.2 shows values of RCA for Indian exports and of RCII for Vietnam's imports for 2019. Those chapters for which the values are above 1 are in red.

| ITC-HS Chapter | RCA | ITC-HS Chapter | RCA | ITC-HS Chapter | RCA | ITC-HS Chapter | RCA |
|-------------------|------|-------------------|------|-------------------|------|-------------------|------|
| 13 | 6.88 | 42 | 1.67 | 70 | 0.69 | 95 | 0.20 |
| 57 | 6.47 | 72 | 1.62 | 96 | 0.68 | 97 | 0.17 |
| 52 | 6.45 | 36 | 1.54 | 87 | 0.67 | 81 | 0.16 |
| 53 | 6.12 | 30 | 1.52 | 59 | 0.63 | 80 | 0.14 |
| 63 | 4.59 | 67 | 1.50 | 21 | 0.61 | 31 | 0.13 |
| 10 | 4.12 | 38 | 1.43 | 34 | 0.60 | 22 | 0.13 |
| 78 | 3.33 | 73 | 1.37 | 49 | 0.57 | 91 | 0.10 |
| 71 | 3.17 | 27 | 1.31 | 20 | 0.56 | 45 | 0.10 |
| 14 | 3.02 | 24 | 1.26 | 84 | 0.55 | 43 | 0.08 |
| 17 | 2.96 | 23 | 1.15 | 16 | 0.54 | 66 | 0.05 |
| 89 | 2.91 | 64 | 1.12 | 86 | 0.53 | 37 | 0.04 |
| 55 | 2.83 | 12 | 1.08 | 83 | 0.53 | 99 | 0.03 |
| 25 | 2.76 | 46 | 1.03 | 35 | 0.44 | 47 | 0.01 |
| 54 | 2.63 | 40 | 1.01 | 93 | 0.43 | 01 | |
| 29 | 2.63 | 11 | 0.93 | 94 | 0.41 | 02 | |
| 32 | 2.50 | 28 | 0.92 | 19 | 0.40 | 03 | |
| 50 | 2.46 | 56 | 0.92 | 74 | 0.38 | 04 | |
| 62 | 2.30 | 33 | 0.89 | 65 | 0.33 | 05 | |
| 61 | 2.14 | 51 | 0.84 | 90 | 0.31 | 06 | |
| 58 | 1.91 | 15 | 0.83 | 85 | 0.31 | 07 | |
| 79 | 1.85 | 26 | 0.81 | 88 | 0.24 | 08 | |
| 68 | 1.84 | 82 | 0.77 | 18 | 0.22 | 09 | |
| 76 | 1.79 | 60 | 0.71 | 75 | 0.22 | | |
| 69 | 1.77 | 48 | 0.71 | 44 | 0.21 | | |
| 41 Sauraa Came | 1.70 | 39 | 0.69 | 92 | 0.21 | | |

Table 4.1: RCA of Indian exports in 2019 – ITC-HS chapter-wise

Table 4.2: RCII of Vietnam's imports in 2019 – ITC-HS chapter-wise

| ITC-HS Chapter | RCII | ITC-HS Chapter | RCII | ITC-HS Chapter | RCII | ITC-HS Chapter | RCII |
|-------------------|-------|-------------------|------|-------------------|------|-------------------|------|
| 60 | 14.97 | 11 | 1.32 | 46 | 0.67 | 22 | 0.19 |
| 58 | 8.17 | 70 | 1.25 | 15 | 0.65 | 42 | 0.18 |
| 52 | 8.03 | 48 | 1.13 | 29 | 0.63 | 20 | 0.15 |
| 55 | 6.45 | 31 | 1.13 | 64 | 0.55 | 36 | 0.13 |
| 41 | 6.26 | 44 | 1.07 | 27 | 0.49 | 45 | 0.09 |
| 54 | 6.22 | 90 | 1.07 | 25 | 0.48 | 62 | 0.09 |
| 59 | 4.86 | 38 | 1.02 | 24 | 0.45 | 18 | 0.09 |
| 78 | 4.40 | 73 | 1.02 | 33 | 0.44 | 86 | 0.08 |
| 23 | 3.45 | 40 | 1.00 | 57 | 0.38 | 61 | 0.08 |

| 43 | 2.95 | 21 | 0.97 | 30 | 0.38 | 71 | 0.07 |
|----|------|----|------|----|------|----|------|
| 56 | 2.77 | 34 | 0.96 | 26 | 0.33 | 16 | 0.07 |
| 50 | 2.54 | 83 | 0.95 | 87 | 0.31 | 97 | 0.00 |
| 10 | 2.31 | 99 | 0.93 | 75 | 0.30 | 93 | 0.00 |
| 72 | 2.23 | 47 | 0.90 | 14 | 0.30 | 01 | |
| 35 | 2.01 | 28 | 0.87 | 94 | 0.30 | 02 | |
| 85 | 1.98 | 13 | 0.86 | 49 | 0.28 | 03 | |
| 79 | 1.97 | 68 | 0.83 | 66 | 0.28 | 04 | |
| 51 | 1.89 | 84 | 0.76 | 92 | 0.27 | 05 | |
| 39 | 1.87 | 17 | 0.76 | 65 | 0.27 | 06 | |
| 53 | 1.78 | 82 | 0.74 | 81 | 0.26 | 07 | |
| 32 | 1.65 | 69 | 0.73 | 89 | 0.25 | 08 | |
| 96 | 1.59 | 12 | 0.73 | 91 | 0.22 | 09 | |
| 76 | 1.53 | 37 | 0.69 | 88 | 0.20 | | |
| 74 | 1.49 | 67 | 0.68 | 95 | 0.19 | | |
| 80 | 1.34 | 19 | 0.68 | 63 | 0.19 | | |

Policymakers' focus should be to zero in on commodity groups for which RCA of Indian exports >1 and RCII of Vietnamese imports >1 as these commodity groups have good potential for bilateral trade between India and Vietnam with India having a relatively superlative standing in production/supply of these commodities, which then have a larger than average import demand in Vietnam. These commodities should be the intersection set of ITC-HS chapters with RCA >1 and RCII >1 (from tables 4.1 and 4.2 respectively), which are:

HS-10 Cereals

HS-23 Food industries, residues and wastes thereof; prepared animal fodder

HS-32 Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints, varnishes; putty, other mastics; inks

HS-38 Chemical products n.e.c.

HS-41 Raw hides and skins (other than furskins) and leather

HS-50 Silk

HS-52 Cotton

HS-53 Vegetable textile fibres; paper yarn and woven fabrics of paper yarn

HS-54 Man-made filaments; strip and the like of man-made textile materials

HS-55 Man-made staple fibres

HS-58 Fabrics; special woven fabrics, tufted textile fabrics, lace, tapestries, trimmings, embroidery

HS-72 Iron and steel

HS-73 Iron or steel articles

HS-76 Aluminium and articles thereof

HS-78 Lead and articles thereof

HS-79 Zinc and articles thereof

| ITC-HS Chapter | RCA Be- tween Coun- tries | ITC-HS Chapter | RCA Be- tween Coun- tries | ITC-HS Chapter | RCA Be- tween Countries | ITC-HS Chapter | RCA Be- tween Countries |
|-------------------|---------------------------------------|-------------------|------------------------------------|-------------------|-------------------------------|-------------------|-------------------------------|
| 78 | 12.30 | 34 | 1.12 | 73 | 0.31 | 65 | 0.02 |
| 41 | 12.22 | 60 | 1.11 | 82 | 0.29 | 27 | 0.01 |
| 72 | 9.38 | 96 | 1.08 | 94 | 0.26 | 71 | 0.01 |
| 23 | 8.50 | 21 | 1.07 | 14 | 0.23 | 62 | 0.01 |
| 12 | 8.45 | 59 | 1.06 | 83 | 0.23 | 16 | 0.01 |
| 37 | 8.00 | 36 | 0.93 | 95 | 0.20 | 61 | 0.01 |
| 68 | 6.30 | 79 | 0.92 | 13 | 0.19 | 97 | 0.01 |
| 52 | 3.15 | 69 | 0.89 | 44 | 0.18 | 99 | 0.00 |
| 28 | 2.52 | 51 | 0.86 | 19 | 0.15 | 66 | 0.00 |
| 31 | 2.40 | 70 | 0.79 | 53 | 0.15 | 46 | 0.00 |
| 55 | 2.17 | 40 | 0.73 | 92 | 0.14 | 80 | 0.00 |
| 38 | 2.12 | 84 | 0.70 | 26 | 0.13 | 47 | 0.00 |
| 35 | 2.00 | 91 | 0.66 | 49 | 0.10 | 93 | 0.00 |
| 25 | 1.80 | 30 | 0.65 | 74 | 0.10 | | |
| 48 | 1.61 | 29 | 0.61 | 57 | 0.10 | | |
| 81 | 1.60 | 56 | 0.56 | 89 | 0.09 | | |
| 32 | 1.54 | 90 | 0.53 | 50 | 0.07 | | |
| 39 | 1.54 | 76 | 0.51 | 20 | 0.06 | | |
| 22 | 1.42 | 11 | 0.49 | 86 | 0.05 | | |
| 54 | 1.42 | 18 | 0.49 | 75 | 0.04 | | |
| 67 | 1.42 | 58 | 0.39 | 42 | 0.03 | | |
| 43 | 1.27 | 88 | 0.35 | 64 | 0.03 | | |
| 24 | 1.27 | 33 | 0.34 | 10 | 0.03 | | |
| 87 | 1.26 | 15 | 0.33 | 45 | 0.02 | | |
| 85 | 1.13 | 17 | 0.32 | 63 | 0.02 | | |

Table 4.3 : RCA of Indian exports to Vietnam in 2019 – ITC-HS chapter-wise

It can be established that if, for a particular commodity, RCA for India and RCII for Vietnam are both > 1, it can be expected that RCII for that commodity in Vietnam 's imports from India will be > 1. If this is not the case, the reasons thereof need to be investigated, and appropriate policy measures taken. Actually it implies that the importers of Vietnam are not importing the particular commodity in sufficient amount (in value terms) while importing from India. It is not necessarily that they are averse to buying from India in general, they may very well purchase other commodities from India, but – for some reason – not this particular product. Policies designed to make these products from India attractive to Vietnam 's importers need to be adopted.

| ITC-HS Chapter | RCII Between Coun- tries | ITC-HS Chapter | RCII Be- tween Coun- tries | ITC-HS Chapter | RCII Be- tween Countries | ITC-HS Chapter | RCII Be- tween Coun- tries |
|-------------------|-----------------------------------|-------------------|-------------------------------------|-------------------|--------------------------------|-------------------|-------------------------------------|
| 78 | 11.46 | 81 | 1.21 | 94 | 0.33 | 42 | 0.02 |
| 41 | 9.41 | 69 | 1.15 | 15 | 0.27 | 61 | 0.02 |
| 72 | 9.27 | 19 | 1.09 | 14 | 0.26 | 65 | 0.02 |
| 23 | 8.52 | 18 | 1.09 | 82 | 0.26 | 92 | 0.02 |
| 47 | 5.50 | 30 | 1.04 | 71 | 0.25 | 88 | 0.01 |
| 12 | 5.35 | 96 | 1.03 | 83 | 0.18 | 36 | 0.01 |
| 52 | 4.62 | 11 | 0.88 | 67 | 0.18 | 46 | 0.00 |
| 31 | 3.21 | 84 | 0.86 | 44 | 0.16 | 01 | |
| 60 | 3.04 | 37 | 0.80 | 13 | 0.15 | 02 | |
| 28 | 2.69 | 40 | 0.78 | 74 | 0.12 | 03 | |
| 48 | 2.66 | 87 | 0.77 | 50 | 0.12 | 04 | |
| 38 | 2.41 | 90 | 0.69 | 49 | 0.12 | 05 | |
| 55 | 2.28 | 79 | 0.65 | 26 | 0.11 | 06 | |
| 68 | 2.01 | 17 | 0.65 | 86 | 0.09 | 07 | |
| 59 | 1.97 | 70 | 0.64 | 95 | 0.09 | 08 | |
| 35 | 1.89 | 58 | 0.62 | 16 | 0.06 | 09 | |
| 25 | 1.80 | 29 | 0.56 | 53 | 0.06 | 45 | |
| 39 | 1.79 | 91 | 0.55 | 10 | 0.05 | 66 | |
| 24 | 1.55 | 51 | 0.50 | 64 | 0.05 | 80 | |
| 43 | 1.54 | 76 | 0.46 | 57 | 0.04 | 89 | |
| 32 | 1.40 | 99 | 0.44 | 75 | 0.04 | 93 | |
| 54 | 1.38 | 22 | 0.42 | 20 | 0.03 | 97 | |
| 34 | 1.37 | 56 | 0.42 | 62 | 0.03 | | |
| 85 | 1.24 | 33 | 0.40 | 63 | 0.02 | | |
| 21 | 1.24 | 73 | 0.35 | 27 | 0.02 | | |

Table 4.4: RCII of Vietnam's imports from India in 2019 – ITC-HS chapter-wise

Delving deeper in tables 4.3 and 4.4, we find that 26 ITC-HS chapters viz. 78,41,72,23,12,52,31,60,28, 48, 38,55,68,59,35,25,39,24,43,32,54,34,85,21,81,96 have both RCA of Indian exports to Vietnam in 2019 and RCII of Vietnam 's imports from India in 2019 greater than 1. This was a sector-wise analysis, and the policies to be adopted need to address the sector at large. There may be, in a particular chapter, 6-digit commodities which may satisfy the conditions satisfied by the chapter as a whole, and there may many which do not. There may even be occasions wherein no 6-digit commodity of a particular chapter individually satisfies the conditions but the chapter as a whole does. This may be because RCA and RCII of some commodities in India's exports to Vietnam

< 1 (which brings down the RCA and RCII of the chapter as a whole), but their RCAs in case of India's exports (to the whole world) or their RCIIs in case of Vietnam's imports (from the whole world) may also be < 1. In case of other commodities of the same chapter, both may be > 1. On the other hand, a chapter as a whole may not satisfy the conditions, but some 6-digit commodities included in it may.

So, ITC-HS 6-digit code-wise analysis is more relevant, because the greater granularity permits better focusing of policy measures. The list of chapters may not be consistent with the list of ITC-HS six-digit commodities, because of the reasons mentioned above. The analytical framework elaborated above, with chapters as the basis, was mainly for the purpose of elucidation of the methodology adopted, but also for giving a sector-wise status. But for policy formulation, the analysis with the highest possible granularity is the best option. Hence, it will be most expeditious to consider the ITC-HS six-digit commodities which emerge, as the candidates for the policies mentioned above, when the methodology set out above is employed at the 6-digit level. This list is given in Appendix B.

So much for product-specific policies. Market (i.e. destination) specific policies need to be taken, too. If India has a market share in the world, for commodity P (say s), which is greater than India's overall market share (for all commodities) in the world (say t), there is no reason to expect that India's market share for P in Vietnam, say g < s. g can be < s only when, for some reason, Vietnam imports P, but not sufficiently from India. In such cases, market or destination-specific promotional policies will be needed. The same will be true when Vietnam's share in India's export of P falls below Vietnam's share in total world imports of P. When both coincide, there is an even stronger case for adoption of the market-specific promotional policies. Appendix C shows the list of such commodities in case of India's exports to Vietnam.

For commodities appearing in both the lists – in Appendix B and Appendix C, both product-oriented and market-oriented promotional policies are required to be adopted.

5. Export Concentration

The standard measure of concentration of exports over a range of commodities is the Hirschman-Herfindahl Index (HHI), which is the sum of the squares of the shares of the commodities (in terms of value) in the export basket.⁷ The index has been calculated over all ITC-HS six-digit commodities, the highest level of granularity allowed by comparable international data. The index is more meaningful the more granular the data.

In case of India's exports to Vietnam, table 5.1 shows that the value of the index, between 2015 and 2019, averages around 0.31. It may be noted that the index for India's exports to the world at 0.14 (average) is lower than it is for India's exports to Vietnam. A relatively higher level of concentration of exports means that India's export basket to Vietnam is less diverse than to the world and it may bring forth gains from specialization. However, a more concentrated export also indicates a broader production base and greater concentration (industry specific) risks.

⁷ See Export Concentration Index in Appendix D.

| Year | India-Vietnam HHI | India-World HHI |
|------|----------------------|--------------------|
| 2015 | 0.37 | 0.13 |
| 2016 | 0.34 | 0.13 |
| 2017 | 0.33 | 0.13 |
| 2018 | 0.28 | 0.15 |
| 2019 | 0.25 | 0.14 |

Table 5.1: Hirschman-Herfindahl Index for India to the World and for India to Vietnam

6. Intra-Industry Trade

Intra-industry trade is of importance as it can increase and expand markets. The standard indicator is the Index of Intra-industry Trade (IIT). The index can be calculated within individual sectors as well. Intra-industry trade is generally high in case of the manufacturing sector. An increase in IIT may signify a maturing of this sector, and hence, a regular monitoring of this index may be useful.

Intra-industry trade is a common world-wide phenomenon – export and import of the commodities produced by the same industry or sector. The degree to which this occurs is generally measured by the Grubel-Lloyd Index, which is the difference between the exports of the particular sector to a partner country and imports of the products of the same sector from the same partner, divided by the sum of these two, and whole thing obtained subtracted from $1.^8$

In the present case, the Grubel-Lloyd Index values (computed on exports from India to Vietnam and imports from Vietnam to India) in Table 6.1 show that, in 2019, in case of agricultural products and processed farm products, intra-industry trade between India and Vietnam is generally not very high. Owing to wide differences in soil and climatic conditions, the two countries have little in common as regards crops and food preferences and other agricultural produce and nature of terrain and climatic conditions. However, IIT value is high for ITC-HC chapters HS-08, HS-11, HS-19 and HS-21 as seen from table 6.1 below (above 0.8). The associated commodities are Fruit and nuts, edible; peel of citrus fruit or melons, Products of the milling industry; malt, starches, inulin, wheat gluten, Preparations of cereals, flour, starch or milk; pastrycooks' products and Miscellaneous edible preparations respectively.

 Table 6.1: Grubel-Lloyd Index for India and Vietnam in 2019 – Agricultural and Related Products (Chapters 01-24)

| ITC-HS Chap- | | |
|--------------|----------------------------|--------------------|
| ter | Commodity Description | Grubel Lloyd Index |
| HS-01 | Animals; live | |
| HS-02 | Meat and edible meat offal | |

⁸ See Appendix D for the Index of Intra-Industry Trade.

| HS-04 fied Ani HS-05 ified HS-05 ified HS-06 like HS-07 Veg HS-09 Cof HS-10 Cer HS-10 Cer HS-11 inul Gil grai HS-12 plar Lac HS-13 extr Veg HS-14 not | iry produce; birds' eggs; natural honey; edible ducts of animal origin, not elsewhere speci- d or included imal originated products; not elsewhere spec- d or included ees and other plants, live; bulbs, roots and the e; cut flowers and ornamental foliage getables and certain roots and tubers; edible it and nuts, edible; peel of citrus fruit or mel- ffee, tea, mate and spices reals oducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous ins, seeds and fruit, industrial or medicinal | 0.08 0.01 0.16 0.26 0.97 0.35 0.01 0.91 |
|---|---|--|
| HS-05ifiedHS-06likeHS-07VegHS-07VegHS-08onsHS-09CoffHS-10CerrHS-11inulIS-11OilgraiJarHS-12plarLacHS-13HS-14ot | d or included es and other plants, live; bulbs, roots and the e; cut flowers and ornamental foliage getables and certain roots and tubers; edible it and nuts, edible; peel of citrus fruit or mel- ffee, tea, mate and spices reals ducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.16 0.26 0.97 0.35 0.01 |
| HS-06likeHS-07VegFruitFruitHS-08onsHS-09CoffHS-10CerrHS-11inulOilgraitHS-12plartHS-13extrHS-14not | e; cut flowers and ornamental foliage getables and certain roots and tubers; edible it and nuts, edible; peel of citrus fruit or mel- ffee, tea, mate and spices reals ducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.26 0.97 0.35 0.01 |
| HS-08 Frui HS-09 Cof HS-10 Cer HS-11 inul Oil grai HS-12 plar Lac HS-13 extr Neg HS-14 not | it and nuts, edible; peel of citrus fruit or mel- ffee, tea, mate and spices reals ducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.97 0.35 0.01 |
| HS-08onsHS-09CofHS-10CerProdinulHS-11inulOilgraiJHS-12plarLacLacHS-13extrVegnotHS-14Ani | ffee, tea, mate and spices reals oducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.35 0.01 |
| HS-10 Cer Pro HS-11 inul Oil grai HS-12 plar Lac HS-13 extr NS-14 Not | reals ducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.01 |
| HS-11 Pro- inul Oil grai HS-12 plar Lac HS-13 extr Veg HS-14 Not | ducts of the milling industry; malt, starches, lin, wheat gluten seeds and oleaginous fruits; miscellaneous | |
| HS-11 inul Oil grai HS-12 plar Lac HS-13 extr NS-14 Veg not | lin, wheat gluten seeds and oleaginous fruits; miscellaneous | 0.91 |
| graiHS-12LacHS-13VegHS-14Ani | | |
| HS-13 extr Veg HS-14 not Ani | nts; straw and fodder | 0.11 |
| HS-14 not Ani | c; gums, resins and other vegetable saps and racts | 0.70 |
| | getable plaiting materials; vegetable products elsewhere specified or included | 0.04 |
| | imal or vegetable fats and oils and their avage products; prepared animal fats; animal vegetable waxes | 0.01 |
| | at, fish or crustaceans, molluscs or other atic invertebrates; preparations thereof | |
| HS-17 Sug | gars and sugar confectionery | 0.10 |
| | coa and cocoa preparations | |
| - | parations of cereals, flour, starch or milk; trycooks' products | 0.81 |
| - | parations of vegetables, fruit, nuts or other ts of plants | 0.32 |
| | scellaneous edible preparations | 0.85 |
| | verages, spirits and vinegar | 0.24 |
| Foo | od industries, residues and wastes thereof; pared animal fodder | 0.57 |
| | bacco and manufactured tobacco substitutes | |

Source: Computed from UN Comtrade Database

For ores and minerals as is shown in table 6.2, IIT is high (0.9) for chapter HS-25 (Salt; sulphur; earths, stone; plastering materials, lime and cement).

| ITC-HS Chap- | | Grubel Lloyd In- |
|--------------|--|------------------|
| ter | Commodity Description | dex |
| HS-25 | Salt; sulphur; earths, stone; plastering materials, lime and cement | 0.90 |
| HS-26 | Ores, slag and ash | 0.42 |
| | Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral | 0.61 |
| HS-27 | waxes | |

 Table 6.2: Grubel-Lloyd Index for India and Vietnam in 2019 – Mineral Products (Chapters 25-27)

In chemicals and chemical-based industries shown in Table 6.3 below, IIT values are on the lower end except for HS-39 (Plastics) with IIT value at 0.96 and HS-35 (Albuminoidal substances/enzymes/starches), with IIT 0.72.

Table 6.3: Grubel-Lloyd Index for India and Vietnam in 2019 – Products of Chemical or AlliedIndustries (Chapters 28-40)

| ITC-HS Chapter | Commodity Description | Grubel Lloyd In- dex |
|----------------|---|-------------------------|
| HS-28 | Inorganic chemicals; organic and inorganic compounds of precious metals; of rare earth metals, of radio-active elements and of isotopes | 0.23 |
| HS-29 | Organic chemicals | 0.06 |
| HS-30 | Pharmaceutical products | 0.00 |
| HS-31 | Fertilizers | 0.34 |
| HS-32 | Tanning or dyeing extracts; tannins and their de- rivatives; dyes, pigments and other colouring matter; paints, varnishes; putty, other mastics; inks | 0.10 |
| HS-33 | Essential oils and resinoids; perfumery, cos- metic or toilet preparations | 0.31 |
| HS-34 | Soap, organic surface-active agents; washing, lubricating, polishing or scouring preparations; artificial or prepared waxes, candles and similar articles, modelling pastes, dental waxes and dental preparations with a basis of plaster | 0.55 |
| HS-35 | Albuminoidal substances; modified starches; glues; enzymes | 0.72 |
| HS-36 | Explosives; pyrotechnic products; matches; py- rophoric alloys; certain combustible prepara- tions | |
| HS-37 | Photographic or cinematographic goods | 0.51 |
| HS-38 | Chemical products n.e.c. | 0.50 |

| HS-39 | Plastics and articles thereof | 0.96 | | |
|---|-------------------------------|------|--|--|
| HS-40 | Rubber and articles thereof | 0.21 | | |
| Source: Commuted from UN Commade Database | | | | |

Again, when it comes to chapters dealing with products of plant and animal parts (leather, wood, paper), as included in the groups shown in Table 6.4 below, the intra-industry trade is low to moderate, with high IIT value (0.74) for Chapter-49(Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans).

Table 6.4: Grubel-Lloyd Index for India and Vietnam in 2019 – Leather, Wood and Paper (Chapters41-49)

| ITC-HS Chap- | Commo dito Documination | Grubel Lloyd In- |
|--------------|---|------------------|
| ter | Commodity Description | dex |
| HS-41 | Raw hides and skins (other than furskins) and leather | 0.47 |
| 115-41 | | |
| 115 42 | Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles | 0.40 |
| HS-42 | of animal gut (other than silk-worm gut) | |
| HS-43 | Furskins and artificial fur; manufactures thereof | |
| HS-44 | Wood and articles of wood; wood charcoal | 0.06 |
| HS-45 | Cork and articles of cork | |
| HS-46 | Manufactures of straw, esparto or other plaiting materials; basketware and wickerwork | 0.00 |
| HS-47 | Pulp of wood or other fibrous cellulosic material; recovered (waste and scrap) paper or paperboard | |
| HS-48 | Paper and paperboard; articles of paper pulp, of paper or paperboard | 0.37 |
| HS-49 | Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans | 0.74 |

Source: Computed from UN Comtrade Database

In Table 6.5, IIT for the group comprising textiles and clothing, is shown below. HS-55(Man-made staple fibres) and HS-60(Fabrics; knitted or crocheted) have IIT > 0.7.

 Table 6.5: Grubel-Lloyd Index for India and Vietnam in 2019 – Textiles, Textile Articles, Footwear and Headgear (Chapters 50-65)

| ITC-HS Chap- | | Grubel Lloyd In- |
|--------------|---|------------------|
| ter | Commodity Description | dex |
| HS-50 | Silk | 0.00 |
| HS-51 | Wool, fine or coarse animal hair; horsehair yarn and woven fabric | 0.44 |
| HS-52 | Cotton | 0.18 |

| HS-53 | Vegetable textile fibres; paper yarn and woven fabrics of paper yarn | 0.23 |
|-------|--|------|
| HS-54 | Man-made filaments; strip and the like of man- made textile materials | 0.58 |
| HS-55 | Man-made staple fibres | 0.72 |
| HS-56 | Wadding, felt and nonwovens, special yarns; twine, cordage, ropes and cables and articles thereof | 0.64 |
| HS-57 | Carpets and other textile floor coverings | 0.28 |
| HS-58 | Fabrics; special woven fabrics, tufted textile fabrics, lace, tapestries, trimmings, embroidery | 0.39 |
| HS-59 | Textile fabrics; impregnated, coated, covered or laminated; textile articles of a kind suitable for industrial use | 0.16 |
| HS-60 | Fabrics; knitted or crocheted | 0.75 |
| HS-61 | Apparel and clothing accessories; knitted or crocheted | 0.07 |
| HS-62 | Apparel and clothing accessories; not knitted or crocheted | 0.10 |
| HS-63 | Textiles, made up articles; sets; worn clothing and worn textile articles; rags | 0.11 |
| HS-64 | Footwear; gaiters and the like; parts of such articles | 0.01 |
| HS-65 | Headgear and parts thereof | 0.08 |

The assorted group of commodities in Table 6.6 shows low degree of intra-industry trade between India and Vietnam.

| Table 6.6: Grubel-Lloyd Index for India and Vietnam in 2019 – Assorted Group of Items (Chapters |
|---|
| 66-71) |

| ITC-HS Chap- | | Grubel Lloyd In- |
|--------------|--|------------------|
| ter | Commodity Description | dex |
| HS-66 | Umbrellas, sun umbrellas, walking-sticks, seat sticks, whips, riding crops; and parts thereof | 0.04 |
| HS-67 | Feathers and down, prepared; and articles made of feather or of down; artificial flowers; articles of human hair | 0.00 |
| HS-68 | Stone, plaster, cement, asbestos, mica or similar materials; articles thereof | 0.25 |
| HS-69 | Ceramic products | 0.29 |
| HS-70 | Glass and glassware | 0.11 |

| HS-71 | Natural, cultured pearls; precious, semi-precious stones; precious metals, metals clad with pre- cious metal, and articles thereof; imitation jew- ellery; coin | 0.07 |
|------------------|--|------|
| Source: Computed | l from UN Comtrade Database | |

As regards metals and articles made thereof, there is high intra-industry trade (>0.8) in chapters 78 ('Lead and articles thereof') and 79 ('Zinc and articles thereof'). Table 6.7 shows the index values for chapters 72 to 83.

| ITC-HS Chap- | | Grubel Lloyd In- |
|--------------|---|------------------|
| ter | Commodity Description | dex |
| HS-72 | Iron and steel | 0.18 |
| HS-73 | Iron or steel articles | 0.21 |
| HS-74 | Copper and articles thereof | 0.00 |
| HS-75 | Nickel and articles thereof | 0.60 |
| HS-76 | Aluminium and articles thereof | 0.48 |
| HS-78 | Lead and articles thereof | 0.83 |
| HS-79 | Zinc and articles thereof | 0.93 |
| HS-80 | Tin; articles thereof | 0.00 |
| HS-81 | Metals; n.e.c., cermets and articles thereof | 0.23 |
| HS-82 | Tools, implements, cutlery, spoons and forks, of base metal; parts thereof, of base metal | 0.28 |
| HS-83 | Metal; miscellaneous products of base metal | 0.31 |

Table 6.7: Grubel-Lloyd Index for India and Vietnam in 2019 – Base Metals and Articles of BaseMetals (Chapters 72-83)

Source: Computed from UN Comtrade Database

The last group, half of which are high-end manufactures, show varying values of the Grubel-Lloyd Index.HS-84('Nuclear Reactors/Appliances') and HS-94 ('Furniture/Beddings/Pre-fabricated buildings') have high intra-industry trade (index value > 0.7). Table 6.8 shows the index values for chapters 84 to 99.

| Table 6.8 : Grubel-Lloyd Index for India and Vietnam in 2019 – High-End Manufactured Products, |
|--|
| Furniture, Sports Goods and Works of Art (Chapters 84-99) |

| | | Grubel Lloyd In- |
|-----------------------|--|-------------------------|
| ITC-HS Chapter | Commodity Description | dex |
| HS-84 | Nuclear reactors, boilers, machinery and me- chanical appliances; parts thereof | 0.71 |
| HS-85 | Electrical machinery and equipment and parts thereof; sound recorders and reproducers; televi- sion image and sound recorders and reproduc- ers, parts and accessories of such articles | 0.10 |

| HS-86 | Railway, tramway locomotives, rolling-stock and parts thereof; railway or tramway track fix- tures and fittings and parts thereof; mechanical (including electro-mechanical) traffic signalling equipment of all kinds | 0.03 |
|-------|--|------|
| HS-87 | Vehicles; other than railway or tramway rolling stock, and parts and accessories thereof | 0.27 |
| HS-88 | Aircraft, spacecraft and parts thereof | 0.05 |
| HS-89 | Ships, boats and floating structures | 0.00 |
| HS-90 | Optical, photographic, cinematographic, meas- uring, checking, medical or surgical instruments and apparatus; parts and accessories | 0.33 |
| HS-91 | Clocks and watches and parts thereof | 0.26 |
| HS-92 | Musical instruments; parts and accessories of such articles | 0.63 |
| HS-93 | Arms and ammunition; parts and accessories thereof | |
| HS-94 | Furniture; bedding, mattresses, mattress sup- ports, cushions and similar stuffed furnishings; lamps and lighting fittings, n.e.c.; illuminated signs, illuminated name-plates and the like; pre- fabricated buildings | 1.00 |
| HS-95 | Toys, games and sports requisites; parts and ac- cessories thereof | 0.52 |
| HS-96 | Miscellaneous manufactured articles | 0.54 |
| HS-97 | Works of art; collectors' pieces and antiques | 0.69 |
| HS-99 | Commodities not specified according to kind | 0.01 |

7. Export Similarity

The similarity in the export baskets of two countries, i.e. similarities in the shares of different commodities in the total exports of two countries, is measured by the Export Similarity Index. It is calculated by taking the percentage shares of each commodity (here ITC-HS six digit level commodities have been taken) in both the countries, taking the minimum of the two, and then summing up these minima over all the commodities. The index values vary from 0 to 100, with higher values implying greater export similarity between the countries and thus greater export competition between the two countries.

2015 2016 2017 2018 2019 22.53 17.83 25.31 25.28 25.46 India-Russia 29.80 24.01 28.04 30.80 30.94 India-Singapore 27.05 27.21 28.10 30.32 31.80 India-South Korea 31.46 31.04 30.30 30.48 India-Thailand 0.00 26.77 27.52 26.97 28.06 30.16 India-China 32.00 31.74 32.62 31.91 32.89 India-USA 30.99 31.94 31.44 32.89 31.00 India-UK 29.86 29.61 29.88 30.61 32.11 India-Germany 23.03 23.54 23.87 23.62 24.43 India-Japan 15.74 17.11 14.66 13.88 13.38 India-New Zealand 22.97 0.00 0.00 21.79 22.31 India-Vietnam

Table 7.1: Export Similarity Index – India and a few countries

Table 7.1 shows the values of this index for India and a few major countries.

Source: Computed from UN Comtrade Database

The Export Similarity Index between India and Vietnam in 2019 was 22.31 that is not very high and closer to ESI between India-Japan and India-Russia.

Table 7.2 below shows that Vietnam's Export Similarity Index values with other countries such as Singapore, South Korea, China, USA, UK, Germany and Japan.

| | 2015 | 2016 | 2017 | 2018 | 2019 |
|----------------------|-------|------|------|-------|-------|
| Vietnam-Singapore | 17.03 | 0.00 | 0.00 | 18.87 | 21.74 |
| Vietnam -South Korea | 21.54 | 0.00 | 0.00 | 22.43 | 25.14 |
| Vietnam -China | 42.12 | 0.00 | 0.00 | 42.87 | 44.90 |
| Vietnam -USA | 20.88 | 0.00 | 0.00 | 22.88 | 24.73 |
| Vietnam -UK | 18.68 | 0.00 | 0.00 | 18.70 | 20.41 |
| Vietnam -Germany | 19.41 | 0.00 | 0.00 | 21.86 | 23.66 |
| Vietnam -Japan | 14.76 | 0.00 | 0.00 | 17.54 | 18.39 |

Table 7.2: Export Similarity Index – Vietnam and a few countries

Source: Computed from UN Comtrade Database

From the above table, the average ESI values are computed between Vietnam and the seven countries, are given as under:

| are given as under. | |
|----------------------|-------|
| Vietnam -China | 25.98 |
| Vietnam -South Korea | 13.82 |
| Vietnam -USA | 13.70 |
| Vietnam -Germany | 12.99 |
| Vietnam -UK | 11.56 |
| Vietnam-Singapore | 11.53 |
| Vietnam -Japan | 10.14 |
| | |

ESI between Vietnam and China is the highest among the seven countries, implying that these two countries are the closest competitors in the world market for exports in the group of seven countries.

VI Resources

- > Oracle Business Intelligence Application, DGCIS
- UN Comtrade Database
- Encyclopædia Britannica, <u>https://www.britannica.com/place/Vietnam</u>
- IMF's 2020 ARTICLE IV CONSULTATION for VIETNAM—PRESS RELEASE PR 21/55; STAFF REPORT (IMF Country Report No. 21/42)
- > World Trade Organization (WTO) Trade Policy Reviews: Vietnam
- Human Development Report 2020

VII Appendix

A. Data on Country Profile

| Country Profile : Vietnam | | | | | |
|---|-------|-------|--------|------------|--|
| | 1990 | 2000 | 2010 | 2018 | |
| *** ** * | | | | | |
| World view | (7.00 | 70.01 | 97.07 | 05.54 | |
| Population, total (millions) | 67.99 | 79.91 | 87.97 | 95.54 | |
| Population growth (annual %) | 2.1 | 1.1 | 1 | 1 221.2 | |
| Surface area (sq. km) (thousands) | 331 | 329.2 | 331 | 331.2 | |
| Population density (people per sq. km of land area) | 208.9 | 256.9 | 283.7 | 308.1 | |
| Poverty headcount ratio at national poverty lines (% of population) | | | 20.7 | 6.7 | |
| Poverty headcount ratio at \$1.90 a day (2011 PPP) (% of population) | 52.3 | 37 | 4 | 1.8 | |
| GNI, Atlas method (current US\$) (billions) | 8.53 | 32.63 | 110.3 | 227.81 | |
| GNI per capita, Atlas method (current US\$) | 130 | 410 | 1,250 | 2,380 | |
| GNI, PPP (current international \$) (billions) | 58.42 | 169.1 | 356.51 | 696.41 | |
| GNI per capita, PPP (current interna- tional \$) | 860 | 2,120 | 4,050 | 7,290 | |
| People | | | | | |
| Income share held by lowest 20% | 7.8 | 7.5 | 6.5 | 6.7 | |
| Life expectancy at birth, total (years) | 71 | 73 | 75 | 75 | |
| Fertility rate, total (births per woman) | 3.6 | 2 | 1.9 | 2 | |
| Adolescent fertility rate (births per 1,000 women ages 15-19) | 31 | 29 | 34 | 29 | |
| Contraceptive prevalence, any meth- ods (% of women ages 15-49) | 53 | 74 | 78 | 76 | |
| Births attended by skilled health staff (% of total) | | 59 | 92 | | |
| Mortality rate, under-5 (per 1,000 live births) | 51 | 30 | 23 | 20 | |
| Prevalence of underweight, weight for age (% of children under 5) | 40.7 | 26.7 | 11.7 | 13.4 | |
| Immunization, measles (% of chil- dren ages 12-23 months) | 88 | 97 | 98 | 97 | |

Table A: Country Profile — Vietnam

| Primary completion rate, total (% of | | | | |
|---|-------|-------|--------|--------|
| relevant age group) | | 100 | 103 | 110 |
| School enrollment, primary (% | | | | |
| gross) | 105.2 | 109.5 | 105.7 | 110.6 |
| School enrollment, secondary (% | | | | |
| gross) | 35 | 58 | | |
| School enrollment, primary and sec- | | | | |
| ondary (gross), gender parity index | | | | |
| (GPI) | | 1 | | |
| Prevalence of HIV, total (% of popu- | | | | |
| lation ages 15-49) | 0.1 | 0.3 | 0.4 | 0.3 |
| Environment | | | | |
| Forest area (sq. km) (thousands) | 93.8 | 117.8 | 133.9 | 144.9 |
| Terrestrial and marine protected ar- eas (% of total territorial area) | | | | 2.9 |
| Annual freshwater withdrawals, total | | | | |
| (% of internal resources) | 15.5 | 21.1 | 22.8 | 22.8 |
| Urban population growth (annual %) | 4 | 3.4 | 3.2 | 3 |
| Energy use (kg of oil equivalent per | | | | |
| capita) | 263 | 360 | 670 | |
| CO2 emissions (metric tons per cap- | | | | |
| ita) | 0.32 | 0.67 | 1.62 | 2.06 |
| Electric power consumption (kWh | | | | |
| per capita) | 95 | 287 | 1,022 | |
| Economy | | | | |
| GDP (current US\$) (billions) | 6.47 | 31.17 | 115.93 | 245.21 |
| GDP growth (annual %) | 5.1 | 6.8 | 6.4 | 7.1 |
| Inflation, GDP deflator (annual %) | 42.1 | 3.4 | 12.1 | 3.4 |
| Agriculture, forestry, and fishing, | | | | |
| value added (% of GDP) | 39 | 25 | 18 | 15 |
| Industry (including construction), | | | | |
| value added (% of GDP) | 23 | 37 | 32 | 34 |
| Exports of goods and services (% of | | | | |
| GDP) | 36 | 54 | 72 | 106 |
| Imports of goods and services (% of | | | | |
| GDP) | 45 | 57 | 80 | 102 |
| Gross capital formation (% of GDP) | 13 | 30 | 36 | 27 |
| Revenue, excluding grants (% of | | | | |
| GDP) | | | | |
| Net lending (+) / net borrowing (-) (% of GDP) | | | | |
| States and markets | | | | |
| Time required to start a business | | | | |
| (days) | | 61 | 36 | 17 |

| Domestic credit provided by finan- cial sector (% of GDP) | | | | |
|--|--------|----------|----------|----------|
| Tax revenue (% of GDP) | | •• | •• | •• |
| Military expenditure (% of GDP) | 7.9 | 2.1 | 2.3 | |
| Mobile cellular subscriptions (per 100 people) | 0 | 1 | 126.8 | 147.2 |
| Individuals using the Internet (% of population) | 0 | 0.3 | 30.7 | 69.8 |
| High-technology exports (% of man- ufactured exports) | | | 13 | 41 |
| Statistical Capacity score (Overall average) | | | 64 | 83 |
| Global links | | | | |
| Merchandise trade (% of GDP) | 80 | 97 | 135 | 196 |
| Net barter terms of trade index (2000 $= 100$) | | 100 | 127 | 136 |
| External debt stocks, total (DOD, current US\$) (millions) | 23,270 | 12,841 | 44,940 | 1,06,859 |
| Total debt service (% of exports of goods, services and primary income) | | 7.5 | 2.3 | 7 |
| Net migration (thousands) | -394 | -651 | -400 | -400 |
| Personal remittances, received (cur- rent US\$) (millions) | | 1,340 | 8,260 | 16,000 |
| Foreign direct investment, net in- flows (BoP, current US\$) (millions) | 180 | 1,298 | 8,000 | 15,500 |
| Net official development assistance received (current US\$) (millions) | 180.6 | 1,485.30 | 2,769.90 | 1,647.80 |

Source: World Development Indicators database Figures in blue refer to periods other than those specified.

Data from database:World Development Indicators Last Updated:03/19/2021

B. Commodities requiring product-specific export-promotion policies

| Commodity Code (6- digit) | Commodity Code Description |
|------------------------------|--|
| 100610 | RICE IN HUSK (PADDY OR ROUGH) |
| 291539 | OTHER ESTERS OF ACETIC ACID |
| 292419 | OTHER ACYCLIC AMIDES AND THR DRVTVS,SALTS |

| 320710 | PREPRD PIGMNT OPACIFIER COLRS,SMLR PRPTNS |
|--------|---|
| 321290 | OTHR PIGMNTS DYS AND CLRNG MATR |
| 390761 | |
| 391723 | TUBES PIPES AND HOSES OF POLYVINYL CHLORDE |
| 392020 | PLTES SHTS ETC. OF POLYMRS OF PROPYLN |
| 392062 | PLTES SHTS ETC OF PLYETHYLN TEREPH- THALTE |
| 392069 | PLTES SHTS ETC OF OTHR POLYESTERS |
| 392190 | OTHR PLTS,SHTS,FILM FOIL,STRIP ETC,NON- CLLR |
| 392329 | SACKS AND BAGS (INCL CONES)OF OTHR PLASTICS |
| 401039 | OTHR TRANSMISSION BLTS/BELTING OF VUL- CANISED RUBBER |
| 420500 | OTHR ARTCLS OF LEATHER/OF COMPSTN LEATHER |
| 440399 | OTHER WOOD IN ROUGH |
| 442191 | |
| 482390 | OTHRARTCLS OF PAPR PULP PAPRBORD CELULOSE WADNG OR WEBS OF CEL FIBRS |
| 510710 | YARN OF COMBED WOOL CONTNG>=85% WOOL BY WTNOT PUT UP FOR RETAIL SALE |
| 520526 | SNGL YRN OF COMBD FBRS MSRNG BETWN 106.38 AND 125.00 DCTX AND 80 TO 94 MTRC NO. |
| 520528 | SNGL YRN OF COMBD FBRS MSRNG <83.83 DCTX AND > 120 MTRC NO. |
| 520544 | MLTPL(FLDED)/CBLD YRN OF CMBD FBRS MEASURNG PER SNGL YRN<192.31 BUT>=125 DCTX(>52 BUT <=80 MTRC NO PER SNGL Y |
| 520547 | MLTPL (FOLDD)/CABLD YRN OF COMBD FBRS MSRNG PER SNGL YRN BETWN 83.33 AND 106.38 DCTX AND BETWN 94 AND 120 MTRC NO. |
| 520622 | SNGL YRN OF CMBD FBRS MEASURNG<714.29 BUT>=232.56 DCTX(>14 BUT<=43 MTRC NO) |
| 520623 | SNGL YRN OF CMBD FBRS MEASURNG <232.56 BUT >= 192.31 DCTX(>43 BUT <=52 MTRC NO) |
| 520624 | SNGL YRN OF CMBD FBRS MEASURNG <192.31 BUT>=125 DCTX (>52 BUT <=80 MTRC NO) |

| 520822 | COTN FABRICS CONTNG >=85% BY WT OF COTTON BLEACHD PLAIN WEAVE WEIGNG > 100 G/M2 |
|--------|---|
| 520942 | DENIM |
| 540239 | OTHER TEXTURED YARN |
| 540772 | WOVEN FABRICS,CNTNG 85% OR MORE BY WT OF OTHR SYNTHETIC FILAMENTS, DYED |
| 550951 | OTHR YARN OF POLYSTR STPL FIBRS MIXED MAINLY/SOLELY WITH ARTIFICIAL STAPLE FIBRS |
| 550953 | OTHER YARN OF POLYSTER STAPLE FIBRS MIXED MAINLY/SOLELY WITH COTTON |
| 560221 | FELT,NOT IMPREGNATED,COATED,COVERED/ LAMINATED,OF WOOL/FINE ANIMAL HAIR |
| 560900 | ARTCLS OF YRN STRP/THE LKE OF HDNG NO. 5404/5405 TWINE CORDGE-ROP/CBLS N.E.S. |
| 580790 | OTHR LABELS BADGES AND SMLR ARTCLS OF TXTL MATRLS (EXCL WOVEN) |
| 590310 | FBRCS,IMPRGNTD,COATD,CVRD/LAMNTD WITH PVC |
| 620332 | JACKETS AND BLAZERS OF COTTON |
| 620442 | DRESSES OF COTTON |
| 620821 | NIGHTDRESSES AND PYJAMAS OF COTTON |
| 630520 | SACKS AND BAGS OF COTTON |
| 640610 | UPPERS AND PRTS THEREOF OTHR THN STIFF- ENERS |
| 681019 | OTHER (TILES FLAGSTONES ETC) |
| 690210 | GOODS CONTNG BY WT SINGLY/TO- |
| | GETHR>50% OF THE ELMNTS |
| | MAGNSM,CALSIUM/CHROMIUM EXPRSSDAS MAGNSM OXIDE,CALSIM OXIDE/CHROMIM |
| 690722 | |
| 701090 | OTHR ARTCLES FOR CNVYNCE/PACKING OF GOODS |
| 721391 | BARS AND RODS,HOT RLD OF IRON/NON ALOY STL OF CRCULR CRS SCTN MSRNG <14 MM DIAMTR |
| 732393 | OTHR HOUSHOLD ARTICLES OF STAINLESS STEEL |
| 760110 | ALUMINIUM-NOT ALLOYED |
| 760692 | OTHER PLTS, STRIPS ETC OF ALUMINIUM AL- LOYS |

| 760719 | NT BCKD ALMNM FOIL NOT ROLLD |
|--------|---|
| 761699 | OTHERS ARTICLES OF ALUMINIUM (OTHERS). |
| 820411 | HND-OPRTED SPANERS AND WRENCHS NON- ADJUSTBLE |
| 820510 | DRILLING THREADING OR TAPING TOOLS |
| 820520 | HAMMERS AND SLEDGE HAMMERS |
| 820890 | OTHR KNIVS AND CUTNG BLADES |
| 830241 | OTHR MOUNTINGS FITTINGS AND SMLR ARTCLS SUITABLE FOR BUILDINGS |
| 831110 | COAT ELCTRD OF BS MTL FR ELCTRC ARC WLDNG |
| 831130 | COATED RODS AND CORED WIRE OF BASE METAL FOR SOLDERING BRAZING OR WELD- ING BY FLAME |
| 840219 | OTHER VAPOUR GENERATING BOILERS, IN- CLUDING HYBRID BOILERS: |
| 843780 | OTHER MACHNRY FOR CLNG,SRTNG/GRADNG SEEDS |
| 844820 | PRTS AND ACCSSRS OF MCHNS OF HDG NO.8444/OF THEIR AUXLRY MCHNRY |
| 844851 | SNKRS,NEDL AND OTHR ARTCLS USD TO FORM STCHS |
| 845190 | PARTS OF THE MACHINES OF HDG 8451 |
| 846029 | OTHR GRNDNG MCHNS IN WHICH THE POSI- TIONG IN ANY ONE AXIS CAN BE SET UP TO AN ACCURACY OF AT LEAST 0.01 MM |
| 846190 | 0THER MACHINE TOOLS OF HDG NO 8461 |
| 846599 | OTHER MACHINE-TOOLS OF HDG 8465 |
| 846890 | PARTS OF ARTICLES OF HEADING 8468 |
| 847439 | OTHR MXNG/KNEADNG MACHINES |
| 852359 | OTHER |
| 852873 | OTHER, BLACK AND WHITE OR OTHER MONO- CHROME: |
| 853225 | OTHR FXD CAPACTRS DIELCTRC OF PAPR/PLSTCS |
| 853610 | FUSES OF VOLGATE NOT EXCEEDING 1000 VOLTS |
| 871120 | MOTOR CYCL ETC WTH RCPRCTNG INTRNL CMBSTN PSTN ENGN OF CYLNDR CPCTY>50 CC TO 250 CC |
| 871410 | OF MOTORCYCLES (INCLUDING MOPEDS): |
| 871491 | FRAMES, FORKS AND PRTS THEREOF |

| | BRAKES,INCL COASTER BRAKING HUBS AND HUB BRAKES AND PRTS THEREOF |
|--------|---|
| 871499 | OTHR PRTSANDACCSSRS OF BICYCLESAND OTHR CYCLES |

C. Commodities requiring market-specific export-promotion policies

| Commodity Code (6- digit) | Commodity Code Description |
|------------------------------|---|
| 100610 | RICE IN HUSK (PADDY OR ROUGH) |
| 120241 | GROUND-NUT, NOT ROASTED OR OTHERWISE COOKED, WHETHER OR NOT SHELLED OR BROKEN-IN SHELL |
| 130190 | OTHER : NATURAL GUMS : |
| 170199 | SUGR REFIND NT CONTNG FRVRNG/COLRNG MATTER |
| 170310 | CANE MOLSES RSLTD FRM EXTRCTN/RFNG OF SUGR |
| 230400 | OIL-CAKE AND OTHR SOLID RESIDUE W/N GRND/IN PLLTS FORM OBTND FRM SOYA- BEAN OIL EXTRCTN |
| 240130 | TOBACCO REFUSE |
| 251690 | OTHER MONUMENTAL OR BUILDING STONE : |
| 252010 | GYPSUM; ANHYDRITE |
| 282010 | MANGANESE DIOXIDE |
| 282300 | TITANIUM OXIDES |
| 282410 | LEAD MONOXIDE (LITHARGE, MASSICOT) |
| 282710 | AMMONIUM CHLORIDE |
| 282810 | COMMRCL CAL HYPCHLRTE AND OTHR CAL HYPCHLRTS |
| 283110 | DITHONITES AND SULPHOXYLATES OF SO- DIUM |
| 283190 | OTHER DITHIONITES AND SULPHOXYLATES |
| 283311 | DISODIUM SULPHATE |
| 283650 | CALCIUM CARBONATE |
| 283990 | OTHER SILICATES AND COMMERCL MTL SILI- CATS |
| 284150 | OTHER CHROMATES AND DICHROMATES; PEROXOCHROMATES : |
| 284170 | MOLYBDATES |
| 284330 | GOLD COMPOUNDS |

| 285210 | INORGANIC OR ORGANIC COMPOUNDS OF MERCURY, WHETHER OR NOT CHEMICALLY DEFINED, EXCLUDING AMALGAMS : CHEMI- CALLY DEFINED |
|--------|--|
| 285290 | OTHER INORGANIC OR ORGANIC COMPOUNDS OF MERCURY, WHETHER OR NOT CHEMI- CALLY DEFINED, EXCLUDING AMALGAMS: NT CHEMICALLY DEFINED |
| 290613 | STEROLS AND INOSITOLS |
| 291422 | CYCLOHEXANONE AND METHYL CYCLOHEX- ANONES |
| 291539 | OTHER ESTERS OF ACETIC ACID |
| 291560 | BUTYRIC ACDS,VALERIC ACDS THR SLTS AND ESTRS |
| 291631 | BENZOIC ACID ITS SALTS AND ESTERS |
| 291711 | OXALIC ACID ITS SALTS AND ESTERS |
| 291739 | OTHR ARMTC PLYCRBOXYLC ACIDS THR AN- HYDRDS HALIDES PEROXIDES PEROXYACDS AND THR DRVTVS |
| 291816 | GLUCONIC ACID ITS SALTS AND ESTERS |
| 292142 | ANILINE DERIVATIVES AND THEIR SALTS |
| 292310 | CHOLINE AND ITS SALTS |
| 292320 | LECITHINS AND OTHER PHOSPHOAMINO- LIPIDS |
| 292419 | OTHER ACYCLIC AMIDES AND THR DRVTVS,SALTS |
| 292700 | DIAZO-AZO-OR AZOXY-COMPOUNDS |
| 293030 | THIURAM MONO-, DI-OR TETRASULPHIDES |
| 293090 | OTHER ORGANO-SULPHUR COMPOUNDS |
| 293621 | VITAMINS A AND THEIR DERIVATIVES |
| 293622 | VITAMIN B1 AND ITS DERIVATIVES |
| 293623 | VITAMIN B2 AND ITS DERIVATIVES |
| 293629 | OTHER VITAMINS AND THEIR DERIVATIVES : |
| 293980 | |
| 300410 | MDCMNTS CNTNG PENCLLNS/DRVTVS THROF WTH A PENCLLNC ACID STRCTR/STRPTMYCNS OR THR DERVTVS PUT UP FOR RTL SALE |
| 300450 | OTHER MEDICAMENTS CONTAINING VITA- MINS OR OTHER PRODUCTS OF HEADING 2936 : |
| 320290 | OTHR INORGANIC TANNING SUBSTANCES |
| 320411 | DISPERSE DYES AND PREPARATIONS BASED THEREON |

| 320412 | ACID DYS W/N PREMETALSD AND PRPTNS BASED THERON MORDNT DYS AND PRPTNS BASED THRON |
|--------|--|
| 320413 | BASIC DYES AND PRE PARATIONS BASED THEREON |
| 320414 | DIRECT DYES AND PREPARATIONS BASED THEREON |
| 320416 | REACTIVE DYS AND PREPTNS BASED THEREON |
| 320417 | PIGMENTS AND PREPTNS BASED THEREON |
| 320500 | COLR LAKES |
| 320620 | PIGMNTS AND PRPTNS BASD ON CHROM COMPND |
| 320649 | OTHR COLRNG MATR AND OTHR PRPTNS |
| 320710 | PREPRD PIGMNT OPACIFIER COLRS,SMLR PRPTNS |
| 321290 | OTHR PIGMNTS DYS AND CLRNG MATR |
| 321519 | OTHER PRINTING INK |
| 330130 | RESINOIDS |
| 330290 | OTHER: MIXTURES OF AROMATIC CHEMICALS AND ESSENTIAL OILS AS PERFUME BASE: |
| 330741 | AGARBATTI" AND OTHR ODORIFEROUS PRPNS WHICHOPERATE BY BURNI |
| 340213 | NON-IONIC W/N FOR RTL SALE |
| 350300 | OTHER ALBUMINATES AND OTHER ALBUMIN DRVTVS GELATIN DRVTVS;ISINGLASS; OTHER GLUES OF ANML ORIGIN,EXCL CASEIN GLUES OF HD |
| 380190 | OTHER (GRAPHITE BASED PREPARATIONS) |
| 380859 | |
| 381210 | PREPARED RUBBER ACCELERATORS |
| 381231 | |
| 382410 | PRPD BINDERS FOR FOUNDRY MOULDS/CORES |
| 390110 | POLYETHYLENE HVNG A SPFC GRVTY BELOW 0.94 |
| 390761 | |
| 390940 | PHENOLIC RESINS |
| 391723 | TUBES PIPES AND HOSES OF POLYVINYL CHLORDE |
| 392020 | PLTES SHTS ETC. OF POLYMRS OF PROPYLN |
| 392049 | OTHR PLTES SHTS OF POLYMR OF VINYL CHLORID |

| 392062 | PLTES SHTS ETC OF PLYETHYLN TEREPH- THALTE |
|--------|---|
| 392069 | PLTES SHTS ETC OF OTHR POLYESTERS |
| 392190 | OTHR PLTS,SHTS,FILM FOIL,STRIP ETC,NON- CLLR |
| 392329 | SACKS AND BAGS (INCL CONES)OF OTHR PLASTICS |
| 400821 | PLTS SHTS STRPS OF NON-CELLULAR RUBR |
| 401039 | OTHR TRANSMISSION BLTS/BELTING OF VUL- CANISED RUBBER |
| 401310 | INNER TUBES OF MTR CARS (INCL STATION WAGONS AND RACING CARS) BUSES /LORIES |
| 401390 | OTHER INNER TUBES OF RUBBER |
| 401694 | BOAT/DOCK FENDERS W/N INFLATABLE |
| 410719 | OTHER WHOLE HIDS/SKINS |
| 410799 | OTHER/HIDES/SKINS INCLUDING SIDES |
| 420500 | OTHR ARTCLS OF LEATHER/OF COMPSTN LEATHER |
| 430390 | OTHER ARTICLES OF FURSKIN |
| 440399 | OTHER WOOD IN ROUGH |
| 440831 | VNR SHETS,MRNTI(DRK RD,LGHT RD AND BA- KAU) |
| 442191 | |
| 482390 | OTHRARTCLS OF PAPR PULP PAPRBORD CELU- LOSE WADNG OR WEBS OF CEL FIBRS |
| 500720 | OTHER FABRICS, CONTAINING 85% OR MORE BY WEIGHT OF SILK OR OF SILK WASTE OTHER THAN NOIL SILK : |
| 510710 | YARN OF COMBED WOOL CONTNG>=85% WOOL BY WTNOT PUT UP FOR RETAIL SALE |
| 510720 | YARN OF CMBD WOOL CONTNG < 85% WOOL BY WT |
| 511230 | OTHER, MIXED MAINLY OR SOLELY WITH MAN- MADE STAPLE FIBRES : |
| 520100 | COTTON, NOT CARDED OR COMBED |
| 520210 | YARN WASTE (INCL THREAD WASTE) |
| 520411 | SWNG THREAD CNTNG 85% OR MORE BY WEIGHT OFCOTTON NOT PUT UP FOR RETAIL SALE |
| 520420 | COTTON SWNG THREAD PUT UP FOR RETAIL SALE |

| 520521 | SNGL YRN OF CMBD FBRS MEASURNG 714.29 D CTX/MORE (NT EXCDNG 14 MTRC NO) |
|--------|---|
| 520522 | SNGL YRN OF CMBD FBRS MEASURNG<714.29 BUT >= 232.56 DCTX(>14 BUT <=43 MTRC NO) |
| 520524 | SNGL YRN OF CMBD FBRS MEASURNG<192.31 BUT >=125 DCTX(>52 BUT <=80 MTRC NO) |
| 520526 | SNGL YRN OF COMBD FBRS MSRNG BETWN 106.38 AND 125.00 DCTX AND 80 TO 94 MTRC NO. |
| 520527 | SNGL YRN OF COMBD FBRS MSRNG BETWN 83.33 AND 106.38 DCTX AND 94 TO 120 MTRC NO. |
| 520528 | SNGL YRN OF COMBD FBRS MSRNG <83.83 DCTX AND > 120 MTRC NO. |
| 520543 | MLTPL(FLDED)/CBLD YRN OF CMBD FBRS MEASURNG PER SNGL YRN <232.56 BUT >=192.31DCTX(>43 BUT <=52 MTRC NO PER SNGL Y |
| 520544 | MLTPL(FLDED)/CBLD YRN OF CMBD FBRS MEASURNG PER SNGL YRN<192.31 BUT>=125 DCTX(>52 BUT <=80 MTRC NO PER SNGL Y |
| 520546 | MLTPL (FOLDD)/CABLD YRN OF COMBD FBRS MSRNG PER SNGL YRN BETWN 106.38 AND 125 DCTX AND BETWN 80 AND 94 MTRC NO. |
| 520547 | MLTPL (FOLDD)/CABLD YRN OF COMBD FBRS MSRNG PER SNGL YRN BETWN 83.33 AND 106.38 DCTX AND BETWN 94 AND 120 MTRC NO. |
| 520548 | MLTPL (FOLDD)/CABLD YRN OF COMBD FBRS MSRNG PER SNGL YRN <83.33 DCTX AND >120 MTRC NO. |
| 520612 | SNGL YRN OF UNCMBD FBRS MEASURNG<714.29 BUT >=232.56 DCTX(>14 BUT <=43 MTRC NO) |
| 520614 | SNGL YRN OF UNCMBD FBRS MEASURNG<192.31 BUT>125 DCTX(<80 BUT >=52 MTRC NO) |
| 520622 | SNGL YRN OF CMBD FBRS MEASURNG<714.29 BUT>=232.56 DCTX(>14 BUT<=43 MTRC NO) |
| 520623 | SNGL YRN OF CMBD FBRS MEASURNG <232.56 BUT >= 192.31 DCTX(>43 BUT <=52 MTRC NO) |
| 520624 | SNGL YRN OF CMBD FBRS MEASURNG <192.31 BUT>=125 DCTX (>52 BUT <=80 MTRC NO) |

| 520811 | COTN FABRCS CONTNG>=85% BY WT OF COTN, UNBLEACHED PLAIN WEAVE WEIGING <=100 G/M2 |
|--------|---|
| 520813 | COTN FABRICS CONTNG>=85% BY WT OF COTN UNBLCHD 3/4 THRED TWILL INCL CROSS TWILL WEIGHNG NOT MORE THN 200 GM PER SQM |
| 520821 | BLECHD PLAIN WEAVE WEIGNG <=100 G/M2 |
| 520822 | COTN FABRICS CONTNG >=85% BY WT OF COTTON BLEACHD PLAIN WEAVE WEIGNG > 100 G/M2 |
| 520831 | COTN FABRICS CONTNG >=85% BY WT OF COTN DYED PLAIN WEAVE WEIGNG<=100 G/M2 |
| 520832 | COTN FABRICS CONTNG>=85% BY WT OF COTN DYED,PLAIN WEAVE WEIGHNG >=100 G/M2 |
| 520833 | COTN FABRICS CONTNG>=85% BY WT OF COTN, DYED,3/4 THRED TWILL INCL CROSS TWILL, WEIGHING NOT MORE THN 200 G/M2 |
| 520841 | COTN FABRICS CONTNG >=85% BY WT OF COTN PLAIN WEAVE, WEIGHING NOT MORE THAN 100 GMPER SQM OF YARN OF DIFFER- ENT COLOURS |
| 520842 | COTN FABRICS CONTNG >=85% BY WT OF COTN PLAIN WEAVE, WEIGHING MORE THAN 100 GM PER SQM OF YARN OF DIFFERENT COL- OURS |
| 520843 | COTN FABRICS COMTMG>85% BY WT OF COTN 3-THREAD/4-THREAD TWILL IMCL CROSS TWILL OF YARN OF DIFF CLRS WEIGHNG <=200 G |
| 520852 | COTN FABRICS CONTNG >=85% BY WT COTN PRINTED,PLAIN WEAVE WEIGHING >100 G/M2 |
| 520859 | OTHR COTN FABRICS CONTNG>=85% BY WT OF COTN,PRNTD,WEIGHING 200 G/M2 |
| 520911 | PLAIN WEAVE, UNBLEACHED COTTON FAB- RICS WEIGHING MORE THN 200 GM PER SQM |
| 520912 | UNBLCHD 3/4 THRED TWILL INCL CROSS TWILL COTTON FABRICS WEIGING MORE THAN 200 GM PER SQM |
| 520921 | BLEACHED COTON FABRICS,PLAIN WEAVE WEIGHING MORE THN 200 GM PER SQM |

| 520922 | BLECHD 3/4 THREAD TWILL INCL CROSS TWILL COTTON FABRICS WEING MORE THN 200 GM PER SQM |
|--------|--|
| 520929 | OTHER FABRICS : |
| 520931 | DYED PLAIN WEAVE COTTON FABRICS WEGHNG MORE THAN 200 GM PER SQM |
| 520932 | DYED 3/4 THREAD TWILL INCLDNG CROSS TWILL COTTON FABRICS WEIGHING>200 GM PER SQM |
| 520942 | DENIM |
| 520943 | OTHER FABRICS OF 3-THREAD OR 4-THREAD TWILL, INCLUDING CROSS TWILL : |
| 520952 | PRINTD 3/4 THRED TWILL INCLDNG CROSS TWILLCOTTON FABRICS WEIGHING>200 G/SQM |
| 520959 | OTHER FABRICS : |
| 521019 | OTHER MIXD COTN FABRICS, UNBLEACHED WEGHNGNOT MORE THAN 200 GM PER SQM |
| 521031 | DYED PLAIN WEAVE MXD COTN FABRICS WEIGHING NOT MORE THN 200 GM PER SQM |
| 521032 | DYED 3/4-THRED TWILL INCLUDNG CROSS TWILL MIXD COTN FABRICS WEGHNG<=200 GSM |
| 521041 | PLAIN WEAVE, OF YARNS OF DIFFERENT COL- OURS MIXED COTTON FABRICS WEIGH- ING<=200 GSM |
| 521111 | UNBLEACHED PLAIN WEAVE MXD COTN FAB- RICS WEIGHING MORE THN 200 GM PER SQM |
| 521131 | PLAIN WEAVE, DYED, MXD COTN FABRICS WEGHING MORE THAN 200 GM PER SQM |
| 521132 | MIXED COTTON FABRICS WEIGHING > 200 G/SQM DYED 3/4 THREAD TWILL INCL CROSS TWILL |
| 521141 | MIXED COTTON FABRICS OF YARNS OF DIF- FERENTCOLOURS WEIGHING > 200 GM/SQM; PLAIN WEAVE |
| 521142 | DENIM OF YARNS OF DIFFERENT COLOUR OF MXD COTN FABRICS WEIGHING>200 GSM |
| 521159 | OTHER FABRICS : |
| 521211 | OTHR UNBLCHED WOVEN FABRICS OF COT- TON WEIGHING NOT MORE THAN 200 G/M2 |

| 521213 | OTHR DYED WOVEN FBRCS WGHNG <=200 G/M2 |
|--------|---|
| 521223 | OTHR DYED WOVN FBRCS WGHNG >200 G/M2 |
| 521224 | OTHR WOVN FBRCS OF COTN OF YRNS OF DIFF COLOURS WGHNG MORE THAN 200 GSM |
| 530919 | OTHR FLAX WOVN FABRCS CONTNG FLAX>=85% |
| 530929 | OTHR WOVN FABRCS CONTNG<85% BY WT OF FLAX |
| 531100 | WOVEN FABRICS OF OTHER VEGETABLE TEX- TILE FIBRES;WOVEN FABRICS OF PAPER YARN |
| 540233 | TEXTURED YARN OF POLYESTERS |
| 540239 | OTHER TEXTURED YARN |
| 540247 | OTHER, OF POLYESTERS |
| 540251 | OTHR YARN OF NYLON OR OTHER POLYMDS SNGL WITH A TWIST EXCEEDING 50 TURNS PER METRE |
| 540252 | OTHR YARN OF POLYESTERS, SINGLE, WITH A TWIST EXCEEDING 50 TURNS/PER METRE |
| 540261 | OTHR YARN OF NYLON OR OTHER POLYMDS, MULTIPLE(FOLDED)OR CABLED |
| 540262 | OTHR YARN OF POLYSTRS, MULTPL OR CABLD |
| 540269 | OTHER YARN, MULTIPLE (FOLDED) OR CABLED |
| 540710 | WOVN FBRCS OBTND FROM HIGH TENACITY YRN OFNYLON OR OTHR POLYAMIDES,OR OF POLYESTERS |
| 540754 | WOVN FABRCS,PRINTED,CNTNG BY WT>=85% TEXTURED POLYESTER FILAMENTS |
| 540771 | WOVEN FABRICS CNTNG 85% OR MORE BY WT OF OTHR SYNTHETIC FILAMENTS,UN- BLEACD/BLEACD |
| 540772 | WOVEN FABRICS, CNTNG 85% OR MORE BY WT OF OTHR SYNTHETIC FILAMENTS, DYED |
| 540774 | WOVEN FABRICS CNTNG 85% OR MORE BY WT OF OTHR SYNTHETIC FILAMENTS, PRINTED |
| 540782 | WOVN FBRCS DYD CNTNG<85% BY WT OF SYNTHTC FILMNTS MIXED MAINLY OR SOLELY WTH COTTON |
| 540783 | OTHER WOVN FBRCS CONT <85% OF SYNTHTC FILMNT MIXD WTH COTN YRN OF DIFF COL- OURS |

| 540784 | WOVN FBRCS,PRNTD,CONTAINING<85% BY WT OF SYNTHTC FILAMNTS,MIXD MANLY/SOLY WTH COTON |
|--------|---|
| 540792 | OTHER SYNTHTIC WOVEN FABRICS, DYED |
| 540793 | OTHR SYNTHTIC WOVN FABRCS OF YARNS OF DIFFERENT COLOURS |
| 540822 | OTHER WOVEN FABRICS CNTNG BY WT>=85% OF ARTIFICIAL FILAMENT/STRIP/LIKE,DYED |
| 540824 | WOVN FBRICS,PRINTED,CONTAINING 85% OR MOREARTIFICIAL FILAMENTS/STRIP/LIKE |
| 550320 | STAPLE FIBRES OF POLYESTER NT CRD/CMBD |
| 550410 | VISCOSE RAYON STAPLE FIBRES NT CRD/COMBD |
| 550922 | MULTIPLE(FOLDED)/CABLED YRN CNTNG 85% OR MORE BY WT OF POLYESTR STAPLE FI- BRES |
| 550951 | OTHR YARN OF POLYSTR STPL FIBRS MIXED MAINLY/SOLELY WITH ARTIFICIAL STAPLE FI- BRS |
| 550952 | OTHER YARN OF POLYSTR STPLE FIBRS MIXED MAINLY/SOLELY WITH WOOL/FINE ANIMAL HAIR |
| 550953 | OTHER YARN OF POLYSTER STAPLE FIBRS MIXED MAINLY/SOLELY WITH COTTON |
| 550959 | OTHER YARN OF POLYESTER STAPLE FIBRES |
| 550999 | OTHR SYNTHTC YRN MXD MAINLY/SOLELY WTH FBRE OTHR THN COTTON/FINE ANML HAIR AND WOOL |
| 551011 | SINGLE YARN CNTNG 85% OR MORE BY WT OF ARTIFICIAL STAPLE FIBRES |
| 551030 | OTHER YARN, MIXED MAINLY OR SOLELY WITH COTTON : |
| 551329 | OTHER WOVEN FABRICS WHICHEVER IS HIGHER |
| 551339 | WOVEN FABRICS OF OTHR SYNTHETIC STA- PLE FIBRES YRN OF DIFFERENT COLOURS |
| 551429 | OTHER WOVEN FABRICS WHICHEVER IS HIGHER |
| 551511 | FBRCS OF POLYESTR STPL FBRS,MXD MAINLY OR SOLELY WTH VISCOSE RAYON STPL FBRS |
| 551513 | FBRCS OF POLYESTR STPL FBRS MXD MAINLY/ SOLELY WTH WOOL/FINE ANIML HAIR |

| 551591 | OTHR WOVN FABRCS OF SYN FIBRS MIXD MAINLY OR SOLELY WITH NAM-MADE FILA- MENTS |
|--------|--|
| 551599 | OTHER SYNTHETIC MIXD WOVEN FABRICS |
| 551624 | WVN FBRCS CNTNG<85% BY WT OF ARTFCL STPL FBRS,MXD MAINLY/SOLELY WTH MAN- MADE FILAMENTS,PRINTED |
| 551641 | WVN FBRCS CNTNG<85% BY WT OF ARTFCL STPL FBRS,MXD MAINLY/SOLELY WITH COT- TON,UNBLCHD/BLCHD |
| 551692 | OTHR MXD WVN FBRCS OF ARTFCL STPL FBRS,DYD |
| 551693 | OTHER MXD WOVEN FBRCS OF ARTFCL STPL FBRS,OF YARNS OF DIFFRNT COLOURS |
| 560221 | FELT,NOT IMPREGNATED,COATED,COVERED/ LAMINATED,OF WOOL/FINE ANIMAL HAIR |
| 560312 | MAN-MADE FILMNT WGHNG>25G /SQM |
| 560749 | OTHR CORDGE ETC OF POLYETHLN/POLYPRO- PYLN |
| 560790 | OTHER TWINE, CORDAGE, ROPE AND CABLES |
| 560811 | MADE UP FSHNG NETS OF MAN-MADE TXTL MATRLS |
| 560900 | ARTCLS OF YRN STRP/THE LKE OF HDNG NO. 5404/5405 TWINE CORDGE-ROP/CBLS N.E.S. |
| 570330 | CARPETS AND OTHR TEXTILE FLOOR COVER- INGS OF OTHR MN-MDE TXTL MATRL TUFTD,W/N MDE-UP |
| 580136 | CHENILLE FBRCS OF MAN-MADE FIBRES |
| 580137 | WARP PILE FABRICS OF MANMADE FIBRES |
| 580500 | HND-WVN TAPESTRIES OF THE TYPE GOBE- LINS, FLNDRS ETC AND NEEDLE-WRKD TAP- ESTRIES (E.G. PETIT POINT CROSS STITCH),W/N MADE U |
| 580620 | OTHER WOVEN FABRICS, CONTAINING BY WEIGHT 5% OR MORE OF ELASTOMERIC YARN OR RUBBER THREAD |
| 580639 | OTHR NARROW WVN FBRCS OF OTHR TXTL MATRLS |
| 580790 | OTHR LABELS BADGES AND SMLR ARTCLS OF TXTL MATRLS (EXCL WOVEN) |
| 580810 | BRAIDS IN THE PIECE |

| 580890 | ORNMNTL TRMMNGS, TASELS, POMPONS AND THE LIKE |
|--------|--|
| 581092 | EMBROIDERY OF MAN-MADE FIBRE |
| 581099 | EMBRDRY OF OTHR TXTL MATRLS |
| 590310 | FBRCS,IMPRGNTD,COATD,CVRD/LAMNTD WITH PVC |
| 590800 | TXTL WICKS,WOVEN,PLAITED/KNITTED,FOR LAMPSSTOVES,LIGHERS,CANDLES ETC,IN- CANDESCENT GAS MANTLES ETC,W/N IM- PREGNATED |
| 600121 | LOOPED PILE FABRICS OF COTTON |
| 600290 | OTHR KNITDOR CROCHETED FBRCS OF WIDTH<30CM |
| 600490 | OTHR FBRCS OF WIDTH>30CM |
| 600621 | OTHR KNITED OR CROCHETD FBRCS OF COT- TON , UNBLCHD OR BLCHD |
| 600622 | OTHR KNITED OR CROCHETD FBRCS OF COT- TON , DYED |
| 600690 | OTHR KNITD OR CROCHETD FBRCS OF OTHER FIBRES |
| 620332 | JACKETS AND BLAZERS OF COTTON |
| 620422 | ENSEMBLES OF COTTON |
| 620442 | DRESSES OF COTTON |
| 620821 | NIGHTDRESSES AND PYJAMAS OF COTTON |
| 621142 | OTHR GRMNTS OF COTTON FR WOMEN'S OR GIRLS' |
| 630520 | SACKS AND BAGS OF COTTON |
| 640610 | UPPERS AND PRTS THEREOF OTHR THN STIFF- ENERS |
| 681019 | OTHER (TILES FLAGSTONES ETC) |
| 681182 | OTHER SHEETS, PANELS, TILES AND SIMILAR ARTICLES |
| 681293 | COMPRESSED ASBESTOS FIBRE JOINTING, IN SHEETS OR ROLLS |
| 681299 | OTHER: |
| 681320 | CONTAINING ASBESTOS: |
| 681599 | OTHER ARTCLS OF STONES/OTHR MINRLS |
| 690210 | GOODS CONTNG BY WT SINGLY/TO- GETHR>50% OF THE ELMNTS MAGNSM,CALSIUM/CHROMIUM EXPRSSDAS MAGNSM OXIDE,CALSIM OXIDE/CHROMIM |

| 690220 | REFRCTORY BRCKS BLOCKS ETC CONTNG BY WT> 50% OF ALUMINA,SILICA/OF MIXTURE OF THESE |
|--------|---|
| 690290 | OTHR REFRACTROY BRICKS, BLOCKS, TILES ETC |
| 690390 | OTHER REFRACTORY CERAMIC GOODS |
| 690722 | |
| 690990 | CEREMIC TROUGHS, TUBS; POTS JARS AND THE LIKE |
| 700420 | GLS COLRD THROUGHOUT THE MASS(BODY TNTD) OPACFD FLSHD/HAVNG A ABSRBNT REFLCTNG OR NON REFLCTNG LAYR |
| 701010 | AMPOULES |
| 701090 | OTHR ARTCLES FOR CNVYNCE/PACKING OF GOODS |
| 720211 | FERO-MANGANESE,CARBON CONTNG>2% BY WEIGHT |
| 720230 | FERRO-SILICO-MANGANESE |
| 720299 | OTHER FERRO-ALLOYS |
| 720918 | FLT-ROLD PRDCTS,IN COILS NT FRTHR WRKD THNCOLD-ROLD (CLD RDUCD) OF THCKNS <0.5 MM |
| 721190 | OTHER FLT-RLLD PRDCTS OF IRN/NON-ALOY STL OF WDTH<600MM,NT CLD,PLATD/COATD |
| 721391 | BARS AND RODS,HOT RLD OF IRON/NON ALOY STL OF CRCULR CRS SCTN MSRNG <14 MM DI- AMTR |
| 721410 | FORGED BARS AND RODS |
| 721922 | HOT-RLLD,PRDCTS NT IN COILS OF THCKNS>= 4.75 MM BUT <10 MM |
| 721923 | HT-RLLD PRDCTS NT IN COILS OF THCKNS OF >=3MM BUT <4.75 MM |
| 721990 | OTHR FLAT-RLLD PRDCTS OF STAINLESS- STEEL OF WDTH >=600 MM |
| 722011 | HT-RLLD PRDCTS OF THCKNS>=4.75 MM |
| 722100 | BARS AND RODS,HT-ROLLD,IN IRRGLRLY WOUND COILS,OF STNLS STL |
| 722240 | ANGLES, SHAPES AND SECTIONS |
| 722300 | WIRE OF STAINLESS STEEL |
| 722860 | OTHER BARS AND RODS : |
| 730300 | TUBES, PIPES AND HOLLOW PROFILES OF CAST IRON |
| 730411 | OF STAINLESS STEEL: |

| 730441 | OTHR TUBS, PIPE AND HOLO PROFILE OF CIR- CULR CROSS-SECTION OF STAINLES STEEL, COLD DRAWNOR COLD ROLLED |
|--------|---|
| 730611 | WELDED, OF STAINLESS STEEL |
| 730619 | OTHER: |
| 731290 | PLAITED BAND,SLINGS AND LIKE OF IRON OR STEEL NT ELECTRCALLY INSULATED |
| 732393 | OTHR HOUSHOLD ARTICLES OF STAINLESS STEEL |
| 740919 | OTHER PLATES, SHEETS ETC OF REFINED COP- PER |
| 741521 | WASHRS(INCL SPRING WASHRS),NOT THREADED |
| 741999 | OTHER ARTICLES OF HEADING 7419 |
| 760110 | ALUMINIUM-NOT ALLOYED |
| 760120 | ALUMINIUM ALLOYS |
| 760529 | OTHER WIRE OF ALUMINIUM ALLOYS |
| 760692 | OTHER PLTS, STRIPS ETC OF ALUMINIUM AL- LOYS |
| 760719 | NT BCKD ALMNM FOIL NOT ROLLD |
| 761699 | OTHERS ARTICLES OF ALUMINIUM (OTHERS). |
| 790111 | ZINC,NOT ALLOYD,CONTNG BY WT>=99.99% ZINC |
| 810296 | WIRE OF MOLYBDENUM |
| 820411 | HND-OPRTED SPANERS AND WRENCHS NON- ADJUSTBLE |
| 820510 | DRILLING THREADING OR TAPING TOOLS |
| 820520 | HAMMERS AND SLEDGE HAMMERS |
| 820890 | OTHR KNIVS AND CUTNG BLADES |
| 821220 | SAFETY RAZOR BLADES INCLD RAZOR BLADE/BLANKS IN STRIPS |
| 821599 | OTHR ARTICLES NOT IN SETS |
| 830241 | OTHR MOUNTINGS FITTINGS AND SMLR ARTCLS SUITABLE FOR BUILDINGS |
| 831110 | COAT ELCTRD OF BS MTL FR ELCTRC ARC WLDNG |
| 831130 | COATED RODS AND CORED WIRE OF BASE METAL FOR SOLDERING BRAZING OR WELD- ING BY FLAME |
| 840212 | WTRTUBE BOILRS WTH A STM PRDCTN<=45T/HR |

| 840219 | OTHER VAPOUR GENERATING BOILERS, IN- CLUDING HYBRID BOILERS: |
|--------|--|
| 840290 | PARTS OF STM/VAPR GNRTNG BOILRS |
| 840410 | AUXLRY PLNT USD WTH BOILRS OF 8402/8403 |
| 840420 | CONDENSERS FOR STEAM/OTHR VPR POWR UNITS |
| 840490 | PARTS OF THE ITEMS OF 840410 AND 840420 |
| 840690 | PARTS OF TURBINES |
| 841420 | HAND OR FOOT-OPERATED AIR PUMPS |
| 841989 | OTHR MACHINERY,PLANT AND EQUIPMNT OF HDG8419 |
| 842099 | OTHER PARTS OF CALENDRNG/OTHR RLNG MACHNS |
| 842320 | SCLS FR CNTNUOS WEIGHNG OF GOODS ON CNVEYR |
| 842611 | OVERHEAD TRAVELLING CRANES ON FXD SUPPORT |
| 842820 | PNEUMATIC ELEVATORS AND CONVEYORS |
| 843710 | MACHINES FOR CLEANING,SORTING OR GRADING SEED,GRAIN OR DRIED LEGUMI- NOUS VEGETABLES |
| 843780 | OTHER MACHNRY FOR CLNG,SRTNG/GRADNG SEEDS |
| 843830 | MCHNRY FOR SUGAR MANUFACTURE |
| 843910 | MCHNRY FR MKNG PULP OF FIBRS CLLSC MTRL |
| 844511 | CARDING MACHINES |
| 844519 | OTHR MCHNS FR PRPRNG TXTL FIBRES |
| 844530 | TXTL DOUBLNG/TWISTNG MCHNS |
| 844590 | OTHER TEXTILE MACHINES OF HDG 8445 |
| 844819 | OTHERS |
| 844820 | PRTS AND ACCSSRS OF MCHNS OF HDG NO.8444/OF THEIR AUXLRY MCHNRY |
| 844831 | CARD CLOTHING |
| 844832 | PRTS AND ACCSSRS OF MCHNS FR PRPRNG TXTL FBRS,EXCL CARD CLOTHING |
| 844833 | SPINDLES,SPINDLE FLYERS,SPINNING RINGS AND RING TRAVELLERS |
| 844839 | OTHR PARTS AND ACCESSORIES OF HDG 8445 |
| 844842 | REEDS FR LOOMS,HEALDS AND HEALD- FRAMES |

| 844851 | SNKRS,NEDL AND OTHR ARTCLS USD TO FORM STCHS |
|--------|---|
| 845190 | PARTS OF THE MACHINES OF HDG 8451 |
| 845420 | INGOT MOULDS AND LADLES |
| 845521 | ROLLING MILLS-HOT/COMBINATION HOT AND COLD |
| 845522 | ROLLING MILLS-COLD |
| 845590 | OTHER PARTS |
| 845819 | OTHER HORIZONTAL LATHES |
| 845899 | OTHER LATHES |
| 846029 | OTHR GRNDNG MCHNS IN WHICH THE POSI- TIONG IN ANY ONE AXIS CAN BE SET UP TO AN ACCURACY OF AT LEAST 0.01 MM |
| 846190 | 0THER MACHINE TOOLS OF HDG NO 8461 |
| 846599 | OTHER MACHINE-TOOLS OF HDG 8465 |
| 846890 | PARTS OF ARTICLES OF HEADING 8468 |
| 847420 | CRUSHING/GRINDING MACHINES |
| 847439 | OTHR MXNG/KNEADNG MACHINES |
| 847730 | BLOW MOULDING MACHINES |
| 847940 | ROPE/CABLE-MAKING MACHINES |
| 847960 | EVAPORATIVE AIR COOLERS |
| 848079 | OTHR MOULDS FOR RUBBER/PLASTICS |
| 850211 | GENRTNG SETS WTH CMPRSSN IGNTN INTRNL CMBSTN PSTN ENGNS(DIESL/SEMI-DIESL ENGNS) OF AN OUTPUT NT EXCDNG 75 KVA |
| 850212 | GENRTNG SETS WTH CMPRSSN IGNTN INTRNL CMBSTN PSTN ENGNS(DSL/SEMI-DSL ENGNS)OF AN OUTPUT >75 KVA BUT<=375 KVA |
| 850213 | GENRTNG SETS WTH CMPRSSN IGNTN INTRNL CMBSTN PSTN ENGNS(DSL/SEMI-DSL ENGNS) OF AN OUTPUT EXCDNG 375 KVA |
| 850300 | PARTS SUTBL FR USE SOLELY/PRNCPLLY WTH THEMCHNS OF HDG NO.8501 AND 8502 |
| 850423 | LQD DIELECTRC TRNSFRMRS HVNG A PWR HNDLNG HNDLNG CAPCITY EXCDNG 10000 KVA |
| 851420 | INDCTN/DIELCTRC FURNACES AND OVENS |
| 851430 | OTHER FURNACES AND OVENS: |
| 851490 | PARTS OF ARTCLS IN HDNG 8514 |
| 852359 | OTHER |
| 852873 | OTHER, BLACK AND WHITE OR OTHER MONO- CHROME: |

| 853225 | OTHR FXD CAPACTRS DIELCTRC OF PAPR/PLSTCS |
|--------|---|
| 853540 | LIGHTNING ARRESTERS, VOLTAGE LIMITERS AND SURGE SUPPRESSORS |
| 853610 | FUSES OF VOLGATE NOT EXCEEDING 1000 VOLTS |
| 854419 | WINDING WIRES OF OTHR METLS,/SUB- STANCES EXCL COPPER |
| 870192 | |
| 871120 | MOTOR CYCL ETC WTH RCPRCTNG INTRNL CMBSTN PSTN ENGN OF CYLNDR CPCTY>50 CC TO 250 CC |
| 871410 | OF MOTORCYCLES (INCLUDING MOPEDS): |
| 871491 | FRAMES,FORKS AND PRTS THEREOF |
| 871493 | HUBS,EXCL COASTER BRKNG HUBS AND HUB BRAKES,AND FREE-WHEEL,SPROCKET- WHEELS |
| 871494 | BRAKES,INCL COASTER BRAKING HUBS AND HUB BRAKES AND PRTS THEREOF |
| 871499 | OTHR PRTSANDACCSSRS OF BICYCLESAND OTHR CYCLES |
| 900110 | OPTCL FIBRS,OPTICAL FIBRE BUNDLES AND CABLES |
| 960630 | BUTN MOULDS AND OTHR PRTS OF BUTN;BUTN BLNKS |
| 960891 | PEN NIBS AND NIB POINTS |

D. Trade Indicators

1. Revealed Comparative Advantage Index (RCA): RCA for a commodity exported from a country means the importance of this commodity in the export trade of the country in comparison with the importance of the commodity in world exports. Mathematically,

RCAij = (xij/Xit)/(xwj/Xwt) where xij = country i's exports of commodity j Xit = country i's total exports xwj= world exports of commodity j Xwt= total world exports.

When RCAij > 1, i.e. when j's weight in i's exports (xij/Xit) is more than j's weight in world exports (xwj/Xwt), country i is said to have a revealed comparative advantage in commodity j. There is a revealed comparative disadvantage if RCAij < 1. When RCAij = 1, there is neither comparative advantage or disadvantage.

By studying the RCA for a commodity exported from a country over time, it can be seen whether the country in question is gaining in comparative advantage regarding a particular commodity. If RCA is falling, the reasons require investigation. (xij/Xit) may have risen less or fallen more than proportionately than (xwj/Xwt).

2. One way of checking the reasons for a fall in RCA for a particular commodity is seeing which markets are responsible for this fall. This can be seen from another, slightly different, indicator called Export Specialization Index (ESI).

ESI = (xij/Xit)/(mkj/Mkt), where

mkj = import of commodity j to market k

Mkt= world imports of commodity k.

(mkj/Mkt) gives the weight of j in market k. So, if RCAij is seen to fall, then it can be found out for which markets ESI has fallen. Special attention may then be given to those markets regarding the commodity in question.

3. Like RCA, the revealed comparative import intensity (RCII) can also be measured.

RCII = (mij/Mit)/(mwj/Mwt)

where mij = country i's imports of commodity j

Mit = country i's total imports

mwj= world imports of commodity j

Mwt= total world imports.

This gives an idea whether the proportion of imports of any commodity is more than expected, in terms of the share of that commodity in world imports.

4. Bilateral trade between countries is an important area of trade policy in that bilateral trade agreements are signed to increase trade. However, some points require to be examined before entering into these agreements. Firstly, it is necessary to see whether there is trade complementarity between the two countries. That is, whether the exports of one country match with the imports of the other, and vice versa. Naturally, when trade complementarity is high between two countries, it is beneficial to enter into a trade agreement. If a partner country does not import what India generally exports, there is little point in entering into a trade agreement with that country. The Trade Complementarity Index (TCI) is given as follows:

 $TCI = 1 - \sum (|mik - xij|/2)$, where

mik= share of commodity i in the imports of market k

xij = share of commodity i in the exports of country j.

It is evident that TCI can have values between 0 and 1. When these shares, are mik and xij are close to each other, (i.e. when trade complementarity increases) TCI is close to 1. As their difference increases, TCI falls.

TCIW = TCI between a country and the World.

RTCI (Relative Trade Complementarity Index) between country k and country j = (TCI between country k and country j) / (TCI between country k and the world) RTCI gives a measure of the complementarity between two countries as compared to the

complementarity between the first country and the world.

5. But another fact may be checked while proceeding to enter into a trade agreement. The trade between the two countries may already be quite high. This can be measured by the Export Intensity

Index (EII). TII = (xij/Xit)/(xwj/Xwt) where xij = country i's exports to country j Xit = country i's exports to the world xwj = world exports to country j Xwt = total world exports.

This essentially measures the relative importance of country j in country I's export trade, in comparison with country j's importance as world export destination. EII < 1 or >1 implies less than or more than expected bilateral trade, respectively. If EII is already high, there is little scope of further increasing bilateral trade between i and j. But if is low, and if TCI is high, bilateral trade can very well be increased through trade agreements.

6. A related indicator is the Export Similarity Index (XSI), which helps us identify a country's competitors.

 $XSI = \sum [\min (Xij, Xik)*100]$

where \overline{Xij} = share of commodity i in exports of country j

Xik= share of commodity i in exports of country k

XSI can vary between 0 and 100. It will be seen that when Xij= Xik for all i's, XSI = 100, which means complete export similarity between countries j and k. As Xij and Xik start to differ, XSI falls. Countries exporting the same commodities are competitors in the world market, and export strategies, taking in to account such competition, have to be designed accordingly.

7. It is necessary to know whether the exports of a country are concentrated in a few products. A high concentration, while enabling a country to reap the benefits of specialization and economies of scale, also exposes a country to the risks arising from the vicissitudes of global trade. The Hirschman Index (HI), used by UNCTAD, is a handy measure for monitoring export concentration. $HI = \sqrt{[\sum Sq(xi/Xt)]}$

where xi is the country's exports of commodity i

Xt is the country's total exports.

HI ranges from (1/n) to 1. The higher the value of HI, the higher the concentration of exports.

8. Intraindustry trade is of importance as it can increase and expand markets. The standard indicator is the Index of Intraindustry Trade (IIT).

 $IITjk = 1 - \left[\sum |Xijk - Mijk| / (Xijk + Mijk)\right]$

where Xijk = exports of products of industry i from country j to country k

Mijk = imports of products of industry i from country k to country j.

IIT can take values from 1 (extremely high intra-industry trade, exports equaling imports) to 0 (no interindustry trade at all).

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