

Exploring Export Potential Of Handicrafts To Turkey



हस्तशिल्प निर्यात संवर्धन परिषद्
Export Promotion Council for Handicrafts

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FACT SHEET: COUNTRY INFORMATION AT A GLANCE (TURKEY)



Republic of Turkey is in Southeastern Europe and Southwestern Asia (that portion of Turkey west of the Bosphorus is geographically part of Europe), bordering the Black Sea, between Bulgaria and Georgia, and bordering the Aegean Sea and the Mediterranean Sea, between Greece and Syria. Approximately 5 percent of Turkey is located in Thrace on the European continent. The remaining 97 percent, called Anatolia, is located in the Asian continent.

As of July 2018, the total Population of Turkey is 81 million (approx...). The most densely populated area is found around the Bosphorus in the northwest where 20% of the population lives in Istanbul; with the exception of Ankara, urban centers remain small and scattered throughout the interior of Anatolia; an overall pattern of peripheral development exists, particularly along the Aegean Sea coast in the west, and the Tigris and Euphrates River systems in the southeast.

Exploring Export Potential of Handicrafts To Turkey

| Sl. No. | Items | Details |
|---------|-----------------------------------|--|
| 1 | Location of Country | South-eastern Europe and Southwestern Asia (that portion of Turkey west of the Bosphorus is geographically part of Europe), bordering the Black Sea, between Bulgaria and Georgia, and bordering the Aegean Sea and the Mediterranean Sea, between Greece and Syria |
| 2 | Government & Administration | Unitary presidential constitutional republic |
| 3 | Capital of the country | Ankara |
| 4 | Climate & Temperature | temperate; hot, dry summers with mild, wet winters; harsher in interior |
| 5 | Time & Time Difference from India | Time Zone is UTC+3 (FET), and India is 2 hours and 30 minutes ahead of Turkey |
| 6 | Political Parties and leader | Justice and Development Party or AKP [Recep Tayyip ERDOGAN] As of December 2018, 83 political parties were legally registered |
| 7 | Neighbouring Countries | Armenia, Azerbaijan, Bulgaria, Georgia, Greece, Iran, Iraq, Syria |
| 8 | Area Covered | 783,356 km ² ((302,455 sq mi) |
| 9 | Total Population | 81,257,239 (as of July 2018) |
| 10 | Major Language | Turkish (official), Kurdish, other minority languages |
| 11 | Major religions | Muslim 99.8% (mostly Sunni), other 0.2% (mostly Christians and Jews) |
| 12 | Transportation | Railways, Public buses, private taxis, bicycles |
| 13 | Airports and Ports | Airports: 98 airports, including 22 international airports Ports: major seaport(s): Aliaga, Ambarli, Diliskelesi, Eregli, Izmir, Kocaeli (Izmit), Mersin (Icel), Limani, Yarimca container port(s) (TEUs): Ambarli (2,803,133), Mersin (Icel) (1,453,000) (2016) LNG terminal(s) (import): Izmir Aliaga, Marmara Ereglisi |
| 14 | Major Cities | Istanbul, ANKARA (capital), Izmir, Bursa, Adana, Gaziantep (2018) |

Exploring Export Potential of Handicrafts To Turkey

| | | |
|----|---|--|
| 15 | Currency | Turkish lira (₺) (TRY), 1 USD = 5.52 Turkish lira (JANUARY 2019) 1 Turkish lira = 12.83 INR (JANUARY 2019) |
| 16 | GDP (Purchasing Power Parity) | USD 2.186 trillion (2017 est.) |
| 17 | GDP (Official Exchange rate) | USD 851.5 billion (2017 est.) |
| 18 | Economy-General | Turkey's largely free-market economy is driven by its industry and, increasingly, service sectors, although its traditional agriculture sector still accounts for about 25% of employment. The automotive, petrochemical, and electronics industries have risen in importance and surpassed the traditional textiles and clothing sectors within Turkey's export mix. However, the recent period of political stability and economic dynamism has given way to domestic uncertainty and security concerns, which are generating financial market volatility and weighing on Turkey's economic outlook. |
| 19 | GDP – Composition, by end use | Household Consumption: 59.1% (2017 Est.) Government Consumption: 14.5% (2017 Est.) Investment In Fixed Capital: 29.8% (2017 Est.) Investment In Inventories: 1.1% (2017 Est.) Exports Of Goods And Services: 24.9% (2017 Est.) Imports Of Goods And Services: -29.4% (2017 Est.) |
| 20 | GDP – Composition, by sector of origin | Agriculture: 6.8% (2017 Est.) Industry: 32.3% (2017 Est.) Services: 60.7% (2017 Est.) |
| 21 | Exports of TURKEY | USD 166.2 billion (2017 est.) USD 150.2 billion (2016 est.) country comparison to the world: 30 |
| 22 | Exports - Commodities | Apparel, Foodstuffs, Textiles, Metal Manufactures, Transport Equipment |
| 23 | Exports - Partners | Germany 9.6%, UK 6.1%, UAE 5.9%, Iraq 5.8%, US 5.5%, Italy 5.4%, France 4.2%, Spain 4% and India 0.5 % (2017) |
| 24 | Imports of TURKEY | USD 225.1 billion (2017 est.) USD 191.1 billion (2016 est.) country comparison to the world: 22 |
| 25 | Imports - Commodities | Machinery, Chemicals, Semi-Finished Goods, Fuels, Transport Equipment |
| 26 | Imports - Partners | China 10%, Germany 9.1%, Russia 8.4%, US 5.1%, Italy 4.8% and India 2.7% (2017) |
| 27 | India-Turkey Bilateral Trade (2017-2018) | India's exports to Turkey: 5,090.70 USD Million (2017-18) India's imports from Turkey: 2,132.20 USD Million (2017-18) India's trade Surplus: 2958.5 USD Million (2017-18) (Source: Ministry of Commerce & Industry, GOI) |

Exploring Export Potential of Handicrafts To Turkey

| | | |
|----|---|---|
| 28 | India's Exports to Turkey: Major Commodities (2017-18) | Medium oils & preparations, textured filament yarn of polyester, parts & accessories, for tractors & motor vehicles (Source: Ministry of Commerce & Industry, GOI) |
| 29 | India's Imports from Turkey: Major Commodities (2017-18) | Gold, Marble and travertine, (Source: Ministry of Commerce & Industry, GOI) |
| 30 | Banking System | Central Bank of the Republic of Turkey (https://www.tcmb.gov.tr/wps/wcm/connect/en/tcmb+en) and Other Major Banks are: Ziraat Bankası, Türkiye İş Bankası, Garanti Bank, Akbank |
| 31 | Ports and Terminals | Major Seaport(S): Aliaga, Ambarli, Diliskelesi, Eregli, Izmir, Kocaeli (Izmit), Mersin (Icel), Limani, Yarimca Container Port(S) (Teus): Ambarli (2,803,133), Mersin (Icel) (1,453,000) (2016) Lng Terminal(S) (Import): Izmir Aliaga, Marmara Ereglisi |
| 32 | Inflation Rate (Consumer Prices) | 11.1% (2017 est.) 7.8% (2016 est.) |
| 33 | Labour Force- by Occupation | Agriculture: 18.4% Industry: 26.6% Services: 54.9% (2016) |
| 34 | Turkey's Embassy in India | Ambassador: Şakir Özkan Torunlar Address: 50-N, Nyaya Marg, Chanakyapuri New Delhi- 110021 Tel: (00 91 11) 2688 9053 - 2688 9054 - 2410 1921-2687 2709 Fax: (00 91 11) 2410 1974 Email: embassy.newdelhi@mfa.gov.tr |
| 35 | India's Embassy in Turkey | Ambassador: Shri Sanjay Bhattacharya. Address: 77/A Cinnah Caddesi, Cankaya 06680, Ankara, Turkey. Tel: +90-312-438 21 95-98 Fax: +90-312-440 34 29 Email: attache.ankara@mea.gov.in |
| 36 | India's Consulates in Turkey | Acting Consul General: Mr. Purnojyoti Mukherjee Consulate General of India Istanbul, Turkey ADDRESS: Cumhuriyet Cad. No. 42 Flat No. 11-12, 6th Floor, Dortler Apt., Elmadag, 34367, Istanbul TELEPHONE: (90)2122962131 (90) 212 2962132 FAX: (90) 212 2962130 Email : inf.istanbul@mea.gov.in |

| | | |
|-----------|---|---|
| 37 | Bilateral Trade Co-ordinators Between India and Turkey | Turkish Indian Chamber of Commerce & Industry (TICCI) Address: 7/C, TAIMOOR NAGAR NEAR GURUDWARA, NFC, NEW DELHI-110065 Tel No : +91-11-42665161 Email: info@ticci.in Website: http://www.ticci.in/ |
|-----------|---|---|

[Source: Ministry of Commerce, Ministry of External Affairs, CIA World Fact Book]

TURKEY'S ECONOMIC SCENARIO

Turkey is among the world's developed countries and defined as emerging market economy by IMF. Turkey has the world's 17th largest nominal GDP. The foreign reserves of Turkey as of December 6, 2013 are USD135.638 billion.

Turkey's largely free-market economy is driven by its industry and, increasingly, service sectors, although its traditional agriculture sector still accounts for about 25% of employment. The automotive, petrochemical, and electronics industries have risen in importance and surpassed the traditional textiles and clothing sectors within Turkey's export mix. However, the recent period of political stability and economic dynamism has given way to domestic uncertainty and security concerns, which are generating financial market volatility and weighing on Turkey's economic outlook.

After Turkey experienced a severe financial crisis in 2001, Ankara adopted financial and fiscal reforms as part of an IMF program. The reforms strengthened the country's economic fundamentals and ushered in an era of strong growth, averaging more than 6% annually until 2008. An aggressive privatization program also reduced state involvement in basic industry, banking, transport, power generation, and communication. Global economic conditions and tighter fiscal policy caused GDP to contract in 2009, but Turkey's well-regulated financial markets and banking system helped the country weather the global financial crisis, and GDP growth rebounded to around 9% in 2010 and 2011, as exports and investment recovered following the crisis.

The growth of Turkish GDP since 2016 has revealed the persistent underlying imbalances in the Turkish economy. In particular, Turkey's large current account deficit means it must rely on external investment inflows to finance growth, leaving the economy vulnerable to destabilizing shifts in investor confidence. Other troublesome trends include rising unemployment and inflation, which increased in 2017, given the Turkish lira's continuing depreciation against the dollar. Although government debt remains low at about 30% of GDP, bank and corporate borrowing has almost tripled as a percent of GDP during the past decade, outpacing its emerging-market peers and prompting investor concerns about its long-term sustainability.

Between July 2016 and March 2017, three credit rating agencies downgraded Turkey's sovereign credit ratings, citing concerns about the rule of law and the pace of economic reforms.

[Source: Indian Embassy, Istanbul, Turkey]

INDIA-TURKEY BILATERAL ECONOMIC & COMMERCIAL RELATIONS

Overall Bilateral Relations:

India-Turkey economic and commercial cooperation constitutes an important dimension of the bilateral relationship. The India-Turkey Joint Business Council (JBC) between Federation of Indian Chambers of Commerce and Industry (FICCI) and Foreign Economic Relations Board of Turkey (DEIK) was set up in 1996.

Bilateral India-Turkey trade has increased significantly in the preceding decade and a half. The major Indian exports to Turkey include: medium oils and fuels, man-made filaments and staple fibers, automotive spare parts and accessories, organic chemicals etc. Turkey's exports to India include: broken/unbroken poppy seeds; machinery and mechanical appliances, iron and steel articles thereof, inorganic chemicals, pearls and precious/semi-precious stones and metals (including imitation jewellery), marble, etc.

Turkish companies' interest in investing in India has increased recently as well. There are about 20 Turkish companies which are active in India and nearly 210 Indian companies are doing business in Turkey.

The Indian community in Turkey is small (about 1700 persons in all), mostly working in business establishments and universities in Istanbul and Ankara. A small number of professionals and skilled and semi-skilled workers are also working in the TANAP project and Star Refinery in Izmir. State Bank of India has a representative office in Istanbul. Turkish Airlines (in a code sharing arrangement with Air India) operates daily.

Currently the works have been underway in order to sign a Comprehensive Economic Cooperation Agreement (CEPA) between Turkey and India.

[Source: Indian Embassy, Istanbul, Turkey]

Executive Summary

The Report on “**Exploring Export Potential of Handicrafts to Turkey**” describes about one of the important markets in West Asia. The report aims to study the structure of imports of Turkish handicraft industry and presents a comparative country analysis of India and its major competitors in order to get the insight for carrying out the trade with Turkey. This report is quantitative in nature; and based on it, it draws qualitative insights after the in-depth analysis of the **167 HS Codes of different Handicrafts product categories**.

The different analytical ratios and other calculative parameters such as the Trade Indicators used in the study are: **Trade Intensity Index (TII)** of Turkey & its importing international markets, **Revealed Comparative Advantage (RCA)** Index of 167 HS Codes, **Trade Potential of India**, **Trade Complementarity index (TCI)**, **Unit Value Analysis** to name a few among different other trade indicators. Upon the completion of different analysis on these 167 HS Codes, they are categorized as:

A: Products with High Export Potential to Turkey and;

B: Other Recommended Products

Moving ahead with the report brings the **Import pattern of Turkey** for all these 167 Handicraft items from the world to understand the potential of the market so that the Indian exporters may trace the export strategy from India to Turkey. The report also indicates the top supplying countries to Turkey for these 167 Handicraft products comparing India’s performance and its rank. **Comparative Unit Value Analysis** done on these 167 Handicraft Products also comments on the **pricing strategy** that can be undertaken by the Indian exporters before fixing the price of these Handicraft items. This would certainly help the Indian Exporters to study and analyze Turkey’s importing trends and competitiveness in detail.

It should also be noted that all data on 167 HS Codes has been collected from **ITC Trade Map** (Source: <https://www.trademap.org/Index.aspx>). The Tariff data has been sourced from www.macmap.org. Utmost care has been taken to compile and present data.

The unit values mentioned in the analysis are in \$/Kg (Dollar/Kilogram).

Some limitations to the report are:

- The trade data for all 8 Digit HS codes was not available.
- For every Handicrafts HS code as per Indian classification Turkey is considered.
- The photographs used in this report are only indicative in nature and are primarily sourced from online stores selling in Turkey.

Key Products for exports to Turkey

A. CATEGORY: ART METAL WARES

- **73239420:** UTENSILS
- **74199930:** ARTICLE OF BRASS
- **83061000:** BELLS GONGS AND THE LIKE
- **96140000:** SMOKING PIPES, INCL. PIPE BOWLS, CIGAR OR CIGARETTE HOLDERS, AND PARTS THEREOF

B. CATEGORY: WOOD WARES

- **4414000:** WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS.
- **44209010:** WOOD MARQUETRY AND INLAID WOOD.
- **44209090:** OTHERS.
- **94036000:** OTHER WOODEN FURNITURE.

C. CATEGORY: HAND KNITTED & HAND CROCHETED EMBROIDERIES

- **58101000:** EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY WITHOUT VISIBLE GROUND
- **58081090:** BRAIDS, IN PCS OTHER THAN OF COTTON
- **61043100:** ENSAMBLES OF WOOL OR FINE ANIMAL HAIR – CROCHETTED

D. CATEGORY: SHAWLS AS ART WARES

- **61171020:** SHAWLS OF WOOL

E. CATEGORY: ZARI & ZARI GOODS

- **58090010 & 58090090 :** ZARI BORDERS & OTHERS (For both of these HS codes Turkey has only one code with same description i.e. 580900000000)

F. CATEGORY: IMITATION JEWELLERY

- **70181020:** BEADS
- **70181090:** OTHERS -GLSS BEADS, IMTN PERLS, IMTN PRCS STONES/ SEMI PRCS STONES & SMLR GLSS SMALLWARES.
- **71179090:** OTHERS - IMMITATION JEWELLERY FOR PERSONAL ADORNMENT

G. CATEGORY: MISCELLANEOUS HANDICRAFTS

1) MUSICAL INSTRUMENTS

- **92060000:** PERCUSSION MUSICAL INSTRUMENTS (E.G. DRUMS, XYLOPHONES, CYMBOLS, CASTENETS, MARACAS)

2) LEATHER GOODS

- **64032040:** KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR

3) ARTICLES OF WICKER, BAMBOO ETC.

- **94038900:** OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS.

4) SCULPTURES

- **68159990:** OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS

5) ARTICLES OF HAT WARES

- **65040000:** HATS & OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/TRMMD

6) POTTERY & GLASS WARES

- **70099200:** OTHR GLASS MIRRORS, FRAMED.
- **83063000:** PHOTOGRPH, PICTURE/SMLR FRAMES, MIRRORS.

7) PAINTING

- **97011090:** OTHERS-PAINTINGS, DRAWINGS & PASTELS

8) OTHER HANDICRAFTS

- **95051000:** ARICLES OF CHRISTMAS.
- **95059010:** OTHER MAGICAL EQUIPMENTS.
- **97020000:** ORIGNL ENGRVNGS, PRNTS & LITHOGRPHS.

RECOMMENDATION OF THE PROJECT OF EXPLORING EXPORT POTENTIAL OF HANDICRAFTS

ART METAL WARES

In Art metal wares India's global export is USD 589 million and export to Turkey is only USD 3.2 million. This shows that Turkey is an under-tapped market for Indian exporters. Turkey mostly imports Art metal wares from China and some European countries (France, Italy etc.). However through product research and innovation, India can also increase its share in Turkey's market. Some of the Innovative products for Turkish market are shown below:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|--|
| 1 | 73239420 | UTENSILS |
| 2 | 74199930 | ARTICLE OF BRASS |
| 3 | 83061000 | BELLS GONGS AND THE LIKE |
| 4 | 96140000 | SMOKING PIPES, INCL. PIPE BOWLS, CIGAR OR CIGARETTE HOLDERS, AND PARTS THEREOF |



WOOD WARES

India's In Wood wares India's global export is USD 611 million and export to Turkey is very less at USD 0.68 million. This shows that Turkey is an under-tapped market for Indian exporters. Turkey mostly imports Wood metal wares from China and some European countries (Poland, Italy etc.). Some of the Innovative products for Turkish market are shown below:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|--|
| 1 | 4414000 | WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS. |
| 2 | 44209010 | WOOD MARQUETRY AND INLAID WOOD. |
| 3 | 44209090 | OTHERS. |
| 4 | 94036000 | OTHER WOODEN FURNITURE. |



HANDKNITTED & HAND CROCHETTED / EMBROIDERS

In Hand knitted & Hand Crocheted Embroiders India's Global Exports is USD 505 million and exports to Turkey are USD 4.5 million. In this particular product the Tariff rate on India is high. Indian government should focus on country specification scheme and make efforts so that Turkey lowers down its tariff. However some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|---|
| 1. | 58101000 | EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY WITHOUT VISIBLE GROUND |
| 2. | 61043100 | ENSAMBLES OF WOOL OR FINE ANIMAL HAIR – CROCHETTED |
| 3. | 58081090 | BRAIDS, IN PCS OTHER THAN OF COTTON |



SHAWLS AS ART WARES

In Shwals as art wares India's Global Exports is USD 0.5 million and exports to Turkey are 0. Turkey is a totally untapped market for Indian exporters in this product category. Turkey imports majorly from China and European countries. We can also market our traditional products (e.g. Pashmina Shawls) .Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|---------------------|
| 1. | 61171020 | SHAWLS OF WOOL |



ZARI & ZARI GOODS

In Zari and Zari India's Global Exports is USD 1.4 million and exports to Turkey are USD 2.24 million. Turkey is totally untapped market in some products under this category for Indian exporters in this product. Turkey imports majorly from China and Europe and East Asian countries (Japan, Korea). However, by product research and innovation we can also increase our export, some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|---------------------|---|
| 1. | 58090010 & 58090090 | ZARI BORDERS & OTHERS (For both of these HS codes Turkey has only one code with same description i.e. 580900000000) |

IMITATION JEWELLERY

In Imitation Jewellery, India's Global Exports are USD 242 million and exports to Turkey are USD 0.9 million. Turkey is completely untapped as far as some products under this category are concerned. Turkey imports majorly from China, Europe and Thailand. However, by product research and innovation India can also increase its exports; some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|--|
| 1. | 70181020 | BEADS |
| 2. | 70181090 | OTHERS -GLSS BEADS, IMTN PERLS, IMTN PRCS STONES/ SEMI PRCS STONES & SMLR GLSS SMALLWARES. |
| 3. | 71179090 | OTHERS - IMMITATION JEWELLERY FOR PERSONAL ADORNMENT |



MISCELLANEOUS HANDICRAFTS

MUSICAL INSTRUMENTS

In Musical Instruments India's Global Exports is USD 5.3 million and exports to Turkey are very less at 0. Turkey is totally untapped market in under this category for Indian exporters in. Turkey imports majorly from China, Indonesia and Thailand. However, by product research and innovation we can also increase our export; some products shown below are recommended for Turkey's market:

| S. NO. | SUGGESTED CODE | PRODUCT DESCRIPTION |
|--------|----------------|--|
| 1 | 92060000 | PERCUSSION MUSICAL INSTRUMENTS (E.G. DRUMS, XYLOPHONES, CYMBOLS, CASTENETS, MARACAS) |



LEATHER GOODS

In Leather Goods India's Global Exports amount to USD 29 million and exports to Turkey are very less at USD 103 Thousand. Turkey is a totally untapped market for some products under this category for Indian exporters. Turkey imports majorly from China and Italy. However, by product research and innovation we can also increase our exports; some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|--|
| 1. | 64032040 | KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR |



ARTICLES OF WICKER, BAMBOO ETC

In Articles of Wicker, Bamboo etc. India's Global Exports is USD 24 million and exports to Turkey are very less at USD 1 Thousand. Turkey is a totally untapped market under this category for Indian exporters. Currently China, Indonesia, Vietnam and European countries are supplying these products to Turkey. However, to compete with them, Indian exporters should design these products according to Turkey's domestic demand. Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|--------------|--------------------------|---|
| 1. | 94038900 | OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS. |



SCULPTURES

In Sculptures, India's Global Exports is USD 110 million and exports to Turkey are very less at USD 2.8 million. Turkey has a good demand for this product; the trade potential in Turkey is 33 million. Currently UK, USA and China are the biggest competitors for Indian Handicrafts in this category. Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|--------------|--------------------------|---|
| 1. | 68159990 | OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS |



ARTICLES OF HAT WARES

In Hat Wares, India's Global Exports are USD 17 million and exports to Turkey are very less at USD 27 Thousand only. Currently Italy and China are the biggest competitors for India. Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|---|
| 1. | 65040000 | HATS & OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/TRMMD |



POTTERY & GLASS WARE

In Pottery & Glass Ware, India's Global Exports are USD 25 million and exports to Turkey are USD 2.6 million only. Currently China and Europe are the biggest competitors for India. Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|---|
| 1. | 70099200 | OTHR GLASS MIRRORS, FRAMED. |
| 2. | 83063000 | PHOTOGRPH, PICTURE/SMLR FRAMES, MIRORS. |



OTHER HANDICRAFTS

In Other Handicrafts, India's Global Exports is USD 15 million and exports to Turkey are very less at USD 36 thousand only. Currently China, Europe and Japan are the biggest competitors for India. Some products shown below are recommended for Turkey's market:

| S NO: | SUGGESTED HS CODE | PRODUCT DISCRIPTION |
|-------|-------------------|-------------------------------------|
| 1. | 95051000 | ARICLES OF CHRISTMAS. |
| 2. | 95059010 | OTHER MAGICAL EQUIPMENTS. |
| 3. | 97020000 | ORIGNL ENGRVNGS, PRNTS & LITHOGRPHS |



**The pictures presented in the recommendation are indicative in nature and are sourced from trade portals based in the country.*

ANALYTICAL RATIOS & OTHER PARAMETERS USED IN THE STUDY

1. Trade Intensity Index (TII)

The trade intensity index (T) is used to determine whether the value of trade between two countries is greater or smaller than would be expected on the basis of their importance in world trade. It is defined as the share of one country's exports going to a partner divided by the share of world exports going to the partner. It is calculated as:

$$T_{ij} = (x_{ij}/X_{it}) / (x_{wj}/X_{wt})$$

Where, x_{ij} and x_{wj} are the values of country i 's exports and of world exports to country j and where X_{it} and X_{wt} are country i 's total exports and total world exports respectively. An index of more (less) than one indicates a bilateral trade flow that is larger (smaller) than expected, given the partner country's importance in world trade.

2. Revealed Comparative Advantage Index (RCA)

Measures of revealed comparative advantage (RCA) have been used to help assess a country's export potential. The RCA indicates whether a country is in the process of extending the products in which it has a trade potential, as opposed to situations in which the number of products that can be competitively exported is static. It can also provide useful information about potential trade prospects with new partners. Countries with similar RCA profiles are unlikely to have high bilateral trade intensities unless intra industry trade is involved. RCA measures, if estimated at high levels of product disaggregation, can focus attention on other nontraditional products that might be successfully exported. The RCA index of country i for product j is often measured by the product's share in the country's exports in relation to its share in world trade:

$$RCA_{ij} = (x_{ij}/X_{it}) / (x_{wj}/X_{wt})$$

Where, x_{ij} and x_{wj} are the values of country i 's exports of product j and world exports of product j and where X_{it} and X_{wt} refer to the country's total exports and world total exports. A value of less than unity implies that the country has a revealed comparative disadvantage in the product. Similarly, if the index exceeds unity, the country is said to have a revealed comparative advantage in the product.

3. Trade Potential Calculation

Trade potential is defined as the lower value between the country's exports and the partner country's imports, minus the actual current trade between the two countries.

$$\text{Trade potential} = \min \{\text{country's exports; partner country's imports}\} - \text{actual bilateral trade}$$

4. Unit Value Analysis

Unit Value is calculated as the value of a particular product (in USD) imported by a country A from country B divided by the quantity of the same product (in KGs) imported by the country A from country B.

Its unit is **USD per kilograms**.

5. Trade Complementarity Index

The trade complementarity index indicates to what extent the export profile of the exporter matches, or complements, the import profile of the partner. A high index may indicate that two countries would stand to gain from increased trade, and may be particularly useful in evaluating prospective bilateral or regional trade agreements

Formula- $RCA_{Xik} = (X_{ik}/X_i)/(X_{wk}/X_w)$ $RCA_{Mjk} = (M_{jk}/M_j)/(X_{wk}/X_w)$

$C_{ijk} = RCA_{Xik} * RCA_{Mjk}$

Among it, X_{ik} and X_{wk} are the export value of product k in country i and the world; X_i and X_w are the total export value of country i and the world; M_{jk} is the import value of product k of country j; M_j is the total import value of country j. The greater the value of $RCA_{Xik} * (RCA_{Mjk})$, the larger dominant advantage of country j in product k. When both are large, it means country i has a stronger comparative advantage in product k and country j has a greater comparative disadvantage in product k, so the two countries complement each other in product k; the greater the value of C_{ijk} , the stronger trade complementarity.

Exploring Export Potential of Handicrafts To Turkey

| Category 1: ART METAL WARES | | | |
|------------------------------------|-------------|--|---------------------------|
| S. No. | ITC HS Code | Description | India's Exports to Turkey |
| 1 | 73239200 | OTHER HOUSEHOLD ARTICLES OF CAST IRON ENAMELLED | 0 |
| 2 | 73239420 | UTENSILS | 142 |
| 3 | 73239490 | OTHER HOUSEHOLD ARTICLES OF IRON N.E.S. (OTHER THAN CAST IRON)OR STEEL,ENAMELLED | 3 |
| 4 | 74181024 | EPNS WARES | 0 |
| 5 | 74181031 | Of EPNS; TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES AND PARTS THEREOF | 0 |
| 6 | 74181021 | UTENSILS OF BRASS | 0 |
| 7 | 74181022 | COPPER UTENSILS | 4 |
| 8 | 74181023 | UTENSILS OF OTHER COPPER ALLOYS | 0 |
| 9 | 74181039 | OTHER TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES | 0 |
| 10 | 74199920 | UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE SILVER | 0 |
| 11 | 74199930 | ARTICLE OF BRASS | 2978 |
| 12 | 74199940 | COPPER WORKED ARTICLES | 0 |
| 13 | 76151030 | OTHER TABLE AND KITCHENWARE OF ALUMINIUM | 0 |
| 14 | 76151090 | OTHER HOUSEHOLD ARTICLES & PARTS THERE OF | 50 |
| 15 | 97030010 | ORIGINAL SCULPTURE & STATUARY IN METAL | 3 |
| 16 | 96140000 | SMOKING PIPES AND CIGAR OR CIGARETTE HOLDER AND PARTS THEREOF. | 0 |
| 17 | 83061000 | BELLS GONGS AND THE LIKE | 0 |
| 18 | 83062190 | OTHER ORNMNT PLTED WITH PRCS METAL | 0 |
| 19 | 83062990 | OTHERS - OTHER STATUETTES AND ORNAMENTS | 7 |
| 20 | 94051010 | HANGNG LMPS COMPLETE FITNGS | 0 |
| 21 | 94051020 | WALL LAMPS | 7 |
| 22 | 94055010 | HURRICANE LANTERNS | 12 |
| 23 | 96062200 | BUTTONS OF BASE METAL NOT COVERED WITH TEXTILE MATERIAL | 0 |

Exploring Export Potential of Handicrafts To Turkey

PRODUCT CATEGORY: ART METAL WARES

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 1: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Art Metal Wares)

*Values in USD Thousands

| Sl. No. | ITC HS Code (6 digits) | RCA (India) | RCA (Turkey) | ITC HS Code (8 digits) (India) | India's Global exports (At 8 digit) | ITC HS Code (Turkey)** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|---------|------------------------|-------------|--------------|--------------------------------|-------------------------------------|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 732392 | 0.06 | 0.65 | 73239200 | 951 | 732392000000 | 729 | 0 | 0% | 729 |
| 2 | 732394 | 6.60 | 1.00 | 73239420 | 7035 | 732394000000 | 4332 | 55 | 1.30% | 4277 |
| | | | | 73239490 | 46564 | NA | NA | 3* | NA | 0 |
| 3 | 741810 | 2.50 | 3.81 | 74181024 | 321 | 741810900011 | 795 | 259 | 32.60% | 62 |
| | | | | 74181031 | 90 | NA | NA | 0 | NA | 0 |
| | | | | 74181021 | 2558 | NA | NA | 0 | NA | 0 |
| | | | | 74181022 | 2393 | NA | NA | 4* | NA | 0 |
| | | | | 74181023 | 107 | NA | NA | 0 | NA | 0 |
| | | | | 74181039 | 744 | 741810900015 | 4 | 1 | 25% | 3 |
| 4 | 741999 | 6.25 | 1.13 | 74199920 | 198 | NA | NA | 0 | NA | 0 |
| | | | | 74199930 | 403322 | 741999909000 | 24,730 | 81 | 0.30% | 24,649 |
| | | | | 74199940 | 27350 | NA | NA | 0 | NA | 0 |
| 5 | 961400 | 3.16 | 0.97 | 96140000 | 16571 | 961400 | 2934 | 73 | 2.50% | 2861 |
| 6 | 830610 | 6.44 | 0.42 | 83061000 | 5702 | 830610 | 958 | 121 | 12.60% | 837 |
| 7 | 761510 | 0.72 | 2.10 | 76151030 | 39613 | NA | NA | 3* | NA | 0 |
| | | | | 76151090 | 725 | NA | NA | 0 | NA | 0 |
| 8 | 830621 | 1.45 | 0.03 | 83062190 | 664 | 830621000000 | 117 | 39 | 33.30% | 78 |
| 9 | 830629 | 0.17 | 0.29 | 83062990 | 2016 | 830629009000 | 3668 | 716 | 19.50% | 1300 |
| 10 | 940510 | 0.59 | 0.54 | 94051010 | 19337 | NA | NA | 7* | NA | 0 |
| | | | | 94051020 | 4735 | NA | NA | 0 | NA | 0 |
| 11 | 940550 | 2.03 | 0.21 | 94055010 | 674 | NA | NA | 7* | NA | 0 |
| 12 | 970300 | 0.88 | 0.24 | 97030010 | 2555 | NA | NA | 12* | NA | 0 |
| 13 | 960622 | 0.10 | 1.46 | 96062200 | 4863 | 960622000000 | 496 | 0 | 0% | 496 |

[Source: www.trademap.org]

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 2: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
***Values in USD Thousands**

| Sr. No | HS Code | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|--------|------|
| 1 | 732392 | 576 | 6,656,983 | 5,556 | 5,602,685 | 433,063 | 282,751,052 | 0.06 | 0.65 | 0 | 59,783 | 729 | 2,957,827 | 0.00 | 0.01 |
| 2 | 732394 | 117,083 | 6,656,983 | 14,984 | 5,602,685 | 753,282 | 282,751,052 | 6.60 | 1.00 | 55 | 59,783 | 4,332 | 2,957,827 | 0.63 | 3.63 |
| 3 | 741810 | 7,133 | 3,372,968 | 4,643 | 1,441,815 | 121,246 | 143,281,509 | 2.50 | 3.81 | 275 | 1,912 | 880 | 3,326,548 | 543.70 | 0.78 |
| 4 | 741999 | 481,032 | 3,372,968 | 37,309 | 1,441,815 | 3,268,651 | 143,281,509 | 6.25 | 1.13 | 96 | 1,912 | 27,203 | 3,326,548 | 6.14 | 2.24 |
| 5 | 961400 | 16,571 | 543,176 | 8,143 | 872,790 | 494,658 | 51,306,079 | 3.16 | 0.97 | 73 | 7,139 | 2,934 | 524,569 | 1.83 | 1.84 |
| 6 | 830610 | 5,702 | 567,714 | 553 | 837,264 | 104,335 | 66,853,267 | 6.44 | 0.42 | 121 | 35,999 | 958 | 852,002 | 2.99 | 4.64 |
| 7 | 761510 | 70,895 | 3,655,402 | 142,795 | 2,513,763 | 4,668,502 | 172,546,515 | 0.72 | 2.10 | 339 | 153,012 | 13,231 | 3,469,018 | 0.58 | 0.10 |
| 8 | 830621 | 1,100 | 567,714 | 38 | 837,264 | 89,397 | 66,853,267 | 1.45 | 0.03 | 39 | 35,999 | 117 | 852,002 | 7.89 | 0.15 |
| 9 | 830629 | 2,476 | 567,714 | 6,126 | 837,264 | 1,674,062 | 66,853,267 | 0.17 | 0.29 | 1,179 | 35,999 | 6,691 | 852,002 | 4.17 | 0.05 |
| 10 | 940510 | 55,934 | 1,440,548 | 97,842 | 2,761,898 | 15,952,289 | 242,429,322 | 0.59 | 0.54 | 354 | 12,495 | 87,884 | 946,851 | 0.31 | 0.83 |
| 11 | 940550 | 11,381 | 1,440,548 | 2,222 | 2,761,898 | 941,234 | 242,429,322 | 2.03 | 0.21 | 3,384 | 12,495 | 16,102 | 946,851 | 15.93 | 8.91 |
| 12 | 970300 | 13,858 | 94,494 | 364 | 9,229 | 4,583,127 | 27,580,554 | 0.88 | 0.24 | 0 | 8 | 6,944 | 32,468 | 0.00 | 1.14 |
| 13 | 960622 | 496 | 543,176 | 11,641 | 872,790 | 467,489 | 51,306,079 | 0.10 | 1.46 | 0 | 7,139 | 4,863 | 524,569 | 0.00 | 0.10 |

[Source: www.trademap.org]

Exploring Export Potential of Handicrafts To Turkey

Fig 3: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Art Metal Wares)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | Duty Leived By Turkey | India's Unit Value | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | | | | |
|--------|------------------------|------------------------|----------------------|--|---|-----------------------|--------------------|---|-----------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|----|----|----|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | | | |
| 1 | 732392 | 73239200 | 732392000000 | 0 | 0 | 0% | 0.00 | France | 439000 | 55,548 | 7.90 | 0.00 | China | 249000 | 36,844 | 6.76 | 3.20% | Italy | 41000 | 6,343 | 6.46 | 0.00% | | | |
| 2 | 732394 | 73239420 | 732394000000 | NA | NA | 0% | NA | China | 3,092,000 | 359,466 | 8.60 | 3.20% | Taipei, Chinese | 386000 | 27,160 | 14.21 | 3.20% | Germany | 338000 | 31,588 | 10.70 | 0% | | | |
| | | 73239490 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| 3 | 741810 | 74181024 | 741810900011 | 259000 | 14,725 | 0.00% | 17.59 | FRANCE | 240000 | 2,159 | 111.16 | 0.00% | BRAZIL | 213000 | 1,174 | 181.43 | 3.00% | ITALY | 26000 | 351 | 74.07 | 0.00% | | | |
| | | 74181031 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| | | 74181021 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 74181022 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 74181023 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | 741999 | 74181039 | 741810900015 | 1000 | 43 | 0.00% | 23.26 | CHINA | 1000 | 16 | 62.5 | 3.00% | CROATIA | 1000 | 32 | 31.25 | 0.00% | SPAIN | 1000 | 4 | 250 | 0.00% | | | |
| | | 74199920 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 74199930 | 741999909000 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| 5 | 961400 | 96140000 | 961400 | 73000 | 33 | 0% | 2212.12 | China | 1751000 | 1000 | 1751.00 | 1.35% | Egypt | 311000 | 414 | 751.21 | 0.00% | Germany | 149000 | 12 | 12416.67 | 0.00% | | | |
| | | | | | | | | 74199940 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 6 | 830610 | 83061000 | 830610 | 121000 | 25 | 0% | 4840.00 | China | 609000 | 124 | 4911.29 | 0.00% | Taipei, Chinese | 88000 | 11 | 8000.00 | 0.00% | Korea, Republic of | 64000 | 3 | 21333.33 | 0.00% | | | |
| 7 | 761510 | 76151030 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| | | 76151090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| 8 | 830621 | 83062190 | 830621000000 | 39000 | 3,698 | 0.00% | 10.55 | China | 31000 | 7,821 | 3.96 | 0 | Italy | 28000 | 674 | 41.54 | 0.00% | Brazil | 8000 | 102 | 78.43 | 0.00% | | | |
| 9 | 830629 | 83062990 | 830629009000 | 716000 | 69184 | 0.00% | 10.35 | China | 2,362,000 | 994,024 | 2.38 | 0 | Italy | 215000 | 8,481 | 25.35 | 0.00% | Germany | 115000 | 1,824 | 63.05 | 0.00% | | | |
| 10 | 940510 | 94051010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| | | 94051020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| 11 | 940550 | 94055010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| 12 | 970300 | 97030010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| 13 | 960622 | 96062200 | 960622000000 | 0 | 0 | 0.00% | 0.00 | Italy | 1,844 | 31801 | 0.06 | 0.00 | China | 1729 | 228817 | 0.01 | 3.70% | Germany | 685 | 14605 | 0.05 | 0.00% | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Art metal wares can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

1. 73239420: UTENSILS

REASON: Very High **RCA value** and high trade potential. India has the potential to boost exports for this particular category.

The **Unit Value** of India (10) is Average in comparison to other countries i.e. China (9), Taipei, Chinese (14), Germany (11) etc.

The **Tariff Rate** for India and Germany is 0% While, for other competitor countries i.e. China, Taipei Chinese and Thailand it is 3.20%

2. 96140000: SMOKING PIPES, INCL. PIPE BOWLS, CIGAR OR CIGARETTE HOLDERS, AND PARTS THEREOF

REASON: Good **RCA value** and trade potential. We can increase our exports more if design our products better and lower our unit price, as there is 0% Tariff for India in this product.

The **Unit Value** of India is higher than competitors, so we have to make Cost effective product to further increase exports.

The **Tariff Rate** for China is 1.35% while for India and other competitor countries it is 0%.

3. 74199930: ARTICLE OF BRASS

REASON: The **RCA Value** is high at 6.25. And also Turkey has high demand for this product. And the market share of India (0.30%) is very less so there is potential for India to increase exports and market share.

The **Unit Value** of India (9) is higher than Uzbekistan (6) but lesser than other competitor countries i.e. UK (27), Germany (24), France (18 and Italy (27). There is no **Tariff Rate** on any country in this product

B. Other Recommended Codes:

1. **83061000**: BELLS GONGS AND THE LIKE

REASON: High **RCA Value** and trade potential. India is currently the second largest exporters of this product to Turkey after china. Thus, India can be a market leader for this particular category of Handicrafts by leveraging its comparative advantage.

The **Unit Value** of India (4840) is much lesser than competitor countries i.e. China (4911), Taipei Chinese (8000), Korea, republic of (21333) and USA (26500).

There is no **Tariff Rate** for any country in this product.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

unknown.

Exploring Export Potential of Handicrafts To Turkey

| Category 2: WOOD WARES | | | |
|-------------------------------|-------------|--|---------------------------|
| S. No. | ITC HS Code | Description | India's Exports to Turkey |
| 1 | 44140000 | WOODEN FRAMES FOR PAINTING, PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS | 0 |
| 2 | 44190010 | TABLEWARE | 0 |
| 3 | 44190020 | KITCHENWARE OF WOOD | 58 |
| 4 | 44201000 | STATUTTES & OTHER ORNAMENTS OF WOOD | 7 |
| 5 | 44209010 | WOOD MARQUETRY & INLAID WOOD | 338 |
| 6 | 44209090 | OTHERS-WOOD MARQUETRY & INLAID WOOD; CASKETS & CASES FOR CULTRY & OTHR SIMILAR ARTICLES OF WOOD; STATUETTES AND OTHER ORNAMENTS, OF WOOD; WOODEN ARTICLES OF FURNITURE NOT FALLING IN CHAPTER 94 | 0 |
| 7 | 44219060 | PARTS OF DOMESTIC DECORATIVE ARTICLES USED AS TABLEWARE & KITCHENWARE | 7 |
| 8 | 66020000 | WALKING STICKS, SEAT STICKS, WHIPS, RIDING CROPS, AND THE LIKE | 35 |
| 9 | 83062910 | OTHR STATUETTES (EXCLUDING WORKS OF ART) | 0 |
| 10 | 94033010 | CABINETWARE | 55 |
| 11 | 94033090 | OTHERS - WOODEN FRNTR OF A KND USED IN OFFICES | 0 |
| 12 | 94035010 | BED STEAD | 23 |
| 13 | 94035090 | OTHER WOODEN FURNITURE USED IN BEDROOM | 3 |
| 14 | 94036000 | OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL | 0 |
| 15 | 97019091 | DOMESTIC ARTICLES OF WOOD HAND DECORATED | 5 |
| 16 | 97019099 | OTHER HAND DECORATED MANUFACTURED ARTICLES | 6 |
| 17 | 94039000 | PARTS OF FURNITURES OF HEADING 9403 | 36 |
| 18 | 95030010 | DOLLS OF WOOD | 114 |
| 19 | 95030090 | OTHER | 0 |

Exploring Export Potential of Handicrafts To Turkey

PRODUCT CATEGORY: WOODWARES

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 4: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Wood Wares)

*Values in USD Thousands

| Sl. No. | ITC HS Code (6 digits) | RCA (India) | RCA (Turkey) | ITC HS Code (8 digits) (India) | India's Global exports (At 8 digit level) | ITC HS Code (Turkey)** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|---------|------------------------|-------------|--------------|--------------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 441400 | 6.98 | 0.30 | 44140000 | 19064 | 441400 | 3001 | 28 | 0.90% | 2973 |
| 2 | 442090 | 10.92 | 0.23 | 44209010 | 1024 | 442090100000 | 483 | 23 | 4.80% | 460 |
| | | | | 44209090 | 25707 | 442090990000 | 2021 | 96 | 4.80% | 1925 |
| 3 | 442190 | 44.18 | 0 | 44219060 | 3002 | NA | NA | 7 | NA | 0 |
| 4 | 940360 | 3.01 | 1.13 | 94036000 | 445089 | 940360 | 63898 | 471 | 0.07% | 63427 |
| 5 | 441900 | 33.56 | 0 | 44190010 | 854 | NA | NA | 0 | NA | 0 |
| | | | | 44190020 | 1848 | NA | NA | 7* | NA | 0 |
| 6 | 442010 | 0.72 | 0.53 | 44201000 | 2448 | NA | NA | 35* | NA | 0 |
| 7 | 830629 | 0.17 | 0.29 | 83062910 | 398 | NA | NA | 0 | NA | 0 |
| 8 | 940330 | 12.76 | 11.47 | 94033010 | 23881 | NA | NA | 55* | NA | 0 |
| | | | | 94033090 | 8245 | NA | NA | 0 | NA | 0 |
| 9 | 940350 | 0.17 | 3.91 | 94035010 | 2746 | NA | NA | 23* | NA | 0 |
| | | | | 94035090 | 8445 | NA | NA | 3* | NA | 0 |
| 10 | 970190 | 3.89 | 13.15 | 97019091 | 544 | NA | NA | 0 | NA | 0 |
| | | | | 97019099 | 6149 | 970190009000 | 1017 | 3 | 0% | 5132 |
| 11 | 940390 | 0.24 | 0.84 | 94039000 | 20300 | 940390300000 | 11384 | 5 | 0.20% | 11379 |
| 12 | 950300 | 0.07 | 0.07 | 95030010 | 2585 | 950300101100 | 1862 | 0 | 0% | 1862 |
| | | | | 95030090 | 38748 | 950300101900 | 56176 | 0 | 0% | 38748 |
| 13 | 660200 | 3.18 | 0.16 | 66020000 | 332 | 660200 | 378 | 0 | 0% | 332 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 5: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| Sr. No | HS Code | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|-------|
| 1 | 441400 | 19,064 | 415,298 | 1,516 | 762,888 | 892,740 | 135,730,602 | 6.98 | 0.30 | 28 | 15,187 | 3,001 | 1,132,786 | 0.70 | 2.81 |
| 2 | 442090 | 26,731 | 415,298 | 1,024 | 762,888 | 800,108 | 135,730,602 | 10.92 | 0.23 | 132 | 15,187 | 2,628 | 1,132,786 | 3.75 | 4.30 |
| 3 | 442190 | 38,444 | 415,298 | 0 | 762,888 | 284,404 | 135,730,602 | 44.18 | 0.00 | 0 | 15,187 | 0 | 1,132,786 | NIL | 0.00 |
| 4 | 940360 | 445,089 | 1,440,548 | 320,228 | 2,760,343 | 24,657,355 | 239,917,036 | 3.01 | 1.13 | 471 | 12,495 | 63,898 | 946,807 | 0.56 | 1.97 |
| 5 | 441900 | 2,702 | 415,298 | 0 | 762,888 | 26,314 | 135,730,602 | 33.56 | 0.00 | 0 | 15,187 | 0 | 1,132,786 | NIL | 0.00 |
| 6 | 442010 | 2,448 | 415,298 | 3,297 | 762,888 | 1,104,346 | 135,730,602 | 0.72 | 0.53 | 153 | 15,187 | 2,733 | 1,132,786 | 4.18 | 0.21 |
| 7 | 830629 | 2,476 | 567,714 | 6,012 | 836,890 | 1,674,735 | 66,883,007 | 0.17 | 0.29 | 1,179 | 35,999 | 6,691 | 852,027 | 4.17 | 0.05 |
| 8 | 940330 | 32,126 | 1,440,548 | 55,353 | 2,760,343 | 419,284 | 239,917,036 | 12.76 | 11.47 | 9 | 12,495 | 5,380 | 946,807 | 0.13 | 41.49 |
| 9 | 940350 | 11,191 | 1,440,548 | 497,747 | 2,760,343 | 11,068,162 | 239,917,036 | 0.17 | 3.91 | 23 | 12,495 | 23,856 | 946,807 | 0.07 | 0.09 |
| 10 | 970190 | 6,696 | 94,494 | 2,210 | 9,229 | 502,233 | 27,577,148 | 3.89 | 13.15 | 3 | 8 | 1,668 | 32,468 | 7.30 | 10.98 |
| 11 | 940390 | 20,300 | 1,440,548 | 135,374 | 2,760,343 | 14,017,786 | 239,917,036 | 0.24 | 0.84 | 34 | 12,495 | 30,488 | 946,807 | 0.08 | 0.13 |
| 12 | 950300 | 76,715 | 302,502 | 34,944 | 125,131 | 43,874,161 | 11,246,030 | 0.07 | 0.07 | 450 | 1,111 | 392,089 | 609,049 | 0.63 | 0.01 |
| 13 | 660200 | 332 | 1,806 | 51 | 5,381 | 197,781 | 3,422,798 | 3.18 | 0.16 | 0 | 1 | 378 | 22,642 | 0.00 | 0.92 |

[Source: www.trademap.org]

Exploring Export Potential of Handicrafts To Turkey

Fig 6: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (WOODWARES)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|------------|-----------|------------|-----------------------|---|------------|----------|------------|-----------------------|---|-----------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| | | | | | | | | 1 | 441400 | 44140000* | 441400 | 28000 | 9 | 3111 | 0.00% | CHINA | 1864000 | 747 | 2495 | 1.25% | POLAND | 874000 |
| 2 | 442090 | 44209010* | 442090100000 | 23000 | 3,019 | 7.62 | 0.00% | CHINA | 343000 | 172,824 | 2 | 4.00% | INDONESIA | 75000 | 46,107 | 2 | 0.00% | THAILAND | 31000 | 2,146 | 14 | 4.00% |
| | | 44209090* | 442090990000 | 96000 | 16,097 | 5.96 | 0.00% | CHINA | 1,066,000 | 266,437 | 4 | 0.00% | EGYPT | 130000 | 8,743 | 15 | 0.00% | ITALY | 99000 | 3,730 | 27 | 0.00% |
| 3 | 442190 | 44219060 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | 940360 | 94036000 | 940360 | 471000 | 143 | 3294 | 0.00% | POLAND | 12,033,000 | 5,650 | 2130 | 0.00% | ITALY | 10,235,000 | 2,929 | 3494 | 0.00% | SPAIN | 5,309,000 | 507 | 10471 | 0.00% |
| 5 | 441900 | 44190010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 44190020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 6 | 442010 | 44201000 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 7 | 830629 | 83062910 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 8 | 940330 | 94033010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 94033090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 9 | 940350 | 94035010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 94035090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 10 | 970190 | 97019091 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 97019099 | 970190009000 | 3000 | 195 | 15.38 | 0.00% | UK | 396000 | 3,984 | 99 | 0.00% | GERMANY | 306000 | 480 | 638 | 0.00% | USA | 150000 | 1,057 | 142 | 0.00% |
| 11 | 940390 | 94039000 | 940390300000 | 5000 | 2,130 | 2.35 | 0.00% | ITALY | 3,936,000 | 2,736,870 | 1 | 0.00% | POLAND | 2,220,000 | 927,933 | 2 | 0.00% | GERMANY | 1,332,000 | 466,968 | 3 | 0.00% |
| 12 | 950300 | 95030010 | 950300101100 | 0 | 0 | 0.00 | 0.00% | CHINA | 1,854,000 | 113,271 | 16 | 0.00% | USA | 4000 | 236 | 17 | 0.00% | GERMANY | 3000 | 183 | 16 | 0.00% |
| | | 95030090 | 950300101900 | 0 | 0 | 0.00 | 0.00% | CHINA | 54,947,000 | 2,008,234 | 27 | | ITALY | 416000 | 14,069 | 30 | | ROMANIA | 348000 | 17,711 | 20 | |
| 13 | 660200 | 66020000 | 660200 | 0 | 0 | 0.00 | 10.00% | LIBYA | 8000 | 1 | 8000 | 0.00% | GEORGIA | 6000 | 1 | 6000 | 0.00% | AZERBAIJAN | 5000 | 0 | | 15.00% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Wood wares can be classified into following two categories on the basis of their export potentials to Turkey.

Products with high Export potential:

- **4414000:** WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS.

REASON: Despite being the 5th largest exporter to turkey India has only 0.9% share in Turkey's market for this particular code. Though India has a competitive unit price, 0% **Tariff**, good **RCA Value**, there is lot of potential for India to increase share in Turkey's market.

The **Unit Value** of India (3111) is higher than China (2495) but it's lesser than other competitors i.e Poland (3204), Italy (6400) etc.

The **Tariff Rate** for USA and China is 1.25% while for India and other competitor countries it is 0%.

- **44209010:** WOOD MARQUETRY AND INLAID WOOD.

REASON: There is high **RCA value** for India and Low value of Turkey, High trade potential, 0% duty imposed by Turkey. So there is very high potential for India to increase market share.

India's **Unit Value (7.62)** is higher than competitor countries i.e. China (2) and Indonesia (2), so we have make cost effective product to increase exports further.

The **Tariff Rate** for China and Thailand is 4% while for India and **other** competitor countries it is 0%.

- **44209090:** OTHERS.

REASON: There is high **RCA value** for India and Low value of Turkey, High trade potential, 0% duty imposed by Turkey. So there is very high potential for India to increase market share

The **Unit Value** for India (6) is higher than China (2) but much lesser than other competitors i.e. Egypt (15), Italy (27) and Portugal (37).

There is no **Tariff Rate** for any country in this product.

- **94036000:** OTHER WOODEN FURNITURE.

REASON: Medium **RCA value**, High trade potential 0% duty imposed by Turkey. So there is very high potential for India to increase market share.

The **Unit Value** of India (3294) is higher than Poland (2130) and lesser than other competitors i.e. Italy (3494), Spain (10471) and China (4156).

There is no **Tariff Rate** for any country in this product

Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

| Category 3: HANDPRINTED TEXTILES | | | |
|---|--------------------|--|----------------------------------|
| S. No. | ITC HS Code | Description | India's Exports to Turkey |
| 1 | 63079011 | DRESS MATERIAL HANDPRINTED OF COTTON | 0 |
| 2 | 63079012 | DRESS MATERIAL HANDPRINTED OF SILK | 0 |
| 3 | 63079013 | DRESS MATERIAL HANDPRINTED OF MAN MADE FIBER | 24 |
| 4 | 63079019 | DRESS MATERIAL HANDPRINTED OTHERS | 5 |
| 5 | 63079090 | DRESS MATERIAL HANDPRINTED OTHERS | 134 |
| 6 | 63079020 | MADE UP ARTCLS OF COTTON | 92 |

PRODUCT CATEGORY: HAND PRINTED TEXTILES

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 7: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Hand printed Textiles)

*Values in USD Thousands

| Sl. No. | ITC HS Code (6 digits) | RCA (India) | RCA (Turkey) | ITC HS Code (8 digits) (India) | India's Global exports (At 8 digit level) | ITC HS Code (Turkey)** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|---------|------------------------|-------------|--------------|--------------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 630790 | 0.30 | 0.92 | 63079011 | 2661 | 630790100011 | 97 | 0 | 0% | 97 |
| | | | | 63079012 | 479 | NA | NA | 0 | NA | 479 |
| | | | | 63079013 | 11717 | NA | NA | 24* | NA | 0 |
| | | | | 63079019 | 54648 | 630790100019 | 8382 | 44 | 0.5% | 8188 |
| | | | | 63079090 | 214995 | NA | NA | 134* | NA | 0 |
| | | | | 63079020 | 318483 | NA | NA | 92* | NA | 0 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 8: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS Code | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 630790 | 628,607 | 4,962,867 | 784,839 | 2,016,726 | 26,893,592 | 63,540,800 | 0.30 | 0.92 | 302 | 6,400 | 50,165 | 185,329 | 0.17 | 0.19 |

[Source: www.trademap.org]

Fig 9: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (HANDPRINTED TEXTILES AND SCARVES)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|---------|----------|------------|-----------------------|---|---------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 630790 | 63079011 | 630790100011 | 0 | 0 | 0 | | CHINA | 89000 | 8186 | 11 | | JAPAN | 4000 | 53 | 75.5 | | UK | 4000 | 40 | 100 | |
| | | 63079012 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 63079013 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 63079019 | 630790100019 | 44000 | 4715 | 9.3 | 9.60% | CHINA | 4155000 | 593358 | 7 | 12.00% | ITALY | 1716000 | 66253 | 26 | 0 | KOREA, REPUBLIC OF | 686000 | 55968 | 12.3 | 3.00% |
| | | 63079090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 63079020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Hand Printed Textiles can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended codes:

NIL

The **RCA Value** of the code is very less which shows India has very less comparative advantage.

Exploring Export Potential of Handicrafts To Turkey

| Category 4: HANDKNITTED & HAND CROCHETTED / EMBROIDIRES | | | |
|--|--------------------|---|---------------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1 | 58050010 | HAND WOOVEN TAPESTRIES HAND MADE OR NEDDLE WORKED BY HAND, OF COTTON - EMBRODIERY | 0 |
| 2 | 58101000 | EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBRODIERY WITHOUT VISIBLE GROUND | 2,468 |
| 3 | 58109210 | EMBROIDERY BADGES, MOTIFS AND THE LIKE | 1,481 |
| 4 | 58110010 | KANTHA - EMBROIDERY | 0 |
| 5 | 58110020 | QUILT WADDING - EMBROIDERY | 0 |
| 6 | 61043100 | ENSAMBLES OF WOOL OR FINE ANIMAL HAIR - CROCHETED | 0 |
| 7 | 94049099 | HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC | 100 |
| 8 | 63049190 | OTHER – FURNISHING ARTICLES, KNITTED/CROCHETED | 3 |
| 9 | 58043000 | HAND MADE LACE | 40 |
| 10 | 58081090 | BRAIDS, IN PCS OTHER THAN OF COTTON | 4 |
| 11 | 64061010 | EMBROIDERED UPPERS OF TEXTILE MATERIALS | 0 |
| 12 | 58041090 | TULLS AND OTHER NET FABRICS OF OTHER TEXTILE MATERIALS | 427 |
| 13 | 63041100 | BEDSPREADS, KNITTED OR CROCHETED | 0 |

Exploring Export Potential of Handicrafts To Turkey

PRODUCT CATEGORY: HAND KNITTED & HAND CROCHETED EMBROIDERIES

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 10: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Hand knitted & hand crocheted embroideries)

*Values in USD Thousands

| Sl. No. | ITC HS Code (6 digits) | RCA (India) | RCA (Turkey) | ITC HS Code (8 digits) (India) | India's Global exports (At 8 digit level) | ITC HS Code (Turkey)** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|---------|------------------------|-------------|--------------|--------------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 580500 | 0.68 | 0.01 | 58050010 | 1,170 | 580500000000 | 120 | 6 | 5% | 114 |
| 2. | 581010 | 8.76 | 0.18 | 58101000 | 64,921 | 581010 | 9,299 | 642 | 6.90% | 8,657 |
| 3. | 581092 | 2.22 | 1.97 | 58109210 | 15,341 | NA | NA | 1481* | NA | 0 |
| 4. | 581100 | 0.10 | 0.51 | 58110010 | 136 | NA | NA | 0 | NA | 0 |
| | | | | 58110020 | 186 | NA | NA | 0 | NA | 0 |
| 5. | 610431 | 3.91 | 0.16 | 61043100 | 2,956 | 610431000000 | 339 | 0 | 0.00% | 339 |
| 6. | 940490 | 0.63 | 0.06 | 94049099 | 356,474 | NA | NA | 100* | NA | 0 |
| 7. | 630491 | 0.57 | 1.48 | 63049190 | 40,012 | 630491000019 | 16,695 | 25 | 0.10% | 16670 |
| 8. | 580430 | 5.62 | 1.34 | 58043000 | 1,997 | 580430 | 83 | 1 | 1.20% | 82 |
| 9. | 580810 | 0.99 | 0.48 | 58081090 | 6,393 | 580810009000 | 2,764 | 6 | 0.20% | 2758 |
| 10. | 640610 | 4.34 | 0.70 | 64061010 | 5,184 | NA | NA | 0 | NA | 0 |
| 11. | 580410 | 5.15 | 24.44 | 58041090 | 9,858 | 580410909000 | 787 | 175 | 22.20% | 612 |
| 12. | 630411 | 0.09 | 1.19 | 63041100 | 1,192 | 630411 | 256 | 0 | 0.00% | 256 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 11: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
***Values in USD Thousands**

| Sr. No | HS Code | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|-------|
| 1 | 580500 | 1,170 | 376,883 | 19 | 479,262 | 56,967 | 12,399,649 | 0.68 | 0.01 | 6 | 13,714 | 120 | 209,193 | 0.76 | 0.08 |
| 2 | 581010 | 64,921 | 376,883 | 1,654 | 479,262 | 243,859 | 12,399,649 | 8.76 | 0.18 | 642 | 13,714 | 9,299 | 209,193 | 1.05 | 19.80 |
| 3 | 581092 | 86,010 | 376,883 | 97,058 | 479,262 | 1,275,035 | 12,399,649 | 2.22 | 1.97 | 4,898 | 13,714 | 65,035 | 209,193 | 1.15 | 6.71 |
| 4 | 581100 | 740 | 376,883 | 4,737 | 479,262 | 239,967 | 12,399,649 | 0.10 | 0.51 | 2 | 13,714 | 5,573 | 209,193 | 0.01 | 0.14 |
| 5 | 610431 | 2,956 | 834,738 | 1,254 | 8,840,031 | 204,107 | 225,333,018 | 3.91 | 0.16 | 0 | 21,072 | 339 | 735,652 | 0.00 | 1.99 |
| 6 | 940490 | 389,641 | 1,440,548 | 67,414 | 2,760,343 | 10,281,713 | 23991703 | 0.63 | 0.06 | 346 | 12,495 | 42,450 | 946,807 | 0.62 | 0.07 |
| 7 | 630491 | 40,747 | 4,962,867 | 42,877 | 2,016,726 | 911,314 | 63,541,513 | 0.57 | 1.48 | 26 | 6,400 | 16,708 | 185,329 | 0.05 | 3.60 |
| 8 | 580430 | 1,997 | 376,883 | 607 | 479,262 | 11,694 | 12,399,649 | 5.62 | 1.34 | 1 | 13,714 | 83 | 209,193 | 0.18 | 2.36 |
| 9 | 580810 | 7,026 | 376,883 | 4,286 | 479,262 | 233,314 | 12,399,649 | 0.99 | 0.48 | 6 | 13,714 | 2,883 | 209,193 | 0.03 | 0.73 |
| 10 | 640610 | 318,161 | 2,785,993 | 14,145 | 765,970 | 3,681,294 | 139,756,098 | 4.34 | 0.70 | 454 | 11,149 | 22,190 | 676,127 | 1.24 | 5.40 |
| 11 | 580410 | 10,318 | 376,883 | 62,242 | 479,262 | 65893 | 12,399,649 | 5.15 | 24.44 | 175 | 13,714 | 2,146 | 209,193 | 1.24 | 9.95 |
| 12 | 630411 | 1,192 | 4,962,867 | 6,696 | 2,016,726 | 177,154 | 63,541,513 | 0.09 | 1.19 | 0 | 6,400 | 256 | 185,329 | 0.00 | 0.04 |

[Source: www.trademap.org]

Exploring Export Potential of Handicrafts To Turkey

Fig 12: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Hand knitted & hand crocheted embroideries)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit) | Turkey's imports from India (At 8 digit) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|------------|-----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 580500 | 58050010 | 580500000000 | 6000 | 515 | 12 | 4.40% | EGYPT | 33000 | 2,941 | 11 | 0.00% | FRANCE | 32000 | 406 | 79 | 0.00% | GREECE | 19000 | 195 | 97 | 0.00% |
| 2 | 581010 | 58101000 | 581010 | 642000 | 15 | 42800 | 5.50% | CHINA | 8,406,000 | 840 | 10007 | 6.90% | HONG KONG, CHINA | 67000 | 5 | 13400 | 6.90% | FRANCE | 59000 | 0 | | 0.00% |
| 3 | 581092 | 58109210 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | 581100 | 58110010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 58110020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 5 | 610431 | 61043100 | 610431000000 | 0 | 0 | 0 | 9.60% | ITALY | 181000 | 596 | 304 | 0.00% | CHINA | 62000 | 325 | 191 | 12.00% | FRANCE | 32000 | 34 | 941 | 0.00% |
| 6 | 940490 | 94049099 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 7 | 630491 | 63049190 | 630491000019 | 25000 | 851 | 29 | 9.60% | CHINA | 15,542,000 | 3,715,528 | 4.18 | 12.00% | BULGARIA | 688000 | 164,913 | 4 | 0.00% | UK | 319000 | 5,218 | 61 | 0.00% |
| 8 | 580430 | 58043000 | 580430 | 1 | 0 | 0 | 6.40% | China | 81000 | 2 | 40500 | 8.00% | | | | | | | | | | |
| 9 | 580810 | 58081090 | 580810009000 | 6000 | 127 | 47 | 4.00% | FRANCE | 1,953,000 | 14,796 | 132 | 0.00% | CHINA | 307000 | 67,638 | 5 | 5.00% | GERMANY | 232000 | 6,678 | 35 | 0.00% |
| 10 | 640610 | 64061010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 11 | 580410 | 58041090 | 580410909000 | 175000 | 3,420 | 51 | 6.40% | GERMANY | 309000 | 86,555 | 3.57 | 0.00% | CHINA | 192000 | 22,630 | 8 | 8.00% | ITALY | 45000 | 559 | 81 | 0.00% |
| 12 | 630411 | 63041100 | 630411 | 0 | 0 | 0 | 9.60% | CHINA | 141000 | 25 | 5640 | 12.00% | BULAGRIA | 112000 | 27 | 4148 | 0.00% | FRANCE | 2000 | 0 | 0 | 0.00% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Hand knitted & Hand Crocheted Embroideries can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **58101000:** EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY WITHOUT VISIBLE GROUND

REASON: Very High **RCA value**, good **Trade potential**.

The **Unit Value** of India is higher than its competitors i.e. China, Hong Kong etc.

The **Tariff Rate** for India is 5.5% while for China & Hong Kong it is 6.9%.

B. Other Recommended Codes:

- **61043100:** ENSAMBLES OF WOOL OR FINE ANIMAL HAIR – CROCHETTED

REASON: The demand for this product in Turkey is quite less. But, Turkey is a totally untapped Market for Indian Producers with good **RCA Value** of 3.9 in this particular product category; another reason can be very high **Tariff rate** of 9.60%. So if Turkey lowers down its Tariff rate, then there is a potential for Indian exporters to sell their products in Turkey as India is a leading exporter of this category of products.

The **Unit Value** of India with Turkey cannot be found since Turkey's import from India is 0.

- **58081090:** BRAIDS, IN PCS OTHER THAN OF COTTON

REASON: The RCA of India is Moderate and Turkey has high demand for this product therefore the trade potential is high. The **Tariff rate** for India is 4%, for China it is 5% but for its other competitors it is 0%. So if Turkey lowers down its Tariff rate, then there is a potential for Indian exporters to sell their products in Turkey because India is exporting this product to world in good quantity.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

Exploring Export Potential of Handicrafts To Turkey

| Category 5: SHAWLS AS ARTWARE | | | |
|-------------------------------|-------------|----------------|--------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1 | 61171020 | SHAWLS OF WOOL | 0 |

PRODUCT CATEGORY: SHAWLS AS ARTWARE

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 13: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Shawls As Art ware)

*Values in USD Thousands

| Sl. No. | ITC HS Code (6 digits) | RCA (India) | RCA (Turkey) | ITC HS Code (8 digits) (India) | India's Global exports (At 8 digit level) | ITC HS Code (Turkey)** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|---------|------------------------|-------------|--------------|--------------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 611710 | 0.83 | 0.72 | 61171020 | 499 | 611710000011 | 213 | 11 | 5.20% | 202 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 14: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
*Values in USD Thousands

| S. NO. | HS Code | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|-----|
| 1 | 611710 | 49,702 | 8,347,381 | 45,900 | 8,840,031 | 1,622,830 | 225,333,018 | 0.83 | 0.72 | 40 | 21,072 | 6,096 | 735,652 | 0.23 | 1.0 |

[Source: www.trademap.org]

Fig 15: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (SHAWLS AS ARTWARES)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit) | Turkey's imports from India (At 8 digit) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 611710 | 61171020 | 611710000011 | 11000 | 39 | 282 | 9.60% | CHINA | 98000 | 1,138 | 86 | 12.00% | ITALY | 74000 | 213 | 347 | 0.00% | UK | 15000 | 16 | 938 | 0.00% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Shawls as Art ware can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **61171020: SHAWLS OF WOOL**

REASON: Less **RCA value** and less demand for this product in Turkey's market, and trade potential is average. Therefore there is little potential for India to increase its market share.

The **Unit Value** of India (282) is higher than China (86) and Ireland (50) but lesser than other competitors i.e. Italy (213), UK (938)

The **Tariff rate** for India is 9.60%, For China it is 12% and for other competitor countries it is 0%.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown

| Category 6: ZARI & ZARI GOODS | | | |
|--|--------------------|-------------------------|---------------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1 | 83089020 | IMITATION ZARI SPANGLES | 0 |
| 2 | 56050020 | IMITATION ZARI THREAD | 0 |
| 3 | 56050090 | OTHERS | 2,248 |
| 4 | 58090010 | ZARI BORDERS | 0 |
| 5 | 58090090 | OTHERS | 0 |

PRODUCT CATEGORY: ZARI & ZARI GOODS

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 16: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Zari & Zari Goods)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 830890 | 0.22 | 1.00 | 83089020 | 45 | 830890001000 | 886 | 1 | 0.10% | 44 |
| 2. | 560500 | 3.36 | 1.60 | 56050020 | 4,281 | NA | NA | 0 | NA | 0 |
| | | | | 56050090 | 8,098 | 560500009000 | 7,667 | 2,964 | 38.70% | 4,703 |
| 3. | 580900 | 1.63 | 0.07 | 58090010 | 77 | 580900000000 | 306 | 0 | 0 | 306 |
| | | | | 58090090 | 1,401 | | | | | |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.
- For 58090010 & 58090090 Turkey has one single code which is 580900000000.

Fig 17: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
*Values in USD Thousands

| S. NO. | HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-------|------|
| 1 | 830890 | 3,611 | 567,714 | 24,504 | 836,890 | 1,949,590 | 66,883,007 | 0.22 | 1.00 | 2,131 | 35,999 | 24,693 | 852,027 | 2.04 | 0.22 |
| 2 | 560500 | 12,437 | 387,100 | 9,928 | 646,903 | 242,323 | 25,329,467 | 3.36 | 1.60 | 2,964 | 7,721 | 7,755 | 375,250 | 18.58 | 7.25 |
| 3 | 580900 | 1,478 | 376,883 | 81 | 479,262 | 29,774 | 12,399,649 | 1.63 | 0.07 | 0 | 13,714 | 306 | 209,193 | 0.00 | 0.99 |

[Source: www.trademap.org]

Fig 18: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (ZARI AND ZARI GOODS)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 830890 | 83089020 | 830890001000 | 1000 | 415 | 2 | 0% | CHINA | 538000 | 190,986 | 3 | 2.70% | KOREA, REPUBLIC OF | 314000 | 7,802 | 40 | 0% | ITALY | 25000 | 1,083 | 23 | 0% |
| 2 | 560500 | 56050020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 56050090 | 560500009000 | 2,964,000 | 1,120,484 | 3 | 3.20% | GEORGIA | 2,064,000 | 35700 | 58 | 0% | JAPAN | 568000 | 8,428 | 67 | 4.00% | USA | 465000 | 2,571 | 181 | 4.00% |
| 3 | 580900 | 58090010 58090090 | 580900000000 | 0 | 0 | 0 | 4.40% | CHINA | 150000 | 20,858 | 7 | 5.60% | BELGIUM | 79000 | 361 | 219 | 0% | GERMANY | 56000 | 675 | 83 | 0% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Zari & Zari Goods can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **58090010 & 58090090** : ZARI BORDERS & OTHERS (For both of these HS codes Turkey has only one code with same description i.e. 580900000000)

REASON: India's export to Turkey is zero in this particular product but there is a medium demand for this product having good **RCA value** (1.63) in Turkey which Indian exporters can tap.

The **Unit Value** with Turkey cannot be found since export to Turkey is 0.

The **Tariff Rate** for China is 5.60%, for India it is 4.40% and for other competitor countries it is 0.

Note: *For the remaining products, there is no interpretation since their data at 8 digit level is unknown.*

| Category 7: IMITATION JEWELLERY | | | |
|--|-------------|---|--------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1 | 70181010 | BANGLES | 0 |
| 2 | 70181020 | BEADS | 6 |
| 3 | 70181090 | OTHERS -GLSS BEADS,IMTN PERLS,IMTN PRCS STONES/ SEMI PRCS STONES & SMLR GLSS SMALLWARES | 15 |
| 4 | 71131110 | SILVER FILLIGREE WORK | 0 |
| 5 | 71171100 | CUFFLINGS AND STUDS | 0 |
| 6 | 71171910 | BANGLES | 356 |
| 7 | 71171920 | GERMAN SILVER JEWELLERY | 0 |
| 8 | 71171990 | OTHERS - IMMITATION JEWELLERY CATEGORY | 29 |
| 9 | 71179010 | JEWELLERY STUDED WITH IMITATION PERALS OR IMITATION OR SYN. STONES | 4 |
| 10 | 71179090 | OTHERS - IMMITATION JEWELLERY FOR PERSONAL ADORNMENT | 544 |
| 11 | 83089031 | FOR GARMENTS, MADEUPSM KNITWARE, PLASTIC AND LEATHER GOODS - BUCKLES | 0 |
| 12 | 83089039 | OTHER BEADS AND SPANGLES OF BASE METAL | 0 |

PRODUCT CATEGORY: IMITATION JEWELLERY

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 19: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Imitation Jewellery)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC HS Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 701810 | 4.62 | 0.09 | 70181010 | 5,225 | NA | NA | 0 | NA | 0 |
| | | | | 70181020 | 14,700 | 701810110000 | 460 | 0 | 0 | 454 |
| | | | | 70181090 | 16,689 | 701810900000 | 379 | 21 | 5.50% | 358 |
| 2. | 711311 | 5.67 | 0.50 | 71131110 | 4,623 | NA | NA | 0 | NA | 0 |
| 3. | 711711 | 0.03 | 0.31 | 71171100 | 317 | 711711000000 | 787 | 0 | 0 | 787 |
| 4. | 711719 | 0.27 | 0.06 | 71171910 | 48,679 | NA | NA | 356* | NA | 0 |
| | | | | 71171920 | 44 | NA | NA | 0 | NA | 0 |
| | | | | 71171990 | 37,512 | 711719009029 | 38,838 | 1,341 | 3.50% | 36,171 |
| 5. | 711790 | 0.98 | 0.14 | 71179010 | 5,931 | NA | NA | 4* | NA | 0 |
| | | | | 71179090 | 108,870 | 711790009000 | 7,110 | 368 | 5.20% | 6,742 |
| 6. | 830890 | 0.22 | 1.00 | 83089031 | 17 | NA | NA | 0 | NA | 0 |
| | | | | 83089039 | 60 | NA | NA | 0 | NA | 0 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 20: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
***Values in USD Thousands**

| S. NO. | HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-------|------|
| 1 | 701810 | 36,614 | 680,693 | 934 | 915,857 | 835,572 | 71,836,046 | 4.62 | 0.09 | 79 | 10,864 | 13,384 | 844,534 | 0.46 | 6.30 |
| 2 | 711311 | 4,390,131 | 42,572,929 | 99,230 | 10,879,244 | 11,985,728 | 659,021,465 | 5.67 | 0.50 | 346 | 49,779 | 42,219 | 17,443,552 | 2.87 | 0.75 |
| 3 | 711711 | 317 | 42,572,929 | 909 | 10,879,244 | 176,620 | 659,021,465 | 0.03 | 0.31 | 0 | 49,779 | 787 | 17,443,552 | 0.00 | 0.00 |
| 4 | 711719 | 86,235 | 42,572,929 | 5,116 | 10,879,244 | 4,882,107 | 659,021,465 | 0.27 | 0.06 | 1,395 | 49,779 | 50,508 | 17,443,552 | 9.68 | 0.11 |
| 5 | 711790 | 114,802 | 42,572,929 | 4,110 | 10,879,244 | 1,807,721 | 659,021,465 | 0.98 | 0.14 | 539 | 49,779 | 12,380 | 17,443,552 | 15.26 | 0.25 |
| 6 | 830890 | 3,611 | 567,714 | 24,504 | 836,890 | 1,949,590 | 66,883,007 | 0.22 | 1.00 | 2,131 | 35,999 | 24,693 | 852,027 | 2.04 | 0.22 |

[Source: www.trademap.org]

Fig 21: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Imitation Jewellery)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|-----------------------------------|------------|----------|------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 701810 | 70181010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 70181020 | 701810110000 | 0 | 0 | 0 | 0% | CHINA | 426000 | 458,162 | 0.93 | 0% | ITALY | 20000 | 14 | 1429 | 0% | AUSTRIA | 14000 | 49 | 286 | 0% |
| | | 70181090 | 701810900000 | 21000 | 820 | 26 | 0% | CHINA | 354000 | 175,242 | 2 | 3.00% | ITALY | 2000 | 18 | 111 | 0% | SWITZERLAND | 1000 | 39 | 26 | 0% |
| 2 | 711311 | 71131110 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 3 | 711711 | 71171100 | 711711000000 | 0 | 0 | 0 | 0% | CHINA | 631000 | 9,029 | 70 | 4.00% | GERMANY | 64000 | 211 | 303 | 0% | UK | 44000 | 151 | 291 | 0% |
| 4 | 711719 | 71171910 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 71171920 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 71171990 | 711719009029 | 1,341,000 | 17,797 | 75 | 0% | CHINA | 26,444,000 | 397,753 | 66 | 4.00% | THAILAND | 4,338,000 | 16,773 | 259 | 4.00% | VIETNAM | 2,538,000 | 26,658 | 95 | 0% |
| 5 | 711790 | 71179010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 71179090 | 711790009000 | 368000 | 6,477 | 57 | 0% | CHINA | 5,430,000 | 113,517 | 48 | 4.00% | ITALY | 424000 | 1,660 | 255 | 0% | FRANCE | 175000 | 438 | 400 | 0% |
| 6 | 830890 | 83089031 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 83089039 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Imitation Jewellery can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **71179090: OTHERS - IMMITATION JEWELLERY FOR PERSONAL ADORNMENT**

REASON: Despite being the third largest exporter to Turkey, India has only 5.2% market share. This is because china's market share is higher due to its competitive unit price and despite the fact that its exports attract duties to the tune of 4% **duty** while currently there is no tariff on India and other competitor countries. So there is a lot of potential available for Indian exporters.

The **Unit Value** of India (57) is slightly higher than China (48) and Slovenia (41) but lesser than other competitor countries i.e. Italy (255), France (400) and Spain (390).

The **Tariff Rate** for China and is 4% while for India and other competitor countries it is 0%.

B. Other Recommended Codes:

- **70181020: BEADS**

REASON The **RCA Value** of India is high (4.6). And Currently India DOES NOT EXPORT TO Turkey but there is an appropriate demand for this product in Turkey.

The **Unit Value** of India with Turkey cannot be extracted since India doesn't export to Turkey in this category. And there is no **Tariff** rate on any country.

- **70181090: OTHERS -GLSS BEADS, IMTN PERLS, IMTN PRCS STONES/ SEMI PRCS STONES & SMLR GLSS SMALLWARES.**

REASON: The **RCA Value** of India is high (4.6). And Currently India has very less market share (5.5%) despite being second largest importer and there is no **Tariff** on India while on China it is 3%, in this category, so if we can further decrease our unit value we can increase our export and compete with china.

The **Unit Value** of India (26) is higher than China (2) but lesser than other competitor countries i.e. Italy (111) and Austria (71).

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

| Category 8: ATTARS & AGARBATIES | | | |
|--|-------------|---|--------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1 | 33019031 | ATTARS OF ALL KINDS IN FIXED OIL BASE | 0 |
| 2 | 33074100 | AGARBATTI" & OTHR ODORIFEROUS PRPNS WHICHOPERATE BY BURNING | 150 |
| 3 | 33074900 | OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI) | 3 |

PRODUCT CATEGORY: ATTARS & AGARBATTIES

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 22: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Attars & Agarbatties)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC HS Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|------------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 330190 | 25.65 | 0.67 | 33019031 | 8,905 | NA | NA | NA | | 0 |
| 2. | 330741 | 21.76 | 0.00 | 33074100 | 123,393 | 330741000000 | 158 | 108 | 68.40% | 50 |
| 3. | 330749 | 0.57 | 5.95 | 33074900 | 20,359 | 330749000000 | 14,651 | 159 | 1.10% | 14,492 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 23: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-------|-------|
| 330190 | 390,587 | 1,821,620 | 4,270 | 762,425 | 1,086,895 | 129,998,176 | 25.65 | 0.67 | 4,133 | 17,426 | 9,550 | 1,200,318 | 29.81 | 24.40 |
| 330741 | 123,393 | 1,821,620 | 5 | 762,425 | 404,656 | 129,998,176 | 21.76 | 0.00 | 108 | 17,426 | 158 | 1,200,318 | 47.08 | 0.92 |
| 330749 | 20,359 | 1,821,620 | 89,428 | 762,425 | 2,563,887 | 129,998,176 | 0.57 | 5.95 | 159 | 17,426 | 14,651 | 1,200,318 | 0.75 | 0.35 |

[Source: www.trademap.org]

Fig 24: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Attars & Agarbatties)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|-----------|-----------|------------|-----------------------|---|-----------|----------|------------|-----------------------|---|-----------|----------|------------|-----------------------|----|----|----|--|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | | | | |
| 1 | 330190 | 33019031 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| 2 | 330741 | 33074100 | 330741000000 | 108000 | 32,707 | 3 | 0% | CHINA | 14000 | 9,244 | 1.51 | 6.50% | SPAIN | 13000 | 325 | 40 | 0% | GERMANY | 8000 | 960 | 8.33 | 0% | | | | |
| 3 | 330749 | 33074900 | 330749000000 | 159000 | 26,486 | 6 | 0% | UK | 6,000,000 | 2,110,091 | 2.84 | 0% | GERMANY | 1,437,000 | 675,712 | 2.13 | 0% | ITALY | 1,198,000 | 64,263 | 18.64 | 0% | | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Attars & Agarbatties can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

Exploring Export Potential of Handicrafts To Turkey

| MISCELLANEOUS HANDICRAFTS | | | |
|---|-------------|--|--------------------------|
| S. No. | ITC HS Code | Description | India's Export to Turkey |
| 1. MUSICAL INSTRUMENTS | | | |
| 1 | 92029000 | OTHER STRING MUSICAL INSTRUMENTS | 0 |
| 2 | 92059090 | OTHERS WIND MUSICAL INSTRUMENTS | 0 |
| 3 | 92060000 | PERCUSSION MUSICAL INSTRUMENTS (E.G. DRUMS, XYLOPHONES, CYMBOLS, CASTENETS, MARACAS) | 0 |
| 4 | 92059010 | FLUTES | 0 |
| 2. ARTICLE OF TORTOISE | | | |
| 1 | 96019020 | WRKD MOTHR OF PEARL & ARTCLS THEROF | 0 |
| 2 | 96019030 | WRKD BONE(EXCL WHALE BONE)& ARTCLS THROF | 19 |
| 3 | 96019040 | WRKD HRN,CORL ETC ANML CRVNG MTRL & ARTCLS | 140 |
| 4 | 96019090 | OTHR UNDER HDNG 9601 | 381 |
| 5 | 96020010 | WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF | 0 |
| 3. STUFFED ANIMALS | | | |
| 1 | 97050010 | STUFFED ANIMALS & BIRDS (TAXIDERMY) | 0 |
| 2 | 97050090 | OTHERS-COLECTNS & COLLECTRS PIECS OF ZOOLOGICL BOTANICL,MINERALOGICL,ANATOMICL,HISTORICL ARCHAEOLOGICL,ETHNOGRAPHIC/NUMSMATC INTERST | 0 |
| 4. LEATHER GOODS | | | |
| 1 | 42022910 | HANDBAGS OF OTHER MATERIALS EXCLUDING WICKER WORK OR BASKET WORK | 103 |
| 2 | 42023110 | JEWELLERY BOX - SURFACE OF LEATHER | 0 |
| 3 | 42023910 | JEWELLERY BOX - OTHER SURFACE OF LEATHER | 0 |
| 4 | 64032040 | KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR | 0 |
| 5. ARTICLES OF WICKER, BAMBOO ETC. | | | |
| 1 | 46021100 | BASKETWORK, WICKERWORK AND OTHER ARTICLES, OF BAMBOO. | 0 |
| 2 | 46021911 | PALM LEAF BASKET ETC. | 0 |

Exploring Export Potential of Handicrafts To Turkey

| | | | |
|---|----------|---|------|
| 3 | 46021200 | BASKETWORK, WICKERWORK AND OTHER ARTICLES, OF RATTAN. | 0 |
| 4 | 46021919 | PALM LEAF ITEMS OTHER THEN BASKETS | 0 |
| 5 | 46021990 | OTHERS - BASKETWORK, WICKERWORK AND OTHER ARTICLES, MADE DIRECTLY TO SHAPE FROM PLAITING MATERIALS OR MADE UP FROM GOODS OF HEADING 4601; ARTICLES OF LOOFAH. | 0 |
| 6 | 94038100 | FURNITURE OF RATTAN/BAMBOO | 0 |
| 7 | 94038900 | OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS | 1 |
| 6. ANTIQUES | | | |
| 1 | 97060000 | ANTIQUES OF AN AGE EXCDNG ONE HUNDRED YRS | 0 |
| 7. ARTICLES OF FUR, FEATHERS & HUMAN HAIRS | | | |
| 1 | 67010010 | FEATHERS DUSTERS | 0 |
| 8. ARTICLES OF GRASS & NATURAL FIBRE | | | |
| 1 | 46019900 | PLNTS & SMLR PRDCTS OF PLATNG MATRLS PLATS& SMLR PRODCTS PLACD SIDE BY SIDE & BOUND TOGETHER IN FORM OF SHEETS (E.G.MATS ETC) | 0 |
| 2 | 46012900 | COIR MATS & MATTING BOUND IN PARALLEL STAND | 0 |
| 9. ARTICLES OF PAPER MACHE | | | |
| 1 | 48237030 | ARTICLES MADE OF PAPER MACHE OTHER THAN ARTWARE. | 0 |
| 10. HATWARES | | | |
| 1 | 65040000 | HATS & OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/TRMMD | 17 |
| 2 | 65050090 | OTHER HEADGEAR, HATS, KNITTED / CROCHETTED MADE UP FROM LACES ETC W/N LIND/TRMMD | 10 |
| 11. SCULPTURE | | | |
| 1 | 97030020 | ORIGNL SCLPTRS & STATUARY IN STONE | 0 |
| 2 | 97030090 | ORIGNL SCLPTRS & STATUARY IN OTHR MATRLS | 10 |
| 3 | 68159990 | OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS | 2818 |
| 12. PAINTINGS | | | |
| 1 | 97011010 | MADHUBANI PAINTINGS(ON TXTLS) | 0 |

Exploring Export Potential of Handicrafts To Turkey

| | | | |
|------------------------------------|----------|---|-----|
| 2 | 97011020 | KALAMKARI PAINTINGS(ON TXTLS) | 0 |
| 3 | 97011030 | RAJASTHANI PAINTINGS(ON TXTLES) | 0 |
| 4 | 97011090 | OTHERS-PAINTINGS,DRAWINGS & PASTELS | 16 |
| 13.POTTERY & GLASS WARE | | | |
| 1 | 69111011 | TABLEWARE OF BONE CHINA AND SHOFT PORCELAIN | 694 |
| 2 | 69111019 | TABLEWARE OF OTHER THAN BONE CHINA & SFTPRCLN | 0 |
| 3 | 69111021 | KITCHENWARE OF BON CHINA & SFT PRCLN | 0 |
| 4 | 69111029 | KITCHENWARE OF OTHER THAN BON CHINA & SFT PRCLN | 0 |
| 5 | 69119010 | TOILET ARTICLES OF PRCLN CHINA | 0 |
| 6 | 69119020 | OTHERS -WATER FILTERS OF A CAPACITY NOT EXCEEDING 40 LTRS. OF PORCELAIN | 0 |
| 7 | 69119090 | OTHER OF OTHER HSEHLD & TOLT ARTCLS OF PRCLN | 0 |
| 8 | 69120010 | CERAMIC TABLEWARE (E.G. OF IMITATION PORCELAIN/OR SEMI-PORCELAIN) | 0 |
| 9 | 69120020 | CEREMIC KITCHENWARE | 1 |
| 10 | 69120030 | TOILET ARTICLES OTHER THAN PORCELAIN /CHINA | 0 |
| 11 | 69120040 | CLAY ARTICLS AS TABLEWARE, KITCHENWARE ETC | 5 |
| 12 | 69120090 | OTHERS | 10 |
| 13 | 69131000 | STATUETTES ETC OF PORCELAIN/CHINA | 0 |
| 14 | 69139000 | OTHER STATUETTE ETC (EXCL OF PORCLAIN /CHINA | 3 |
| 15 | 69141000 | OTHER CERMC ARTCLS OF PORCELAIN / CHINA | 81 |
| 16 | 69149000 | OTHER CERMC ARTCLS EXCL OF PORCELAIN / CHINA | 73 |
| 17 | 70099200 | OTHR GLASS MIRRORS, FRAMED | 66 |
| 18 | 70132800 | OTHER | 0 |
| 19 | 70133300 | OF LEAD CRYSTAL; OTHER DRINKING GLASSES, OTHER THAN OF GLASS CERAMICS | 0 |
| 20 | 70133700 | OTHERS | 1 |
| 21 | 70139100 | OF LEAD CRYSTAL: OTHER GLASSWARE | 0 |

Exploring Export Potential of Handicrafts To Turkey

| | | | |
|------------------------------|----------|---|------|
| 22 | 70134100 | GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018) | 0 |
| 23 | 70134900 | GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018) | 85 |
| 24 | 70189010 | GLASS STATUE OF OTHR ARTCLE OF HDG 7018 | 0 |
| 25 | 70200011 | GLOBES FOR LAMPS & LANTERNS | 0 |
| 26 | 70200029 | OTHER GLS CHIMENEYS | 0 |
| 27 | 70200090 | OTHER ARTICLES OF GLASS NES | 1580 |
| 28 | 83063000 | PHOTOGRPH,PICTURE/SMLR FRAMES,MIRORS | 0 |
| 14. OTHER HANDICRAFTS | | | |
| 1 | 48021010 | HAND MADE PAPER | 0 |
| 2 | 39231020 | WATCHBOX JEWELLERY BOX AND SIMILAR CONTAINER OF PLASTICS | 0 |
| 3 | 34060010 | CANDLES | 0 |
| 4 | 48021020 | HAND MADE PAPERBOARD | 3 |
| 5 | 48239018 | PRODUCT CONSISTINGS OF SHEETS OF PAPER/ RBORD, IMPREGNGTED,COTED OR COVERED WITH PLASTICS | |
| 6 | 94053000 | LGHTNG SETS OF A KIND USD FR CHRISTMS TREE | 0 |
| 7 | 95051000 | ARICLES OF CHRISTMAS | 8 |
| 8 | 95059010 | OTHER MAGICAL EQUIPMENTS | 0 |
| 9 | 96020090 | OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED | 0 |
| 10 | 96031000 | BROOMS & BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS | 0 |
| 11 | 96089910 | PEN HOLDERS PENCIL HOLDERS AND SIMILAR HOLDERS | 21 |
| 12 | 97019092 | RESTAURANT DECORATION OF PLASTICS | 0 |
| 13 | 97020000 | ORIGNL ENGRVNGS,PRNTS & LITHOGRPHS | 3 |
| 14 | 67029090 | ARTIFICIAL FLOWERS ETC OF OTHER MATERIALS | 0 |
| 15 | 96011000 | WORKED IVORY AND ARTICLES OF IVORY | 0 |
| 16 | 96019010 | WRKD TORTOISE-SHELL AND ARTCLS THEREOF | 0 |

Exploring Export Potential of Handicrafts To Turkey

| | | | |
|----|----------|---|---|
| 17 | 96020020 | MOULD/CRVD ARTCLS OF WAX,STEARN,NTRL GUMS AND RESINS AND OTHR MOULD/CRVD ARTCLS | 1 |
| 18 | 96020040 | OTHR ARTCLS OF UNHRDND GELATIN | 0 |
| 19 | 97040010 | USED POSTAL STAMP | 0 |
| 20 | 97040020 | USED OR UNUSED FIRST-DAY COVERS FOR PHILAT | 0 |
| 21 | 97040090 | OTHR UNDER SUB-HEADING 970400 | 0 |

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-MUSICAL INSTRUMENTS)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 25: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts-Musical Instruments)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 920290 | 0.35 | 0.41 | 92029000 | 723 | 920290 | 4,084 | 1 | 0% | 722 |
| 2. | 920590 | 0.62 | 0.03 | 92059090 | 793 | NA | NA | 0 | NA | 0 |
| 3. | 920600 | 2.85 | 13.40 | 92060000 | 3,837 | 920600000000 | 1,080 | 10 | 0.09% | 1070 |
| 4. | 920590 | 0.62 | 0.03 | 92059010 | 46 | NA | NA | 0 | NA | 0 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 26: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 920290 | 723 | 16,628 | 478 | 9,484 | 779,178 | 6,298,031 | 0.35 | 0.41 | 1 | 86 | 4,084 | 34,272 | 0.10 | 0.34 |
| 920590 | 842 | 16,628 | 25 | 9,484 | 515475 | 6,298,031 | 0.62 | 0.03 | 1 | 86 | 5,795 | 34,272 | 0.07 | 1.28 |
| 920600 | 3,197 | 16,628 | 8,585 | 9,484 | 425,358 | 6,298,031 | 2.85 | 13.40 | 10 | 86 | 1,080 | 34,272 | 3.69 | 1.33 |
| 920590 | 842 | 16,628 | 25 | 9,484 | 515475 | 6,298,031 | 0.62 | 0.03 | 1 | 86 | 5,795 | 34,272 | 0.07 | 1.28 |

[Source: www.trademap.org]

**Fig 27: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors
(Musical Instruments)**

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|--|---|--------------------|-----------------------|---|-----------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|
| | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 920290 | 92029000 | 1000 | 0 | 0 | 0% | CHINA | 3,135,000 | 289 | 10847.75 | 3.20% | INDONESIA | 366000 | 16 | 22875 | 0% | SPAIN | 233000 | 3 | 77667 | 0% |
| 2 | 920590 | 92059090 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 3 | 920600 | 92060000 | 10000 | 403 | 24.8 | 0% | CHINA | 507000 | 70,675 | 7.173682 | 3.20% | THAILAND | 150000 | 10,499 | 14.3 | 3.20% | USA | 113000 | 3,497 | 32 | 3.20% |
| 4 | 920590 | 92059010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Musical Instruments can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **92060000:** PERCUSSION MUSICAL INSTRUMENTS (E.G. DRUMS, XYLOPHONES, CYMBOLS, CASTENETS, MARACAS)

REASON: High trade potential and good **RCA Value (2.85)**. The Unit value of India is higher than competitor countries despite being a **0% tariff rate**. So, Indian companies should focus on cost cutting techniques since there is a potential market in Turkey which can be tapped.

B. Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS -ARTICLE OF TORTOISE)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 28: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Article of Tortoise)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code* | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|--------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 960190 | 11.22 | 0.02 | 96019020 | 273 | 960190000000 | 603 | 310 | 51.40% | 293 |
| | | | | 96019030 | 1,408 | | | | | |
| | | | | 96019040 | 5,542 | | | | | |
| | | | | 96019090 | 8,002 | | | | | |
| 2. | 960200 | 10.41 | 0.02 | 96020010 | 1,048 | NA | NA | 0 | NA | 0 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.
- For 96019020, 96019030, 96019040, 96019090 Turkey has a single 12 digit code which is 960190000000

Fig 29: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT HS code | India Export to world 2 DIGIT HS code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT HS code | World Export 2 DIGIT HS code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|---------------------------------------|---------------------------------------|--|--|------------------------------|------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-------|-------|
| 960190 | 15,273 | 543,176 | 48 | 872,534 | 128,567 | 51,284,985 | 11.22 | 0.02 | 310 | 7,139 | 603 | 524,577 | 37.78 | 5.14 |
| 960200 | 98,086 | 543,176 | 357 | 872,534 | 889,705 | 51,284,985 | 10.41 | 0.02 | 820 | 7,139 | 14,017 | 524,577 | 4.30 | 16.03 |

[Source: www.trademap.org]

Fig 30: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Articles of Tortoise)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|--------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|----|----|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | | |
| 1 | 960190 | 96019020 | 960190000000 | 310000 | 29,446 | 10.5 | 0% | PHILLIPINES | 151000 | 126603 | 1.2 | 0% | CHINA | 56000 | 16368 | 3.4 | 0% | INDONESIA | 30000 | 4970 | 6 | 0% | | |
| 2 | 960190 | 96019030 | | | | | | | | | | | | | | | | | | | | | | |
| 3 | 960190 | 96019040 | | | | | | | | | | | | | | | | | | | | | | |
| 4 | 960190 | 96019090 | | | | | | | | | | | | | | | | | | | | | | |
| 5 | 960200 | 96020010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Article of Tortoise can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

ANALYSIS: For 96019020, 96019030, 96019040, 96019090 Turkey has a single 12 digit code which is 960190000000. And we are already market leaders in this category with 51.40%.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-STUFFED ANIMALS)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 31: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Stuffed Animals)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code* | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|--------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 970500 | 0.25 | 0.73 | 97050010 | 1 | 970500000000 | 469 | 0 | 0 | 469 |
| | | | | 97050090 | 1,098 | | | | | |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 32: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----|------|
| 970500 | 1,099 | 94,494 | 310 | 9,229 | 1,268,695 | 27,577,148 | 0.25 | 0.73 | 0 | 8 | 469 | 32,468 | 0 | 0.08 |

[Source: www.trademap.org]

Fig 33: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Stuffed Animals)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|--------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 970500 | 97050010 | 970500000000 | 0 | 0 | 0 | 0% | USA | 332000 | 5,691 | 58.34 | 0% | FRANCE | 33000 | 2,850 | 11.58 | 0% | SOUTH AFRICA | 20000 | 436 | 45.87 | 0% |
| 2 | 970500 | 97050090 | | | | | | | | | | | | | | | | | | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Stuffed Animals can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

For 97050010, 97050090 Turkey has a single 12 digit HS code which is 97050000000.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-LEATHER GOODS)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 34: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Leather Goods)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 420229 | 1.17 | 2.77 | 42022910 | 26,695 | 420229000000 | 1,232 | 52 | 4.20% | 1,180 |
| 2. | 420231 | 3.17 | 0.92 | 42023110 | 662 | 420231000000 | 8,498 | 895 | 10.50% | |
| 3. | 420239 | 0.47 | 0.38 | 42023910 | 2,151 | NA | NA | 0 | NA | 2151 |
| 4. | 640320 | 3.13 | 2.69 | 64032040 | 332 | 640320000000 | 180 | 4 | 2.20% | 176 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.
- **Under 420231:** India has 7 eight digit codes which is equivalent to Turkey 1 twelve digit code i.e. 420231000000. So that's why exact data cannot be extracted, and hence trade potential cannot be found.

Fig 35: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 420229 | 35,534 | 2,410,114 | 10,549 | 303,105 | 971,862 | 77,222,999 | 1.17 | 2.77 | 52 | 20,024 | 1,232 | 300,937 | 0.63 | 0.38 |
| 420231 | 460,455 | 2,410,114 | 16,830 | 303,105 | 4,654,614 | 77,222,999 | 3.17 | 0.92 | 895 | 20,024 | 8,498 | 300,937 | 1.58 | 1.48 |
| 420239 | 7,290 | 2,410,114 | 734 | 303,105 | 497,724 | 77,222,999 | 0.47 | 0.38 | 13 | 20,024 | 566 | 300,937 | 0.35 | 0.14 |
| 640320 | 13,218 | 2,785,993 | 3,133 | 765,970 | 212,179 | 139,756,098 | 3.13 | 2.69 | 4 | 11,149 | 180 | 676,127 | 1.35 | 0.55 |

[Source: www.trademap.org]

Fig 35: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Leather Goods)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|-----------|----------|------------|-----------------------|---|-----------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 420229 | 42022910 | 420229000000 | 52000 | 2,770 | 18.8 | 0% | CHINA | 509000 | 28,022 | 18.16 | 3.70% | FRANCE | 247000 | 834 | 296.16 | 0% | ITALY | 215000 | 628 | 342.36 | 0% |
| 2 | 420231 | 42023110 | 420231000000 | 895000 | 10,183 | 87.9 | 0% | ITALY | 2,954,000 | 6,238 | 473.55 | 0% | CHINA | 2,401,000 | 13,624 | 176.23 | 3.00% | FRANCE | 813000 | 1,218 | 667.5 | 0% |
| 3 | 420239 | 42023910 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | 640320 | 64032040 | 640320000000 | 4000 | 82 | 49 | 4.50% | ITALY | 85000 | 442 | 192.31 | 0% | CHINA | 68000 | 1,218 | 55.83 | 8.00% | ROMANIA | 11000 | 400 | 27.5 | 0% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Leather Goods can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **64032040: KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR**

REASON: High **RCA value** shows India has comparative advantage over Turkey and market size is not so big. But India has very less market share. So, there is potential for India in this product.

The **unit value** of India (49) is very less than its Competitor countries which are Italy (192.3) and China (55).

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ARTICLES OF WICKER, BAMBOO ETC.)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 36: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts-Articles of Wicker, Bamboo etc.)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 460211 | 0.09 | 0.11 | 46021100 | 190 | 460211 | 947 | 0 | 0 | 190 |
| 2 | 460212 | 1.20 | 0.08 | 46021200 | 27 | 460212 | 398 | 0 | 0 | 27 |
| 3 | 460219 | 0.02 | 0.04 | 46021911 | 25 | NA | NA | 0 | NA | 0 |
| | | | | 46021919 | 6,441 | NA | NA | 0 | NA | 0 |
| | | | | 46021990 | 3,151 | NA | NA | 0 | NA | 0 |
| 4 | 940381 | 1.43 | 0 | 94038100 | 37 | 940381000000 | 0 | 0 | NA | 0 |
| 5 | 940389 | 0.88 | 0.86 | 94038900 | 14,211 | 940389000000 | 5,638 | 39 | 0.70% | 5,599 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned.

Fig 37: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 460211 | 190 | 18,947 | 14 | 1,201 | 247,224 | 2,288,466 | 0.09 | 0.11 | 0 | 48 | 947 | 8,591 | 0 | 0.09 |
| 460219 | 9,617 | 18,947 | 41 | 1,201 | 970,558 | 2,288,466 | 1.20 | 0.08 | 27 | 48 | 3,023 | 8,591 | 1.60 | 0.99 |
| 460212 | 27 | 18,947 | 3 | 1,201 | 161,693 | 2,288,466 | 0.02 | 0.04 | 0 | 48 | 398 | 8,591 | 0 | 0.01 |
| 940381 | 37 | 1,440,548 | 0 | 2,760,343 | 4,322 | 239,917,036 | 1.43 | 0 | 0 | 12,495 | 0 | 946,807 | 0 | 0.00 |
| 940389 | 14,211 | 1,440,548 | 26,687 | 2,760,343 | 2,684,424 | 239,917,036 | 0.88 | 0.86 | 39 | 12,495 | 5,638 | 946,807 | 0.52 | 0.47 |

[Source: www.trademap.org]

Fig 38: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (MISCELLANEOUS HANDICRAFTS-ARTICLES OF WICKER, BAMBOO ETC)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 460211 | 46021100 | 460211 | 0 | 0 | 0 | 0% | CHINA | 852000 | 241311 | 3.53 | 3.70% | VIETNAM | 83000 | 18144 | 4.57 | 0% | MYAMMAR | 5000 | 0 | NIL | 0% |
| 2 | 460212 | 46021200 | 460212 | 0 | 0 | 0 | 0% | INDONESIA | 155000 | 20865 | 7.43 | 0% | CHINA | 95000 | 8165 | 11.64 | 3.70% | VIETNAM | 76000 | 11793 | 6.44 | 0% |
| 3 | 460219 | 46021911 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | | 46021919 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 5 | | 46021990 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 6 | 940381 | 94038100 | 940381000000 | 0 | 0 | 0 | 0 | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 7 | 940389 | 94038900 | 940389000000 | 39000 | 6,398 | 6.10 | 0% | ITALY | 3,011,000 | 205,247 | 14.67 | 0% | CHINA | 1,163,000 | 244,041 | 4.77 | 5.60% | GERMANY | 360000 | 6462 | 55.71 | 0% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Articles of Wicker, Bamboo etc. can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **94038900:** OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS.

REASON: The **RCA value** of India is not good but there is high demand in Turkey for this product

The **unit value** of India (6.1) is less than its competitor countries, Italy (14), Germany (55) excluding china (4.77).

The **Tariff rate** India is 0% while for China it is 5.60%. So, by product innovation this product can be & aggressive push India has good chance to capture market for these codes.

Note: *For the remaining products, there is no interpretation since their data at 8 digit level is unknown.*

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ANTIQUES)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 39: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts- Antiques)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 970600 | 0.38 | 0 | 97060000 | 3,232 | 970600000000 | 3,496 | 0 | 0 | 3232 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 40: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----|------|
| 970600 | 3,232 | 94,494 | 0 | 9,229 | 2,471,327 | 27,577,148 | 0.38 | 0 | 0 | 8 | 3,496 | 3246 | 0 | 0.46 |

[Source: www.trademap.org]

Fig 41: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Antiques)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|-----------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 970600 | 97060000 | 970600000000 | 0 | 0 | 0 | 0% | UK | 1,873,000 | 9,318 | 201.01 | 0% | FRANCE | 845000 | 202,652 | 4.17 | 0% | USA | 193000 | 58,200 | 3.32 | 0% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Antiques can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

The RCA value of India is very less than 1 which means that India is already struggling to export this product. Therefore, to enter a new market at this RCA value is not recommended.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ARTICLES OF FUR, FEATHER ETC.)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 42: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (MISCELLANEOUS HANDICRAFTS-Articles of Fur, Feather etc.)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 670100 | 0.00 | 0.00 | 67010010 | 3 | 670100000011 | 6 | 0 | 0 | 3 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 43: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCA |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----|------|
| 670100 | 15 | 239,903 | 0 | 2,543 | 113,090 | 8,042,359 | 0.00 | 0 | 0 | 106 | 518 | 32,732 | 0 | 0.01 |

[Source: www.trademap.org]

Fig 44: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Articles Of Fur, Feather Etc.)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 670100 | 67010010 | 670100000011 | 0 | 0 | 0 | 0% | CHINA | 4000 | 110 | 36.36 | 2.70% | ITALY | 2000 | 1 | 2000 | 0% | USA | 1000 | 2 | 500 | 2.70% |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Articles of Fur, Feather etc. can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

The RCA value of India is 0 which means that India is already struggling to export this product. Therefore, to enter a new market at this RCA value is not recommended.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

Exploring Export Potential of Handicrafts To Turkey

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ARTICLES OF GRASS & NATURAL FIBER)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 45: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts-Articles of Grass & Natural Fiber.)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 460199 | 6.97 | 9.10 | 46019900 | 8803 | 460199 | 300 | 0 | 0 | 300 |
| 2 | 460129 | 0.13 | 1.07 | 46012900 | 215 | 460129 | 196 | 1 | .50% | 195 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 46: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 460199 | 8803 | 18947 | 728 | 1201 | 152443 | 2288466 | 6.97 | 9.10 | 0 | 48 | 300 | 8591 | 0.00 | 3.66 |
| 460129 | 215 | 18947 | 116 | 1201 | 206413 | 2288466 | 0.13 | 1.07 | 1 | 48 | 196 | 8591 | 0.91 | 0.03 |

[Source: www.trademap.org]

Fig 47: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Glass & Natural Fiber)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|--------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|---|-------|----------|------------|-----------------------|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 1 | 460199 | 46019900 | 460199 | 0 | 0 | 0 | 0 | FRANCE | 148000 | 11793 | 13 | 0 | CHINA | 78000 | 907 | 86 | 0 | Taipei, Chinese | 27000 | 2 | 13500 | 0 |
| 2 | 460129 | 46012900 | 460129 | 0 | 0 | 0 | | CHINA | 136000 | 45359 | 3 | | VIETNAM | 38000 | 6350 | 6 | | BANGLADESH | 7000 | 907 | 8 | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Articles of Grass & Natural Fiber can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

The **RCA value** of India is very less than RCA value of Turkey which means that India is already struggling to export this product and Turkey has more Comparative advantage than India. Therefore, to enter a new market at this RCA value is not recommended.

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ARTICLES OF PAPER MACHE)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 48: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Misc. Handicrafts- Articles of Paper Mache)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 482370 | 0.81 | 0.59 | 48237030 | 1380 | NA | NA | 0 | 0 | 1380 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 49: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 482370 | 4744 | 1285997 | 4103 | 1520374 | 738107 | 161392692 | 0.81 | 0.59 | 11 | 14021 | 2502 | 2811917 | 0.88 | 0.16 |

[Source: www.trademap.org]

Fig 50: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Articles of Paper Mache)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) | Turkey's imports from India (At 8 digit level) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | | | | | | | | | | | | | |
|--------|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | | | | | | | | | | | | | |
| 1 | 482370 | 48237030 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Articles of Paper Mache can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS-ARTICLES OF HAT WARES)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 51: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts-Articles of Hat Wares)

Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 650400 | 0.91 | 0.89 | 65040000 | 1661 | 650400000000 | 3352 | 18 | 0.50% | 1643 |
| 2 | 650500 | 0.68 | 1.53 | 65050090 | 15596 | NA | NA | 10* | NA | 0 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 52: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 650400 | 1661 | 41470 | 1470 | 37764 | 412833 | 9400733 | 0.91 | 0.89 | 18 | 258 | 3352 | 60900 | 1.27 | 1.14 |
| 650500 | 15684 | 41470 | 31929 | 37764 | 5201585 | 9400733 | 0.68 | 1.53 | 132 | 258 | 29870 | 60900 | 1.04 | 0.61 |

[Source: www.trademap.org]

Fig 53: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Articles of Hat Wares)

| ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit) | Turkey's imports from India (At 8 digit) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|-----------------------------------|--------|----------|------------|-----------------------|-----------------------------------|-------|----------|------------|-----------------------|
| | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 650400 | 65040000 | 650400000000 | 18000 | 560 | 32 | 0 | CHINA | 3080000 | 503031 | 6 | 0 | ITALY | 178000 | 803 | 222 | 0 | ECUADOR | 37000 | 152 | 243 | 0 |
| 650500 | 65050090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Articles of Hat Wares can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **65040000:** HATS & OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/TRMMD

REASON: The **RCA value** of India is not good but there is high demand in Turkey for this product and the **unit value** of India (32) is very less in comparison to its other competitors i.e. Italy (222), Ecuador (243) etc. excluding China which is even lesser at (6).

The **Tariff rate** India is 0% and it is same for other countries. So, by product innovation this product can be & aggressive push India has good chance to capture market for these codes.

Note: *For the remaining products, there is no interpretation since their data at 8 digit level is unknown.*

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS- SCULPTURES)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 54: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts- Sculptures)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1. | 970300 | 0.88 | 0.24 | 97030020 | 5,210 | 970300000000 | 6,944 | 0 | 0 | 5210 |
| | | | | 97030090 | 6,093 | | | | | 6093 |
| 2. | 681599 | 2.50 | 0.10 | 68159990 | 99,594 | 681599000000 | 24,414 | 2,232 | 9.10% | 22,182 |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.

(**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 55: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 970300 | 13858 | 94494 | 364 | 9229 | 4583562 | 27577148 | 0.88 | 0.24 | 0 | 8 | 6944 | 32468 | 0.00 | 1.14 |
| 681599 | 100195 | 1363224 | 3393 | 1204075 | 1492731 | 50695167 | 2.50 | 0.10 | 2232 | 77076 | 24414 | 519918 | 0.62 | 3.98 |

[Source: www.trademap.org]

Fig 56: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Sculptures)

| ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit) | Turkey's imports from India (At 8 digit) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|
| | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 970300 | 97030020, 97030090 | 970300000000 | 0 | 0 | 0 | 0 | UK | 2073000 | 10118 | 205 | 0 | USA | 1664000 | 2290 | 727 | 0 | ITALY | 1359000 | 3590 | 379 | 0 |
| 681599 | 68159990 | 681599000000 | 2232000 | 1254127 | 1.8 | 0 | CHINA | 8952000 | 7843814 | 1.14 | 0 | GERMANY | 4424000 | 2287154 | 2 | 0 | UK | 3182000 | 8015296 | 0.40 | 0 |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Sculptures can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **68159990: OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS**

REASON: The **RCA value** is good. Currently we are the fourth largest exporter to Turkey in this category but there is lot of Potential available for Indian Exporters since the demand for this product is very high in Turkey. The **unit value** of India is average and almost equivalent to that of its competitors.

There is no **Tariff rate** on any country in this product.

B. Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS- PAINTINGS)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 57: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017

(Miscellaneous Handicrafts- Paintings)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 970110 | 1.01 | 1.05 | 97011010 | 40 | 970110000000 | 19759 | 5 | 0.00% | 19754 |
| | | | | 97011020 | 0 | | | | | |
| | | | | 97011030 | 40 | | | | | |
| | | | | 97011090 | 62315 | | | | | |

[Source: www.trademap.org]

NOTES:

- (*) Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- (**) Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned
- For codes 97011010, 97011020, 97011030, 97011090 Turkey has single 12 digit code which is 970110000000

Fig 58: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 970110 | 62395 | 94494 | 6345 | 9229 | 17991353 | 27577148 | 1.01 | 1.05 | 5 | 8 | 19759 | 32468 | 1.03 | 0.94 |

[Source: www.trademap.org]

Fig 59: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Paintings)

| ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) | Turkey's imports from India (At 8 digit level) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | | Country wise Turkey's Import Data | | | | |
|------------------------|------------------------|----------------------|--|--|--------------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|-----------------------------------|---------|----------|------------|-----------------------|
| | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey |
| 970110 | 97011010 | 970110000000 | 5000 | 33 | 152 | 0 | UK | 6078000 | 4159 | 1461 | 0 | FRANCE | 2973000 | 1590 | 1870 | 0 | USA | 2371000 | 2866 | 827 | 0 |
| | 97011020 | | | | | | | | | | | | | | | | | | | | |
| | 97011030 | | | | | | | | | | | | | | | | | | | | |
| | 97011090 | | | | | | | | | | | | | | | | | | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Paintings can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

NIL

B. Other Recommended Codes:

- **97011090:** OTHERS-PAINTINGS, DRAWINGS & PASTELS

REASON: The **RCA Value** is average at 1 and Turkey's Import from India is very less. But there is very High Demand in Turkey for This product (at HS code 97011000000) and also, **Unit Value** of India (152) is very less than its competitor countries i.e. UK (1461), France (1870) and USA (827). So there is lot of potential for India to Increase exports.

Note: *For the remaining products, there is no interpretation since their data at 8 digit level is unknown.*

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS- POTTERY & GLASS WARES)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 60: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts- Pottery & Glass wares)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 691110 | 0.09 | 0.59 | 69111011 | 13438 | NA | NA | 694* | NA | 0 |
| | | | | 69111019 | 730 | NA | NA | 0 | NA | 0 |
| | | | | 69111021 | 345 | NA | NA | 0 | NA | 0 |
| | | | | 69111029 | 638 | NA | NA | 0 | NA | 0 |
| 2 | 691190 | 0.04 | 0.46 | 69119010 | 16 | NA | NA | 0 | NA | 0 |
| | | | | 69119020 | 58 | NA | NA | 0 | NA | 0 |
| | | | | 69119090 | 238 | NA | NA | 0 | NA | 0 |
| 3 | 691200 | 0.26 | 0.65 | 69120010 | 1306 | NA | NA | 0 | NA | 0 |
| | | | | 69120020 | 3943 | NA | NA | 1* | NA | 0 |
| | | | | 69120030 | 76 | NA | NA | 0 | NA | 0 |
| | | | | 69120040 | 2671 | NA | NA | 0 | NA | 0 |
| | | | | 69120090 | 3442 | NA | NA | 10* | NA | 0 |
| 4 | 691310 | 0.00 | 0.03 | 69131000 | 20 | 691310 | 2731 | 1 | 0% | 19 |
| 5 | 691390 | 0.02 | 0.30 | 69139000 | 39 | 691390 | 5848 | 0 | 0.00% | 39 |
| 6 | 691410 | 0.15 | 0.06 | 69141000 | 1626 | 691410000000 | 975 | 0 | 0% | 1626 |

Exploring Export Potential of Handicrafts To Turkey

| | | | | | | | | | | |
|----|--------|------|------|----------|--------|--------------|-------|-------|-------|------|
| 7 | 691490 | 0.52 | 0.12 | 69149000 | 15323 | 691490000000 | 2974 | 43 | 1.40% | 2931 |
| 8 | 700992 | 1.69 | 0.53 | 70099200 | 24816 | 700992000000 | 7894 | 183 | 2.30% | 7711 |
| 9 | 701328 | 0.10 | 5.00 | 70132800 | 883 | 701328 | 6293 | 0 | 0% | 883 |
| 10 | 701333 | 0.29 | 0.11 | 70133300 | 507 | 701333 | 108 | 0 | 0% | 108 |
| 11 | 701337 | 0.04 | 4.31 | 70133700 | 794 | 701337 | 18054 | 2 | 0% | 794 |
| 12 | 701391 | 0.05 | 0.22 | 70139100 | 85 | 701391 | 356 | 4 | 1.10% | 81 |
| 13 | 701341 | 0.01 | 0.24 | 70134100 | 6 | 701341 | 174 | 1 | NA | 0 |
| 14 | 701349 | 0.46 | 3.72 | 70134900 | 9611 | 701349 | 29239 | 384 | 1.30% | 9227 |
| 15 | 701890 | 0.41 | 0.32 | 70189010 | 786 | 701890900000 | 1393 | 3 | 0.20% | 783 |
| 16 | 702000 | 5.81 | 0.58 | 70200011 | 145 | NA | NA | 0 | NA | 0 |
| | | | | 70200029 | 1686 | NA | NA | 0 | NA | 0 |
| | | | | 70200090 | 171208 | NA | NA | 1580* | NA | 0 |
| 17 | 830630 | 1.17 | 0.11 | 83063000 | 2595 | 830630000000 | 1706 | 28 | 1.60% | 1678 |

[Source: www.trademap.org]

NOTES:

- **(*)** Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- **(**)** Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned

Fig 61: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017

*Values in USD Thousands

| S. NO. | HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | ITCI |
|--------|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|------|------|
| 1 | 691110 | 15151 | 1243354 | 76260 | 969798 | 7020667 | 52479704 | 0.09 | 0.59 | 984 | 15770 | 120721 | 339826 | 0.18 | 0.24 |
| 2 | 691190 | 312 | 1243354 | 2955 | 969798 | 345146 | 52479704 | 0.04 | 0.46 | 1 | 15770 | 1065 | 339826 | 0.02 | 0.02 |
| 3 | 691200 | 11438 | 1243354 | 22219 | 969798 | 1859316 | 52479704 | 0.26 | 0.65 | 38 | 15770 | 15024 | 339826 | 0.05 | 0.32 |
| 4 | 691310 | 20 | 1243354 | 681 | 969798 | 1220116 | 52479704 | 0.00 | 0.03 | 1 | 15770 | 2731 | 339826 | 0.01 | 0.00 |
| 5 | 691390 | 394 | 1243354 | 5059 | 969798 | 898703 | 52479704 | 0.02 | 0.30 | 12 | 15770 | 5848 | 339826 | 0.04 | 0.02 |
| 6 | 691410 | 1626 | 1243354 | 493 | 969798 | 468418 | 52479704 | 0.15 | 0.06 | 0 | 15770 | 975 | 339826 | 0.00 | 0.05 |
| 7 | 691490 | 15323 | 1243354 | 2751 | 969798 | 1250938 | 52479704 | 0.52 | 0.12 | 43 | 15770 | 2974 | 339826 | 0.31 | 0.19 |
| 8 | 700992 | 24816 | 680693 | 10558 | 915857 | 1548845 | 71836046 | 1.69 | 0.53 | 183 | 10864 | 7894 | 844534 | 1.80 | 0.73 |
| 9 | 701328 | 883 | 680693 | 62306 | 915857 | 977610 | 71836046 | 0.10 | 5.00 | 0 | 10864 | 6293 | 844534 | 0.00 | 0.05 |
| 10 | 701333 | 507 | 680693 | 274 | 915857 | 187465 | 71836046 | 0.29 | 0.11 | 0 | 10864 | 108 | 844534 | 0.00 | 0.01 |
| 11 | 701337 | 794 | 680693 | 115823 | 915857 | 2109357 | 71836046 | 0.04 | 4.31 | 2 | 10864 | 18054 | 844534 | 0.01 | 0.03 |
| 12 | 701391 | 85 | 680693 | 529 | 915857 | 184559 | 71836046 | 0.05 | 0.22 | 4 | 10864 | 356 | 844534 | 0.87 | 0.01 |
| 13 | 701341 | 6 | 680693 | 340 | 915857 | 110088 | 71836046 | 0.01 | 0.24 | 1 | 10864 | 174 | 844534 | 0.45 | 0.00 |
| 14 | 701349 | 9611 | 680693 | 105,696 | 915857 | 2228595 | 71836046 | 0.46 | 3.72 | 384 | 10864 | 29239 | 844534 | 1.02 | 0.51 |
| 15 | 701890 | 2071 | 680693 | 2199 | 915857 | 535554 | 71836046 | 0.41 | 0.32 | 6 | 10864 | 1891 | 844534 | 0.25 | 0.12 |
| 16 | 702000 | 197034 | 680693 | 26457 | 915857 | 3579672 | 71836046 | 5.81 | 0.58 | 468 | 10864 | 19811 | 844534 | 1.84 | 2.73 |
| 17 | 830630 | 2595 | 567714 | 375 | 836890 | 260879 | 66883007 | 1.17 | 0.11 | 28 | 35999 | 1706 | 852027 | 0.39 | 0.60 |

[Source: www.trademap.org]

Fig 62: Table showing Unit Value Analysis of China's Imports in 2017 comparing India & its competitors (Pottery)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|----------|----------|------------|-----------------------|---|---------|----------|------------|-----------------------|---|---------|----------|------------|-----------------------|----|----|----|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | | | |
| 1 | 691110 | 69111011 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| | | 69111019 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 69111021 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 69111029 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 2 | 691190 | 69119010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 69119020 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 69119090 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 69120010 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 3 | 691200 | 69120020 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 69120030 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 69120040 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 69120090 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 4 | 691310 | 69131000 | 691310 | 1000 | 0 | 0 | 2.50% | CHINA | 1739000 | 349266 | 4.98 | 6.00% | ITALY | 460000 | 19958.1 | 23.05 | 0.00% | FRANCE | 157000 | 9071.85 | 17.31 | 0.00% | | | |
| 5 | 691390 | 69139000 | 691390 | 12000 | 3628.74 | | 1.88% | CHINA | 4400000 | 1374385 | 3.20 | 5.38% | VIETNAM | 534000 | 182344 | 2.93 | 0.00% | GERMANY | 358000 | 138799 | 2.58 | 0.00% | | | |
| 6 | 691410 | 69141000 | 691410000000 | 0 | 0 | 0 | 1.50% | CHINA | 903000 | 251787 | 3.59 | 5.00% | ITALY | 61000 | 4874 | 12.52 | 0.00% | GERMANY | 5000 | 21 | 238.10 | 0.00% | | | |
| 7 | 691490 | 69149000 | 691490000000 | 43000 | 14907 | 2.88 | 0.00% | ITALY | 705000 | 63346 | 11.13 | 0.00% | SPAIN | 520000 | 158331 | 3.28 | 0.00% | GERMANY | 476000 | 91597 | 5.20 | 0.00% | | | |
| 8 | 700992 | 70099200 | 700992000000 | 183000 | 33197 | 5.51 | 0.00% | CHINA | 4499000 | 1354616 | 3.32 | 4.00% | ROMANIA | 532000 | 46870 | 11.35 | 0.00% | HUNGARY | 399000 | 36082 | 11.06 | 0.00% | | | |
| 9 | 701328 | 70132800 | 701328 | 0 | 0 | | 7.50% | BULGERIA | 3563000 | 1872429 | 1.90 | 0.00% | CZECH REPUBLIC | 918000 | 193230 | 4.75 | 0.00% | CHINA | 724000 | 406419 | 1.78 | 11.00% | | | |
| 10 | 701333 | 70133300 | 701333 | 0 | 0 | | 7.50% | SLOVENIA | 47000 | 907 | 51.82 | 0.00% | FRANCE | 24000 | 0 | | 0.00% | HUNGARY | 24000 | 0 | | 0.00% | | | |
| 11 | 701337 | 70133700 | 701337 | 2000 | 0 | | 7.50% | BULGERIA | 8948000 | 8196414 | 1.09 | 0.00% | EGYPT | 3286000 | 3426437 | 0.96 | 0.00% | CHINA | 1509000 | 1084993 | 1.39 | 11.00% | | | |
| 12 | 701391 | 70139100 | 701391 | 4000 | 0 | | 7.50% | FRANCE | 71000 | 0 | | 0.00% | CZECH REPUBLIC | 51000 | 1814.37 | 28.11 | 0.00% | HUNGARY | 46000 | 907 | 50.72 | | | | |
| 13 | 701341 | 70134100 | 701341 | 1000 | 0 | | 7.50% | ITALY | 60000 | 1814.37 | 33.07 | 0.00% | BRAZIL | 35000 | 0 | | 11.00% | SLOVENIA | 34000 | 907 | 37.49 | 0.00% | | | |
| 14 | 701349 | 70134900 | 701349 | 384000 | 35380.2 | 10.85 | 7.50% | CHINA | 15889000 | 8864102 | 1.79 | 11.00% | EGYPT | 5001000 | 4710103 | 1.06 | 0.00% | BULGERIA | 2539000 | 1508648 | 1.68 | 0.00% | | | |
| 15 | 701890 | 70189010 | 701890900000 | 3000 | 518 | 5.79 | 2.10% | CHINA | 1134000 | 305463 | 3.71 | 6.00% | HONG KONG, CHINA | 77000 | 12471 | 6.17 | 6.00% | LITHUANIA | 59000 | 90628 | 0.65 | 0.00% | | | |
| 16 | 702000 | 70200011 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | | |
| | | 70200029 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| | | 70200090 | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | |
| 17 | 830630 | 83063000 | 830630000000 | 28000 | 12526 | 2.24 | 0.00% | CHINA | 1348000 | 370079 | 3.64 | 2.70% | SWEDEN | 75000 | 8087 | 9.27 | 0.00% | ITALY | 52000 | 1442 | 36.06 | 0.00% | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Pottery & Glass wares can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **70099200:** OTHR GLASS MIRRORS, FRAMED.

REASON: The **RCA Value** of India is good (1.69) and Turkey's demand is very high. However Turkey's Import from India is below average so we can see lot of potential for India to Increase exports to Turkey.

India's **Unit Value (5.5)** is slightly higher than China (3.3) but much lower than other competitor countries i.e. Romania (11.3), Hungary (11) and Italy (19).

The **Tariff Rate** for China is 4% while for India and other countries it is 0%.

- **83063000:** PHOTOGRPH, PICTURE/SMLR FRAMES, MIRRORS.

REASON: The **RCA Value** of India is good (1.17) and Turkey's demand is high. However Turkey's Import from India is below average so we can see lot of potential for India to Increase exports to Turkey

India's **Unit Value (2.24)** is very less than other competitor countries i.e. China (3.6), Sweden (9) and Italy (36).

The **Tariff Rate** for China is 2.70% while for India and other countries it is 0%.

B. Other Recommended Codes:

NIL

Note: For the remaining products, there is no interpretation since their data at 8 digit level is unknown.

PRODUCT CATEGORY: (MISCELLANEOUS HANDICRAFTS- OTHER HANDICRAFTS)

Revealed Comparative Advantage Index shows how competitive is a product in countries' export compared to the products share in world trade. A product with high RCA is competitive and can be exported to countries with low RCA.

Fig 63: Table showing RCA, Global export-import data of India & Turkey and India's Trade Potential in 2017 (Miscellaneous Handicrafts- Other Handicrafts)

*Values in USD Thousands

| S. No. | ITC HS Code (6 digits) | RCA (India) (At 6 digit level) | RCA (Turkey) (At 6 digit level) | ITC HS Code (8 digits) | India's Global exports (At 8 digit level) | Turkey's ITC Code** | Turkey's Global Imports | Turkey's Imports from India | Percentage Share | India's Trade Potential |
|--------|------------------------|--------------------------------|---------------------------------|------------------------|---|---------------------|-------------------------|-----------------------------|------------------|-------------------------|
| 1 | 480210 | 15.68 | 0.21 | 48021010 | 6903 | 480210000000 | 108 | 1 | 0.90% | 107 |
| | | | | 48021020 | 298 | | | | | |
| 2 | 392310 | 4.02 | 1.76 | 39231020 | 1173 | NA | NA | NA | NA | 0 |
| 3 | 340600 | 2.15 | 0.26 | 34060010 | 59660 | 340600002000 | 165 | 1 | 0.60% | 166 |
| 4 | 482390 | 8.65 | 0.55 | 48239018 | | NA | NA | NA | NA | 0 |
| 5 | 940530 | 0.15 | 0.02 | 94053000 | 1502 | 940530000000 | 3068 | 0 | 0.00% | 1502 |
| 6 | 950510 | 3.52 | 0.12 | 95051000 | 49475 | 950510 | 13871 | 53 | 0.40% | 13818 |
| 7 | 950590 | 1.72 | 0.39 | 95059010 | 555 | 950590000000 | 10652 | 8 | 0.10% | 547 |
| 8 | 960200 | 10.41 | 0.02 | 96020090 | 23411 | NA | NA | NA | NA | 0 |
| 9 | 960310 | 1.88 | 0.05 | 96031000 | 3249 | 960310000000 | 10 | 0 | 0.00% | 10 |
| 10 | 960899 | 1.02 | 0.02 | 96089910 | 465 | NA | NA | NA | NA | 0 |
| 11 | 970190 | 3.89 | 13.15 | 97019092 | 2 | 970190002000 | 80 | 0 | 0.00% | 2 |
| 12 | 970200 | 3.42 | 0.00 | 97020000 | 7199 | 970200000000 | 122 | 0 | 0.00% | 122 |
| 13 | 670290 | 0.05 | 0.80 | 67029090 | 2925 | NA | NA | NA | NA | 0 |
| 14 | 960110 | 2.78 | 0.00 | 96011000 | 110 | 960110000000 | 23 | 6 | 26.10% | 17 |

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| | | | | | | | | | | |
|----|--------|-------|------|----------|-----|--------------|----|----|-------|----|
| 15 | 960190 | 11.22 | 0.02 | 96019010 | 49 | NA | NA | NA | NA | 0 |
| 16 | 960200 | 10.41 | 0.02 | 96020020 | 398 | NA | NA | NA | NA | 0 |
| | | | | 96020040 | 0 | NA | NA | NA | NA | 0 |
| 17 | 970400 | 0.03 | 0.00 | 97040010 | 0 | 970400000000 | 10 | 0 | 0.00% | 10 |
| | | | | 97040020 | 2 | | | | | |
| | | | | 97040090 | 13 | | | | | |

[Source: www.trademap.org]

NOTES:

- **(*)** Values in Turkey Imports from India are values of India Exports to Turkey at 8 digit level code with similar description because the data of Turkey Imports is not available.
- **(**)** Turkey doesn't recognize the 8 digit HS code, so the data at 8 digit level cannot be extracted, However the data at similar code at 12 digit or 6 digit level is taken and mentioned
- For Codes 48021010 & 48021020 Turkey has 1 single code at 12 digits which is 480210000000.
- For codes 97040010, 97040020 and 97040020 Turkey has 1 single code at 12 digit which is 970400000000.

Fig 64: Table showing RCA, Global export-import data & Trade Intensity Index of India & Turkey and in 2017
***Values in USD Thousands**

| HS CODE | India Export to world 6 DIGIT H S code | India Export to world 2 DIGIT H S code | Turkey Export to world 6 DIGIT HS code | Turkey Export to world 2 DIGIT HS code | World Export 6 DIGIT H S code | World Export 2 DIGIT H S code | INDIA RCA | Turkey RCA | Turkey Import from India 6 DIGIT | Turkey Import from India 2 DIGIT | Turkey Import from WORLD 6 DIGIT | Turkey Import from WORLD 2 DIGIT | TII | TCI |
|---------|--|--|--|--|-------------------------------|-------------------------------|-----------|------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-------|-------|
| 480210 | 7201 | 1285997 | 113 | 1520374 | 57637 | 161392692 | 15.68 | 0.21 | 1 | 14021 | 108 | 2811917 | 1.86 | 1.69 |
| 392310 | 46561 | 592561 | 188173 | 5474292 | 11622330 | 594696812 | 4.02 | 1.76 | 705 | 272606 | 85456 | 13264846 | 0.40 | 1.33 |
| 340600 | 60275 | 564731 | 1009 | 77981 | 2925758 | 59009148 | 2.15 | 0.26 | 109 | 17259 | 7072 | 881178 | 0.79 | 0.35 |
| 482390 | 265749 | 1285997 | 20025 | 1520374 | 3856569 | 161392692 | 8.65 | 0.55 | 234 | 14021 | 33729 | 2811917 | 1.39 | 4.34 |
| 940530 | 1502 | 1440548 | 382 | 2760343 | 1688541 | 239917036 | 0.15 | 0.02 | 0 | 12495 | 3068 | 946807 | 0.00 | 0.07 |
| 950510 | 49475 | 302502 | 686 | 125131 | 5228958 | 112460303 | 3.52 | 0.12 | 53 | 1111 | 13871 | 609049 | 2.09 | 1.72 |
| 950590 | 9892 | 302502 | 920 | 125131 | 2137235 | 112460303 | 1.72 | 0.39 | 8 | 1111 | 10652 | 609049 | 0.41 | 1.58 |
| 960200 | 98086 | 543176 | 357 | 872534 | 889705 | 51284985 | 10.41 | 0.02 | 820 | 7139 | 14017 | 524577 | 4.30 | 16.03 |
| 960310 | 3249 | 543176 | 149 | 872534 | 163579 | 51284985 | 1.88 | 0.05 | 0 | 7139 | 10 | 524577 | 0.00 | 0.01 |
| 960899 | 3944 | 543176 | 155 | 872534 | 365485 | 51284985 | 1.02 | 0.02 | 156 | 7139 | 2109 | 524577 | 5.44 | 0.57 |
| 970190 | 6696 | 94494 | 2210 | 9229 | 502233 | 27577148 | 3.89 | 13.15 | 3 | 8 | 1668 | 32468 | 7.30 | 10.98 |
| 970200 | 7199 | 94494 | 0 | 9229 | 613873 | 27577148 | 3.42 | 0.00 | 0 | 8 | 122 | 32468 | 0.00 | 0.58 |
| 670290 | 2928 | 239903 | 485 | 2543 | 1916183 | 8042359 | 0.05 | 0.80 | 9 | 106 | 10283 | 32732 | 0.27 | 0.07 |
| 960110 | 110 | 543176 | 0 | 872534 | 3731 | 51284985 | 2.78 | 0.00 | 6 | 7139 | 23 | 524577 | 19.17 | 1.68 |
| 960190 | 15273 | 543176 | 48 | 872534 | 128567 | 51284985 | 11.22 | 0.02 | 0 | 7139 | 603 | 524577 | 0.00 | 5.14 |
| 960200 | 98086 | 543176 | 357 | 872534 | 889705 | 51284985 | 10.41 | 0.02 | 820 | 7139 | 14017 | 524577 | 4.30 | 16.03 |
| 970400 | 15 | 94494 | 0 | 9229 | 128668 | 27577148 | 0.03 | 0.00 | 0 | 8 | 10 | 32468 | 0.00 | 0.00 |

[Source: www.trademap.org]

Fig 65: Table showing Unit Value Analysis of Turkey's Imports in 2017 comparing India & its competitors (Other Handicrafts)

| S. No. | ITC HS Code (6 digits) | ITC HS Code (8 digits) | ITC HS Code (Turkey) | Turkey's imports from India (At 8 digit level) (Value) | Turkey's imports from India (At 8 digit level) (Quantity) | India's Unit Value | Duty Leived By Turkey | Country wise Turkey's Import Data (Country 1) | | | | | Country wise Turkey's Import Data (Country 2) | | | | | Country wise Turkey's Import Data (Country 3) | | | | | |
|--------|------------------------|------------------------|----------------------|--|---|--------------------|-----------------------|---|----------|----------|------------|-----------------------|---|---------|----------|------------|-----------------------|---|--------|----------|------------|-----------------------|----|
| | | | | | | | | Country 1 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 2 | Value | Quantity | Unit Value | Duty Leived By Turkey | Country 3 | Value | Quantity | Unit Value | Duty Leived By Turkey | |
| 1 | 480210 | 48021010 | 48021000000 | 1000 | 33 | 30.30 | 0.00% | JAPAN | 52000 | 412 | 126.21 | 0.00% | GERMANY | 17000 | 270 | 62.96 | 0.00% | CHINA | 15000 | 8554 | 1.75 | 0.00% | |
| | | 48021020 | | | | | | | | | | | | | | | | | | | | | |
| 2 | 392310 | 39231020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 3 | 340600 | 34060010 | 340600002000 | 1000 | 322 | 3.11 | 0.00% | CHINA | 75000 | 18058 | 4.15 | 0.00% | ITALY | 38000 | 2767 | 13.73 | 0.00% | VIETNAM | 2900 | 5780 | 0.50 | 0.00% | |
| 4 | 482390 | 48239018 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 5 | 940530 | 94053000 | 940530000000 | 0 | 0 | | 0.00% | CHINA | 2580000 | 215476 | 11.97 | 3.70% | BULGARIA | 393000 | 14331 | 27.42 | 0.00% | DENMARK | 52000 | 1315 | 39.54 | 0.00% | |
| 6 | 950510 | 95051000 | 950510 | 53000 | 907 | 58.43 | 0.00% | CHINA | 11679000 | 281227 | 41.53 | 1.35% | VIETNAM | 1212000 | 29029.9 | 41.75 | 0.00% | TAIPEI, CHINESE | 382000 | 9071.85 | 42.11 | 1.35% | |
| 7 | 950590 | 95059010 | 950590000000 | 8000 | 222 | 36.04 | 0.00% | CHINA | 10319000 | 314384 | 32.82 | 2.70% | POLAND | 76000 | 2281 | 33.32 | 0.00% | UK | 63000 | 1905 | 33.07 | 0.00% | |
| 8 | 960200 | 96020090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 9 | 960310 | 96031000 | 960310000000 | 0 | 0 | 0.00 | 0.00% | SERBIA | 6000 | 5220 | 1.15 | 0.00% | CHINA | 2000 | 591 | 3.38 | 3.70% | INDONESIA | 1000 | 35 | 28.57 | 0.00% | |
| 10 | 960899 | 96089910 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 11 | 970190 | 97019092 | 970190002000 | 0 | 0 | | 0.00% | UK | 66000 | 140 | 471.43 | 0.00% | CHINA | 10000 | 2037 | 4.91 | 0.00% | BELGIUM | 3000 | 148 | 20.27 | 0.00% | |
| 12 | 970200 | 97020000 | 970200000000 | 0 | 0 | 0.00 | 0.00% | USA | 88000 | 75 | 1173.33 | 0.00% | UK | 18000 | 39 | 461.54 | 0.00% | GERMANY | 1000 | 158 | 6.33 | 0.00% | |
| 13 | 670290 | 67029090 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 14 | 960110 | 96011000 | 960110000000 | 6 | 385 | 0.02 | 0.00% | VIETNAM | 13000 | 319 | 40.75 | 0.00% | CANADA | 3000 | 8 | 375.00 | 2.70% | CHINA | 1000 | 1731 | 0.58 | 2.70% | |
| 15 | 960190 | 96019010 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 16 | 960200 | 96020020 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| | | 96020040 | | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA | NA |
| 17 | 970400 | 97040010 | 970400000000 | 0 | 0 | 0.00 | | HUNGARY | 7000 | 160 | 43.75 | | SWITZERLAND | 2000 | 1 | 2000.00 | | | | | | | |
| | | 97040020 | | | | | | | | | | | | | | | | | | | | | |

[Source: www.trademap.org]

ANALYSIS

After analyzing RCAs of India & Turkey for respective HS Codes and calculation of India's Trade Potential, the products under Other Handicrafts can be classified into following two categories on the basis of their export potentials to Turkey.

A. Products with high Export potential:

- **95051000: ARICLES OF CHRISTMAS.**

REASON: Turkey's has very high demand for this product therefore Trade Potential is very high (13818) and the **RCA value** of India is also good (3.52) and Turkey's import from India is very less.

India's **Unit Value (58.4)** is slightly higher than other countries i.e. China (41.5), Vietnam (41.75), TAIPEI, CHINESE (42) and Poland (40.5).

There is no **Tariff rate** for China and TAIPEI, CHINESE is 1.35% while for India and other countries it is 0%.

If we can make efforts to reduce unit price and can make Turkey specific products, then there is lot of potential available for this particular product.

- **95059010: OTHER MAGICAL EQUIPMENTS.**

REASON: Turkey's has very high demand for this product therefore Trade Potential is high (547) and the **RCA value** of India is also good (1.72) and Turkey's import from India is very less.

India's **Unit Value (36.4)** is slightly higher than other competitor countries i.e. China (33), Poland (33) and Uk (33).

The **Tariff rate** for China is 2.70% while for India and other countries it is 0%.

If we can make efforts to reduce unit price and can make Turkey specific products, then there is lot of potential available for this particular product.

B. Other Recommended Codes:

By looking at all the factors we can conclude that there is potential for Indian exporters.

- **97020000:** ORIGNL ENGRVNGS, PRNTS & LITHOGRPHS.

REASON: Turkey has moderate demand for this product therefore trade potential is less (122) but the **RCA value** of India is good (3.42) and Turkey's Import from India is 0.

India's **Unit value** cannot be known since the Turkey Import's from India is 0.

There is no **Tariff rate** for any country in this product.

By looking at all the factors we can conclude that there is potential for Indian exporters.

Note: *For the remaining products, there is no interpretation since their data at 8 digit level is unknown.*

APPENDIX A: MAJOR HANDICRAFTS GIFTS & HOUSEWARES FAIRS IN TURKEY

FURNITURE ISTANBUL - ISTANBUL FURNITURE FAIR

- **Frequency:** Annual
- **Editions:** 5-10 NOVEMBER 2019
- **Venue:** CNR EXPO Yeşilköy, Istanbul [Turkey].
- **Website:** <http://furnitureistanbul.com.tr>
- **Organizer:** M/s. Pozitif Fuarçılık A.Ş. & CNR Holding

Total no. of visitors 59,064, from 87 countries with more than 300 brands

IDEAL HOMEX

- **Frequency:** Annual
- **Editions:** MARCH, 21 – 24 2019
- **Venue:** Tuyap Fair Convention and Congress Center, Istanbul [Turkey]
- **Website:** <http://en.idealhomex.com/>
- **Organizer:** M/s. TARSUS TURKEY & M/S Life Media

This is the 14th edition of this fair. The display products are Glass, Porcelain, Ceramics, Stainless Steel Products, Plastic Homewares, Electrical Appliances, Kitchenware, Decorative Products and Giftware. The expected trade visitors are 18,500 which consist of Professional Procurement Committees, Chain Store Buyers, Independent Retailers, Wholesalers & Retailers, Dealers & Distributors, Hotel / Restaurant Operators, Catering & Organization Companies, Corporate Promotion Buyers, Designers, Export & Import Representatives, National & International Press etc. Expected Number of Exhibitors in 2019 is 150.

APPENDIX B: INDIA'S HANDICRAFTS EXPORT TO TURKEY

| S. No. | ITEMS | 2016-17 | 2017-18 | % GROWTH | 2016-17 | 2017-18 | % GROWTH |
|--------------|-----------------------------------|---------------|---------------|-------------|--------------|--------------|--------------|
| | | INR CRORES | INR CRORES | | USD MILLIONS | USD MILLIONS | |
| 1 | ARTMETAL WARE | 27.07 | 22.61 | -16.50 | 4.04 | 3.51 | -13.15 |
| 2 | WOODWARES | 4.74 | 5.12 | 8.00 | 0.71 | 0.79 | 12.34 |
| 3 | HAND PRINTED TEXTILES & SCARVES | 31.81 | 27.72 | -12.85 | 4.75 | 4.30 | -9.35 |
| 4 | HAND KNITTED AND CROCHETTED GOODS | 22.84 | 33.62 | 47.20 | 3.41 | 5.22 | 53.10 |
| 5 | SHAWLS AS ARTWARE | 0.00 | 0.00 | NIL | 0.00 | 0.00 | NIL |
| 6 | ZARI & ZARI GOODS | 86.46 | 89.07 | 3.01 | 12.90 | 13.82 | 7.14 |
| 7 | IMITATION JEWELLERY | 7.64 | 6.12 | -19.92 | 1.14 | 0.95 | -16.70 |
| 8 | ATTARS & AGARBATTIES | 94.10 | 95.19 | 1.15 | 14.04 | 14.77 | 5.21 |
| 9 | MISCELLANEOUS HANDICRAFTS | 29.57 | 43.51 | 47.12 | 4.41 | 6.75 | 53.02 |
| TOTAL | | 304.24 | 322.95 | 6.15 | 45.39 | 50.11 | 10.41 |

SOURCE: DGCIS KOLKATA

CATEGORY WISE

ART METAL WARES

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|--------------------|--|-----------------------------|-----------------------------|
| 73239420 | UTENSILS | 1.08 | 1.08 |
| 73239490 | OTHER HOUSEHOLD ARTICLES OF IRON N.E.S. (OTHER THAN CAST IRON)OR STEEL,ENAMELLED | 0.00 | 0.12 |
| 74181021 | UTENSILS OF BRASS | 0.00 | 1.01 |
| 74181022 | COPPER UTENSILS | 0.00 | 0.03 |
| 74181039 | ARTICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKEL-SILVER | 0.00 | 0.33 |
| 74199930 | ARTICLES OF BRASS | 24.82 | 19.59 |
| 76151030 | OTHER TABLE AND KITCHENWARE OF ALUMINIUM | 0.02 | 0.02 |
| 76151090 | OTHER HOUSEHOLD ARTICLES & PARTS THERE OF | 0.00 | 0.02 |
| 83061000 | BELLS GONGS AND THE LIKE | 0.77 | 0.25 |
| 83062190 | OTHER ORNMNT PLTED WITH PRCS METAL | 0.00 | 0.02 |
| 94051010 | HANGNG LMPS COMPLETE FITNGS | 0.00 | 0.05 |
| 94055010 | HURRICANE LANTERNS | 0.03 | 0.03 |
| 97030010 | ORIGINAL SCLPTRS AND STATUARY IN METAL | 0.00 | 0.08 |
| | TOTAL | 26.72 | 22.61 |

WOOD WARES

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|--------------------|--|-----------------------------|-----------------------------|
| 44140000 | WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS MIRRORS OR SIMILAR OBJECTS | 0.05 | 0.32 |
| 44201000 | STATUETS AND OTHR ORNAMNTS OF WOOD | 0.08 | 0.15 |
| 44209090 | OTHERS | 0.12 | 0.42 |
| 94033010 | CABINETWARE | 0.22 | 0.41 |
| 94035010 | BED STEAD | 0.04 | 0.15 |

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| | | | |
|----------|--|-------------|-------------|
| 94035090 | OTHER WOODEN FURNITURE USED IN BEDROOM | 0.06 | 0.01 |
| 94036000 | OTHER WOODEN FURNITURE | 1.25 | 2.68 |
| 94039000 | PARTS OF FURNITURES OF HEADING 9403 | 0.12 | 0.04 |
| 95030010 | DOLLS OF WOOD | 0.31 | 0.31 |
| 95030090 | OTHER | 1.42 | 0.59 |
| 97019099 | OTHER HAND-DECORATED MNFCTRD ARTCLS | 0.17 | 0.03 |
| | TOTAL | 3.84 | 5.11 |

HAND PRINTED TEXTILES

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|--|----------------------------|----------------------------|
| 63079013 | DRSS MATERIALS OF MAN-MADE FIBRS,HND PRNTD | 0.11 | 0.10 |
| 63079019 | DRESS MATERIALS,N.E.S. | 0.00 | 0.21 |
| 63079020 | MADE UP ARTCLS OF COTTON | 0.72 | 0.44 |
| 63079090 | OTHR MADE UP ARTCLS OTHR THN COTTON | 1.80 | 0.85 |
| | TOTAL | 2.62 | 1.60 |

HANDKNITTED & HAND CROCHETTED / EMBROIDIRES

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|---|----------------------------|----------------------------|
| 58041090 | TULLS AND OTHR NET FBRCES OF OTHR TXTL MATRLS | 1.34 | 5.23 |
| 58043000 | HAND MADE LACE | 0.08 | 0.35 |
| 58081090 | BRAIDS, IN PCS OTHER THAN OF COTTON | 0.16 | 0.02 |
| 58101000 | EMBROIDERY WITHOUT VISIBLE GROUND | 16.06 | 17.50 |
| 58109210 | EMBROIDERY BADGES, MDTIFS AND THE LIKE | 4.96 | 9.93 |
| 63049190 | OTHERS | 0.01 | 0.02 |
| 94049099 | OTHR MATRESS SUPORT AND ARTCLS OF BEDNG ETC | 0.24 | 0.58 |
| | TOTAL | 22.84 | 33.62 |

ZARI & ZARI GOODS

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|--------------|----------------------------|----------------------------|
| 56050090 | OTHERS | 14.58 | 13.48 |
| | TOTAL | 14.58 | 13.48 |

IMITATION JEWELLERY

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|--|----------------------------|----------------------------|
| 70181020 | BEADS IMTN PRLS IMTN PRCS AND SEMI PRCS STNS | 0.05 | 0.17 |
| 70181090 | OTHERS | 0.07 | 0.07 |
| 71131110 | SILVER FILLIGREE WORK | 0.00 | 0.04 |
| 71171910 | BANGLES | 1.00 | 2.27 |
| 71171990 | OTHER | 1.32 | 0.22 |
| 71179010 | JEWELLERY SET WITH IMITATION PEARLS OR IMITATION OR SYNTHETIC STONES | 0.00 | 0.02 |
| 71179090 | OTHER IMITATION JEWELLERY FOR PERSONAL ADORNMENT(OTHER THAN ARTWARE) | 5.18 | 3.32 |
| | TOTAL | 7.62 | 6.12 |

ATTARS & AGARBATIES

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|---|----------------------------|----------------------------|
| 33074100 | AGARBATTI AND OTHR ODORIFEROUS PRPNS WHICH OPERATE BY BURNIN | 0.62 | 1.27 |
| 33074900 | OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI) | 0.00 | 0.03 |
| | TOTAL | 0.62 | 1.29 |

Exploring Export Potential of Handicrafts To Turkey

MISC. HANDICRAFTS

| ITC HS Code | COMMODITY | 2016-2017 INR CRORES | 2017-2018 INR CRORES |
|-------------|--|----------------------------|----------------------------|
| 34060010 | CANDLES | 0.04 | 0.02 |
| 42022910 | HNBGS OF OTHR MTRLS EXCL WKRWRK/BSKT WRK | 0.93 | 0.20 |
| 46019900 | OTHR PLAITING MATERIALS (EXCL VEG MATERLS) | 0.00 | 0.18 |
| 48021010 | HAND MADE PAPER | 0.18 | 0.42 |
| 65040000 | HATS AND OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/ TRMMD | 0.16 | 0.11 |
| 65050090 | OTHER HEADGEAR, HATS, KNITTED / CROCHETTED MADE UP FROM LACES ETC W/N LIND/TRMMD | 0.03 | 0.13 |
| 68159990 | OTHERS | 11.64 | 20.14 |
| 69111011 | TBLWARE OF BON CHINA AND SFT PRCLN | 5.37 | 4.60 |
| 69120040 | CLAY ARTICLS AS TABLEWARE, KITCHENWARE ETC | 0.00 | 0.03 |
| 69120090 | OTHERS | 0.00 | 0.11 |
| 69139000 | OTHR STATUETTE ETC(EXCL OF PORCLAIN/CHINA) | 0.00 | 0.02 |
| 69141000 | OTHR CERMC ARTCLS OF PORCELAIN/CHINA | 0.59 | 0.32 |
| 69149000 | OTHR CERMC ARTCLS EXCL OF PORCELAIN/CHINA | 0.11 | 0.89 |
| 70099200 | OTHR GLASS MIRRORS, FRAMED | 0.43 | 0.13 |
| 70200090 | OTHER ARTICLES OF GLSS NES | 7.29 | 12.16 |
| 92060000 | PERCUSSION MUSICAL INSTRMNT(FR EXMPL, DRUMSXYLOPHONES,CYMBALS,CASTANETS, MARACCAS) | 0.00 | 0.06 |
| 94038900 | OTHERS | 0.03 | 0.07 |
| 94053000 | LGHTNG SETS OF A KIND USD FR CHRISTMS TREE | 0.05 | 0.14 |

Exploring Export Potential of Handicrafts To Turkey

| | | | |
|----------|---|--------------|--------------|
| 95051000 | ARTICLES FOR CHRISTMAS FESTIVITIES | 0.00 | 0.05 |
| 96019030 | WRKD BONE(EXCL WHALE BONE)AND ARTCLS THROF | 0.16 | 0.11 |
| 96019040 | WRKD HRN,CORL ETC ANML CRVNG MTRL AND ARTCLS | 0.25 | 1.12 |
| 96019090 | OTHR UNDER HDNG 9601 | 1.46 | 2.11 |
| 96020020 | MOULD/CRVD ARTCLS OF WAX,STEARN,NTRL GUMS AND RESINS AND OTHR MOULD/CRVD ARTCLS | 0.00 | 0.01 |
| 96020090 | OTHR UNDER HDNG 9602 | 0.00 | 0.01 |
| 96089910 | PEN HOLDERS AND SMLR HOLDERS | 0.00 | 0.14 |
| 97011090 | OTHERS | 0.07 | 0.10 |
| 97020000 | ORIGNL ENGRVNGS,PRNTS AND LITHOGRPHS | 0.00 | 0.05 |
| 97030090 | ORIGNL SCLPTRS AND STATUARY IN OTHR MATRLS | 0.00 | 0.07 |
| | TOTAL | 28.81 | 43.50 |
