

Investment and Trade Need Survey for JICA Preparatory Study of Private Sector Development Program in Bangladesh: Foreign Questionnaire Survey



HUMAN DEVELOPMENT RESEARCH CENTRE



Mitsubishi UFJ Research and Consulting



World Business Associates Co., Ltd.

Investment and Trade Need Survey for JICA Preparatory Study of Private Sector Development Programme in Bangladesh

Foreign Questionnaire Survey

Prepared for

Mitsubishi UFJ Research and Consulting

World Business Association Co., Ltd

 **Human Development Research Centre**
www.hdrc-bd.com

Dhaka: June 5, 2012

CONTENTS

Sl. No.	Title	Page #
CHAPTER I: INTRODUCTION.....		1
CHAPTER II: OVERALL SURVEYED INDUSTRIES		3
2.1	Introduction	3
2.2	Major Export Destination Countries	3
2.3	Interest for Investment	3
	2.3.1 View of Interested Companies.....	3
	2.3.2 View of Non-Interested Companies.....	5
2.4	Interest to Import from Bangladesh	5
2.5	Suggestion	6
CHAPTER III: PERCEPTION OF INDUSTRIES BY COUNTRY		7
3.1	Introduction	7
3.2	Export Turnover.....	7
3.3	Major Export Destinations.....	7
3.4	Interest for Investment	7
	3.4.1 View of Interested Companies.....	8
	3.4.2 View of non-Interested Companies	9
3.5	Suggestions	10
CHAPTER IV: PERCEPTION OF INDUSTRIES BY EXPORT RATIO		11
4.1	Introduction	11
4.2	Export Destination	11
4.3	Interest for Investment	11
	4.3.1 View of Interested Companies.....	11
	4.3.2 Major Constrains of Investment in Bangladesh.....	12
4.4	View of Non-Interested Companies.....	12
	4.4.1 More Attractive Country.....	12
	4.4.2 Factors on Investment Climate	13
4.5	Suggestions	13

List of Figures

Figure 2.1:	Name of major export destination (multiple responses) as reported by surveyed applicable industries (in %)	3
Figure 2.2:	Distribution of interested potential investors (in %) by their opinion on major factors of attraction (multiple responses) for being interested to invest in Bangladesh.....	4
Figure 2.3:	Distribution of interested potential investors (in %) by their opinion on major constraints of having investment in Bangladesh (multiple responses) Bangladesh.....	4
Figure 2.4:	Distribution of non-interested investors for Bangladesh (in %) by their opinion on factors that are important for choosing other countries for investment	5
Figure 3.1:	Percentage distribution of potential investors by country of origin of the industries and interest in investing in Bangladesh	7
Figure 3.2:	Distribution of interested potential investors (in %) by country of origin of the industries and their opinion on major factors of attraction (multiple responses) for being interested to invest in Bangladesh.....	8
Figure 3.3:	Distribution of interested potential investors (in %) by country of origin of the industries and their opinion on major constraints of having investment in Bangladesh (multiple responses) Bangladesh	9

Sl. No.	Title	Page #
Figure 3.4:	Distribution of non-interested investors (in %) by country of origin of the industries and their opinion on factors of attraction (multiple responses) they consider before investment	10
Figure 4.1:	Percentage distribution of potential investors by export as proportion of turnover and interest in investing in Bangladesh	11
Figure 4.2:	Distribution of interested potential investors (in %) by export as proportion of turnover and their opinion on major factors of attraction (multiple responses) for being interested to invest in Bangladesh	12
Figure 4.3:	Distribution of interested potential investors (in %) by export as proportion of turnover and their opinion on major constraints of having investment in Bangladesh (multiple responses) Bangladesh	12

List of Tables

Table 1.1:	Some sources of information on potential investors for Bangladesh	1
Table 1.2:	Distribution of sample industries for foreign questionnaire survey by country and sector....	2
Table 1.3:	Distribution of responded companies by country of origin.....	2

Annexure

Annex 1:	Tables	14-30
----------	--------------	-------

Chapter I

Introduction

Foreign questionnaire survey aims to identify and analyze the needs and demand for investment and trade in Bangladesh from foreign investors' perspective. In the process of foreign questionnaire survey, a list of 306 foreign potential investors from South Asia, ASEAN, China, Korea, Taiwan, Europe and US was devised for sample survey. For compiling such list of *potential investors* for Bangladesh, necessary communication was made with different institutions like Ministry of Foreign Affairs, Bangladesh, relevant joint country business associations (e.g., India-Bangladesh Chamber of Commerce and Industry, Bangladesh China Chamber of Commerce and Industry), International Trade and Investment fair organizer etc (a list of sources of information is given in Table 1.1). In addition to making contact with such primary sources, trade and investment news from different national and international newspaper, and online journal were also considered in compiling the list of potential investors for Bangladesh.

Table 1.1: Some sources of information on potential investors for Bangladesh
Ministry of Foreign Affairs, Bangladesh
Korea-Bangladesh Chamber of Commerce and Industry
Bangladesh-Malaysia Chamber of Commerce & Industry
Bangladesh China Chamber of Commerce and Industry
India-Bangladesh Chamber of Commerce and Industry
Brochure of 22 nd BATEXPO 2011 (Bangladesh Apparel and Textile Exposition 2011)
Bangladesh Textile and leather Directory, 2010-11 (2 nd edition)
Plastic industrial fair directory Garments accessories fair
Compiled investment news from newspaper; available at- http://www.skyscrapercity.com/showthread.php?t=214423&page=1
Brochure of Asia Pharma Expo 2011 Bangladesh
Brochure of The 7th Bangladesh Int'L Plastic Packaging Printing Industry Exhibition
Brochure of PACEXPO-2012 (International Exhibition on Packaging, Garments Accessories & their raw materials, machinery & services)
Brochure of 9th Dhaka International Textile and Garment Machinery Exhibition (DTG 2012)
Brochure of BIET (Bangladesh Industrial Engineering & Manufacturing Technology Trade Show)
Brochure of BASIS Soft Expo 2012
Participant list of Thailand Trade Show, Dhaka 2012, available in The daily Star on March 28, 2012 (page number B1)
Show Directory of Showcase Malaysia 2011, Dhaka

Questionnaires were sent to respective 306 sample industries through registered mail. A return envelopes bearing the address of Human Development Research Centre (HDRC) was enclosed with each questionnaire, so that respondent can send filled in questionnaire without having any difficulty. In addition to that, e-version of the questionnaires also was sent to the respective potential investors or traders through e-mail. In this process, periodical follow up communication with the companies were made to ensure maximum responses. Questionnaires were also sent to international participants of various Trade Fairs that took place in Dhaka and Chittagong during the survey period. Upon the request of some participants of International trade fair that held in Dhaka, research assistants were sent to the fair to collect filled in questionnaires. Number of sample companies by country of origin is given in Table 1.2.

Table 1.2: Distribution of sample industries for foreign questionnaire survey by country and sector		
Sl.	Name of Country	Number of Industry
1	Canada	6
2	China	57
3	Germany	15
4	India	56
5	Malaysia	15
6	The Netherlands	18
7	South Korea	18
8	Bhutan	6
9	Nepal	6
10	Pakistan	6
11	Srilanka	5
12	Taiwan	45
13	UK	12
14	USA	23
15	Thailand	18
Total		306

Among the 306 sample companies, 87 sample companies have sent filled-in questionnaire through e-mail or directly handed over the questionnaire to research assistants. As the responses from companies of Europe and America are negligible (i.e., total 4 responses: 3 from Germany and 1 from USA), those responses have been excluded in analysis. Hence, analysis in following chapters has been carried out including responses of 83 companies. Detail distribution of responded companies by country of origin is given below.

Table 1.3: Distribution of responded companies by country of origin		
Origin of the surveyed companies	Number of companies (n)	Percent of companies (%)
India	24	28.9
Bhutan	6	7.2
Nepal	6	7.2
Pakistan	6	7.2
Srilanka	5	6.0
China	8	9.6
Thailand	18	21.7
Taiwan	10	12.0
Total (N:83)	83	100

Chapter II

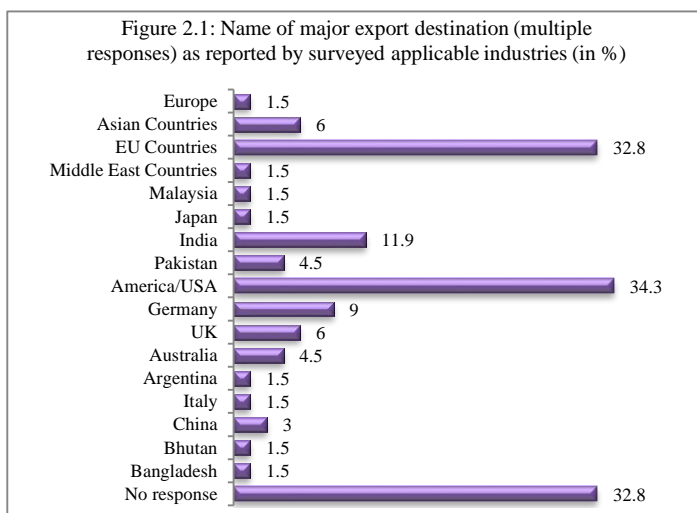
Overall Surveyed Industries

2.1 Introduction

To improve business environment, the investor’s view need to be addressed properly. Here, view of both domestic and foreign the industries are equally important. Considering this issue the study tried to collect the view of potential foreign investors in Bangladesh. This chapter tries to express the view of those foreign companies who has not invested in the country yet.

2.2 Major Export Destination Countries

During the survey it was asked to the foreign companies about their current destination of export. The study found major number of companies (34 percent) has export to USA. Around 33percent surveyed companies are exporting to EU countries. There were 12 percent companies who are already exporting to India. 5 percent companies have reported about their export to Pakistan (Annex Table-2.5). Figure 2.1 shows the percentage of export destination countries as reported by surveyed companies.



2.3 Interest for Investment

Against the question of interest to invest in Bangladesh, a 59 percent companies have reported that they are interested to invest in Bangladesh; while 39 percent companies are not interested to invest now in Bangladesh (Annex Table-2.6).

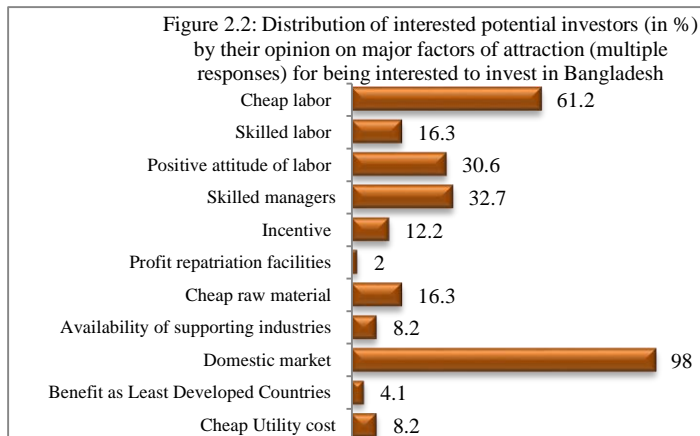
2.3.1 View of Interested Companies

Purpose of investment

Foreign companies, who mentioned about their interest about investment in Bangladesh, were asked about purpose of their investment. In this regard, the study found 14 percent companies who want to invest in Bangladesh to produce products in Bangladesh and finally sell those products in Bangladesh market. There were 69 percent companies who want to produce products in Bangladesh and sell them both in domestic and foreign markets. The study also found that 10 percent companies do not want to produce products in Bangladesh; rather they have intention to import their product in Bangladesh and sell them in market of Bangladesh (Annex table-2.7).

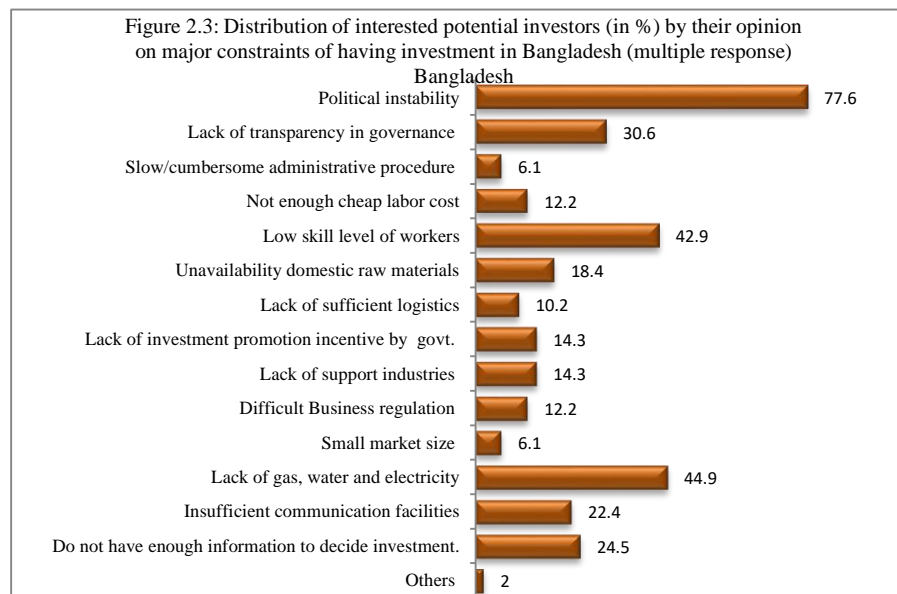
Major Attracting Factors for Investment in Bangladesh

During the survey investors (who have interest to invest in Bangladesh) were asked about the factors of interest to invest in Bangladesh. Around 98 percent companies mentioned that the main attracting factor of this country is its big and potential internal market in terms of size, growth potential. The study also found 61 percent companies who have been attracted by cheap labour cost of the country. There were 33 percent companies who have been attracted by skilled manager of the country. Quiet considerable number of foreign companies (31 percent) mentioned of positive attitude of labour as main attracting factor for investment (Annex Table-2.8). Figure 2.2 shows the major attracting factors that have attracted foreign investors for investing in Bangladesh.



Major Constrains of Investment in Bangladesh

Potential foreign companies may have perception about constrains for investment in Bangladesh and at this rational this issue was asked to surveyed respondent. According to 78 percent foreign companies from the interested investor group, “political instability” is the prime constrain on investment of



Bangladesh. Quiet considerable proportion of foreign companies (45 percent) mentioned basic utility support system including gas, electricity, water as constrain for investment in this country. About 43 percent foreign companies feel that low skill of labour is one of the constrain for investment in Bangladesh. About 25 percent foreign companies reported that the country’s information about investment climate is not well known to foreign companies which is also a constrains of investment in this country (Annex Table-2.9). Figure 2.3 shows the view of foreign companies who are interested to invest in the country, on major constrains for investment in Bangladesh.

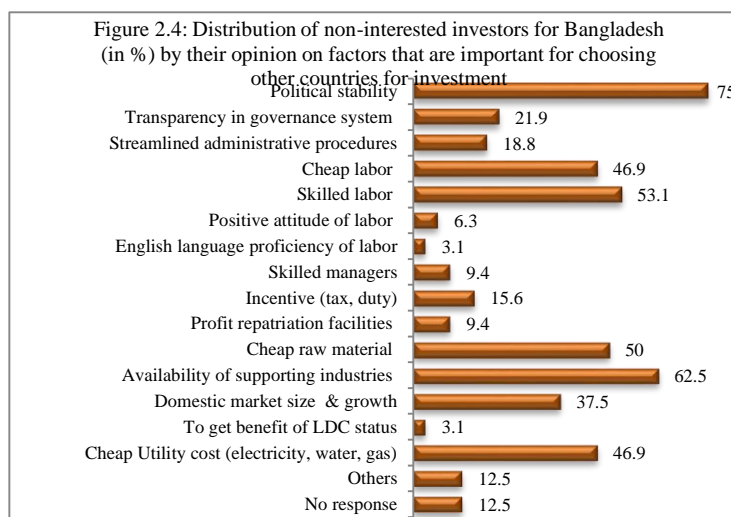
2.3.2 View of Non-Interested Companies

More Attractive Countries for Investment

During the survey, it was found that 41 percent companies feel India has better attracting factors for investment compare to Bangladesh. Around 22 percent companies said they do not have intention to invest any foreign country at this moment (Annex table-2.10).

Factors on Investment Climate

Companies who are not interested to invest in Bangladesh at this moment may considered some factors before making their plan of investment. In this regard, 75 percent company mentioned political stability is the prime factor behind investment. A 63 percent companies were on the opinion of availability of supporting industry as attracting factor of investment. A 47 percent companies think cheap labour is the main factor of investment in the country (Annex table-2.11).



2.4 Interest to Import from Bangladesh

Among the surveyed companies, the study found 96 percent companies who are not importing industrial products from Bangladesh. Rests of companies (4 percent) are importing materials for their company from Bangladesh (Annex Table 2.12). The companies who are importing material from Bangladesh mentioned good quality and low cost behind their import from the country (Annex Table 2.13).

Companies who are not importing from Bangladesh were asked about their intention for future import plan from Bangladesh. About 76 percent companies reported to have no intention to import material from Bangladesh currently; while 19 percent companies have interest to import raw material from Bangladesh (Annex Table 2.16).

Companies, who shown interest to import in future from Bangladesh, were asked about the factors which motivate them to import from Bangladesh. Among the group, 73.3 percent companies reported about good quality of Bangladeshi material made them interested to of import from the country. Around 60 percent companies mentioned low cost as the reason behind import (Annex Table 2.17).

Those who mentioned that they are not interested to import from Bangladesh were also asked for reason behind their intention. A 74 percent of those companies reported that the type of product or service of Bangladesh does not match with their company requirement. About 62 percent companies mentioned that they do not have enough information about the products and service of the country (Annex Table 2.18).

2.5 Suggestion

Surveyed companies were asked about their suggestion about the requirement to attract investment in Bangladesh. In this regard, 64 percent companies mentioned that information for potential investor of Bangladesh is their prime requirement. Quite considerable number of companies (55 percent) mentioned about infrastructure as prime requirement for investment in this country. About 39 percent companies mentioned land availability for plant location is their prime requirement (Annex Table 2.19).

Chapter III

Perception of Industries by Country

3.1 Introduction

Analysis was done in this chapter by the country of origin of surveyed companies. The category was done by companies from India, Other South Asian Countries, China, Thailand and Taiwan. Among the surveyed industries, 24, 23, 8, 18 and 10 companies are from India, other south Asian countries, China, Thailand and Taiwan respectively.

3.2 Export Turnover

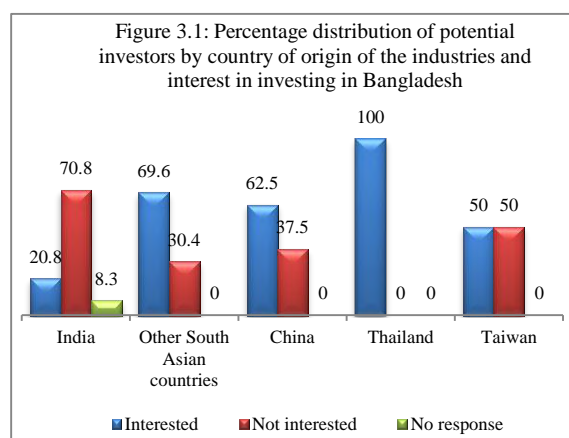
The Study reveals that major portion of the surveyed Indian companies (67 percent) have export of 25 to 74.99 percent as proportion of turnover. Among the companies from other South Asian countries, about 70 percent companies have export of 25 to 74.99 percent as proportion of turnover. However, most of the surveyed Chinese companies (50 percent) do not export their product and service to foreign countries. Among companies from Thailand, considerable portion of companies (61 percent) earn 25 to 74.99 percent of turnover from export (Annex Table 3.2).

3.3 Major Export Destinations

Around 65 percent Indian companies are exporting their products to EU countries. About 60 percent Indian companies are exporting to USA and 10 percent companies from the same country export their products to Australia. Among the companies from South Asian countries (except India), 50 percent companies reported to have their products exported to India, while 27 percent surveyed companies from the same countries export products to USA market. Around 24 percent companies from Thailand reported that they export their product or services to other Asian countries. Same proportion of Thailand companies is exporting products to EU countries as well (Annex Table 3.4).

3.4 Interest for Investment

Companies were asked about their interest to invest in Bangladesh. It was found that 70.8 percent Indian companies under survey do not have interest to invest in Bangladesh at this moment. On the other hand, most of the companies from China, Thailand, Taiwan and other south Asian countries have shown interest to have investment in Bangladesh. Around 70 percent and 63 percent companies from China and other Asian countries respectively are interested to invest in Bangladesh. All of the surveyed companies of Thailand are interested to invest in Bangladesh (Annex table-3.5).



All of the surveyed companies of Thailand are interested to invest in Bangladesh (Annex table-3.5). Figure 3.1 shows the percentage distribution of potential investors by the country of origin and their interest in investment in Bangladesh.

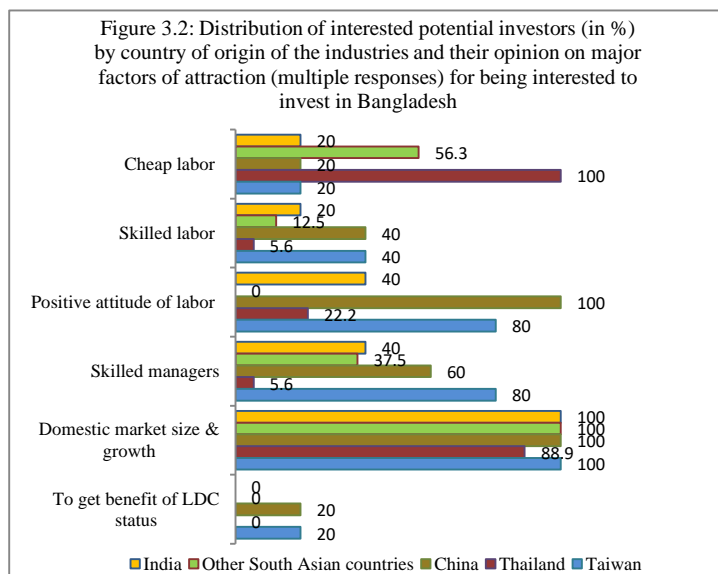
3.4.1 View of Interested Companies

Purpose of investment

Those who have mentioned about their interest to invest in Bangladesh were asked about their purpose of investment. Majority of the companies are interest to invest in Bangladesh to produce their product in Bangladesh and sell them to both Bangladeshi and foreign markets. Around 63 percent other south Asian countries and 89 percent Thailand base companies reported of the same intention. Relatively fewer proportion of Indian companies (i.e., 40 percent) want to produce their product in Bangladesh and sell them to both Bangladeshi and foreign markets (Annex Table 3.6).

Major Attracting Factors for Investment in Bangladesh

The survey reveals that all of the interested Indian companies (who have interest to invest in Bangladesh) have been attracted by the size, growth and potential of domestic market of Bangladesh. Around 40 percent companies from the same country mentioned positive attitude of labour and skilled manager as attracting factor for investment in Bangladesh. Figure 3.2 shows the attracting factors for investment as reported by interested surveyed investors.



All of the surveyed companies (who are interested to invest in Bangladesh) from India, China, Taiwan other south Asian countries, have been attracted by size, growth and potential of Bangladeshi domestic market. Around 89 percent companies mentioned that size, growth and potential of domestic market attracted them to invest in Bangladesh.

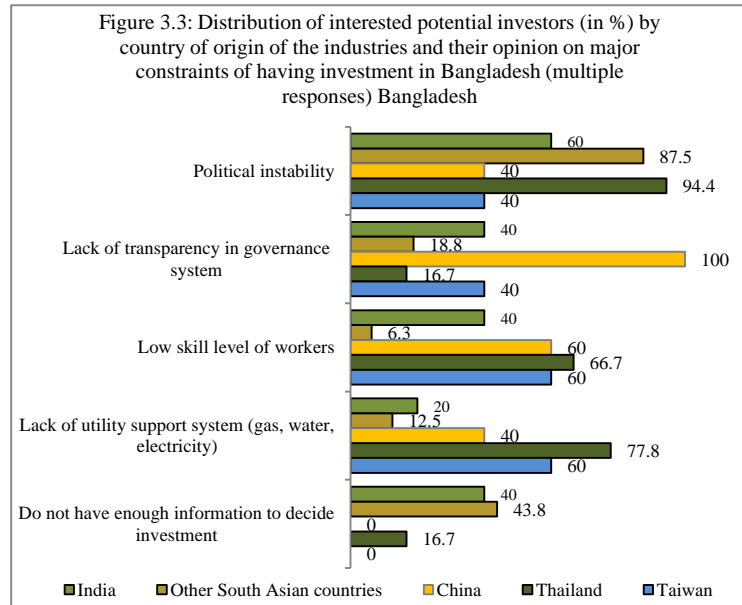
All of the Chinese companies opined that positive attitude of labor in Bangladesh is one the attracting factor for having investment in Bangladesh. About 60 percent of the Chinese companies mentioned skilled manager of Bangladesh as attracting factor for investment in Bangladesh (Annex table-3.7).

Major Constrains of Investment in Bangladesh

The companies who have interest to invest in Bangladesh were asked about major constrains of investment in Bangladesh. In this regard, 60 percent of Indian companies reported political instability as a main constrain, while 40 percent companies from same country reported lack of transparency in government as another constrain against investment in Bangladesh. Same portion of Indian companies (40 percent) also mentioned lack of supporting industries and lack of information as constrains for investment in Bangladesh. Figure 3.3 shows view (in percentage) of companies, interested to invest in Bangladesh, from different countries about constrain on investment of Bangladesh.

Major portion of South Asian companies (88 percent) reported “political instability” as constrain against investment in Bangladesh, while 44 percent companies pointed out “lack of information about investment” as one of the constrain against investment.

All of the companies from China mentioned lack of transparency as a constraint for investment in Bangladesh. Lack of supporting industry was mentioned by 60 percent of Chinese companies as weakness for investment. Weakness due to skill labour shortage was mentioned by 60 percent of Chinese companies as weakness on investment climate.



A 94 percent Thailand companies feel political instability of Bangladesh is weakness of investment climate of Bangladesh. Lack of utility support system including gas and electricity supply was mentioned by 78 percent Thailand based companies as constrain for investment. There were 67 percent companies of Thailand who mentioned low level of workers skill as weakness against investment.

A 60 percent of Taiwan based companies mentioned that lack of utility service specially gas and electric supply condition is weak which has negative role on investment climate. Same portion of companies from Taiwan (60 percent) mentioned lack of skill of labour as constrain for investment in Bangladesh (Annex Table 3.8).

3.4.2 View of non-Interested Companies

More Attractive Countries for Investment

Foreign companies who are not interested to invest in Bangladesh were asked about their idea about more attractive country for investment. In this regard, it was found that 53 percent Indian companies feel their own country India is more attractive for them to invest. Among companies from other south Asian countries, 57 percent companies still do not have any intention to invest any foreign countries. (Annex table-3.9).

Factors of Investment Climate

During the survey it was asked to the companies (who were not interested to invest in Bangladesh) about the factors they consider before investment in a new country. In this connection, 88 percent of Indian companies feel political stability is a major issue which the investors always want to know before investment in a new country. Same portion of Indian companies consider situation of supporting industries as factor for investment. Around 82 percent Indian companies prefer cheaper labour cost as attracting factor for investment. For 71 percent Indian company, cheap utility cost (including electricity, gas and water cost) is another considerable factor for investors [Annex table-3.10]. Figure 3.4 shows view of non-

interested investors by country of origin on factors of attraction (multiple responses) they consider before investment.

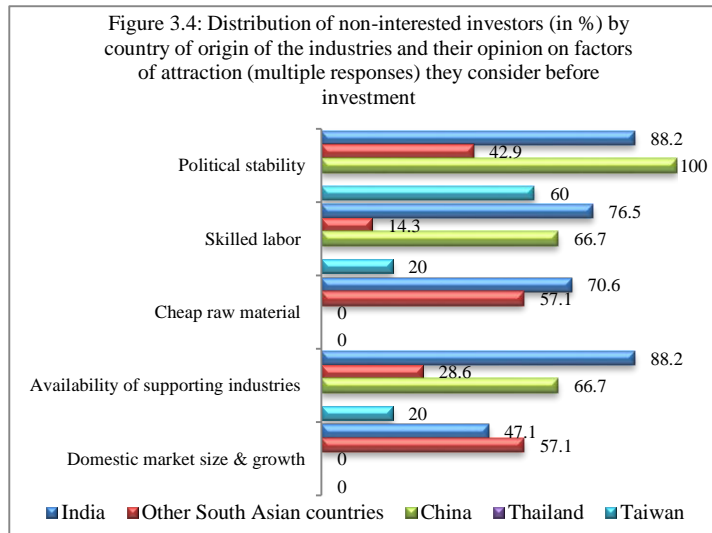
A 57 percent companies from other south Asian countries mentioned that cheap raw material is the factor that attracts investors. Same number of companies (57 percent) from same countries thinks domestic market size, growth and potential is the attracting factor for investment.

All of the Chinese companies mentioned political stability is the considerable factor for the investors. Same number of Chinese companies also mentioned transparency of government including corruption situation matters on investment climate. Streamlined administrative procedure was also mentioned by 100 percent Chinese companies as factor for investment into a new country.

A 80 percent Taiwan Company reported transparency on government is a major factor for investment on a new country. While 60 percent companies from the same country consider political stability situation as factor before investment.

3.5 Suggestions

The study also collected suggestions from foreign investors about promoting better investment climate of Bangladesh. Most of the Indian companies (54 percent) suggested for improving availability of information for potential investors. Around 38 percent Indian companies suggested for improvement of the skill of worker to support industries. Requirement of infrastructure improvement was mentioned by 29 percent companies from India. Suggestion to provide more information about potential investment was mentioned by 61 percent companies from other south Asian countries. Large number of companies (88 percent) from china had given emphasis to improve infrastructure of Bangladesh. Around 62 percent Chinese companies have suggested for improving the country’s Special Economic Zone (SEZ) and Export Processing Zone (EPZ). Major number of companies (56 percent) of Thailand suggested for improvement of land availability for industrial plants (Annex Table 3.16).



Chapter IV

Perception of Industries by Export Ratio

4.1 Introduction

In this chapter, effort has been made to analyze the scenario of foreign companies by export as proportion of turnover. It has been analyzed by five broad classes companies in terms of export as proportion of turnover. The broad five categories are:

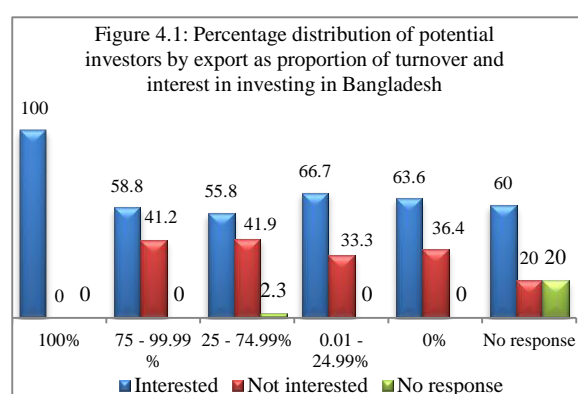
Export as proportion of turnover	Categories
100 percent	A
75 to 99.99 percent	B
25 to 74.99 percent	C
1 to 24.99 percent	D
0 percent	E

4.2 Export Destination

Around 29 percent companies of the category B (i.e., companies having export range between 75 and 99.99 percent of turnover) export their product and service to USA. Moreover, from the same category, 24 percent companies are exporting their product and service to different EU countries; whereas, 12 percent companies have export to India. Study reveals that major portion of the companies from categories C (i.e., companies having export range between 25 and 74.99 percent of turnover) are selling their products to the market of EU countries and USA (42 percent and 40 percent respectively (Annex Table-4.3).

4.3 Interest for Investment

Around 59 percent and 56 percent companies from categories B and C respectively are interested to have investment in Bangladesh. Compare to companies from Categories B and C, relatively better proportion of companies from Categories D and E (67 percent and 64 percent respectively) are interested to invest in Bangladesh (Annex Table-4.4). Figure 4.1 shows view of foreign companies by export as proportion of turnover about their interest on investment in Bangladesh.



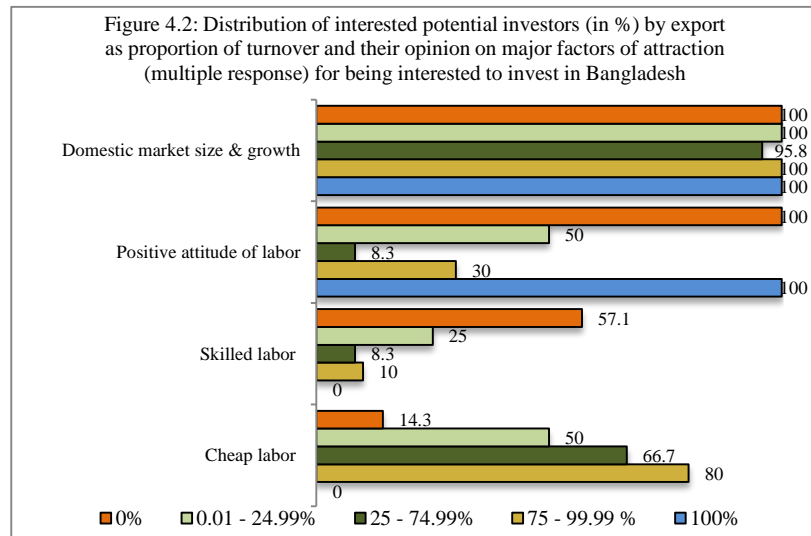
4.3.1 View of Interested Companies

Purpose of Investment

The companies who mentioned about their interest to invest in Bangladesh were asked about their purpose of investment. Around 80 percent foreign companies of categories B mentioned that they want to produce their product in Bangladesh and sell them in both Bangladesh and other foreign markets. In similar fashion, majority (71 percent) of the companies from categories C want to produce their product in Bangladesh and sell them in both Bangladesh and foreign market (Annex table-4.5)

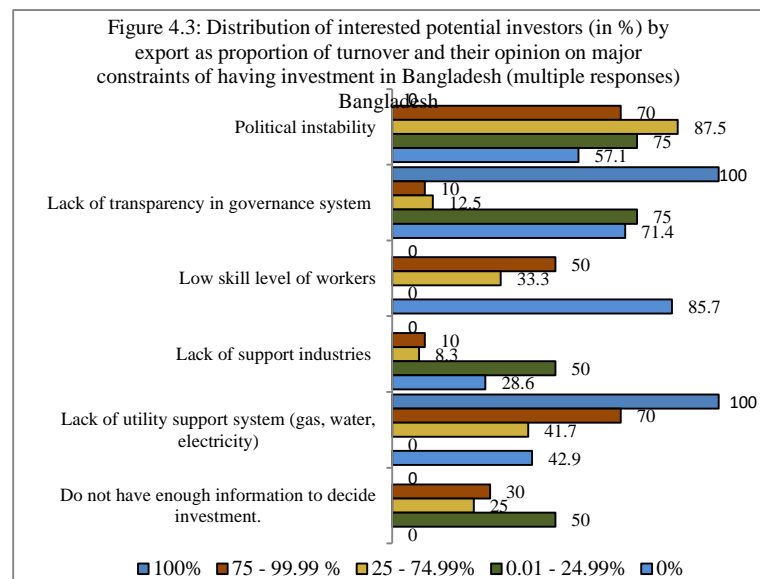
Major Attracting Factors for Investment in Bangladesh

The question of attracting factor for investment in Bangladesh was raised to foreign companies who have interest to invest in Bangladesh. In this regard, it was found that 80 percent companies of categories B were attracted by cheap labour cost of Bangladesh. Around 30 percent companies of same category were attracted by skilled manager of Bangladesh, while another 30 percent were attracted by positive attitude of labour of the country. About 96 percent and 100 percent companies from category B and C were interested to invest in Bangladesh because of the size of domestic market (Annex table-4.6).



4.3.2 Major Constrains of Investment in Bangladesh

Foreign companies who are interested to invest Bangladesh also have their own perception on the weakness of investment climate in Bangladesh. The study found that 70 percent companies from category B feel political instability, lack of utility support system including gas, electricity and water supply are the obstacle for investment. About 88 percent companies of categories C mentioned that political instability is the prime weakness to attract investment in Bangladesh, while 42 percent companies from the same categories reported lack of gas, electricity and water supply is the weakness to attract foreign investment in Bangladesh (Annex Table-4.7).



4.4 View of Non-Interested Companies

4.4.1 More Attractive Country

Regarding investment climate of Bangladesh, view of non-interested foreign companies may be different from interested foreign companies. In this backdrop, non-interested companies were asked about their perception about the countries which are more attractive to them for investment. It was found that 43 percent companies of categories B feel India is more favorable for investment. Similarly majority of the companies (44 percent) from category C also consider India as more attractive countries for investment (Annex Table-4.8).

4.4.2 Factors on Investment Climate

The companies who do not have interest to invest in Bangladesh at this moment may consider some factors before going for investment in a foreign country. At this backdrop, this issue was asked to the surveyed companies. It was found that about 71 percent companies from the category B consider availability of skill labour and supporting industries as attractive factors for investment. Around 83 percent companies of category C take consideration of the political stability of a country. A 67 percent companies from the same category also consider availability of supporting industry as factor of investment (Annex Table 4.9).

4.5 Suggestions

Most of the companies (77 percent) from category B suggested that improvement of infrastructure including improvement of electricity, gas and water system is required for attracting foreign investment. Around 59 percent companies of the same export category mentioned that information on investment climate of Bangladesh is not widely known to foreign investors. Land availability for plant location is also required for investment- was mentioned by 53 percent companies from same export category. View of companies belonging category C is similar to the previous explained group (i.e., category B). Quite a considerable number of companies (61 percent) from this group suggested for providing more investment information to potential investors of the country. Around 44 percent companies from this export group suggested for developing infrastructure and utility supply for business (Annex table-4.150).

Annex Tables: Chapter II

Table 2.1: Distribution of sample industries by country of origin

Origin of the surveyed industries	n	%
India	24	28.9
Other South Asian countries	23	27.7
China	8	9.6
Thailand	18	21.7
Taiwan	10	12.0
Total (N:83)	83	100.0

Table 2.2: Distribution of sample industries (in %) by business sectors

Business sectors	n	%
Textile and garment related products	2	2.4
Agro-products or agro-processed products	8	9.6
Light engineering products (including auto-parts and bicycles)	22	26.5
Footwear and leather products	2	2.4
Pharmaceutical products	2	2.4
Software and ICT products	1	1.2
Home textile	1	1.2
Ship building industries	1	1.2
Toiletries Products	6	7.2
Others	38	45.8
Total (N:83)	83	100.0

Table 2.3: Percentage distribution of industries by export as proportion of turnover

Export as proportion of turn over	n	%
100%	1	1.2
75 - 99.99 %	17	20.5
25 - 74.99%	43	51.8
0.01 - 24.99%	6	7.2
0%	11	13.3
No response	5	6.0
Total (N:83)	83	100.0

Table 2.4: Percentage distribution of industries by import as proportion of purchase

Import as proportion of purchase	n	%
100%	11	13.3
75 - 99.99 %	0	0.0
25 - 74.99%	2	2.4
0.01 - 24.99%	48	57.8
0%	17	20.5
No response	5	6.0
Total (N:83)	83	100.0

Table 2.5: Name of major export destination (multiple responses) as reported by surveyed applicable industries (in %)

Names of major export destination (multiple responses)	n	%
Europe	1	1.5
Asian Countries	4	6.0
EU Countries	22	32.8
Middle East Countries	1	1.5

Names of major export destination (multiple responses)	n	%
Malaysia	1	1.5
Japan	1	1.5
India	8	11.9
Pakistan	3	4.5
America/USA	23	34.3
Germany	6	9.0
UK	4	6.0
Australia	3	4.5
Argentina	1	1.5
Italy	1	1.5
China	2	3.0
Bhutan	1	1.5
Bangladesh	1	1.5
No response	22	32.8
Total* (applicable industries which export; N:67)	67	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Table 2.6: Distribution of potential investors by interest in investing in Bangladesh

Interest	n	%
Interested to invest in Bangladesh	49	59.0
Not interested to invest in Bangladesh	32	38.6
No response	2	2.4
Total (N:83)	83	100.0

Table 2.7: Percentage distribution of interested investors to invest in Bangladesh by purpose of future investment in Bangladesh

Purpose of investment	n	%
Produce and sell products in the domestic market of Bangladesh	7	14.0
Produce products in Bangladesh and sell in foreign market	0	0.0
Produce products in Bangladesh and sell in domestic and foreign market	34	69.0
Import product and sell in domestic market	5	10.0
To transfer technology	1	2.0
Through agent sell product in domestic market	2	4.0
Total (applicable industries; N:49)	49	100.0

Table 2.8: Distribution of interested potential investors (in %) by their opinion on major factors of attraction (multiple responses) for being interested to invest in Bangladesh

Factors of attraction (multiple responses)	n	%
Cheap labor	30	61.2
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	8	16.3
Positive attitude of labor (diligence, loyalty, hard working etc.)	15	30.6
Skilled managers	16	32.7
Incentive (tax, duty)	6	12.2
Profit repatriation facilities (free repatriation)	1	2.0
Cheap raw material (e.g., agro product, leather)	8	16.3
Availability of supporting industries (component, engineering etc.)	4	8.2
Domestic market (size, growth, and potential)	48	98.0
To get benefit of investing in Least Developed Countries (LDC status)	2	4.1
Cheap Utility cost (electricity, water, gas etc.)	4	8.2
Total* (applicable industries; N:49)	49	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Table 2.9: Distribution of interested potential investors (in %) by their opinion on major constraints of having investment in Bangladesh (multiple response) Bangladesh

Major constraints of having investment in Bangladesh (multiple responses)	n	%
Political instability	38	77.6
Lack of transparency in governance system (including corruption) or clarity in business regulatory environment	15	30.6
Slow/cumbersome administrative procedure	3	6.1
Not enough cheap labor cost	6	12.2
Low skill level of workers	21	42.9
Unavailability domestic raw materials/semi finished products, suppliers	9	18.4
Lack of sufficient logistics	5	10.2
Lack of investment promotion incentive by Bangladesh government (e.g., tax holiday, profit repatriation facilities)	7	14.3
Lack of support industries (in terms availability, quality, cost, delivery)	7	14.3
Business regulation and custom in Bangladesh is not clear/troublesome	6	12.2
Small market size/low capacity of consuming produced products	3	6.1
Lack of utility support system (gas, water, electricity etc.)	22	44.9
Lack of/insufficient communication (e.g., ICT) facilities	11	22.4
Do not have enough information to decide investment.	12	24.5
Others	1	2.0
Total* (applicable industries; N:49)	49	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Table 2.10: Distribution of non-interested investors (in %) by their opinion on more attractive countries or regions for investment in compare to Bangladesh

More attractive countries or regions for investment (multiple responses)	n	%
India	13	40.6
Malaysia	1	3.1
Other area countries	1	3.1
No intention to invest in foreign countries	7	21.9
No response	11	34.4
Total* (applicable industries; N:32)	32	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 2.11: Distribution of non-interested investors for Bangladesh (in %) by their opinion on factors that are important for choosing other countries for investment

Factors of attraction (multiple responses)	n	%
Political stability	24	75.0
Transparency in governance system (including corruption) or clarity in business regulatory environment	7	21.9
Streamlined administrative procedures	6	18.8
Cheap labor	15	46.9
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	17	53.1
Positive attitude of labor (diligence, loyalty, hard working etc.)	2	6.3
English language proficiency of labor	1	3.1
Skilled managers	3	9.4
Incentive (tax, duty)	5	15.6
Profit repatriation facilities (free repatriation)	3	9.4
Cheap raw material (e.g., agro product, leather)	16	50.0
Availability of supporting industries (component, engineering etc.)	20	62.5
Domestic market (size, growth, and potential)	12	37.5
To get benefit of investing in Least Developed Countries (LDC status)	1	3.1
Cheap Utility cost (electricity, water, gas etc.)	15	46.9
Others	4	12.5
No response	4	12.5
Total* (applicable industries; N:32)	32	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Table 2.12: Distribution of importer (in %) by status of import from Bangladesh

Import status	n	%
Import from Bangladesh	3	3.6
Do not import from Bangladesh	80	96.4
Total (N:83)	83	100.0

Table 2.13: Distribution of importer (in %), which import from Bangladesh, by their reasons (multiple responses) behind importing from Bangladesh

Major reasons for import (multiple response)	n	%
Low cost	3	100
Good quality	3	100
Total* (applicable industries; N:3)	3	-
* '-' indicates that the number in percentage column is not additive due to multiple responses		

Table 2.14: Distribution of importer (in %), which import from Bangladesh, by their future plan of import from Bangladesh

Future import plan	n	%
Increase moderately	3	100.0
Total (applicable industries; N:3)	3	100.0

Table 2.15: Distribution of Importer (in %) , which import from Bangladesh, by the future additional potential import items (multiple response)

Future potential import items	n	%
No response	3	100
Total (applicable industries; N:3)	3	-

Table 2.16: Distribution of importer (in %), which do not import from Bangladesh, by their interest in importing products and services from Bangladesh

Interest in importing from Bangladesh	n	%
Interested to import	15	18.8
Not interested to import	61	76.3
No response	4	5.0
Total (applicable industries; N:80)	80	100.0

Table 2.17: Distribution of importer (in %), which are interested to import from Bangladesh, by the reasons (multiple response) for being interested

Reasons for being interested (multiple responses)	n	%
Low cost	9	60.0
Good quality	11	73.3
Satisfactory lead time (time needed between order point to delivery point)	1	6.7
Other reasons	3	20.0
No response	2	13.3
Total* (applicable industries; N:15)	15	-
* '-' indicates that the number in percentage column is not additive due to multiple responses		

Table 2.18: Distribution of importer (in %), which are not interested to import from Bangladesh, by the reasons (multiple response) of being not interested

Reasons for not being interested (multiple responses)	n	%
Do not have sufficient information	38	62.3
Types of products/services required are not in Bangladesh	45	73.8
Cost is not so reasonable	1	1.6
Product quality is not good enough	2	3.3
Political instability	1	1.6
Legal uncertainty	1	1.6
Lack of/insufficient transport services (road, railway, sea, air, etc.)	3	4.9
Lack of administrative service in providing update information about product produced in Bangladesh	2	3.3
Slow administrative services	1	1.6
Simply not imagined to invest in Bangladesh	2	3.3
No response	1	1.6
Total* (applicable industries; N:61)	61	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Table 2.19: Distribution of investors and importers (in %) by their suggestion on requirement (multiple responses) to initiate/expand their investment and trade with Bangladesh

Suggestions (multiple responses)	n	%
Improve land availability for plant location	32	38.6
Improve infrastructure including utility supply (power, gas, water and ICT) for business	46	55.4
Offer more fiscal incentives for investment (tax, finance)	8	9.6
Improve skill of workers	27	32.5
Provide more Special Economic Zones (SEZ) and Export Processing Zone (EPZ)	17	20.5
Develop supporting industries	15	18.1
Improve logistic service (transportation, port, custom, etc.)	16	19.3
Provide more information for potential investors	53	63.9
Reduce corruption and build more efficient governance system	15	18.1
Others	1	1.2
No response	11	13.3
Total* (N:83)	83	-

* '-' indicates that the number in percentage column is not additive due to multiple responses

Annex Tables: Chapter III

Cross analysis based on country of origin of the surveyed industries

Table 3.1: Distribution of sample industries (in %) by country of origin of the industries and business sectors

Business sectors	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Textile and garment related products	0	0.0	2	8.7	0	0.0	0	0.0	0	0.0
Agro-products or agro-processed products	1	4.2	6	26.1	0	0.0	1	5.6	0	0.0
Light engineering products (including auto-parts and bicycles)	9	37.5	0	0.0	3	37.5	1	5.6	9	90.0
Footwear and leather products	1	4.2	1	4.3	0	0.0	0	0.0	0	0.0
Pharmaceutical products	0	0.0	0	0.0	0	0.0	2	11.1	0	0.0
Software and ICT products	0	0.0	1	4.3	0	0.0	0	0.0	0	0.0
Home textile	0	0.0	1	4.3	0	0.0	0	0.0	0	0.0
Ship building industries	0	0.0	1	4.3	0	0.0	0	0.0	0	0.0
Toiletries Products	0	0.0	1	4.3	0	0.0	5	27.8	0	0.0
Others	13	54.2	10	43.5	5	62.5	9	50.0	1	10.0
Total (N:83)	24	100.0	23	100.0	8	100.0	18	100.0	10	100.0

Table 3.2: Percentage distribution of industries by country of origin of the industries and export as proportion of turnover

Export as proportion of turnover	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
100%	0	0.0	0	0.0	0	0.0	0	0.0	1	10.0
75 - 99.99 %	4	16.7	3	13.0	2	25.0	6	33.3	2	20.0
25 - 74.99%	16	66.7	16	69.6	0	0.0	11	61.1	0	0.0
0.01 - 24.99%	0	0.0	3	13.0	2	25.0	0	0.0	1	10.0
0%	1	4.2	0	0.0	4	50.0	0	0.0	6	60.0
No response	3	12.5	1	4.3	0	0.0	1	5.6	0	0.0
Total (N:83)	24	100.0	23	100.0	8	100.0	18	100.0	10	100.0

Table 3.3: Percentage distribution of industries by country of origin of the industries and import as proportion of purchase

Import as proportion of purchase	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
100%	1	4.2	0	0.0	4	50.0	0	0.0	6	60.0
75 - 99.99 %	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
25 - 74.99%	0	0.0	0	0.0	0	0.0	2	11.1	0	0.0
0.01 - 24.99%	18	75.0	16	69.6	0	0.0	13	72.2	1	10.0
0%	2	8.3	6	26.1	4	50.0	2	11.1	3	30.0
No response	3	12.5	1	4.3	0	0.0	1	5.6	0	0.0
Total (N:83)	24	100.0	23	100.0	8	100.0	18	100.0	10	100.0

Table 3.4: Name of major export destinations (multiple responses) by country of origin of the industries (in %)

Major destination of export (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Europe	0	0.0	0	0.0	0	0.0	1	5.9	0	0.0
Asian Countries	0	0.0	0	0.0	0	0.0	4	23.5	0	0.0
EU Countries	13	65.0	5	22.7	0	0.0	4	23.5	0	0.0
Middle East Countries	0	0.0	0	0.0	0	0.0	1	5.9	0	0.0
Malaysia	0	0.0	0	0.0	0	0.0	1	5.9	0	0.0
Japan	0	0.0	0	0.0	0	0.0	1	5.9	0	0.0
India	0	0.0	6	27.3	0	0.0	2	11.8	0	0.0
Pakistan	0	0.0	2	9.1	0	0.0	1	5.9	0	0.0
America/USA	12	60.0	11	50.0	0	0.0	0	0.0	0	0.0
Germany	3	15.0	3	13.6	0	0.0	0	0.0	0	0.0
UK	1	5.0	3	13.6	0	0.0	0	0.0	0	0.0
Australia	2	10.0	1	4.5	0	0.0	0	0.0	0	0.0
Argentina	1	5.0	0	0.0	0	0.0	0	0.0	0	0.0
Italy	1	5.0	0	0.0	0	0.0	0	0.0	0	0.0
China	1	5.0	0	0.0	1	25.0	0	0.0	0	0.0
Bhutan	0	0.0	1	4.5	0	0.0	0	0.0	0	0.0
Bangladesh	0	0.0	1	4.5	0	0.0	0	0.0	0	0.0
No response	3	15.0	5	22.7	3	75.0	7	41.2	4	100.0
Total* (applicable industries; N:67)	20	-	22	-	4	-	17	-	4	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.5: Percentage distribution of potential investors by country of origin of the industries and interest in investing in Bangladesh

Interest to have investment in Bangladesh	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Interested	5	20.8	16	69.6	5	62.5	18	100.0	5	50.0
Not interested	17	70.8	7	30.4	3	37.5	0	0.0	5	50.0
No response	2	8.3	0	0.0	0	0.0	0	0.0	0	0.0
Total (N:83)	24	100.0	23	100.0	8	100.0	18	100.0	10	100.0

Table 3.6: Percentage distribution of interested investors (applicable investors who are interested to invest in Bangladesh) by country of origin of the industries and purpose of future investment in Bangladesh

Purpose of future investment	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Produce and sell products in the domestic market of Bangl	1	20.0	2	12.5	2	40.0	0	0.0	2	40.0
Produce products in Bangladesh and sell domestic and fore	2	40.0	10	62.5	3	60.0	16	88.9	3	60.0
Import product and sell in domestic market	1	20.0	2	12.5	0	0.0	2	11.1	0	0.0
To transfer technology	1	20.0	0	0.0	0	0.0	0	0.0	0	0.0
Through agent sell product in domestic market	0	0.0	2	12.5	0	0.0	0	0.0	0	0.0
Total (applicable industries; N:49)	5	100.0	16	100.0	5	100.0	18	100.0	5	100.0

Table 3.7: Distribution of interested potential investors (in %) by country of origin of the industries and their opinion on major factors of attraction (multiple responses) for being interested to invest in Bangladesh

Factors of attraction (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Cheap labor	1	20.0	9	56.3	1	20.0	18	100.0	1	20.0
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	1	20.0	2	12.5	2	40.0	1	5.6	2	40.0
Positive attitude of labor (diligence, loyalty, hard working etc.)	2	40.0	0	0.0	5	100.0	4	22.2	4	80.0
Skilled managers	2	40.0	6	37.5	3	60.0	1	5.6	4	80.0
Incentive (tax, duty)	0	0.0	0	0.0	2	40.0	3	16.7	1	20.0
Profit repatriation facilities (free repatriation)	0	0.0	0	0.0	0	0.0	1	5.6	0	0.0
Cheap raw material (e.g., agro product, leather)	1	20.0	0	0.0	1	20.0	4	22.2	2	40.0
Availability of supporting industries (component, engineering etc.)	1	20.0	0	0.0	1	20.0	2	11.1	0	0.0
Domestic market (size, growth, and potential)	5	100.0	16	100.0	5	100.0	16	88.9	5	100.0
To get benefit of investing in Least Developed Countries (LDC status)	0	0.0	0	0.0	1	20.0	0	0.0	1	20.0
Cheap Utility cost (electricity, water, gas etc.)	1	20.0	0	0.0	1	20.0	1	5.6	1	20.0
Total* (applicable industries; N:49)	5	-	16	-	5	-	18	-	5	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.8: Distribution of interested potential investors (in %) by country of origin of the industries and their opinion on major constraints of having investment in Bangladesh (multiple responses) Bangladesh

Major constraints of having investment in Bangladesh (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Political instability	3	60.0	14	87.5	2	40.0	17	94.4	2	40.0
Lack of transparency in governance system (including corruption) or clarity in business regulatory environment	2	40.0	3	18.8	5	100.0	3	16.7	2	40.0
Slow/cumbersome administrative procedure	0	0.0	0	0.0	0	0.0	2	11.1	1	20.0
Not enough cheap labor cost	1	20.0	0	0.0	2	40.0	1	5.6	2	40.0
Low skill level of workers	2	40.0	1	6.3	3	60.0	12	66.7	3	60.0
Unavailability domestic raw materials/semi finished products, suppliers	1	20.0	4	25.0	1	20.0	3	16.7	0	0.0
Lack of sufficient logistics	1	20.0	1	6.3	0	0.0	3	16.7	0	0.0
Lack of investment promotion incentive by Bangladesh government (e.g., tax holiday, profit repatriation facilities)	0	0.0	2	12.5	0	0.0	4	22.2	1	20.0
Lack of support industries (in terms availability, quality, cost, delivery)	2	40.0	0	0.0	3	60.0	1	5.6	1	20.0
Business regulation and custom in Bangladesh is not clear/troublesome	1	20.0	2	12.5	0	0.0	1	5.6	2	40.0
Small market size/low capacity of consuming produced products	0	0.0	0	0.0	3	60.0	0	0.0	0	0.0
Lack of utility support system (gas, water, electricity etc.)	1	20.0	2	12.5	2	40.0	14	77.8	3	60.0
Lack of/insufficient communication (e.g., ICT) facilities	1	20.0	6	37.5	0	0.0	3	16.7	1	20.0
Do not have enough information to decide investment.	2	40.0	7	43.8	0	0.0	3	16.7	0	0.0
Others	0	0.0	1	6.3	0	0.0	0	0.0	0	0.0
Total* (applicable industries; N:49)	5	-	16	-	5	-	18	-	5	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.9: Distribution of non-interested investors (in %) by country of origin of the industries and their opinion on more attractive countries or regions for investment in compare to Bangladesh

More attractive countries or regions for investment (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
India	9	52.9	1	14.3	1	33.3	-	-	2	40.0
Malaysia	0	0.0	0	0.0	1	33.3	-	-	0	0.0
Other countries	0	0.0	0	0.0	1	33.3	-	-	0	0.0
No intention to invest in foreign countries	1	5.9	4	57.1	0	0.0	-	-	2	40.0
No response	7	41.2	2	28.6	1	33.3	-	-	1	20.0
Total* (applicable industries; N:32)	17	-	7	-	3	-	-	-	5	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.10: Distribution of non-interested investors (in %) by country of origin of the industries and their opinion on factors of attraction (multiple responses) they consider before investment

Factors of attraction (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Political stability	15	88.2	3	42.9	3	100.0	-	-	3	60.0
Transparency in governance system (including corruption) or clarity in business regulatory environment	0	0.0	0	0.0	3	100.0	-	-	4	80.0
Streamlined administrative procedures	0	0.0	0	0.0	3	100.0	-	-	3	60.0
Cheap labor	14	82.4	1	14.3	0	0.0	-	-	0	0.0
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	13	76.5	1	14.3	2	66.7	-	-	1	20.0
Positive attitude of labor (diligence, loyalty, hard working etc.)	1	5.9	0	0.0	0	0.0	-	-	1	20.0
English language proficiency of labor	0	0.0	0	0.0	0	0.0	-	-	1	20.0
Skilled managers	1	5.9	0	0.0	1	33.3	-	-	1	20.0
Incentive (tax, duty)	0	0.0	1	14.3	2	66.7	-	-	2	40.0
Profit repatriation facilities (free repatriation)	0	0.0	0	0.0	1	33.3	-	-	2	40.0
Cheap raw material (e.g., agro product, leather)	12	70.6	4	57.1	0	0.0	-	-	0	0.0
Availability of supporting industries (component, engineering etc.)	15	88.2	2	28.6	2	66.7	-	-	1	20.0
Domestic market (size, growth, and potential)	8	47.1	4	57.1	0	0.0	-	-	0	0.0
To get benefit of investing in Least Developed Countries (LDC status)	1	5.9	0	0.0	0	0.0	-	-	0	0.0
Cheap utility cost (electricity, water, gas etc.)	12	70.6	3	42.9	0	0.0	-	-	0	0.0
Others	4	23.5	0	0.0	0	0.0	-	-	0	0.0
No response	1	5.9	2	28.6	0	0.0	-	-	1	20.0
Total* (applicable industries; N:32)	17	-	7	-	3	-	-	-	5	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.11: Distribution of Importer (in %) by country of origin of the industries and status of import from Bangladesh

Import status	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Import from Bangladesh	1	4.2	0	0.0	2	25.0	0	0.0	0	0.0
Do not import from Bangladesh	23	95.8	23	100.0	6	75.0	18	100.0	10	100.0
Total (N:83)	24	100.0	23	100.0	8	100.0	18	100.0	10	100.0

Table 3.12: Distribution of Importer (in %), which import from Bangladesh, by country of origin of the industries and reasons (multiple responses) behind importing from Bangladesh

Major reasons for import (multiple response)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Low cost	1	100.0	-	-	2	100.0	-	-	-	-
Good quality	1	100.0	-	-	2	100.0	-	-	-	-
Total* (applicable industries; N:3)	1	-	-	-	2	-	-	-	-	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.13: Distribution of Importer, which import from Bangladesh, (in %) by country of origin of the industries and their future plan of import from Bangladesh

Future import plan	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Increase remarkably	0	0.0	-	-	0	0.0	-	-	-	-
Increase moderately	1	100.0	-	-	2	100.0	-	-	-	-
Total (applicable industries; N:3)	1	100.0	-	-	2	100.0	-	-	-	-

Table 3.14: Distribution of importer (in %), which do not import from Bangladesh, by country of origin of the industries and their interest in importing products and services from Bangladesh

Interest to import from Bangladesh	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Interested	1	4.3	3	13.0	2	33.3	2	11.1	7	70.0
Not interested	20	87.0	20	87.0	3	50.0	15	83.3	3	30.0
No response	2	8.7	0	0.0	1	16.7	1	5.6	0	0.0
Total (applicable industries; N:80)	23	100.0	23	100.0	6	100.0	18	100.0	10	100.0

Table 3.15: Distribution of importer (in %), which are interested to import from Bangladesh, by country of origin of the industries and reasons (multiple response) of being interested

Reasons for being interested (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Low cost	1	100.0	0	0.0	1	50.0	2	100.0	5	71.4
Good quality	1	100.0	2	66.7	1	50.0	2	100.0	5	71.4
Satisfactory lead time (time needed between order point to delivery point)	0	0.0	0	0.0	0	0.0	0	0.0	1	14.3
Other reasons	0	0.0	3	100.0	0	0.0	0	0.0	0	0.0
No Response	0	0.0	0	0.0	1	50.0	0	0.0	1	14.3
Total* (applicable industries; N:15)	1	-	3	-	2	-	2	-	7	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.16: Percentage distribution of importer, which are not interested to import from Bangladesh, by country of origin of the industries and reasons (multiple response) for not being interested

Reason for not being interested(multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Do not have sufficient information	9	45.0	11	55.0	2	66.7	13	86.7	3	100.0
Types of products/services required are not in Bangladesh	19	95.0	14	70.0	1	33.3	8	53.3	3	100.0
Cost is not so reasonable	0	0.0	1	5.0	0	0.0	0	0.0	0	0.0
Product quality is not good enough	0	0.0	0	0.0	0	0.0	2	13.3	0	0.0
Political instability	0	0.0	0	0.0	0	0.0	1	6.7	0	0.0
Legal uncertainty	0	0.0	0	0.0	0	0.0	1	6.7	0	0.0
Lack of/insufficient transport services (road, railway, sea, air, etc.)	2	10.0	1	5.0	0	0.0	0	0.0	0	0.0
Lack of administrative service in providing update information about product produced in Bangladesh	0	0.0	0	0.0	1	33.3	0	0.0	1	33.3
Slow administrative services	0	0.0	0	0.0	1	33.3	0	0.0	0	0.0
Simply not imagined to invest in Bangladesh	0	0.0	0	0.0	1	33.3	0	0.0	1	33.3
No response	0	0.0	0	0.0	1	33.3	0	0.0	0	0.0
Total* (applicable industries; N:61)	20	-	20	-	3	-	15	-	3	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 3.17: Distribution of investors and importers (in %) by country of origin of the industries and their suggestion on requirement (multiple response) to initiate/expand their investment and trade with Bangladesh

Suggestions (multiple responses)	Country of origin									
	India		Other South Asian countries		China		Thailand		Taiwan	
	n	%	n	%	n	%	n	%	n	%
Improve land availability for plant location	4	16.7	7	30.4	5	62.5	10	55.6	6	60.0
Improve infrastructure including utility supply (power, gas, water and ICT) for business	7	29.2	11	47.8	7	87.5	13	72.2	8	80.0
Offer more fiscal incentives for investment (tax, finance)	0	0.0	0	0.0	3	37.5	1	5.6	4	40.0
Improve skill of workers	9	37.5	5	21.7	3	37.5	6	33.3	4	40.0
Provide more Special Economic Zones (SEZ) and Export Processing Zone (EPZ)	1	4.2	1	4.3	5	62.5	3	16.7	7	70.0
Develop supporting industries	4	16.7	2	8.7	4	50.0	3	16.7	2	20.0
Improve logistic service (transportation, port, custom, etc.)	5	20.8	5	21.7	1	12.5	3	16.7	2	20.0
Provide more information for potential investors	13	54.2	14	60.9	6	75.0	10	55.6	10	100.0
Reduce corruption and build more efficient governance system	4	16.7	3	13.0	3	37.5	2	11.1	3	30.0
Others	1	4.2	0	0.0	0	0.0	0	0.0	0	0.0
No response	9	37.5	2	8.7	0	0.0	0	0.0	0	0.0
Total* (N:83)	24	-	23	-	8	-	18	-	10	-

* '-' indicates that the numbers in percentage column are not additive due to multiple responses

Annex Tables: Chapter IV

Cross analysis based on export ratio

Table 4.1: Distribution of sample industries (in %) by business sectors and export as proportion of turnover

Business sectors	Export as proportion of turnover											
	100%		75-99.99 %		25-74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Textile and garment related products	0	0.0	0	0.0	0	0.0	2	33.3	0	0.0	0	0.0
Agro-products or agro-processed products	0	0.0	1	5.9	6	14.0	0	0.0	0	0.0	1	20.0
Light engineering products (including auto-parts and bicycles)	1	100.0	5	29.4	5	11.6	0	0.0	10	90.9	1	20.0
Footwear and leather products	0	0.0	0	0.0	2	4.7	0	0.0	0	0.0	0	0.0
Pharmaceutical products	0	0.0	1	5.9	1	2.3	0	0.0	0	0.0	0	0.0
Software and ICT products	0	0.0	1	5.9	0	0.0	0	0.0	0	0.0	0	0.0
Home textile	0	0.0	1	5.9	0	0.0	0	0.0	0	0.0	0	0.0
Ship building industries	0	0.0	0	0.0	1	2.3	0	0.0	0	0.0	0	0.0
Toiletries Products	0	0.0	0	0.0	6	14.0	0	0.0	0	0.0	0	0.0
Others	0	0.0	8	47.1	22	51.2	4	66.7	1	9.1	3	60.0
Total (N:83)	1	100.0	17	100.0	43	100.0	6	100.0	11	100.0	5	100.0

Table 4.2: Percentage distribution of industries by export as proportion of turnover and import as proportion of purchase

Import as proportion of purchase	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
100%	0	0.0	0	0.0	0	0.0	0	0.0	11	100.0	0	0.0
75 - 99.99 %	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
25 - 74.99%	0	0.0	1	5.9	1	2.3	0	0.0	0	0.0	0	0.0
0.01 - 24.99%	1	100.0	9	52.9	35	81.4	3	50.0	0	0.0	0	0.0
0%	0	0.0	7	41.2	7	16.3	3	50.0	0	0.0	0	0.0
No response	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	5	100.0
Total (N:83)	1	100.0	17	100.0	43	100.0	6	100.0	11	100.0	5	100.0

Table 4.3: Name of major export destinations (multiple response) by export as proportion of turnover as reported by surveyed industries (applicable industries which export products) (in %)

Major destination of export (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Europe	0	0.0	0	0.0	1	2.3	0	0.0	-	-	-	-
Asian Countries	0	0.0	1	5.9	3	7.0	0	0.0	-	-	-	-
EU Countries	0	0.0	4	23.5	18	41.9	0	0.0	-	-	-	-
Middle East Countries	0	0.0	1	5.9	0	0.0	0	0.0	-	-	-	-
Malaysia	0	0.0	1	5.9	0	0.0	0	0.0	-	-	-	-
Japan	0	0.0	1	5.9	0	0.0	0	0.0	-	-	-	-
India	0	0.0	2	11.8	4	9.3	2	33.3	-	-	-	-
Pakistan	0	0.0	1	5.9	2	4.7	0	0.0	-	-	-	-
America/USA	0	0.0	5	29.4	17	39.5	1	16.7	-	-	-	-
Germany	0	0.0	2	11.8	4	9.3	0	0.0	-	-	-	-
UK	0	0.0	1	5.9	3	7.0	0	0.0	-	-	-	-
Australia	0	0.0	1	5.9	2	4.7	0	0.0	-	-	-	-
Argentina	0	0.0	0	0.0	1	2.3	0	0.0	-	-	-	-
Italy	0	0.0	0	0.0	1	2.3	0	0.0	-	-	-	-
China	0	0.0	0	0.0	1	2.3	1	16.7	-	-	-	-
Bhutan	0	0.0	0	0.0	0	0.0	1	16.7	-	-	-	-
Bangladesh	0	0.0	0	0.0	1	2.3	0	0.0	-	-	-	-
No response	1	100.0	7	41.2	11	25.6	3	50.0	-	-	-	-
Total* (Applicable industries; N:67)	1	-	17	-	43	-	6	-	-	-	-	-

*'1' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.4: Percentage distribution of potential investors by export as proportion of turnover and interest in investing in Bangladesh

Interest to have investment in Bangladesh	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Interested	1	100.0	10	58.8	24	55.8	4	66.7	7	63.6	3	60.0
Not interested	0	0.0	7	41.2	18	41.9	2	33.3	4	36.4	1	20.0
No response	0	0.0	0	0.0	1	2.3	0	0.0	0	0.0	1	20.0
Total (N:83)	1	100.0	17	100.0	43	100.0	6	100.0	11	100.0	5	100.0

Table 4.5: Percentage distribution of interested investors (applicable investors who are interested to invest in Bangladesh) by export as proportion of turnover and purpose of future investment in Bangladesh

Purpose of future investment	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Produce and sell products in the domestic market of Bangl	0	0.0	0	0.0	2	8.3	1	25.0	4	57.1	0	0.0
Produce products in Bangladesh and sell domestic and fore	1	100.0	8	80.0	17	70.8	2	50.0	3	42.9	3	100.0
Import product and sell in domestic market	0	0.0	2	20.0	2	8.3	1	25.0	0	0.0	0	0.0
To transfer technology	0	0.0	0	0.0	1	4.2	0	0.0	0	0.0	0	0.0
Through agent sell product in domestic market	0	0.0	0	0.0	2	8.3	0	0.0	0	0.0	0	0.0
Total (applicable industries; N:49)	1	100.0	10	100.0	24	100.0	4	100.0	7	100.0	3	100.0

Table 4.6: Distribution of interested potential investors (in %) by export as proportion of turnover and their opinion on major factors of attraction (multiple response) for being interested to invest in Bangladesh

Factors of attraction (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Cheap labor	0	0.0	8	80.0	16	66.7	2	50.0	1	14.3	3	100.0
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	0	0.0	1	10.0	2	8.3	1	25.0	4	57.1	0	0.0
Positive attitude of labor (diligence, loyalty, hard working etc.)	1	100.0	3	30.0	2	8.3	2	50.0	7	100.0	0	0.0
Skilled managers	1	100.0	3	30.0	5	20.8	0	0.0	7	100.0	0	0.0
Incentive (tax, duty)	0	0.0	3	30.0	1	4.2	1	25.0	1	14.3	0	0.0
Profit repatriation facilities (free repatriation)	0	0.0	0	0.0	1	4.2	0	0.0	0	0.0	0	0.0
Cheap raw material (e.g., agro product, leather)	0	0.0	1	10.0	3	12.5	0	0.0	4	57.1	0	0.0
Availability of supporting industries (component, engineering etc.)	0	0.0	1	10.0	1	4.2	0	0.0	1	14.3	1	33.3
Domestic market (size, growth, and potential)	1	100.0	10	100.0	23	95.8	4	100.0	7	100.0	3	100.0
To get benefit of investing in Least Developed Countries (LDC status)	0	0.0	0	0.0	0	0.0	1	25.0	1	14.3	0	0.0
Cheap Utility cost (electricity, water, gas etc.)	0	0.0	0	0.0	1	4.2	0	0.0	3	42.9	0	0.0
Total* (applicable industries; N:49)	1	-	10	-	24	-	4	-	7	-	3	-

*'-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.7: Distribution of interested potential investors (in %) by export as proportion of turnover and their opinion on major constraints of having investment in Bangladesh (multiple responses) Bangladesh

Major constraints of having investment in Bangladesh (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Political instability	0	0.0	7	70.0	21	87.5	3	75.0	4	57.1	3	100.0
Lack of transparency in governance system (including corruption) or clarity in business regulatory environment	1	100.0	1	10.0	3	12.5	3	75.0	5	71.4	2	66.7
Slow/cumbersome administrative procedure	0	0.0	1	10.0	1	4.2	0	0.0	1	14.3	0	0.0
Not enough cheap labor cost	1	100.0	2	20.0	1	4.2	1	25.0	1	14.3	0	0.0

Major constraints of having investment in Bangladesh (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Low skill level of workers	0	0.0	5	50.0	8	33.3	0	0.0	6	85.7	2	66.7
Unavailability domestic raw materials/semi finished products, suppliers	0	0.0	2	20.0	6	25.0	1	25.0	0	0.0	0	0.0
Lack of sufficient logistics	0	0.0	1	10.0	2	8.3	0	0.0	0	0.0	2	66.7
Lack of investment promotion incentive by Bangladesh government (e.g., tax holiday, profit repatriation facilities)	0	0.0	3	30.0	3	12.5	0	0.0	1	14.3	0	0.0
Lack of support industries (in terms availability, quality, cost, delivery)	0	0.0	1	10.0	2	8.3	2	50.0	2	28.6	0	0.0
Business regulation and custom in Bangladesh is not clear/troublesome	0	0.0	0	0.0	2	8.3	1	25.0	3	42.9	0	0.0
Small market size/low capacity of consuming produced products	0	0.0	0	0.0	0	0.0	2	50.0	1	14.3	0	0.0
Lack of utility support system (gas, water, electricity etc.)	1	100.0	7	70.0	10	41.7	0	0.0	3	42.9	1	33.3
Lack of/insufficient communication (e.g., ICT) facilities	0	0.0	4	40.0	5	20.8	0	0.0	2	28.6	0	0.0
Do not have enough information to decide investment.	0	0.0	3	30.0	6	25.0	2	50.0	0	0.0	1	33.3
Others	0	0.0	0	0.0	1	4.2	0	0.0	0	0.0	0	0.0
Total* (applicable industries; N:49)	1	-	10	-	24	-	4	-	7	-	3	-

*-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.8: Distribution of non-interested investors (in %) by export as proportion of turnover and their opinion on more attractive countries or regions for investment in compare to Bangladesh

More attractive countries or regions for investment (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
India	-	-	3	42.9	8	44.4	1	50.0	1	25.0	0	0.0
Malaysia	-	-	1	14.3	0	0.0	0	0.0	0	0.0	0	0.0
Other countries	-	-	0	0.0	0	0.0	0	0.0	1	25.0	0	0.0
No intention to invest in foreign countries	-	-	2	28.6	4	22.2	0	0.0	1	25.0	0	0.0
No response	-	-	2	28.6	6	33.3	1	50.0	1	25.0	1	100.0
Total* (applicable industries; N:32)	-	-	7	-	18	-	2	-	4	-	1	-

*-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.9: Distribution of non-interested investors (in %) by export as proportion of turnover and their opinion on factors of attraction (multiple responses) they consider before investment

Factors of attraction (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Political stability	-	-	4	57.1	15	83.3	1	50.0	3	75.0	1	100.0
Transparency in governance system (including corruption) or clarity in business regulatory environment	-	-	3	42.9	0	0.0	1	50.0	3	75.0	0	0.0
Streamlined administrative procedures	-	-	2	28.6	0	0.0	1	50.0	3	75.0	0	0.0
Cheap labor	-	-	3	42.9	11	61.1	0	0.0	0	0.0	1	100.0
Skilled labor (attitude, diligence, intelligence, loyalty, hardworking)	-	-	5	71.4	10	55.6	0	0.0	1	25.0	1	100.0
Positive attitude of labor (diligence, loyalty, hard working etc.)	-	-	0	0.0	1	5.6	1	50.0	0	0.0	0	0.0
English language proficiency of labor	-	-	0	0.0	0	0.0	0	0.0	1	25.0	0	0.0
Skilled managers	-	-	2	28.6	0	0.0	0	0.0	1	25.0	0	0.0
Incentive (tax, duty)	-	-	1	14.3	1	5.6	1	50.0	2	50.0	0	0.0
Profit repatriation facilities (free repatriation)	-	-	1	14.3	0	0.0	0	0.0	2	50.0	0	0.0
Cheap raw material (e.g., agro product, leather)	-	-	2	28.6	13	72.2	0	0.0	0	0.0	1	100.0

Factors of attraction (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Availability of supporting industries (component, engineering etc.)	-	-	5	71.4	12	66.7	1	50.0	1	25.0	1	100.0
Domestic market (size, growth, and potential)	-	-	2	28.6	9	50.0	0	0.0	0	0.0	1	100.0
To get benefit of investing in Least Developed Countries (LDC status)	-	-	0	0.0	1	5.6	0	0.0	0	0.0	0	0.0
Cheap utility cost (electricity, water, gas etc.)	-	-	3	42.9	11	61.1	0	0.0	0	0.0	1	100.0
Others	-	-	1	14.3	3	16.7	0	0.0	0	0.0	0	0.0
No response	-	-	0	0.0	2	11.1	1	50.0	1	25.0	0	0.0
Total* (applicable industries; N:32)	-	-	7	-	18	-	2	-	4	-	1	-

*-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.10: Distribution of Importer (in %) by export as proportion of turnover and status of import from Bangladesh

Import status	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Import from Bangladesh	0	0.0	0	0.0	0	0.0	1	16.7	2	18.2	0	0.0
Do not import from Bangladesh	1	100.0	17	100.0	43	100.0	5	83.3	9	81.8	5	100.0
Total (N=83)	1	100.0	17	100.0	43	100.0	6	100.0	11	100.0	5	100.0

Table 4.11: Distribution of Importer (in %), which import from Bangladesh, by export as proportion of turnover and reasons (multiple responses) behind importing from Bangladesh

Major reasons for import (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Low cost	-	-	-	-	-	-	1	100.0	2	100.0	-	-
Good quality	-	-	-	-	-	-	1	100.0	2	100.0	-	-
Total* (applicable industries; N:3)	-	-	-	-	-	-	1	-	2	-	-	-

*-' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.12: Distribution of Importer, which import from Bangladesh, (in %) by export as proportion of turnover and their future plan of import from Bangladesh

Future import plan	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Increase moderately	-	-	-	-	-	-	1	100.0	2	100.0	-	-
Total (applicable industries; N:3)	-	-	-	-	-	-	1	100.0	2	100.0	-	-

Table 4.13: Distribution of importer (in %), which do not import from Bangladesh, by export as proportion of turnover and their interest in importing products and services from Bangladesh

Interest to import from Bangladesh	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01 - 24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Interested	1	100.0	3	17.6	3	7.0	2	40.0	5	55.6	1	20.0
Not interested	0	0.0	12	70.6	38	88.4	3	60.0	4	44.4	4	80.0
No response	0	0.0	2	11.8	2	4.7	0	0.0	0	0.0	0	0.0
Total (applicable industries; N:80)	1	100.0	17	100.0	43	100.0	5	100.0	9	100.0	5	100.0

Table 4.14: Distribution of importer (in %), which are interested to import from Bangladesh, by export as proportion of turnover and reasons (multiple response) of being interested

Reasons for being interested (multiple responses)	Export as proportion of turnover											
	100%		75 - 99.99 %		25 - 74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Low cost	1	100.0	3	100.0	2	66.7	0	0.0	3	60.0	0	0.0
Good quality	1	100.0	2	66.7	3	100.0	1	50.0	3	60.0	1	100.0
Satisfactory lead time (time needed between order point to delivery point)	0	0.0	0	0.0	0	0.0	1	50.0	0	0.0	0	0.0
Other reasons	0	0.0	0	0.0	1	33.3	1	50.0	0	0.0	1	100.0
No response	0	0.0	0	0.0	0	0.0	0	0.0	2	40.0	0	0.0
Total* (applicable industries; N:15)	1	-	3	-	3	-	2	-	5	-	1	-

*'-1' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.15: Percentage distribution of importer, which are not interested to import from Bangladesh, by export as proportion of turnover and reasons (multiple response) for not being interested

Reason for not being interested (multiple responses)	Export as proportion of turnover											
	100%		75-99.99 %		25-74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Do not have sufficient information	-	-	8	66.7	23	60.5	2	66.7	4	100.0	1	25.0
Types of products/services required are not in Bangladesh	-	-	9	75.0	28	73.7	1	33.3	3	75.0	4	100.0
Cost is not so reasonable	-	-	0	0.0	1	2.6	0	0.0	0	0.0	0	0.0
Product quality is not good enough	-	-	0	0.0	2	5.3	0	0.0	0	0.0	0	0.0
Political instability	-	-	0	0.0	0	0.0	0	0.0	0	0.0	1	25.0
Legal uncertainty	-	-	1	8.3	0	0.0	0	0.0	0	0.0	0	0.0
Lack of/insufficient transport services (road, railway, sea, air, etc.)	-	-	1	8.3	2	5.3	0	0.0	0	0.0	0	0.0
Lack of administrative service in providing update information about product produced in Bangladesh	-	-	0	0.0	0	0.0	0	0.0	2	50.0	0	0.0
Slow administrative services	-	-	0	0.0	0	0.0	0	0.0	1	25.0	0	0.0
Simply not imagined to invest in Bangladesh	-	-	0	0.0	0	0.0	0	0.0	2	50.0	0	0.0
No response	-	-	0	0.0	0	0.0	1	33.3	0	0.0	0	0.0
Total* (applicable industries; N:61)	-	-	12	-	38	-	3	-	4	-	4	-

*'-1' indicates that the numbers in percentage column are not additive due to multiple responses

Table 4.16: Distribution of investors and importers (in %) by export as proportion of turnover and their suggestion on requirement (multiple response) to initiate/expand their investment and trade with Bangladesh

Suggestions (multiple responses)	Export as proportion of turnover											
	100%		75-99.99 %		25 - 74.99%		0.01-24.99%		0%		No response	
	n	%	n	%	n	%	n	%	n	%	n	%
Improve land availability for plant location	1	100.0	9	52.9	11	25.6	2	33.3	7	63.6	2	40.0
Improve infrastructure including utility supply (power, gas, water and ICT) for business	1	100.0	13	76.5	19	44.2	2	33.3	9	81.8	2	40.0
Offer more fiscal incentives for investment (tax, finance)	0	0.0	0	0.0	1	2.3	3	50.0	4	36.4	0	0.0
Improve skill of workers	0	0.0	5	29.4	12	27.9	1	16.7	7	63.6	2	40.0
Provide more Special Economic Zones (SEZ) and Export Processing Zone (EPZ)	1	100.0	7	41.2	2	4.7	1	16.7	6	54.5	0	0.0
Develop supporting industries	0	0.0	3	17.6	6	14.0	1	16.7	5	45.5	0	0.0
Improve logistic service (transportation, port, custom, etc.)	0	0.0	5	29.4	6	14.0	2	33.3	2	18.2	1	20.0
Provide more information for potential investors	1	100.0	10	58.8	26	60.5	3	50.0	11	100.0	2	40.0
Reduce corruption and build more efficient governance system	0	0.0	2	11.8	5	11.6	2	33.3	4	36.4	2	40.0
Others	0	0.0	0	0.0	1	2.3	0	0.0	0	0.0	0	0.0
No response	0	0.0	1	5.9	6	14.0	2	33.3	0	0.0	2	40.0
Total* (N:83)	1	-	17	-	43	-	6	-	11	-	5	-

*'-1' indicates that the numbers in percentage column are not additive due to multiple responses