

# Exploring Export Potential of Handicrafts to Nigeria



हस्तशिल्प निर्यात सवंधन परिषद्  
Export Promotion Council for Handicrafts

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**FACT SHEET: COUNTRY INFORMATION AT A GLANCE (NIGERIA)**



**Federal Republic of Nigeria, a country in the south east of West Africa, with a coast at the Bight of Benin and the Gulf of Guinea With an area of 923,768 km<sup>2</sup> the country is almost four times the size of the UK or slightly more than twice the size of the U.S. state California.**

British influence and control over what would become Nigeria and today Africa's most populous country grew through the 19th century. A series of constitutions after World War II granted Nigeria greater autonomy; independence came in 1960. Most of the next 40 years Nigeria was ruled by two military juntas (1966–79 and 1983–98). Only in 1999 a new constitution was adopted, and a peaceful transition to civilian government was completed. Nigeria continues to experience long-standing ethnic and religious tensions. Although both the 2003 and 2007 presidential elections were marred by significant irregularities and violence, Nigeria is currently experiencing its longest period of civilian rule since independence.

Sl. No.	Items	Details
1	<b>Location of Country</b>	Western Africa, bordering the Gulf of Guinea, between Benin and Cameroon.
2	<b>Government &amp; Administration</b>	An elected civilian government
3	<b>Capital of the country</b>	Abuja
4	<b>Climate &amp; Temperature</b>	Nigeria lies within the tropics, it has two seasons, a wet season from April-Oct., and a dry season from Nov.-March. Its climate range from a warm desert clima in north east to a tropical savanna climate in south
5	<b>Time &amp; Time Difference from India</b>	India is 4 hours and 30 minutes ahead of Nigeria

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6	<b>Political Parties and leader</b>	All Progressives Congress [Muhammadu Buhari]
7	<b>Neighbouring Countries</b>	Benin, the Gulf of Guinea, Cameroon, Chad, Niger, Ghana, São Tomé, Príncipe.
8	<b>Area Covered</b>	924,000 sq. km (356,700 sq. miles)
9	<b>Total Population</b>	192 million
10	<b>Major Language</b>	Hausa, Igbo, Yoruba, others
11	<b>Major religions</b>	Muslim, Christian, indigenous African.
12	<b>Transportation</b>	Railways, Public buses, private taxies, bicycles
13	<b>Airports and Ports</b>	<p><b>Airports:</b> Murtala Muhammed International Airport, Nnamdi Azikiwe International Airport, Mallam Aminu Kano International Airport, Akanu Ibiam International Airport etc. to name a few</p> <p><b>Ports:</b> Lagos Port Complex, Tin Can Island Port, Calabar Port, Delta Port, Rivers Port, Onne Port etc. to name a few</p>
14	<b>Major Cities</b>	Lagos, Kano, Ibadan, Benin, Abuja, Ilorin
15	<b>Currency</b>	<p>Naira (NGN), 1 Naira(NGN), = 0.19 INR (December, 2018)</p> <p>1 USD= 364.50 Naira(NGN), (December, 2018)</p>
16	<b>GDP (Purchasing Power Parity)</b>	\$375.77 billion (2017 est.)
17	<b>GDP (Official Exchange rate)</b>	\$340.8 billion (2017 est.)
18	<b>Economy-General</b>	Nigeria's economic freedom score is 58.5, making its economy the 104th freest in the 2018 Index. Its overall score has increased by 1.4 points, with improvements in the labor freedom and judicial effectiveness indicators outpacing declines in fiscal health and monetary freedom. Nigeria is ranked 12th among 47 countries in the Sub-Saharan Africa region
19	<b>GDP – Composition, by end use</b>	<p>Household consumption: 69.02%</p> <p>Government consumption: 9.3%</p> <p>Investment in fixed capital: 12.66%</p> <p>Investment in inventories: 3.42%</p> <p>Exports of goods and services: 24.8%</p> <p>Imports of goods and services: -19.2% (2017 est.)</p>
20	<b>GDP – Composition, by sector of origin</b>	<p>Agriculture: 29.15%</p> <p>Industry: 22.56%</p> <p>Services: 48.28%</p> <p>Agricultural sector: Crop Production, Livestock, Forestry and Fishing.</p>

## Exploring Export Potential Of Handicrafts To Nigeria

		The Manufacturing sector is comprised of thirteen activities: Oil Refining; Cement; Food, Beverages and Tobacco; Textile, Apparel, and Footwear; Wood and Wood products; Pulp Paper and Paper products; Chemical and Pharmaceutical products; Non-metallic Products, Plastic and Rubber products; Electrical and Electronic, Basic Metal and Iron and Steel; Motor Vehicles and Assembly; and Other Manufacturing.
21	<b>Exports of Nigeria</b>	\$ 46.9 Billion (2017 est.) \$36.1 Billion (2016 est.) Country comparison to the world: 54
22	<b>Exports - Commodities</b>	Petroleum and petroleum products 95%, cocoa, rubber
23	<b>Exports - Partners</b>	India 15.8%, Spain 10.8%, France 10.3%, South Africa 6.9%, Netherlands 5.7% (2017)
24	<b>Imports of Nigeria</b>	\$31.2 Billion (2017 est.) \$35.1Billion (2016 est.) Country comparison to the world: 51
25	<b>Imports - Commodities</b>	machinery, chemicals, transport equipment, manufactured goods, food and live animals
26	<b>Imports - Partners</b>	South Korea 29.1%, China 14.2%, Netherlands 11.6%, Belgium 7%, USA 5.4%, India 5.3%
27	<b>India-Nigeria Bilateral Trade (2017-2018)</b>	India's exports to Nigeria: 2254.92 USD Million, India's imports from Nigeria: 9501.33 USD Million, India's trade deficit: -7246.41 USD Million (2017-18) (Source: Ministry of Commerce & Industry, GOI)
28	<b>India's Exports to Nigeria: Major Commodities (2017-18)</b>	Pharmaceutical Products, Iron and Steel, Automobiles, Car, Textiles and Different Clothes, Rice, Plastic Raw Materials etc. (Source: Ministry of Commerce & Industry, GOI)
29	<b>India's Imports from Nigeria: Major Commodities (2017-18)</b>	Crude petroleum, refined liquefied petroleum gas, and cocoa beans etc. (Source: Ministry of Commerce & Industry, GOI)
30	<b>Banking System</b>	The Central Bank of Nigeria (CBN). ( <a href="https://www.cbn.gov.ng">https://www.cbn.gov.ng</a> ) Other major banks are Diamond Bank, Ecobank Nigeria Plc, Rand Merchant Bank, Unity Bank Plc, Citibank Nigeria Limited, SunTrust Bank Nigeria Limited
31	<b>Ports and Terminals</b>	Major seaport(s): Lagos Port, Tin Can Island Port, Calabar Port, Rivers Port, Onne Port River port(s): Oguta rive
32	<b>Inflation Rate (Consumer Prices)</b>	16.5% (2017 est.) 15.7% (2016 est.)
33	<b>Labour Force- by Occupation</b>	Agriculture: 48.19% Industry: 7.14% Services: 44.67%
35	<b>India's Embassy in Nigeria</b>	High Commissioner: <b>Mr. Abhay Thakur</b> Address: Plot 364, Cadastral Zone Off Constitution Avenue Central Business District, Abuja, Nigeria <b>Tel:</b> 00-234-7080622800-04 <b>Fax:</b> 00-234-7080622805

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36	<b>India's Consulates in Nigeria</b>	<p><b>Shri. Subbu Ramesh SS (Second Secretary)</b>          Consul General of India to LAGOS (NIGERIA)  <b>Address:</b> 8-A, Walter Carrington Crescent, Victoria Island, Lagos, Nigeria  <b>Telephone:</b> (+234)-1- 4480878  <b>E-mail id:</b> sscons.lagos@mea.gov.</p>
37	<b>Bilateral Trade Co-ordinators Between India and Nigeria</b>	<p><b>1. Nigeria – Indian Chamber of Commerce &amp; Industry (NICCI)</b>          Contact details: C/O Patplast Limited,7-11, Industrial Avenue, Ilupeju, Lagos-Nigeria          Tel No (+234) – 8023644214          Timings :10:30am-5:30pm  <b>Email:</b> sec@nichambers.com  <b>Website:</b> <a href="http://nichambers.com/">http://nichambers.com/</a></p> <p><b>2. INDO AFRICA CHAMBER OF COMMERCE &amp; INDUSTRY (IACCI)</b>          71, 81/82, Mittal Court, 'C' Wing, 8th Floor, Nariman Point, Mumbai 400021.  <b>Email:</b> info.iacci@gmail.com  <b>Tel:</b> +234-802-333-6427 (Nigeria)  <b>Website:</b> <a href="http://www.indoafrikan.org">www.indoafrikan.org</a></p> <p><b>3. The African Association of Interior Designers</b>          No 2A, Oladipo Soyebos close, off Muyibat Oyefusi crescent, Omole phase 1 estate, Ojodu, Ikeja, Lagos State, Nigeria.  <b>Email:</b> info@aaidesign.org  <b>Tel:</b> +2348068878501  <b>Website:</b> <a href="https://www.aaidesign.org">https://www.aaidesign.org</a></p> <p><b>4. Association of Finished Textile Dealers of Lagos</b>          5th Floor Platinum Plaza,          Abibu-Oki Street Lagos.  <b>Email:</b> aftdoflagos@gmail.com  <b>Tel:</b> +23480-3328-2047  <b>Website:</b> <a href="https://aftdoflagos.com.ng">https://aftdoflagos.com.ng</a></p>

## **India-Nigeria Bilateral Economic & Commercial Relations**

### **Overall Bilateral Relations:**

India and Nigeria enjoy warm, friendly and deep-rooted bilateral relations. India established its Diplomatic House in Lagos in November 1958, two years before Nigeria became independent on 1 October 1960.

At present, India is Nigeria's largest trading partner and Nigeria is India's largest trading partner in Africa. India is also the largest buyer of Nigerian crude oil. Over 135 companies are owned and/or operated by Indians or Persons-of-Indian Origin in Nigeria. An entire generation in Nigerians from the Northern Nigeria was taught by Indian teachers, treated by Indian Doctors and grew up wearing Indian clothing and watching Indian movies in the 1970s to 1990s. The enormous goodwill earned by Indians can invariably be felt in interactions with the government and the civil society.

Both countries were in the forefront of international anti-colonial and anti-apartheid struggle and closely collaborated in various international fora. The presence of a large Indian expatriate community of about 50,000, the largest in West Africa, adds value to the importance of our long-standing relationship.

### **Nigerian Economic Scenario:**

With contraction in two consecutive Quarters (First and Second Quarters) of 2016, Nigerian economy had officially slipped into recession - for the first time in 25 years, due to drop in global crude oil prices. Earlier, it had maintained a sustained economic growth of around 7% during 2004 to 2014.

The Federal Government of Nigeria launched the Economic Recovery and Growth Plan (ERGP) in second-half of 2016 for the period 2017-20 focusing on restoring growth, investing in people and building a globally competitive economy. The policies initiated under the ERGP led to the reduction in the number of existing foreign exchange rates in the economy, improvement in tax administration and significant strides in improving the business environment. Nigeria has moved up by 24 places in the latest World Bank's Ease of Doing Business Report-2018 (from 167th to 145th) compared to 2017 report. Nigeria recorded a US \$12.2 billion capital inflow in 2017, which is 139% compared to 2016. The growth in capital inflow in 2017 was mainly driven by an increase in portfolio investments.

Nigerian economy made a smart recovery and exited recession in the second quarter of 2017 after 5 consecutive quarters of contraction. Nigerian economy grew by 0.83% in 2017, driven by recovery in global oil prices, increase in domestic oil production, and increase in the contribution of non-oil sectors particularly agriculture. The inflation came down to 11% in July 2018 compared to 18.5 % at end-2016. The Exchange Rate has been stabilized with the active intervention by the Central Bank of Nigeria (CBN). IMF has predicted that Nigerian economy



will grow by 2.1% in 2018 and 1.9% in 2019 because of improved outlook for the oil prices, greater foreign exchange availability and recovering oil production.

The forex reserves of Nigeria increased to a four-year high of US \$ 47 billion in July 2018 compared to US \$ 30.3 billion in March 2017. The new foreign exchange measures, rising oil prices, attractive yields on Government securities, and a tighter monetary policy have contributed to better foreign exchange availability to a four-year high. Monetary policy was directed at reduction in importation of goods, especially food that can be produced within Nigeria helped in improving the forex reserves. In 2015, Nigerian Central bank barred forex lending to importers of 41 items and services.

Nigerian Government took steps to diversify the Nigerian economy with focus on agriculture sector. It also took drastic steps to reduce its rice importation for boosting domestic production and several initiatives are also under implementation for achieving self-sufficiency in rice.

### **Bilateral Trade, Economic & Investment Relations:**

- The year-and-a-half long recession in Nigerian economy since 2016 and restrictions imposed on 41 items of import by the Nigerian Government had a temporary adverse impact on the bilateral commercial engagement. Despite this brief interruption in positive growth of two-way trade volumes, the overall India-Nigeria trade and commercial relations remained buoyant and steady.
- India is the largest trading partner of Nigeria and Nigeria is India's largest trading partner in Africa. The bilateral trade between India and Nigeria during the year 2017-18 registered US \$ 11.76 billion, as against US\$ 9.42 billion recorded during the year 2016-17. Indian exports to Nigeria during the period 2017-18 were US\$ 2.26 billion, as against US\$1.77 billion in 2016-17. India's imports during the period 2017-18 recorded US \$ 9.5 billion, as against US\$7.65 billion in 2016-17.
- India is the largest importer of Nigeria petroleum products. Out of the total India's imports of \$ 9.5 billion from Nigeria, crude oil accounted for \$ 9.29 billion. In recent years, Nigeria has been one of the main sources of crude for India. Nigeria has emerged as the fourth largest supplier of crude oil and second largest supplier of LNG to India in 2017.
- It is informally estimated that there would be around US\$ 10 billion of investment by Indian companies in Nigeria.

**Institutional Framework & Mechanisms:**

Trade Agreement: A Trade Agreement was signed between Government of India and the Government of Nigeria in 1983.

**Joint Trade Committee (JTC):** India and Nigeria have agreed in 2017 to establish a Joint Trade Committee (JTC) at the level of Commerce Secretary from Indian side and Permanent Secretary (Trade) from Nigerian side to review the ongoing bilateral trade and commercial relations. The Nigerian delegation led by Permanent Secretary, Ministry of Industry, Trade and Investment is expected to visit India for the first JTC meeting which is expected to take place soon.

**Indian companies active in Nigeria:**

Over 135 Indian companies are currently operating in Nigeria that are owned and/ or operated by Indians or Persons-of-Indian origin (PIOs). Prominent among them being Bharti Airtel, Tata, Bajaj Auto, Birla Group, Kirloskar, Mahindra, Ashok Leyland, NIIT, Aptech, New India Assurance, Bhushan Steel, KEC, Skipper Nigeria, Dabur, Godrej, Ranbaxy and Primus Super-specialty Hospital besides 15 prominent companies in Nigerian Power Sector. Nigeria's pharmaceuticals, power and transmission sectors are dominated by Indian companies. Nigeria-based ethnic Indians are economically active in areas relating to manufacturing and retailing of consumer goods, constructions and air-services. Indian owned/operated companies are estimated to be the second largest employer in Nigeria after the Federal Government of Nigeria.

Source: <http://www.hciabuja.gov.in/>

## **Economic Community of West African States(ECOWAS)**

Economic Community of West African States (ECOWAS). Established on May. 28. 1975 via the treaty of Lagos, ECOWAS is a 15-member regional group with a mandate of promoting economic integration in all fields of activity of the constituting countries.

Member countries making up ECOWAS are Benin, Burkina Faso, Cape Verde, Cote d' Ivoire, The Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Sierra Leone, Senegal and Togo

Considered one of the pillars of the African Economic Community, ECOWAS was set up to foster the ideal of collective self-sufficiency for its member states. As a trading union, it is also meant to create a single, large trading bloc through economic cooperation.

Integrated economic activities as envisaged in the area revolve around but are not limited to industry, transport, telecommunications, energy, agriculture, natural resources, commerce, monetary and financial issues, social as well as cultural matters

The Vision of ECOWAS is the creation of a borderless region where the population has access to its abundant resources and is able to exploit same through the creation of opportunities under a sustainable environment. What ECOWAS has created is an integrated region where the population enjoys free movement, have access to efficient education and health systems and engage in economic and commercial activities while living in dignity in an atmosphere of peace and security. ECOWAS is meant to be a region governed in accordance with the principles of democracy, rule of law and good governance.

### **Governance Structure:**

The Economic Community of West African States (ECOWAS) comprises three arms of governance, namely, the Executive, the Legislature and the Judiciary. At the helm of the organization structure is the Chairman of the Authority of Heads of State and Government. The Chairman is the current Head of State and Government appointed by other Heads of State and Government to oversee the affairs for a period of one year. The Minister in charge of ECOWAS affairs in the country of the Chairman of the Authority automatically becomes the Chairman of Council of Ministers; similarly, that country presides over all other ECOWAS statutory meetings for the year (ministerial and senior level, such as the Technical Committees). At the helm of the Executive arm of the Community is the President of ECOWAS Commission appointed by the Authority for a non-renewable period of four years. He is assisted by a Vice President and 13 Commissioners.

The legislative arm of the Community is the Community Parliament headed by the Speaker of the Parliament. The administrative functions of the Parliament are directed by the Secretary General of the Parliament. Pending elections by direct universal suffrage in future, parliamentarians are seconded by national Parliaments to the Community Parliament for a

period of four years. The judicial arm of the Community is the Community Court of Justice, headed by the President.

They are all seconded by the Supreme Courts of their respective Member States to fill the country positions. The Court ensures the interpretation and application of Community laws, protocols and conventions. The administrative functions of the Court are handled by the Court Registrar who is assisted by other professionals.

### **Import and Export:**

The regional trade policy is developed along the lines of boosting exports to member states as well as to the rest of the world. Imports into the region are therefore seen as complementary to the exports of goods and services.

External trade of ECOWAS is dominated by a number of products and generates local value added due to the preponderance of fuels coming from extractive industries. These represent three-quarters (75%) of exports (excluding re-exports) and are provided mainly by Nigeria (73%). Cocoa and cocoa food preparations (5% of exports) , precious stones (3%) and secondarily cotton , edible fruit, rubber , plastics , wood and wood products , fish and shellfish (about 1% each), form together with fuel , the major export products of the West African Economic Community.

Europe accounts for about 28% of ECOWAS exports with 23% for the European Union. The Americas account for 40 % , 34 % for the Free Trade Association of North America (NAFTA) 24 involving the United States, Canada and Mexico. Trade openness fostered by the development of South-South trade shows substantial breakthrough of Asian Countries and those of Oceania, capturing 16% of exports, with 0.3% for the near and Middle East. These exports are dominated by Nigeria and Ivory Coast that carry between them, 87% of these transactions. Nigeria provides 77% of regional exports and Côte d'Ivoire 10%. For their part, Ghana and Senegal are placed third and fourth with 4% and 2% respectively. Mali following the traditional leaders with 1.7% of regional exports. Five Countries (Benin, Burkina Faso, Guinea, Niger and Togo) carry each 1% of regional exports.

As for regional imports, they are dominated by about ten products. Fuels still hold a leading position in this list. They represent 24% of total imports. They are followed by motor vehicles, tractors, cycles and other vehicles (2nd place), machinery , mechanical appliances and boilers (3rd), machinery and electrical appliances (4th), cereals (5th) , plastics (6th), works in iron, iron and steel (7th), iron, cast iron, steel (8th) , pharmaceuticals (9th) and fish and seafood (10th). As for the exports, Nigeria appears here also in a dominant position by making alone 41% of transactions against 18 % in Ghana, 10% each for Senegal and Côte d'Ivoire. Nigeria and Ghana together perform 59 % of the Community imports against 36% for the eight Countries of the West African Economic and Monetary Union (WAEMU). The other five Countries of the ECOWAS Member States realize only 5 % of the Community imports.

To some extent, trade in Services which ought to promote growth in West Africa is hampered by institutional, regulatory and infrastructural constraints.

In addition to the lack of visibility and data for the potential of the service sector at the regional level, various other internal and external constraints are undermining its competitiveness. Among the internal constraints are fiscal pressure, development of the informal sector, difficulty of access to credit and inadequacy of the financing mechanisms for the export of services, poor quality of performance (poor compliance with ISO Quality Assurance Standards 9001 2000 Version), energy deficit, lack of transparency and good governance, execution of a substantial part of public contracts by foreign companies in many countries, inadequacy of service infrastructure, high cost of trade transactions (factors of production, administrative bottlenecks), etc.

Efforts are currently on to ensure that there is no longer a lack of information on foreign markets, obstacles to free movement, mutual recognition of qualifications and diplomas, relatively high costs of the establishment of businesses abroad and the situation of land-locked countries, among others.

## The Common External Tariff (CET)

In any situation where a group of countries decide to form a customs union as part of the goal to achieve economic integration, they must establish a common external tariff which would set the same customs duties, import quotas, preferences or other non- tariff barriers to trade applicable to all goods entering the territory of the group, regardless of which country within the group they are entering. It was for this purpose that the 15 Member States of the Economic Community of the West African States on 25th October, 2013 adopted the ECOWAS Common External Tariff (CET).

### THE STRUCTURE OF THE CET

Category	Type of Goods	Duty Rate
0	Basic Social Goods	0%
1	Basic Goods, Raw Goods, Capital Goods	5%
2	Inputs and Semi-Finished Goods	10%
3	Finished Goods	20%
4	Specific Goods for Economic Development	35%

## **BENEFITS OF THE CET**

- Intra-regional trade would be increased: more goods would be available to be traded regionally.
- The CET would guarantee predictability and stability in trade: importers would be able to make long terms plans with the confidence that the tariff would remain the same. Policies affecting import tariffs can no longer be changed arbitrarily.
- As a result of the predictability and stability in trade, more foreign direct investments would be attracted.
- Increased turnover resulting from an enlarged domestic market: the whole region would become a single market for imported products.
- Increase in economies of scale resulting in the enlargement of domestic industries.
- Increased production and productivity: with an expanded market to satisfy, production and productivity would increase.
- Discourage smuggling: to certain extent, smuggling is encouraged by the disparity in tariffs. The application of common tariffs across the region would remove the incentive to smuggle products into countries that previously had high tariffs for those products

## **ECOWAS Trade Liberalization Scheme.**

Article 3 of the ECOWAS revised treaty highlights one of the main objectives of ECOWAS as promoting economic integration in the region by, among others, creating a common market. One essential step towards realising this objective was the setting up of the ECOWAS Trade Liberalization Scheme (ETLS). The ETLS is a tool to facilitate the working of the Free Trade Area. It ensures that goods can be circulated freely without the payment of customs duties and taxes with similar effects on imports. Aside from this, it also includes putting in place measures aimed at facilitating trade by reducing red tape and paperwork at borders.

The ETLS came into existence first in 1979 and only covered agricultural goods and artisan handcrafted products at that point. However, in 1990 it was expanded to also include industrial goods. This expansion created the need for rules defining the notion of ECOWAS **“originating products”**. **“Rules of Origin”** were therefore spelt out. An industrial good which complies with these Rules of Origin is eligible to benefit from ETLS.

The ETLS is open to every enterprise located and operating in any of the 15 ECOWAS Member States that intend to export the product within the region. All enterprises are bound by the rules spelt out in the protocols and regulations governing the ETLS, in particular : Protocol A/P1/1/03 of 31st January 2003 and Regulations C/REG.3/4/02, C/REG.4/4/02, C/REG.5/4/02 of 23 April 2002 (available on [www.etls.ecowas.int](http://www.etls.ecowas.int), [www.ecowas.int](http://www.ecowas.int), from the ECOWAS Commission and ECOWAS National Units).

Enterprises from Export Processing Zones or Free Zones and any other special economic schemes or customs territory may not benefit from the ETLs

The following product groups benefit from ETLs, provided they originate from the ECOWAS region :

- agricultural and livestock products
- fishery products from the sea, rivers or lakes
- mining products • artisanal handicrafts
- industrial goods

The following goods do not require an ETLs Certificate of Origin to be traded duty free within the region but the appropriate sanitary and phytosanitary certificates must be obtained at the countries of origin for agricultural goods :

- agricultural and livestock products
- handmade articles manufactured with or without the use of tools, instruments, or implements directly operated by the craftsman

Source: <http://www.ecowas.int/>

## Executive Summary

The Report on “**Exploring Export Potential of Handicrafts to Nigeria**” describes about one of the important markets in Africa. The report aims to study the structure of imports of Nigerian 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 Nigeria. 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 Nigeria & its importing international markets, Revealed Comparative Advantage (RCA) Index of 167 HS Codes, Trade Potential of India, Unit Value Analysis etc. 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 Nigeria) and;

**B:** (Recommended Products)

Moving ahead with the report brings the import pattern of Nigeria 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 Nigeria. The report also indicates the top international suppliers of Nigeria 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 analyse Nigeria’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>), **High Commission of India Abuja, Nigeria** (Source: <http://www.hciabuja.gov.in/index.php>) and various other sources. Utmost care has been taken to compile and present data.



## Key Products for exports to Nigeria

### A. Category 1: Art Metal Wares

1. 74181022: Copper utensils
2. 74181023: Utensils of other copper alloys
3. 74181039: Other table, kitchen or other household articles
4. 74199930: Article of brass
5. 74199940: Copper worked articles

### B. Category 2: Wood Wares

1. 44140000: Wooden frames for painting, photographs, mirrors or similar objects
2. 44201000: Statuettes & other ornaments of wood
3. 94033010: Cabinetware
4. 94036000: Other wooden furniture with or without embellishments of other material
5. 94039000: Parts of furnitures of heading 9403
6. 97019099: Other hand decorated manufactured articles

### C. Category 4: Hand Knitted & Hand Crocheted Embroideries

1. 58043000: Hand made lace
2. 64061010: Embroidered uppers of textile materials
3. 94049099: Handmade pouffes/articles of bedding, cushions etc

### D. Category 5: Shawls as Art Wares

Nil, as per different analysis undertaken. As the climatic condition are not favorable.

### E. Category 6: Zari & Zari Goods

1. 56050020: Imitation zari thread
2. 83089020: Imitation zari spangles

### F. Category 7: Imitation Jewellery

1. 70181020: Beads
2. 71179090: Others - imitation jewellery for personal adornment

### G. Category 8: Attars & Agarbatties

1. 33019031: Attars of all kinds in fixed oil base
2. 33074100: Agarbatti" & othr odoriferous prpns which operate by burning

## H. Category 9: Miscellaneous Handicrafts

### 1) Articles of tortoise

96020010: Worked vegetable carving material & articles thereof

### 2) Articles of Paper Mache

48237030: Articles made of paper mache other than artware

### 3) Leather Goods

42023110: Jewellery box - surface of leather

### 4) Sculptures

68159990: Others - Other articles of stones/other minerals

### 5) Pottery & Glass Wares

1. 69120020: Ceramic kitchenware
2. 70099200: Othr glass mirrors, framed
3. 70134900: Glsswr fr tbl ktchn,tolt,offc indor dcortion (excl goods of hdg no 7010/7018)
4. 83063000: Photograph, picture/smlr frames,mirors

### 6) Other Handicrafts

1. 48021010: Hand made paper
2. 48239018: Product consisting's of sheets of paper/ rbord, impregngted, coted or covered with plastics
3. 96020090: Other worked vegetable or material carving material and articles of these materials moulded or carved
4. 96089910: Pen holders pencil holders and similar holders

### 7) Musical Instruments and Articles of wicker, bamboo etc.

Nil, as per different analysis undertaken

\*\*In case of product categories like Hand Printed Textiles , Stuffed Animals, Articles of Fur, Feather etc., Articles of Grass & Natural Fibre, Hat Wares and Paintings, have less export potential to Nigeria.

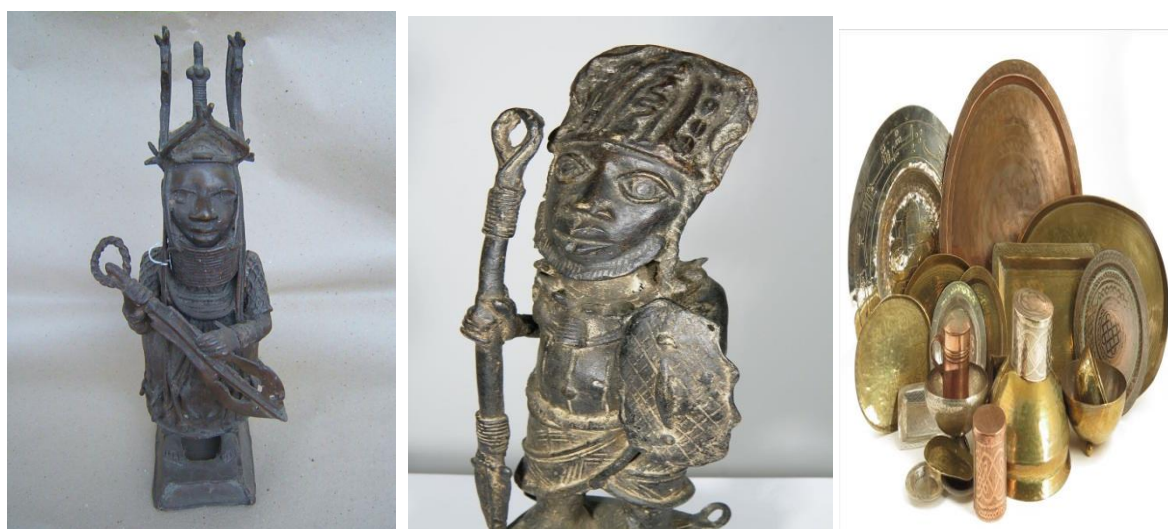
## Recommendation of the project of Exploring export potential of handicrafts

When we analyse all the products of handicraft and Nigerian market .We found lot of opportunity for Indian handicrafts on the basis of this report. Indian handicrafts products have a potential of approximately 60.92 million USD.

### ART METAL WARES

In the art metal wares India have the possible trade potential of 19926 thousand USD. Now, India's export is only for the amount 1.69 millions USD. India must be focussing on some innovative products for Nigerian market . Nigeria imports art metals product from Chinese market. These are decorative items basically.

House wear items. Indian handicrafts exporter must focus on innovative and unique product according to Nigerian requirement. Indian government also focus on country specification scheme .In the art metal wares we sales same product in every international market. For example some innovative products for Nigerian markets are shown below:



S NO:	SUGGESTED H S CODE	PRODUCT DISCRPTION
1	73239420	COPPER UTENSILS
2	74181023	UTENSILS OF OTHER COPPER ALLOYS
3	74199930	ARTICLE OF BRASS
4	74181039	OTHER TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES
5	74199940	COPPER WORKED ARTICLES

**Wood wares:**

India's trade potential of wooden ware items in Nigeria for amount 0.15 million USD .Nigeria imports wooden furniture from China and European Union and other handicrafts from ASIAN country. China is largest competitor in wooden ware items in Nigeria market. Some recommended products in Nigeria are shown below:

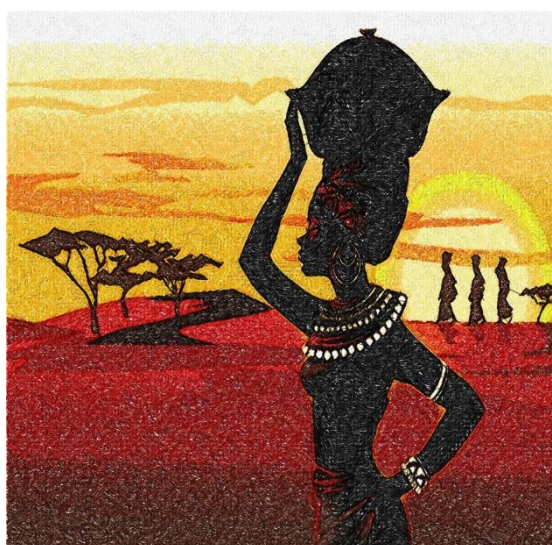


S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	94036000	OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
2	94033010	CABINETWARE
3	44140000	WOODEN FRAMES FOR PAINTING, PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS
4	44201000	STATUTTES & OTHER ORNAMENTS OF WOOD
5	94039000	PARTS OF FURNITURES OF HEADING 9403
6	97019099	OTHER HAND DECORATED MANUFACTURED ARTICLES

## HANDKNITTED & HAND CROCHETTED / EMBROIDERES:

In India, hand knitted and hand crocheted products have huge scope in EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY WITHOUT VISIBLE GROUND and ENSAMBLES OF WOOL OR FINE ANIMAL HAIR – CROCHETTED.

India's Trade potential is 5972 thousand USD and India exports approx. USD 11 THOUSAND . Nigeria are major competitor as they produce fine quality products of hand knitted and hand crocheted embroideries with technology. Focussing on innovation in these products as price considered in Indian price is much lower than other countries product price. In the picture given below we can see the varieties which can be adopted for Nigerian markets for hand knitted and hand crocheted items.



S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	64061010	EMBROIDERED UPPERS OF TEXTILE MATERIALS
2	94049099	HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
3	58043000	HAND MADE LACE

### ZARI & ZARI GOODS:

India is the largest exporter in Zari and Zari goods but share in Nigerian market is very low. Indian handicrafts must focus on Nigerian markets with Nigerian specification including Nigeria tradition and culture with modern art. Given Designs and Outfits can be used as per the Nigerian Tradition and Culture.



S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	56050020	IMITATION ZARI THREAD

### IMITATION JEWELLERY:

India is among the largest exporter of imitation jewellery .In Nigerian market India's trade potential is approx. 2109 Thousand USD. India's export only 634 thousand USD. India has great opportunity in beads and personal ornaments. These Nigerian style jewellerys can hit the market.



S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	70181020	BEADS
2	71179090	OTHERS - IMMITATION JEWELLERY FOR PERSONAL ADORNMENT

## ATTARS & AGARBATIES:

India's trade potential is 41425 thousand USD. India has great opportunity in attars and agarbaties in Nigerian market. Currently India export amount USD thousand 1015. India should produce attars according to Nigerian taste and habits .the packaging of attars and agarbaties must concern in nigerian market. These Designs can be expected all over the world with their creativity but the main focus should be packaging.



S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	33074100	AGARBATTI" & OTHR ODORIFEROUS PRPNS WHICH OPERATE BY BURNING

## Miscellaneous Handicrafts-

### ARTICLE OF TORTOISE

India global exports of articles of tortoise is amount USD thousand 16273 and export to Nigeria amount USD thousand only 79. India trade potential in Nigeria is USD thousand 628. In this segment India exporter focus we on specific product according to Nigerian specification. India has scope in WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF. Some specific product for Nigerian market are as follow.

S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	96020010	WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF

**Articles of Wicker, Bamboo :**

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

**POTTERY & GLASS WARE:**

In the pottery and glass ware India's trade potential is USD thousand 94089 .India have great opportunity in this segment.

S NO:	SUGGESTED H S CODE	PRODUCT DISCRIPTION
1	83063000	PHOTOGRPH,PICTURE/SMLR FRAMES,MIRORS
2	70099200	OTHR GLASS MIRRORS, FRAMED
3	70134900	GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018)
4	70132800	OTHER
5	69141000	OTHER CERMC ARTCLS OF PORCELAIN / CHINA
6	69120020	CEREMIC KITCHENWARE
7	70200090	OTHER ARTICLES OF GLASS NES



### Other Handicrafts:

There are some other handicrafts for which India's trade potential is USD thousand 9982 .India have great opportunity in this segment.

S NO:	SUGGESTED H S CODE	PRODUCT DISCRPTION
1	48021010	HAND MADE PAPER
2	96020090	OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED
3	48239018	PRODUCT CONSISTINGS OF SHEETS OF PAPER/ RBORD, IMPREGNGTED,COTED OR COVERED WITH PLASTICS
4	96089910	PEN HOLDERS PENCIL HOLDERS AND SIMILAR HOLDERS
5	94053000	LGHTNG SETS OF A KIND USD FR CHRISTMS TREE
6	34060010	CANDLES
7	67029090	ARTIFICIAL FLOWERS ETC OF OTHER MATERIALS

These are some more Gifts and Decorative items which can be the game changer.



## 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**.

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

**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 & Nigeria and India's Trade Potential in 2017 (Art Metal Wares)** \*Values in USD Thousands

Sl. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	732392	0.06	0.00	73239200	576	7323920000	1,068	89	487
2	732394	6.60	0.00	73239420	70350	7323940000	19	1	18
				73239490	46564				
3	741810	2.50	0.00	74181024	321	7418100000	1336	34	1332
				74181031	90				
				74181021	2558				
				74181022	2393				
				74181023	107				
				74181039	744				
4	741999	6.25	0.00	74199920	198	7419990000	261	72	189
				74199930	403322				
				74199940	27350				
5	961400	3.12	0.00	96140000	16,571	9614000000	2	0	2
6	830610	6.44	0.00	83061000	5702	8306100000	28	1	27
7	761510	0.71	0.00	76151030	39613	7615101000	140	0	140
				76151090	725				
8	830621	1.45	0.00	83062190	664	8306210000	18	1	17
9	830629	0.124	0.00	83062990	2,016	8306290000	135	0	135
10	940510	0.59	0.00	94051010	19337	9405100000	3448	145	3303
				94051020	4735				
11	940550	2.03	0.00	94055010	6742	9405500000	11	0	11
12	970300	0.88	0.00	97030010	2555	9703000000	NA	0	0
13	960622	0.10	0.00	96062200	496	9606220000	7	0	7

Fig 2: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Art Metal Wares)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Artmetal ware	1	732392	576	66,57,001	NA	2,216	4,33,066	28,27,24,119	0.06	0.00	82	21,428	960	6,79,051	2.71
	2	732394	1,17,083	66,57,001	NA	2,216	7,53,282	28,27,24,119	6.60	0.00	0	21,428	18	6,79,051	0.00
	3	741810	7,133	33,72,968	NA	1,921	1,21,247	14,32,80,133	2.50	0.00	30	974	1,232	32,980	0.82
	4	741999	4,81,032	33,72,968	NA	1,921	32,68,557	143280133	6.25	0.00	71	974	504	32,980	4.77
	5	961400	16,571	5,43,034	NA	2,525	4,94,657	5,05,27,310	3.12	0.00	0	7,093	2	58,919	0.00
	6	830610	5,702	5,67,714	NA	1,019	1,04,335	6,68,53,267	6.44	0.00	1	4,126	26	1,25,942	1.17
	7	761510	70,895	36,55,409	NA	30,685	46,80,602	17,25,14,591	0.71	0.00	35	21,737	863	2,12,138	0.40
	8	830621	1,100	5,67,714	NA	1,019	89,400	6,68,53,267	1.45	0.00	1	4,126	17	1,25,942	1.80
	9	830629	2,476	5,67,714	NA	1,019	16,74,065	6,68,53,267	0.17	0.00	0	4,126	119	1,25,942	0.00
	10	940510	55,934	14,40,548	NA	283	1,59,52,286	24,24,29,283	0.59	0.00	128	1,253	3,160	68,491	2.21
	11	940550	11,381	14,40,548	NA	283	9,41,233	24,24,29,283	2.03	0.00	21	1,253	2,038	68,491	0.56
	12	970300	13,858	94,494	NA	0	45,83,128	2,75,80,551	0.88	0.00	1	1	54	223	4.13
	13	960622	496	5,43,034	NA	2,525	4,67,487	5,05,27,310	0.10	0.00	0	7,093	7	58,919	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

1. 74181022: COPPER UTENSILS
2. 74181023: UTENSILS OF OTHER COPPER ALLOYS
3. 74199930: ARTICLE OF BRASS
4. 74181039: OTHER TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES
5. 74199940: COPPER WORKED ARTICLES

**B. Recommended Products:**

1. 94051010: HANGNG LMPS COMPLETE FITNGS
2. 74199920: UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE SILVER
3. 83061000: BELLS GONGS AND THE LIKE
4. 73239200: OTHER HOUSEHOLD ARTICLES OF CAST IRON ENAMELLED

**Analysis:**

- **Codes with high Export potential: 741810 & 741999 (India's 6 Digits)** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is less. So by aggressive push India has good chance to capture market for these codes.
- **741999 (India's 6 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries are good.
- **940510 (India's 6 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on artmetal ware to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available. But it can also be seen that China & USA are major competitors for India in Nigeria's market.



**\*Note:**

- For Art metal ware, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.

Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

<b>Category 2: WOOD WARES</b>		
<b>S. No.</b>	<b>ITC HS Code</b>	<b>Description</b>
1	44140000	WOODEN FRAMES FOR PAINTING, PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS
2	44190010	TABLEWARE
3	44190020	KITCHENWARE OF WOOD
4	44201000	STATUTTES & OTHER ORNAMENTS OF WOOD
5	44209010	WOOD MARQUETRY & INLAID WOOD
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
7	44219060	PARTS OF DOMESTIC DECORATIVE ARTICLES USED AS TABLEWARE & KITCHENWARE
8	66020000	WALKING STICKS, SEAT STICKS, WHIPS, RIDING CROPS, AND THE LIKE
9	83062910	OTHR STATUETTES (EXCLUDING WORKS OF ART)
10	94033010	CABINETWARE
11	94033090	OTHERS -WOODEN FRNTR OF A KND USED IN OFFICES
12	94035010	BED STEAD
13	94035090	OTHER WOODEN FURNITURE USED IN BEDROOM
14	94036000	OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
15	97019091	DOMESTIC ARTICLES OF WOOD HAND DECORATED
16	97019099	OTHER HAND DECORATED MANUFACTURED ARTICLES
17	94039000	PARTS OF FURNITURES OF HEADING 9403
18	95030010	DOLLS OF WOOD
19	95030090	OTHER

**Product Category: Wood 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 3: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Wood Wares)** **\*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	441400	7.07	0.00	44140000	19,064	4414000000	2,996	0	0
2	442090	10.95	0.00	44209010	1024	4420900000	63	19	44
				44209090	25707				
3	442190	9.36	0.10	44219060	3002	NA	NA	0	0
4	940360	2.95	0.40	94036000	445089	9403600000	1,361	43	1318
5	441900	2.43	0.03	44190010	854	4419000000	NA	0	0
				44190020	1848		NA	0	0
6	442010	0.72	0.00	44201000	2448	4420100000	334	10	324
7	830629	0.17	0.00	83062910	398	8306290000	135	1	134
8	940330	1.38	0.00	94033010	23881	9403300000	221	52	169
				94033090	8245				
9	940350	0.15	0.00	94035010	2746	9403500000	768	13	755
				94035090*	8445				
10	970190	3.90	0.00	97019091	544	9701900000	60	1	59
				97019099	6149				
11	940390	0.25	0.00	94039000	20300	9403900000	2,528	5	2523
12	950300	0.65	0.00	95030010	2,585	9503000000	5,886	45	5841
				95030090	38748				
13	660200	3.17	0.00	66020000	332	6602000000	17	2	15

Fig 4: Table showing RCA, Global export-import data &amp; Trade Intensity Index of India &amp; Nigeria and in 2017 (Wood Wares)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Woodware	14	441400	19,064	4,15,301	0	32,599	8,84,415	13,62,52,312	7.07	0.00		0	71	2,648	57,418	0.00
	15	442090	26,731	4,15,301	0	32,599	8,00,602	13,62,52,312	10.95	0.00		0	71	57	57,418	0.00
	16	442190	1,71,208	4,15,301	149	32,599	59,98,504	13,62,52,312	9.36	0.10		0	71	174	57,418	0.00
	17	940360	4,45,089	14,40,548	12	283	2,53,85,714	24,24,29,283	2.95	0.40		1	1,253	1,200	68,491	0.05
	18	441900	9,402	4,15,301	8	32,599	12,67,793	13,62,52,312	2.43	0.03		0	71	30	57,418	0.00
	19	442010	2,448	4,15,301	0	32,599	11,16,220	13,62,52,312	0.72	0.00		0	71	293	57,418	0.00
	20	830629	2,476	5,67,714	0	1,019	16,74,065	6,68,53,267	0.17	0.00		0	4,126	119	1,25,942	0.00
	21	940330	32,126	14,40,548	0	283	39,08,398	24,24,29,283	1.38	0.00		32	1,253	194	68,491	9.02
	22	940350	11,191	14,40,548	0	283	1,22,92,899	24,24,29,283	0.15	0.00		0	1,253	745	68,491	0.00
	23	970190	6,696	94,494	0	0	5,01,300	2,75,80,551	3.90	0.00		0	1	55	223	0.00
	24	940390	20,300	14,40,548	0	283	1,39,12,755	24,24,29,283	0.25	0.00		8	1,253	2,323	68,491	0.19
	25	950300	76,715	3,02,502	0	0	4,42,47,177	11,29,65,796	0.65	0.00		12	246	5,414	12,709	0.11
26	660200	332	1,806	0	0	1,97,782	34,13,664	3.17	0.00		0	0	15	2,195	0.00	

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

1. 94036000: OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
2. 94033010: CABINETWARE
3. 44140000: WOODEN FRAMES FOR PAINTING, PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS
4. 44201000: STATUTES & OTHER ORNAMENTS OF WOOD
5. 94039000: PARTS OF FURNITURES OF HEADING 9403
6. 97019099: OTHER HAND DECORATED MANUFACTURED ARTICLES

**B. Recommended Products:**

1. 66020000: WALKING STICKS, SEAT STICKS, WHIPS, RIDING CROPS, AND THE LIKE
2. 95030090: OTHER
3. 83062910: OTHER STATUETTES(EXCLUDING WORKS OF ART)
4. 94035090: OTHER WOODEN FURNITURE USED IN BEDROOM

**Analysis:**

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **940390 (India's 6 Digits), 94039000 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries are good.
- **940350 (India's 6 Digits), 94035090 (India's 8 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on Wood ware to India and other countries is **20%** due to which India's export becomes expensive.

- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available. But it can also be seen that China & USA are major competitors for India in Nigeria's market.

**\*Note:**

- For Wood ware, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

<b>Category 3: HANDPRINTED TEXTILES</b>		
<b>S. No.</b>	<b>ITC HS Code</b>	<b>Description</b>
1	63079011	DRESS MATERIAL HANDPRINTED OF COTTON
2	63079012	DRESS MATERIAL HANDPRINTED OF SILK
3	63079013	DRESS MATERIAL HANDPRINTED OF MAN MADE FIBER
4	63079019	DRESS MATERIAL HANDPRINTED OTHERS
5	63079090	DRESS MATERIAL HANDPRINTED OTHERS
6	63079020	MADE UP ARTCLS OF COTTON

### 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 5: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Hand printed Textiles) \*Values in USD Thousands**

<b>S. No.</b>	<b>ITC HS Code (6 digits)</b>	<b>RCA (India) (At 6 digit level)</b>	<b>RCA (Nigeria) (At 6 digit level)</b>	<b>ITC HS Code (8 digits)</b>	<b>India's Global exports (At 8 digit level)</b>	<b>Nigeria's ITC Code*</b>	<b>Nigeria's Global Imports</b>	<b>Nigeria's Imports from India</b>	<b>India's Trade Potential</b>
1	630790*	0.70	0.00	63079011	2661	6307900000	1,995	228	1767
				63079012	479	6307900090	NA	0	0
				63079013	11717	NA	NA	0	0
				63079019	54648	NA	NA	0	0
				63079090	214995	6307900091	NA	0	0
				63079020	318483	6307900099	NA	0	0

**Fig 6: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Hand printed Textiles)**

**\*Values in USD Thousands**

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Hand printed Textiles	27	630790	6,02,983	49,62,867	0	10,897	1,09,94,267	6,35,19,696	0.70	0.00		1	5,843	864	19,902	0.00



Therefore, after analysing RCAs of India & Nigeria for respective HS Codes and calculation of India's Trade Potential, the products under **Hand printed Textiles** can be classified into following three categories on the basis of their export potentials to Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Tariffs** imposed by Nigeria on **Hand printed Textiles** to India and other countries is **20%**.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For **Hand printed Textiles**, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

<b>Category 4: HANDKNITTED &amp; HAND CROCHETTED / EMBRODIRES</b>		
<b>S. No.</b>	<b>ITC HS Code</b>	<b>Description</b>
1	58050010	HAND WOOVEN TAPESTRIES HAND MADE OR NEDDLE WORKED BY HAND, OF COTTON - EMBRODIERY
2	58101000	EMBORIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBRODIERY WITHOUT VISIBLE GROUND
3	58109210	EMBROIDERY BADGES, MOTIFS AND THE LIKE
4	58110010	KANTHA - EMBROIDERY
5	58110020	QUILT WADDING - EMBROIDERY
6	61043100	ENSAMBLES OF WOOL OR FINE ANIMAL HAIR - CROCHETTED
7	94049099	HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
8	63049190	OTHER - FURNISHING ARTICLS,KNTD/CROCHETED
9	58043000	HAND MADE LACE
10	58081090	BRAIDS, IN PCS OTHER THAN OF COTTON
11	64061010	EMBROIDERED UPPERS OF TEXTILE MATERIALS
12	58041090	TULLS AND OTHR NET FBRCs OF OTHR TXTL MATRLS
13	63041100	BEDSPREADS,KNITTED OR CROCHETED

### 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 7: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Hand knitted & Hand Crocheted Embroideries) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria 's Global Imports	Nigeria 's Imports from India	India's Trade Potential
1	580500	0.92	0.00	58050010	1170	NA	0	0	0
2	581010	8.77	0.00	58101000	41,232	5810910000	21	1	20
3	581092	2.21	0.00	58109210	15,341	5810920000	6	2	4
4	581100	0.10	0.00	58110010	136	5811000000	25	7	18
				58110020	186				
5	610431	0.39	0.00	61043100	2956	NA	0	0	0
6	940490	6.40	0.00	94049099	356474	9404900000	143	32	111
7	630491	0.72	0.00	63049190	40012	6304919000	20	5	15
8	580430	5.59	0.00	58043000	1997	5804300000	43	0	43
9	580810	0.99	0.00	58081090	6393	5808100000	9	1	8
10	640610	4.47	0.00	64061010	5184	6406100000	8681	3	8181
11	580410	0.52	0.00	58041090	9858	5804100000	9	0	9
12	630411	0.09	0.00	63041100	1192	6304110000	33	0	33

Fig 8: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Hand knitted & Hand Crocheted Embroideries)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Hand knitted & Hand Crocheted Embroideries	28	580500	1,519	3,76,883	NA	NA	54,419	1,23,65,096	0.92	0.00	NA	1,044	NA	12,490	0.00
	29	581010	64,921	3,76,883	NA	NA	2,42,739	1,23,65,096	8.77	0.00	1	1,044	20	12,490	0.60
	30	581092	86,010	3,76,883	NA	NA	12,75,631	1,23,65,096	2.21	0.00	2	1,044	6	12,490	3.99
	31	581100	740	3,76,883	NA	NA	2,40,454	1,23,65,096	0.10	0.00	6	1,044	23	12,490	3.12
	32	610431	2,956	83,47,381	NA	NA	2,04,018	22,57,38,546	0.39	0.00	NA	238	NA	5,748	0.00
	33	940490	3,89,641	14,40,548	NA	283	1,02,38,487	24,24,29,283	6.40	0.00	0	1,253	125	68,491	0.00
	34	630491	56,978	49,62,867	NA	10,897	10,09,155	6,35,19,696	0.72	0.00	4,984	5,843	10,289	19,902	1.65
	35	580430	1,997	3,76,883	NA	NA	11,716	1,23,65,096	5.59	0.00	0	1,044	41	12,490	0.00
	36	580810	7,026	3,76,883	NA	NA	2,33,053	1,23,65,096	0.99	0.00	1	1,044	9	12,490	1.33
	37	640610	3,18,161	27,85,993	NA	3,181	36,92,718	14,43,85,644	4.47	0.00	2	165	7,862	62,359	0.10
	38	580410	10,318	3,76,883	NA	NA	6,57,004	1,23,65,096	0.52	0.00	0	1,044	8	12,490	0.00
	39	630411	1,192	49,62,867	NA	NA	1,77,009	6,35,19,696	0.09	0.00	0	5,843	30	19,902	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

### A. Products with high Export potential:

1. 64061010: EMBROIDERED UPPERS OF TEXTILE MATERIALS
2. 94049099: HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
3. 58043000: HAND MADE LACE

### B. Recommended Products:

1. 63049190: OTHER - FURNISHING ARTICLES, KNITTED/CROCHETED
2. 63041100: BEDSPREADS, KNITTED OR CROCHETED
3. 58110010: KANTHA - EMBROIDERY
4. 58101000: EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY WITHOUT VISIBLE GROUND

### Analysis:

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push, India has good chance to capture market for these products.
- **640610 (India's 6 Digits), 64061010 (India's 8 Digits)** have good RCA and India's Trade potential has good value. To increase trade, trade barriers should be lower down.
- **630491 (India's 6 Digits), 63049190 (India's 8 Digits)** has less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on **Hand knitted & Hand Crocheted Embroideries** to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:** For **Hand knitted & Hand Crocheted Embroideries**, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

Category 5: SHAWLS AS ARTWARE		
S. No.	ITC HS Code	Description
1	61171020	SHAWLS OF WOOL

### Product Category: Shawls as Art ware

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 9: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Shawls as Art wares) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	611710	0.83	0.00	61171020	499	6117100000	47	26	21

Fig 10: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Shawls as Art wares)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Shawls as Art wares	40	611710	49,702	83,47,381	0	0	16,22,554	22,57,38,546	0.83	0.00	0	5,748	40	238	0.00

Therefore, after analysing RCAs of India & Nigeria for respective HS Codes and calculation of India's Trade Potential, the products under **Shawls as Art wares** can be classified into following two categories on the basis of their export potentials to Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Tariffs** imposed by Nigeria on **Shawls as Art wares** to India and other countries is **20%**.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For **Shawls as Art wares**, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.



Category 6: ZARI & ZARI GOODS		
S. No.	ITC HS Code	Description
1	83089020	IMITATION ZARI SPANGLES
2	56050020	IMITATION ZARI THREAD
3	56050090	OTHERS
4	58090010	ZARI BORDERS
5	58090090	OTHERS

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 11: Table showing RCA, Global export-import data of India & Nigeria 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 (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	830890	0.22	0.00	83089020	45	8308900000	2,770	35	10
2	560500	3.34	0.00	56050020	4281	5605000000	3,044	2	3042
				56050090	8098				
3	580900	1.64	0.00	58090010	77	5809000000	142	3	139
				58090090	1401				

**Fig 12: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Zari & Zari Goods)**  
**\*Values in USD Thousands**

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Zari & Zari Goods	41	830890	3,611	5,67,714	0	1,019	19,43,865	6,68,53,267	0.22	0.00	31	4,126	2,557	1,25,942	0.37
	42	560500	12,437	3,87,100	0	0	2,42,291	2,51,97,085	3.34	0.00	3	1,123	2,791	57,685	0.06
	43	580900	1,478	3,76,883	0	0	29,520	1,23,65,096	1.64	0.00	3	1,044	135	12,490	0.27

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

1. 56050020: IMITATION ZARI THREAD

**B. Recommended Products:**

1. 83089020: IMITATION ZARI SPANGLES
2. 58090090: OTHERS

**Analysis:**

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **560500 (India's 6 Digits), 56050020 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries is less.
- **580900 (India's 6 Digits), 58090090 (India's 8 Digits)** has good RCA but Trade intensity between both countries is less, so by product innovation & lower trade barriers trade capacity can be increased.
- **Tariffs** imposed by Nigeria on **Zari & Zari Goods** to India and other countries is **10%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For **Zari & Zari Goods**, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

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

### 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 13: Table showing RCA, Global export-import data of India & Nigeria 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 (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	701810	4.60	0.00	70181010	5225	7018100000	156	0	156
				70181020	14700				
				70181090	16689				
2	711311	5.65	0.00	71131110	4623	NA	0	0	0
3	711711	0.03	0.00	71171100	317	7117110000	114	3	111
4	711719	0.27	0.00	71171910	48679	7117190000	1,508	66	1442
				71171920	44				
				71171990	37512				
5	711790	0.97	0.00	71179010	5931	7117900000	895	530	365
				71179090	108870				
6	830890	0.22	0.00	83089031	17	8308900000	2,770	35	35
				83089039	60				

**Fig 14: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Imitation Jewellery)**  
**\*Values in USD Thousands**

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Imitation Jewellery	44	701810	36,614	6,80,693	0	5,790	8,35,295	7,15,00,255	4.60	0.00	0	5,763	148	75,819	0.00
	45	711311	43,90,131	4,25,72,929	0	0	1,19,56,525	65,55,95,179	5.65	0.00	0	533	141	3,532	0.00
	46	711711	317	4,25,72,929	0	0	1,76,513	65,55,95,179	0.03	0.00	3	533	104	3,532	0.19
	47	711719	86,235	4,25,72,929	0	0	49,27,729	65,55,95,179	0.27	0.00	61	533	1,380	3,532	0.29
	48	711790	1,14,802	4,25,72,929	0	0	18,27,622	65,55,95,179	0.97	0.00	464	533	801	3,532	3.84
	49	830890	3,611	5,67,714	0	1,019	19,43,865	6,68,53,267	0.22	0.00	31	4,126	2,557	1,25,942	0.37

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

### **A. Products with high Export potential:**

1. 70181020: BEADS
2. 71179090: OTHERS - IMITATION JEWELLERY FOR PERSONAL ADORNMENT

### **B. Recommended Products:**

1. 71171910: BANGLES
2. 71171100: CUFFLINGS AND STUDS

### **Analysis:**

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **701810 (India's 6 Digits), 70181020 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries are less, so to increase trade both countries should lower down trade barriers.
- **711719 (India's 6 Digits), 71171910 (India's 8 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on Imitation Jewellery to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available. But it can also be seen that China & Germany are major competitors for India in Nigeria's market.

### **\*Note:**

- For **Imitation Jewellery**, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

<b>Category 8: ATTARS &amp; AGARBATIES</b>		
<b>S. No.</b>	<b>ITC HS Code</b>	<b>Description</b>
1	33019031	ATTARS OF ALL KINDS IN FIXED OIL BASE
2	33074100	AGARBATTI" & OTHR ODORIFEROUS PRPNS WHICHOPERATE BY BURNING
3	33074900	OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI)

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 15: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Attars & Agarbaties)** **\*Values in USD Thousands**

<b>S. No.</b>	<b>ITC HS Code (6 digits)</b>	<b>RCA (India) (At 6 digit level)</b>	<b>RCA (Nigeria) (At 6 digit level)</b>	<b>ITC HS Code (8 digits)</b>	<b>India's Global exports (At 8 digit level)</b>	<b>Nigeria's ITC Code*</b>	<b>Nigeria's Global Imports</b>	<b>Nigeria's Imports from India</b>	<b>India's Trade Potential</b>
1	330190	25.49	0.00	33019031	8905	3301900000	869	350	519
2	330741	21.62	0.00	33074100	123393	3307410000	894	739	155
3	330749	0.56	0.00	33074900	20359	3307490000	757	0	757



**Fig 16: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Attars & Agarbaties)**

**\*Values in USD Thousands**

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Attars & Agarbaties	50	330190	3,90,587	18,21,620	0	4,664	10,88,628	12,94,30,785	25.49	0.00		319	13,295	817	2,97,503	8.74
	51	330741	1,23,393	18,21,620	0	4,664	4,05,460	12,94,30,785	21.62	0.00		676	13,295	811	2,97,503	18.65
	52	330749	20,359	18,21,620	0	4,664	25,71,211	12,94,30,785	0.56	0.00		0	13,295	700	2,97,503	0.00

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

### A. Products with high Export potential:

1. 33019031: ATTARS OF ALL KINDS IN FIXED OIL BASE
2. 33074100: AGARBATTI" & OTHR ODORIFEROUS PRPNS WHICH OPERATE BY BURNING

### B. Recommended Products:

1. 33074900: OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI)

### Analysis:

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is Excellent. So India should aggressively push these products in Nigeria markets.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **330190 (India's 6 Digits), 33019031 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries are good.
- **330749 (India's 6 Digits), 33074900 (India's 8 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on **Attars & Agarbatics** to India and other countries is **10% - 20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available. But it can also be seen that Germany is major competitors for India in Nigeria's market.

### \*Note:

- For Attars & Agarbatics, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

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

<b>5. ARTICLES OF WICKER, BAMBOO ETC.</b>		
1	46021100	BASKETWORK, WICKERWORK AND OTHER ARTICLES, OF BAMBOO.
2	46021911	PALM LEAF BASKET ETC.
3	46021200	BASKETWORK, WICKERWORK AND OTHER ARTICLES, OF RATTAN.
4	46021919	PALM LEAF ITEMS OTHER THEN BASKETS
5	46021990	OTHERS - BASKETWORK, WICKERWORK AND OTHER ARTICLES, MADE DIRECTLY TO SHAPE FROM PLAING MATERIALS OR MADE UP FROM GOODS OF HEADING 4601; ARTICLES OF LOOFAH.
6	94038100	FURNTIURE OF RATTAN/BAMBOO
7	94038900	OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS
<b>6. ANTIQUES</b>		
1	97060000	ANTIQUES OF AN AGE EXCDNG ONE HUNDRED YRS
<b>7. ARTICLES OF FUR, FEATHERS &amp; HUMAN HAIRS</b>		
1	67010010	FEATHERS DUSTERS
<b>8. ARTICLES OF GRASS &amp; NATURAL FIBRE</b>		
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)
2	46012900	COIR MATS & MATTING BOUND IN PARALLEL STAND
<b>9. ARTICLES OF PAPER MACHE</b>		
1	48237030	ARTICLES MADE OF PAPER MACHE OTHER THAN ARTWARE.
<b>10. HATWARES</b>		
1	65040000	HATS & OTHR HEADGEAR PLTD/MADE BY ASSMBLNGSTRIPS OF ANY MATRLS W/N LIND/TRMMD
2	65050090	OTHER HEADGEAR, HATS, KNITTED / CROCHETTED MADE UP FROM LACES ETC W/N LIND/TRMMD

<b>11. SCULPTURE</b>		
1	97030020	ORIGNL SCLPTRS & STATUARY IN STONE
2	97030090	ORIGNL SCLPTRS & STATUARY IN OTHR MATRLS
3	68159990	OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS
<b>12. PAINTINGS</b>		
1	97011010	MADHUBANI PAINTINGS(ON TXTLS)
2	97011020	KALAMKARI PAINTINGS(ON TXTLS)
3	97011030	RAJASTHANI PAINTINGS(ON TXTLES)
4	97011090	OTHERS-PAINTINGS,DRAWINGS & PASTELS
<b>13.POTTERY &amp; GLASS WARE</b>		
1	69111011	TABLEWARE OF BONE CHINA AND SHOFT PORCELAIN
2	69111019	TABLEWARE OF OTHER THAN BONE CHINA & SFTPRCLN
3	69111021	KITCHENWARE OF BON CHINA & SFT PRCLN
4	69111029	KITCHENWARE OF OTHER THAN BON CHINA & SFT PRCLN
5	69119010	TOILET ARTICLES OF PRCLN CHINA
6	69119020	OTHERS -WATER FILTERS OF A CAPACITY NOT EXCEEDING 40 LTRS. OF PORCELAIN
7	69119090	OTHER OF OTHER HSEHLD & TOLT ARTCLS OF PRCLN
8	69120010	CERAMIC TABLEWARE (E.G. OF IMITATION PORCELAIN/OR SEMI-PORCELAIN)
9	69120020	CEREMIC KITCHENWARE
10	69120030	TOILET ARTICLES OTHER THAN PORCELAIN /CHINA
11	69120040	CLAY ARTICLS AS TABLEWARE, KITCHENWARE ETC
12	69120090	OTHERS
13	69131000	STATUETTES ETC OF PORCELAIN/CHINA
14	69139000	OTHER STATUETTE ETC (EXCL OF PORCLAIN /CHINA
15	69141000	OTHER CERMC ARTCLS OF PORCELAIN / CHINA

16	69149000	OTHER CERMC ARTCLS EXCL OF PORCELAIN / CHINA
17	70099200	OTHR GLASS MIRRORS, FRAMED
18	70132800	OTHER
19	70133300	OF LEAD CRYSTAL; OTHER DRINKING GLASSES, OTHER THAN OF GLASS CERAMICS
20	70133700	OTHERS
21	70139100	OF LEAD CRYSTAL: OTHER GLASSWARE
22	70134100	GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018)
23	70134900	GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018)
24	70189010	GLASS STATUE OF OTHR ARTCLE OF HDG 7018
25	70200011	GLOBES FOR LAMPS & LANTERNS
26	70200029	OTHER GLS CHIMENEYS
27	70200090	OTHER ARTICLES OF GLASS NES
28	83063000	PHOTOGRPH,PICTURE/SMLR FRAMES,MIRORS
<b>14. OTHER HANDICRAFTS</b>		
1	48021010	HAND MADE PAPER
2	39231020	WATCHBOX JEWELLERY BOX AND SIMILAR CONTAINER OF PLASTICS
3	34060010	CANDLES
4	48021020	HAND MADE PAPERBOARD
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
7	95051000	ARICLES OF CHRISTMAS
8	95059010	OTHER MAGICAL EQUIPMENTS
9	96020090	OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED
10	96031000	BROOMS & BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS
11	96089910	PEN HOLDERS PENCIL HOLDERS AND SIMILAR HOLDERS

12	97019092	RESTAURANT DECORATION OF PLASTICS
13	97020000	ORIGNL ENGRVNGS,PRNTS & LITHOGRPHS
14	67029090	ARTIFICIAL FLOWERS ETC OF OTHER MATERIALS
15	96011000	WORKED IVORY AND ARTICLES OF IVORY
16	96019010	WRKD TORTOISE-SHELL AND ARTCLS THEREOF
17	96020020	MOULD/CRVD ARTCLS OF WAX,STEARN,NTRL GUMS AND RESINS AND OTHR MOULD/CRVD ARTCLS
18	96020040	OTHR ARTCLS OF UNHRDND GELATIN
19	97040010	USED POSTAL STAMP
20	97040020	USED OR UNUSED FIRST-DAY COVERS FOR PHILAT
21	97040090	OTHR UNDER SUB-HEADING 970400

**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 17: Table showing RCA, Global export-import data of India & Nigeria 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 (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	920290	0.35	0.00	92029000	723	NA	0	0	0
2	920590	0.61	0.00	92059090	793	NA	0	0	0
3	920600	2.83	0.00	92060000	3197	9206000000	1,791	26	1765
4	920590	0.61	0.00	92059010	48	NA	0	0	0



Exploring Export Potential Of Handicrafts To Nigeria

Fig 18: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Musical Instruments)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts-Musical Instruments	53	920290	723	16,629	NA	NA	7,78,904	62,51,603	0.35	0.00		NA	94	122	4,639	0.00
	54	920590	842	16,629	NA	NA	5,16,955	62,51,603	0.61	0.00		NA	94	60	4,639	0.00
	55	920600	3,197	16,629	NA	NA	4,24,597	62,51,603	2.83	0.00		26	94	1,654	4,639	0.78
	56	920590	842	16,629	NA	NA	5,16,955	62,51,603	0.61	0.00		NA	94	60	4,639	0.00

Therefore, after analyzing RCAs of India & Nigeria for respective HS Codes and calculation of India's Trade Potential, the products under **Misc. Handicrafts-Musical Instruments** can be classified into following two categories on the basis of their export potentials to Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

1. 92060000: PERCUSSION MUSICAL INSTRUMENTS (E.G. DRUMS, XYLOPHONES, CYMBOLS, CASTENETS, MARACAS)

**Analysis:**

- **920600 (India's 6 Digits), 92060000 (India's 8 Digits)** has very less RCA and Trade intensity between both countries is also less , so by product innovation and lowering down barrier, trade capacity can be increased.
- **Tariffs** imposed by Nigeria on **Misc. Handicrafts-Musical Instruments** to India and other countries is **10%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts-Musical Instruments, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**Product Category: (Miscellaneous Handicrafts-Articles 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 19: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts-Articles of Tortoise) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	960190*	10.65	0.00	96019020	273	NA	0	0	0
				96019030	1408	NA	0	0	0
				96019040	5542	NA	0	0	0
				96019090	8002	9601900000	80	79	1
5	960200	10.23	0.00	96020010	73,229	9602000000	3,590	2,962	628

## Exploring Export Potential Of Handicrafts To Nigeria

**Fig 20: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Articles of Tortoise)**

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts-Articles of Tortoise	57	960190	15,273	5,43,034	NA	2,525	1,33,452	5,05,27,310	10.65	0.00		77	7,093	78	58,919	8.20
	58	960200	98,086	5,43,034	NA	2,525	8,91,868	5,05,27,310	10.23	0.00		2,763	7,093	3,345	58,919	6.86

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

### A. Products with high Export potential:

1. 96020010: WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF

#### Analysis:

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is also high. So trade can be increased by proper product innovation and marketing strategies.
- **960200 (India's 6 Digits), 96020010 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries are good.
- **Tariffs** imposed by Nigeria on Wood ware to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

#### **\*Note:**

- For Misc. Handicrafts-Articles of Tortoise, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 21: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts-Stuffed Animals) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	970500	0.25	0.00	97050010	1	NA	0	0	0
				97050090	1098				

Fig 22: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Stuffed Animals)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc: Stuffed Animals	59	970500	1,099	94,494	NA	NA	12,70,802	2,75,80,551	0.25	0.00	NA	1	6	223	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts-Stuffed Animals, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.



**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 23: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts-Leather Goods) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	420229	2.08	0.00	42022910	26,695	4202299000	31	17	14
2	420231	3.13	0.00	42023110	662	NA	NA	0	0
3	420239	0.61	0.00	42023910	2151	4202390000	1	0	1
4	640320	3.24	0.00	64032040	332	6403201000	1,639	11	321

Fig 24: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc Handicrafts-Leather Goods)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc Handicrafts-Leather Goods	60	420229	35,534	24,10,114	NA	NA	5,53,256	7,80,74,481	2.08	0.00		NA	35	31	9,824	0.00
	61	420231	4,60,455	24,10,114	NA	NA	47,60,663	7,80,74,481	3.13	0.00		NA	35	73	9,824	0.00
	62	420239	7,290	24,10,114	NA	NA	3,85,016	7,80,74,481	0.61	0.00		NA	35	1	9,824	0.00
	63	640320	13,218	27,85,993	NA	27,85,993	2,11,667	14,43,85,644	3.24	0.00		NA	165	1,529	62,359	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

### **A. Products with high Export potential:**

1. 42023110: JEWELLERY BOX - SURFACE OF LEATHER

### **B. Recommended Products:**

2. 64032040: KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR

### **Analysis:**

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **Tariffs** imposed by Nigeria on Misc Handicrafts-Leather Goods to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

### **\*Note:**

- For Misc Handicrafts-Leather Goods, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 25: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts- Articles of Wicker, Bamboo etc.) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	460211	0.10	0.00	46021100	190		513	0	190
2	460212	0.02	0.00	46021200	27	4602120000	2558	0	27
3	460219	1.18	0.00	46021911	25	4602190000	25	0	25
				46021919	6441				
				46021990	3151				
4	940381	0.15	0.00	94038100	37	9403810000	10	0	10
5	940389	0.90	0.00	94038900	14211	9403890000	177	0	177

## Exploring Export Potential Of Handicrafts To Nigeria

**Fig 26: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc Handicrafts- Articles of Wicker, Bamboo etc)**

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc Handicrafts- Articles of Wicker, Bamboo etc	64	460211	190	18,947	NA	14	2,25,483	23,20,089	0.10	0.00		NA	NA	NA	34	0.00
	65	460212	27	18,947	NA	14	1,69,477	23,20,089	0.02	0.00		NA	NA	NA	34	0.00
	66	460219	9,617	18,947	NA	14	9,95,605	23,20,089	1.18	0.00		NA	NA	21	34	0.00
	67	940381	153	14,40,548	NA	283	1,66,406	24,24,29,283	0.15	0.00		NA	1,253	10	68,491	0.00
	68	940389	14,211	14,40,548	NA	283	26,60,193	24,24,29,283	0.90	0.00		NA	1,253	168	68,491	0.00

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

### A. Recommended Products:

1. 94038900: OTHER - FURNITURE OF OTHER MATERIALS, INCLUDING CANE, OSIER, BAMBOO PR SIMILAR MATERIALS

### Analysis:

- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **Tariffs** imposed by Nigeria on Misc Handicrafts- Articles of Wicker, Bamboo etc to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

### \*Note:

- For Misc Handicrafts- Articles of Wicker, Bamboo etc, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 27: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts-Antiques)** \*Values in USD Thousands

S. No	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	970600	0.38	0.00	97060000	3232	9706000000	14706	468	2764

Fig 28: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Antiques)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts-Antiques	69	970600	3,232	94,494	NA	NA	24,73,280	2,75,80,551	0.38	0.00	NA	1	NA	223	0.00



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

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts-Antiques, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 29: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts- Articles of Fur, Feather etc.) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	670100	0.00	0.00	67010010	3	NA	0	0	0

Fig 30: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc Handicrafts- Articles of Fur, Feather etc.)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc Handicrafts- Articles of Fur, Feather etc.	70	670100	15	2,39,903	NA	12,676	1,06,894	80,41,251	0.00	0.00		NA	101	NA	6,018	0.00

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

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available

**\*Note:**

- For Misc Handicrafts- Articles of Fur, Feather etc., India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 31: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts- Articles of Grass & Natural Fiber) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	460199	7.11	15.30	46019900	8803	4601990000	0	0	0
2	460129	0.13	0.00	46012900	215	4601290000	0	0	0

## Exploring Export Potential Of Handicrafts To Nigeria

**Fig 32: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc Handicrafts- Articles of Grass & Natural Fiber)**

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc Handicrafts- Articles of Grass & Natural Fiber	71	460199	8,803	18,947	14	14	1,51,670	23,20,089	7.11	15.30		NA	NA	13	34	0.00
	72	460129	215	18,947	NA	14	2,08,085	23,20,089	0.13	0.00		NA	NA	NA	34	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Tariffs** imposed by Nigeria on Misc Handicrafts- Articles of Grass & Natural Fiber to India and other countries is **20%**.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc Handicrafts- Articles of Grass & Natural Fiber, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 33: Table showing RCA, Global export-import data of India & Nigeria 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 (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	482370	0.80	0.27	48237030	1380	4823700000	115	6	109



Fig 34: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts- Articles of Paper Mache)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts- Articles of Paper Mache	73	482370	4,744	12,85,997	3	2,397	7,38,352	16,09,34,043	0.80	0.27	5	59,964	106	4,63,419	0.36

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

1. 48237030: ARTICLES MADE OF PAPER MACHE OTHER THAN ARTWARE.

**Analysis:**

- **Recommended Codes:** These codes are recommended as India has less RCA value. But it also be noted that Nigeria's global imports value is good. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **Tariffs** imposed by Nigeria on Misc. Handicrafts- Articles of Paper Mache to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts- Articles of Paper Mache, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 35: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts- Articles of Hat Wares)** \*Values in USD Thousands

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	650400	0.94	0.00	65040000	1661	6504000000	93	0	93
2	650500	0.68	0.00	65050090	15596	6505009000	99	0	99

Fig 36: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts- Articles of Hat Wares)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts- Articles of Hat Wares	74	650400	1,661	41,470	NA	NA	4,03,242	94,75,969	0.94	0.00		NA	89	89	50,243	0.00
	75	650500	15,684	41,470	NA	NA	52,80,548	94,75,969	0.68	0.00		NA	89	171	50,243	0.00

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

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Tariffs** imposed by Nigeria on Misc. Handicrafts- Articles of Hat Wares to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts- Articles of Hat Wares, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 37: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts-Sculptures)**

\*Values in USD

Thousands

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	970300	0.192083	0.01	97030020	5,210	9703000000	59	5	54
				97030090	6,093				
2	681599	4.161722	1.28	68159990	99,594	6815990000	121	22	99

Fig 38: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Sculptures)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts -Sculptures	76	970300	13,858	94,494	NA	NA	45,83,128	2,75,80,551	0.88	0.00		1	1	54	223	4.13
	77	681599	1,00,195	13,63,226	NA	393	15,21,274	5,07,51,794	2.45	0.00		33	5,001	108	41,791	2.55

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

### A. Products with high Export potential:

1. 68159990: OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS

#### Analysis:

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is also good. So trade can be increase.
- **681599 (India's 6 Digits), 68159990 (India's 8 Digits)** have good RCA and India's Trade potential has good value. Trade intensity between both countries are good.
- **Tariffs** imposed by Nigeria on Misc. Handicrafts-Sculptures to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

#### **\*Note:**

- For Misc. Handicrafts-Sculptures, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.



**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 39: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc. Handicrafts-Paintings)\*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	970110	0.18	0.04	97011010	40	9701100000	0	0	0
				97011020	0				
				97011030	40				
				97011090	62,315				

Fig 40: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc. Handicrafts-Paintings)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc. Handicrafts-Paintings	78	970110	62,395	94,494	NA	NA	1,79,91,699	2,75,80,551	1.01	0.00	NA	1	73	223	0.00

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

**A. Products with high Export potential:**

Nil

**B. Recommended Products:**

Nil

**Analysis:**

- **Tariffs** imposed by Nigeria on Misc. Handicrafts-Paintings to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc. Handicrafts-Paintings, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available.

**Product Category: (Miscellaneous Handicrafts-Pottery & Glass wares)**

**Fig 41: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts-Pottery & Glass wares) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential
1	691110	0.09	0.00	69111011	13,438	6911100000	6020	62	62
				69111019	730				
				69111021	345				
				69111029	638				
2	691190	0.04	0.00	69119010	16	6911900000	626	0	58
				69119020	58				
				69119090	238				
3	691200	0.26	0.00	69120010	1,306	NA			
				69120020	3,943	6912001000	1,365	59	1306
				69120030	76	NA	0	0	0
				69120040	2,671	6912009000	390	0	390
				69120090	3,442				
4	691310	0.00	0.00	69131000	20	6913100000	112	7	13
5	691390	0.02	0.00	69139000	394	6913900000	46	11	35
6	691410	0.15	0.00	69141000	1,626	6914100000	1456	11	1445
7	691490	0.53	0.00	69149000	15,323	6914900000	447	42	405
8	700992	1.71	0.00	70099200	24,816	7009920000	240	2	238
9	701328	0.09	0.00	70132800	883	7013280000	964	0	883
10	701333	0.28	0.00	70133300	507	7013330000	7	2	5
11	701337	0.04	0.00	70133700	794	7013370000	1645	3	791
12	701391	0.05	0.00	70139100	85	NA	0	0	0
13	701341	0.01	0.00	70134100	6	NA	0	0	0
14	701349	0.45	0.00	70134900	9,611	7013490000	773	78	695
15	701890	0.41	0.00	70189010	786	NA	0	0	0
16	702000	6.55	0.02	70200011	145	NA	0	0	0
				70200029	1,686	NA	0	0	0
				70200090	171,208	7020009000	185	132	53
17	830630	1.17	0.00	83063000	2,595	8306300000	186	0	186

Exploring Export Potential Of Handicrafts To Nigeria

Fig 42: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (Misc Handicrafts-Pottery & Glass wares)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA		Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
Misc Pottery & Glass wares	79	691110	15,151	12,43,354	NA	167	70,11,278	5,26,15,326	0.09	0.00		60	4,110	5,587	74,880	0.20
	80	691190	312	12,43,354	NA	167	3,44,422	5,26,15,326	0.04	0.00		NA	4,110	579	74,880	0.00
	81	691200	11,438	12,43,354	NA	167	18,67,208	5,26,15,326	0.26	0.00		58	4,110	1,650	74,880	0.64
	82	691310	20	12,43,354	NA	167	12,21,527	5,26,15,326	0.00	0.00		7	4,110	106	74,880	1.20
	83	691390	394	12,43,354	NA	167	9,56,250	5,26,15,326	0.02	0.00		11	4,110	43	74,880	4.66
	84	691410	1,626	12,43,354	NA	167	4,73,226	5,26,15,326	0.15	0.00		1	4,110	1,318	74,880	0.01
	85	691490	15,323	12,43,354	NA	167	12,31,285	5,26,15,326	0.53	0.00		NA	4,110	412	74,880	0.00
	86	700992	24,816	6,80,693	NA	5,790	15,21,826	7,15,00,255	1.71	0.00		2	5,763	226	75,819	0.12
	87	701328	883	6,80,693	NA	5,790	9,78,146	7,15,00,255	0.09	0.00		NA	5,763	907	75,819	0.00
	88	701333	507	6,80,693	NA	5,790	1,87,395	7,15,00,255	0.28	0.00		2	5,763	6	75,819	4.39
	89	701337	794	6,80,693	NA	5,790	21,09,681	7,15,00,255	0.04	0.00		NA	5,763	1,488	75,819	0.00
	90	701391	85	6,80,693	NA	5,790	1,84,273	7,15,00,255	0.05	0.00		NA	5,763	21	75,819	0.00
	91	701341	6	6,80,693	NA	5,790	1,10,092	7,15,00,255	0.01	0.00		NA	5,763	17	75,819	0.00
	92	701349	9,611	6,80,693	NA	5,790	22,28,658	7,15,00,255	0.45	0.00		66	5,763	726	75,819	1.20
	93	701890	2,071	6,80,693	NA	5,790	5,35,927	7,15,00,255	0.41	0.00		NA	5,763	6	75,819	0.00
	94	702000	1,97,034	6,80,693	6	5,790	31,57,485	7,15,00,255	6.55	0.02		23	5,763	239	75,819	1.27
	95	830630	2,595	5,67,714	NA	1,019	2,60,470	6,68,53,267	1.17	0.00		NA	4,126	169	1,25,942	0.00

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

### A. Products with high Export potential:

1. 83063000: PHOTOGRPH,PICTURE/SMLR FRAMES,MIRORS
2. 70099200: OTHR GLASS MIRRORS, FRAMED

### B. Recommended Products:

1. 70134900: GLSSWR FR TBL KTCHN,TOLT,OFFC INDOR DCORTION (EXCL GOODS OF HDG NO 7010/7018)
2. 70132800: OTHER
3. 69141000: OTHER CERMC ARTCLS OF PORCELAIN / CHINA
4. 69120020: CEREMIC KITCHENWARE
5. 70200090: OTHER ARTICLES OF GLASS NES

### Analysis:

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has less RCA value. But it also be noted that Nigeria's global imports value is good. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **830630 (India's 6 Digits), 83063000 (India's 8 Digits)** have good RCA and India's Trade potential good value..
- **701349 (India's 6 Digits), 70134900 (India's 8 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on Misc Handicrafts-Pottery & Glass wares to India and other countries is **20%** due to which India's export becomes expensive.
- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available.

**\*Note:**

- For Misc Handicrafts-Pottery & Glass wares, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 0 digits ITC HS Codes. Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

**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 43: Table showing RCA, Global export-import data of India & Nigeria and India's Trade Potential in 2017 (Misc Handicrafts-Other Handicrafts) \*Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Nigeria) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Nigeria's ITC Code*	Nigeria's Global Imports	Nigeria's Imports from India	India's Trade Potential	
1	480210	15.40	0.00	48021010	6903	4802100000	798	6	792	
				48021020	298					
2	392310	0.40	0.31	39231020	1173	3923100000	7,780	601	572	
3	340600	2.11	0.00	34060010	59660	3406000000	5,456	17	5439	
4	482390	8.60	0.00	48239018	42756	4823900000	1,321	494	827	
5	940530	0.15	0.00	94053000	1502	9405300000	211	0	211	
6	950510	3.54	0.00	95051000	49475	9505100000	254	0	254	
7	950590	1.73	0.00	95059010	555	9505900000	573	172	383	
8	960200	10.23	0.00	96020090	23411	9602000000	3,590	2962	628	
9	960310	1.86	0.00	96031000	3249	9603100000	832	9	823	
10	960899	1.00	0.00	96089910	465	9608991000	2,025	465	0	
11	970190	3.90	0.00	97019092	2	NA	0	0	0	
12	970200	3.42	0.00	97020000	7199	NA	0	0	0	
13	670290	0.05	0.00	67029090	2925	6702900000	129	0	129	
14	960110	2.77	0.00	96011000	110	NA	0	0	0	
15	960190	10.65	0.00	96019010	49	NA	0	0	0	
16	960200	10.23	0.00	96020020	398	NA	0	0	0	
				96020040	0	NA	0	0	0	0
17	970400	0.03	0.00	97040010	15	NA	0	0	0	
				97040020	2	NA	0	0	0	0
				97040090	13	NA	0	0	0	0



Fig 44: Table showing RCA, Global export-import data & Trade Intensity Index of India & Nigeria and in 2017 (OTHER HANDICRAFTS)

\*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT H S code	India Export to world 2 DIGIT H S code	Nigeria Export to world 6 DIGIT HS code	Nigeria Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Nigeria RCA	Nigeria Import from India 6 DIGIT	Nigeria Import from India 2 DIGIT	Nigeria Import from WORLD 6 DIGIT	Nigeria Import from WORLD 2 DIGIT	TII
OTHER HANDICRAFTS	96	480210	7,201	12,85,997	NA	2,397	58,506	16,09,34,043	15.40	0.00	5	59,964	747	4,63,419	0.05
	97	392310	46,561	59,25,641	478	78,130	1,16,52,537	59,38,93,938	0.40	0.31	561	81,690	7,099	12,89,299	1.25
	98	340600	60,275	5,64,731	NA	10,097	29,91,809	5,90,18,561	2.11	0.00	16	5,900	5,075	71,719	0.04
	99	482390	2,65,749	12,85,997	NA	2,397	38,68,935	16,09,34,043	8.60	0.00	452	59,964	1,205	4,63,419	2.90
	100	940530	1,502	14,40,548	NA	283	16,86,152	24,24,29,283	0.15	0.00	1,253	NA	188	68,491	0.00
	101	950510	49,475	3,02,502	NA	NA	52,24,747	11,29,65,796	3.54	0.00	NA	246	224	12,709	0.00
	102	950590	9,892	3,02,502	NA	NA	21,38,460	11,29,65,796	1.73	0.00	167	246	516	12,709	16.72
	103	960200	98,086	5,43,034	NA	2,525	8,91,868	5,05,27,310	10.23	0.00	2,763	7,093	3,345	58,919	6.86
	104	960310	3,249	5,43,034	NA	2,525	1,62,578	5,05,27,310	1.86	0.00	8	7,093	777	58,919	0.09
	105	960899	3,944	5,43,034	NA	2,525	3,66,711	5,05,27,310	1.00	0.00	694	7,093	1,839	58,919	3.13
	106	970190	6,696	94,494	NA	NA	5,01,300	2,75,80,551	3.90	0.00	NA	1	55	223	0.00
	107	970200	7,199	94,494	NA	NA	6,14,238	2,75,80,551	3.42	0.00	NA	1	2	223	0.00
	108	670290	2,928	2,39,903	NA	12,676	19,12,386	80,41,251	0.05	0.00	NA	101	121	6,018	0.00
	109	960110	110	5,43,034	NA	2,525	3,690	5,05,27,310	2.77	0.00	NA	7,093	NA	58,919	0.00
	110	960190	15,273	5,43,034	NA	2,525	1,33,452	5,05,27,310	10.65	0.00	NA	7,093	78	58,919	0.00
111	960200	98,086	5,43,034	NA	2,525	8,91,868	5,05,27,310	10.23	0.00	2,763	7,093	3,345	58,919	6.86	
112	970400	15	94,494	NA	NA	1,28,662	2,75,80,551	0.03	0.00	NA	1	33	223	0.00	

Therefore, after analyzing RCAs of India & Nigeria 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 Nigeria.

### **A. Products with high Export potential:**

1. 48021010: HAND MADE PAPER
2. 96020090: OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED
3. 48239018: PRODUCT CONSISTINGS OF SHEETS OF PAPER/ RBORD, IMPREGNGTED,COTED OR COVERED WITH PLASTICS
4. 96089910: PEN HOLDERS PENCIL HOLDERS AND SIMILAR HOLDERS

### **B. Recommended Products:**

1. 94053000: LGHTNG SETS OF A KIND USD FR CHRISTMS TREE
2. 34060010: CANDLES
3. 67029090: ARTIFICIAL FLOWERS ETC OF OTHER MATERIALS

### **Analysis:**

- **Codes with high Export potential:** have good RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is less. So to increase trade, both countries should lower down trade barriers.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Nigeria's global imports value is high. So by product innovation & aggressive push India has good chance to capture market for these codes.
- **480210 (India's 6 Digits), 48021010 (India's 8 Digits)** have good RCA and India's Trade potential good value. Trade intensity between both countries is less. Both should lower down trade barrier .
- **940530 (India's 6 Digits), 94053000 (India's 8 Digits)** has very less RCA but Trade intensity between both countries are good, so by product innovation trade capacity can be increased.
- **Tariffs** imposed by Nigeria on OTHER HANDICRAFTS to India and other countries is **20%** due to which India's export becomes expensive.

- **Unit Value Analysis:** Unit Value Analysis of Nigeria's ITC HS Code can't be done as the quantity data for Nigeria is not available. But it can also be seen that China, France & USA are major competitors for India in Nigeria's market.

**\*Note:**

- For OTHER HANDICRAFTS, India's export to Nigeria data is available. However Nigeria's imports at 8 digits is not available. This is because Nigeria deals in 10 digits ITC HS Codes.  
Therefore for every India's 8 Digit ITC HS Code, Nigeria's corresponding ITC HS Code is of 10 digits.

## Major Handicrafts Gifts & Housewares Fairs in Nigeria

### IGF EXPO (INTERIORS, GIFT & FASHION)

1. Name of Fair: **IGF EXPO (INTERIORS, GIFT & FASHION)**
2. Frequency: **Annual**
3. Editions: **13 – 15 NOVEMBER 2018**
4. Venue: **LAGOS, NIGERIA**
5. Entry Fees: **Free**
6. Website: **<http://www.igfexpo.com>**
7. Organizer: **M/s. Clarion Events Global Group.**

#### **Fair & Products Description:**

The IGF Expo is a multisector B2B exhibition covering Interiors, Housewares, Gifts, Textiles and Fashion sector. The exhibition is organized by M/s. Clarion Events Global Group a UK based company and is amongst the leading trade exhibition in the West African region with a diverse visitors profile ranging from wholesalers and Importers, Hospitality Sector (Architects/Interior Designers/Hotel Chains/Offices) and the Informal & Formal Retailer.



The Chairman, EPCH with Mr. Olaniyi Gbolahan, President, African Association of Interior Designers



Chairman at participant's booth



Chairman with Mr Subhash Chand (Head Of Chancery )



Chairman with EPCH Participants

## **EPCH's foray into West African Markets of Nigeria**

**Lagos, Nigeria – 21<sup>st</sup> – 23<sup>rd</sup> December 2018**

### **21<sup>st</sup> December 2018**

Mr. Rajesh Rawat, Joint Director (EPCH) reached the Lagos, Nigeria in the evening and on the 21<sup>st</sup> morning Mr. Rajesh Rawat made a scheduled presentation to the buyers organised by Mr. Olaniyi Gbolahan, President of African Association of Interior Designers. There were over 20 buyers, journalists, association representatives, event organiser who were present in the meeting. Mr. Rajesh Rawat made a detailed presentation on EPCH's role, India's exports of handicrafts, kind of products being produced in India, EPCH's marketing initiative including IGHF Delhi fair, the kind of products which India is currently exporting to Nigeria and what are the procedures and documentation required to export Indian products to Nigeria. Also explained the payment negotiations terms between buyers and exporters. The presentation was very well received and also showed them a video of IHGF Delhi Fair.

After the session the detailed QA session was held wherein lot of questions were asked by the Nigerian buyers pertaining to how the trust can be enhanced between the buyers and exporters; what has Nigeria to gain from their engagement with Indian exporters; what role EPCH play between the two trade partners to enhance the trust, in case of dispute what is the mechanism adopted by EPCH to resolve it; what are the incentives offered by EPCH for encouraging buyers to come to India; what are the payment terms generally negotiated between Indian exporters and overseas buyers.

During the meeting, a representative of Retail Council of Nigeria Ltd, two journalists from Guardian and News Agency of Nigeria who interviewed delegation on the opportunities the Indian exporters and Nigerian Buyers are trying to explore to enhance trade between the two countries, were also present.

After the meeting, Mr. Rajesh Rawat went to the one of the largest departmental store i.e. Shop Right in Lagos to see what kinds of products that are being sold in the market.

### **22<sup>nd</sup> December 2018**

Mr. Rajesh Rawat had a meeting with Mr Sanjay Srivastava, a businessman in Nigeria and also a consultant, Clearing and logistics agent. Mr. Rajesh Rawat also met Mr. Patrick Uzomah, President of the Association of finished Textiles Dealers of Lagos. Mr Uzomah is also keen to associate with the council in trying to reach out to the Nigerian Buyers. He took Mr. Rajesh Rawat to a wholesale market of fashion jewellery and Mr. Rajesh Rawat was surprised to see that the entire market is importing from China barring a few which are importing for India, delegates met one such importer and when Mr. Rajesh Rawat offered her the complimentary hotel incentive to visit IHGF Delhi fair, the response was that dealing with Indian exporters, nothing comes free, Mr. Rajesh Rawat can sense the trust-deficit / sarcasm in her tone.

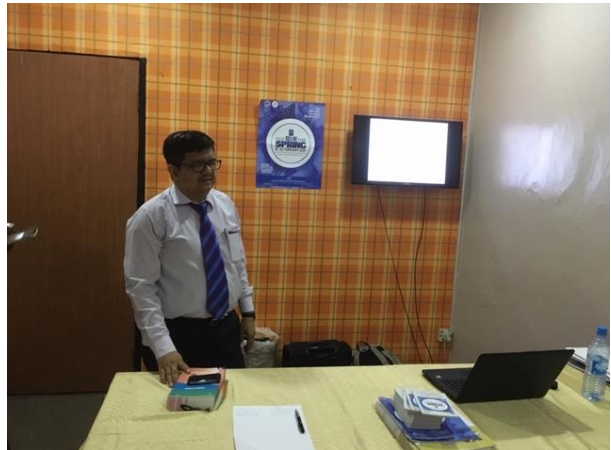
We need to work towards creating an environment of trust between the Indian exporters and the Nigerian buyers, we need to sensitise our exhibitors properly before we host a large delegation of West African buyers in the fair.

Next morning Mr. Rajesh Rawat had a meeting with Mr. Kunle, Director of Nigeria India Chamber of Commerce & Industries to discuss plans for Nigeria.

**Mr. Rajesh Rawat, Joint Director, EPCH exploration visit to Nigeria**



Presentation to members of African Association of Interior Designers



Presentation to buyers



Q&A session



Q&A session



Mr. Rajesh Rawat visit to Nigerian wholesale market of Fashion jewellery



Meeting with members of M/s Association of Finished Textile Dealers of Lagos, Nigeria

**India's Handicrafts Export to Nigeria**

S. No.	ITEMS	2016-2017	2017-2018	%GROWTH	2016-2017	2017-2018	%GROWTH
		INR CRORES	INR CRORES		USD MILLIONS	USD MILLIONS	
1	ARTMETALWARES	13.47	10.92	-18.93	2.01	1.69	-15.68
2	WOODWARES	1.01	0.95	-5.94	0.15	0.15	-2.17
3	HAND PRINTED TEXTILES & SCARVES	141.91	210.67	48.45	21.17	32.69	54.41
4	HAND KNITTED AND CROCHETTED GOODS	90.41	70.86	-21.62	13.49	11.00	-18.48
5	SHAWLS AS ARTWARE	0.00	1.84	-	0.00	0.29	-
6	ZARI & ZARI GOODS	0.08	0.01	-87.50	0.01	0.00	-87.00
7	IMITATION JEWELLERY	47.99	43.77	-8.79	7.16	6.79	-5.14
8	ATTARS & AGARBATTIES	35.42	47.95	35.38	5.28	7.44	40.80
9	MISCELLANEOUS HANDICRAFTS	6.42	5.61	-12.62	0.96	0.87	-9.11
<b>TOTAL</b>		<b>336.71</b>	<b>392.58</b>	<b>16.59</b>	<b>50.23</b>	<b>60.92</b>	<b>21.27</b>

SOURCE: DGCIS KOLKATA

HS Code Wise

S NO.	ITC HS Code	Commodity	CATEGORY	2016-2017 INR CRORE	2017-2018 INR CRORES	% GROWTH
1	73239200	OTHR HOUSHOLD ARTICLES OF CAST IRN,ENAMELD	ARTMETAL WARE	0.00	0.00	0.00
2	73239420	UTENSILS	ARTMETAL WARE	8.66	6.41	-26.04
3	73239490	OTHER HOUSEHOLD ARTICLES OF IRON N.E.S. (OTHER THAN CAST IRON)OR STEEL,ENAMELLED	ARTMETAL WARE	0.65	0.01	-98.16
4	74181021	UTENSILS OF BRASS	ARTMETAL WARE	0.13	0.02	-86.57
5	74181022	COPPER UTENSILS	ARTMETAL WARE	0.01	0.01	26.09
6	74181023	UTENSILS OF OTHER COPPER ALLOYS	ARTMETAL WARE	0.00	0.00	0.00
7	74181024	EPNS WARES	ARTMETAL WARE	0.00	0.00	0.00
8	74181031	Of EPNS; TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES AND PARTS THEREOF	ARTMETAL WARE	0.00	0.00	0.00
9	74181039	ARTICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKEL-SILVER	ARTMETAL WARE	0.00	0.01	0.00
10	74199920	UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE SILVER	ARTMETAL WARE	0.00	0.00	0.00
11	74199930	ARTICLES OF BRASS	ARTMETAL WARE	3.68	3.10	-15.84
12	74199940	COPPER WORKED ARTICLES	ARTMETAL WARE	0.00	0.01	210.26
13	76151030	OTHER TABLE AND KITCHENWARE OF ALUMINIUM	ARTMETAL WARE	0.01	0.02	137.04
14	76151090	OTHER HOUSEHOLD ARTICLES & PARTS THERE OF	ARTMETAL WARE	0.00	0.10	0.00
15	83061000	BELLS GONGS AND THE LIKE	ARTMETAL WARE	0.05	0.96	1921.59
16	83062190	OTHER ORNMNT PLTED WITH PRCS METAL	ARTMETAL WARE	0.00	0.01	0.00
17	83062990	OTERS	ARTMETAL WARE	0.01	0.00	-61.11
18	94051010	HANGNG LMPS COMPLETE FITNGS	ARTMETAL WARE	0.25	0.16	-34.45
19	94051020	WALL LAMPS	ARTMETAL WARE	0.01	0.10	1155.13



**Exploring Export Potential Of Handicrafts To Nigeria**

20	94055010	HURRICANE LANTERNS	ARTMETAL WARE	0.00	0.00	0.00
21	96062200	BUTTONS OFBASE MTL,NT CVRD WTH TXTL MTRL	ARTMETAL WARE	0.02	0.00	-99.55
22	96140000	PIPES AND PIPE BOWLS	ARTMETAL WARE	0.00	0.00	-100.00
23	97030010	ORIGINAL SCLPTRS AND STATUARY IN METAL	ARTMETAL WARE	0.00	0.00	0.00
24	44140000	WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS MIRRORS OR SIMILAR OBJECTS	WOODWARES	0.00	0.00	-87.23
25	44191900	OTHERS	WOODWARES	0.00	0.02	0.00
26	44199090	OTHERS	WOODWARES	0.00	0.17	0.00
27	44201000	STATUETS AND OTHR ORNAMNTS OF WOOD	WOODWARES	0.00	0.06	0.00
28	44209010	WOOD MARQUETRY AND INLAID WOOD	WOODWARES	0.00	0.00	0.00
29	44209090	OTHERS	WOODWARES	0.00	0.12	0.00
30	44219160	PARTS OF DOMESTIC DECORATIVE ARTICLES USED AS TABLEWARE AND	WOODWARES	0.08	0.05	-33.21
31	66020000	WALKING STICKS SEAT STICKS WHIPS RIDING CROPS AND THE LIKE	WOODWARES	0.00	0.01	0.00
32	83062910	OTHR STATUETTES(EXCLUDING WORKS OF ART)	WOODWARES	0.00	0.01	0.00
33	94033010	CABINETWARE	WOODWARES	0.00	0.02	0.00
34	94033090	OTHERS	WOODWARES	0.00	0.03	0.00
35	94035010	BED STEAD	WOODWARES	0.00	0.00	0.00
36	94035090	OTHER WOODEN FURNITURE USED IN BEDROOM	WOODWARES	0.08	0.01	-84.14
37	94036000	OTHER WOODEN FURNITURE	WOODWARES	0.08	0.30	281.46
38	94039000	PARTS OF FURNITURES OF HEADING 9403	WOODWARES	0.02	0.05	213.29
39	95030010	DOLLS OF WOOD	WOODWARES	0.00	0.02	0.00
40	95030090	OTHER	WOODWARES	0.75	0.05	-93.32
41	97019091	DOMESTIC ARTCLS OF WOOD (HND DECORATED)	WOODWARES	0.00	0.00	0.00

**Exploring Export Potential Of Handicrafts To Nigeria**

42	97019099	OTHER HAND-DECORATED MNFCTRD ARTCLS	WOODWARES	0.00	0.01	96.88
43	63079011	DRESS MATERIALS OF COTTON HAND PRINTED	HANDPRINTED TEXTILES	1.17	1.60	37.02
44	63079012	DRESS MATERIALS OF SILK,HAND PRINTED	HANDPRINTED TEXTILES	0.00	0.09	0.00
45	63079013	DRSS MATERIALS OF MAN-MADE FIBRS,HND PRNTD	HANDPRINTED TEXTILES	13.40	7.97	-40.56
46	63079019	DRESS MATERIALS,N.E.S.	HANDPRINTED TEXTILES	16.47	41.95	154.77
47	63079020	MADE UP ARTCLS OF COTTON	HANDPRINTED TEXTILES	3.00	7.67	155.51
48	63079090	OTHR MADE UP ARTCLS OTHR THN COTTON	HANDPRINTED TEXTILES	107.87	151.38	40.34
49	58041090	TULLS AND OTHR NET FBRCS OF OTHR TXTL MATRLS	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	2.33	0.29	-87.51
50	58043000	HAND MADE LACE	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.07	1.18	1473.36
51	58050010	TAPESTRIES HNDMADE OR NEEDLE WORKED BY HAND OF COTTON	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.00	0.00
52	58081090	BRAIDS, IN PCS OTHER THAN OF COTTON	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.00	0.00
53	58101000	EMBROIDERY WITHOUT VISIBLE GROUND	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	86.45	68.66	-20.57
54	58109210	EMBROIDERY BADGES, MDTIFS AND THE LIKE	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	1.32	0.48	-63.24
55	58110010	KANTHA(MULTI LAYER STITCHED TEXTILE FBRCS IN PIECE USD FOR BDNG,MTRS PADS/CLTHNG ETC	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.04	0.00
56	58110020	QUILTED WADDING	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.00	0.00

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57	61043100	JACKETS OF WOOL OR FINE ANIMAL HAIR	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.02	0.00	-100.00
58	63041100	BEDSPREADS,KNITTED OR CROCHETED	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.00	0.00
59	63049190	OTHERS	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.02	0.01	-75.81
60	64061010	EMBROIDERED UPPERS OF TEXTILE MATERIALS	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.00	0.00	0.00
61	94049099	OTHR MATRESS SUPORT AND ARTCLS OF BEDNG ETC	HANDKNITTED & HAND CROCHETTED / EMBRODIRES	0.20	0.20	3.03
62	61171020	SHWL, SCRVL, MUFLR ETC OF WOOL	SHAWLS AS ARTWARE	0.00	1.84	0.00
63	56050020	IMITATION ZARI THREAD	ZARI & ZARI GOODS	0.08	0.01	-84.85
64	56050090	OTHERS	ZARI & ZARI GOODS	0.00	0.00	0.00
65	58090010	ZARI BORDERS	ZARI & ZARI GOODS	0.00	0.00	0.00
66	58090090	OTHERS	ZARI & ZARI GOODS	0.00	0.00	0.00
67	83089020	IMITATION ZARI SPANGLES	ZARI & ZARI GOODS	0.00	0.00	0.00
68	70181010	BANGLES	IMITATION JEWELLERY	0.00	0.00	0.00
69	70181020	BEADS IMTN PRLS IMTN PRCS AND SEMI PRCS STNS	IMITATION JEWELLERY	0.16	1.00	538.66
70	70181090	OTHERS	IMITATION JEWELLERY	0.03	0.00	-100.00
71	71131110	SILVER FILLIGREE WORK	IMITATION JEWELLERY	0.00	0.00	0.00
72	71171100	CUFF LINKS AND STUDS OF BASE METAL W/N PLATED WITH PRECIOUS METAL	IMITATION JEWELLERY	0.08	0.05	-36.55
73	71171910	BANGLES	IMITATION JEWELLERY	14.97	17.34	15.85
74	71171920	GERMAN SILVER JEWELLERY	IMITATION JEWELLERY	0.00	0.00	0.00
75	71171990	OTHER	IMITATION JEWELLERY	18.22	15.80	-13.29

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76	71179010	JEWELLERY SET WITH IMITATION PEARLS OR IMITATION OR SYNTHETIC STONES	IMITATION JEWELLERY	4.93	5.74	16.51
77	71179090	OTHER IMITATION JEWELLERY FOR PERSONAL ADORNMENT(OTHER THAN ARTWARE)	IMITATION JEWELLERY	9.61	3.84	-60.01
78	83089031	BEADSAND SPANGLES OF BASE METAL FOR GARMENTSMADE UPS, KNITWEAR, PLASTICAND LEATHER GOODS	IMITATION JEWELLERY	0.00	0.00	0.00
79	83089039	OTHER BEADSAND SPANGLES OF BASE METAL	IMITATION JEWELLERY	0.00	0.00	0.00
80	33019031	ATTARS OF ALL KINDS IN FIXED OIL BASE	ATTARS & AGARBATIES	0.09	1.17	1151.88
81	33074100	AGARBATTI AND OTHR ODORIFEROUS PRPNS WHICHOPERATE BY BURNIN	ATTARS & AGARBATIES	35.28	46.51	31.84
82	33074900	OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI)	ATTARS & AGARBATIES	0.04	0.27	536.97
83	34060010	CANDLES	Misc. Handicrafts	0.00	0.00	1400.00
84	39231020	WATCHBOX JEWELLERY BOX AND SIMILAR CONTAINER OF PLASTICS	Misc. Handicrafts	0.01	0.08	1296.55
85	42022910	HNBGS OF OTHR MTRLS EXCL WKRWRK/BSKT WRK	Misc. Handicrafts	0.02	0.11	521.67
86	42023110	JEWELLERY BOXES	Misc. Handicrafts	0.00	0.00	-100.00
87	42023910	JEWELLERY BOX	Misc. Handicrafts	0.03	0.00	-100.00
88	46012900	OTHER	Misc. Handicrafts	0.00	0.00	0.00
89	46019900	OTHR PLAITING MATERIALS (EXCL VEG MATERLS)	Misc. Handicrafts	0.00	0.00	0.00
90	46021100	OF BAMBOO	Misc. Handicrafts	0.00	0.00	0.00
91	46021200	OF RATTAN	Misc. Handicrafts	0.00	0.00	0.00
92	46021911	PALM LEAF BASKET ETC.	Misc. Handicrafts	0.00	0.00	0.00

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93	46021919	PALM LEAF ITEMS OTHER THEN BASKETS	Misc. Handicrafts	0.00	0.00	0.00
94	46021990	OTHERS	Misc. Handicrafts	0.00	0.00	0.00
95	48021010	HAND MADE PAPER	Misc. Handicrafts	0.00	1.00	31178.13
96	48021020	HAND-MADE PAPERBOARD	Misc. Handicrafts	0.00	0.04	40600.00
97	48237030	ARTICLES OF PAPER MACHE OTHER THAN ARTWARE AND MOULDED/PRESSED OF WOOD PULP	Misc. Handicrafts	0.00	0.00	0.00
98	48239018	PRODUCT CONSISTING OF SHEETS OF PAPER/ BOARD, IMPREGNATED, COATED OR COVERED WITH PLASTICS.	Misc. Handicrafts	0.00	0.58	0.00
99	64032040	KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR	Misc. Handicrafts	0.00	0.07	0.00
100	65040000	HATS AND OTHER HEADGEAR PLTD/MADE BY ASSEMBLING STRIPS OF ANY MATERIALS W/N LIND/ TRMMD	Misc. Handicrafts	0.05	0.04	-14.99
101	65050090	OTHER HEADGEAR, HATS, KNITTED / CROCHETTED MADE UP FROM LACES ETC W/N LIND/TRMMD	Misc. Handicrafts	3.48	1.94	-44.28
102	67010010	FEATHER DUSTERS	Misc. Handicrafts	0.00	0.00	0.00
103	67029090	OTHERS, OF ALL MATERIALS	Misc. Handicrafts	0.00	0.00	-92.31
104	68159990	OTHERS	Misc. Handicrafts	0.07	0.41	483.74
105	69111011	TBLWARE OF BON CHINA AND SFT PRCLN	Misc. Handicrafts	0.01	0.04	439.44
106	69111019	TBLWARE OF OTHER THAN BON CHINA AND SFT PRCLN	Misc. Handicrafts	0.00	0.01	1100.00
107	69111021	KTCHNWARE OF BON CHINA AND SFT PRCLN	Misc. Handicrafts	0.00	0.00	0.00
108	69111029	KTCHNWARE OF OTHER THAN BON CHINA AND SFT PRCLN	Misc. Handicrafts	0.01	0.00	-98.99
109	69119010	TOILET ARTICLES OF PRCLN CHINA	Misc. Handicrafts	0.00	0.00	0.00

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110	69119020	WTR FLTR OF CAPCTY NT EXCDNG 40LTS OF PRCL	Misc. Handicrafts	0.00	0.00	0.00
111	69119090	OTHR OF OTHR HSEHLD AND TOLT ARTCLS OF PRCLN	Misc. Handicrafts	0.02	0.00	-100.00
112	69120010	CERAMIC TABLEWARE (E.G. OF IMITATION PORCELAIN/OR SEMI-PORCELAIN)	Misc. Handicrafts	0.00	0.00	0.00
113	69120020	CEREMIC KITCHENWARE	Misc. Handicrafts	0.01	0.01	34.38
114	69120030	TOILET ARTICLES OTHR THAN PORCELAIN/CHINA	Misc. Handicrafts	0.00	0.00	0.00
115	69120040	CLAY ARTCLS AS TABLEWARE, KITCHENWARE ETC	Misc. Handicrafts	0.02	0.01	-49.36
116	69120090	OTHERS	Misc. Handicrafts	0.00	0.02	1709.09
117	69131000	STATUETTES ETC OF PORCELAIN/CHINA	Misc. Handicrafts	0.00	0.00	0.00
118	69139000	OTHR STATUETTE ETC(EXCL OF PORCLAIN/CHINA)	Misc. Handicrafts	0.01	0.00	-100.00
119	69141000	OTHR CERMC ARTCLS OF PORCELAIN/CHINA	Misc. Handicrafts	0.00	0.07	0.00
120	69149000	OTHR CERMC ARTCLS EXCL OF PORCELAIN/CHINA	Misc. Handicrafts	0.50	0.19	-61.63
121	70099200	OTHR GLASS MIRRORS, FRAMED	Misc. Handicrafts	0.00	0.02	481.48
122	70132800	OTHER	Misc. Handicrafts	0.00	0.00	-97.62
123	70133300	OF LEAD CRYSTAL	Misc. Handicrafts	0.00	0.00	0.00
124	70133700	OTHER	Misc. Handicrafts	0.25	0.02	-93.03
125	70134100	GLSWRE OF LED CRYSTL USD FR TBL/KTCHN PRPS	Misc. Handicrafts	0.00	0.00	0.00
126	70134900	OTHR GLSSWARE USD FR TBL(EXCL DRNKNG GLS)/KITCHEN PURPOSES(EXCL GLASS CERAMICS)	Misc. Handicrafts	0.05	0.00	-97.22
127	70139100	GLA STATUES OF LEAD CRYSTALS	Misc. Handicrafts	0.00	0.00	0.00
128	70189010	GLS STATUE OF OTHR ARTCLE OF HDG 7018	Misc. Handicrafts	0.00	0.00	0.00
129	70200011	GLOBES FOR LAMPS AND LANTERNS	Misc. Handicrafts	0.00	0.00	0.00
130	70200029	OTHER GLS CHIMENEYS	Misc. Handicrafts	0.30	0.00	-99.97

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131	70200090	OTHER ARTICLES OF GLSS NES	Misc. Handicrafts	1.25	0.39	-68.66
132	83063000	PHOTOGRPH,PICTURE/SML R FRAMES,MIRORS	Misc. Handicrafts	0.00	0.00	0.00
133	92029000	OTHER STRING MUSICAL INSTRUMENTS	Misc. Handicrafts	0.00	0.00	-95.00
134	92059010	FLUTES	Misc. Handicrafts	0.00	0.00	0.00
135	92059090	ALL OTHER WIND MUSICAL INSTRUMENTS	Misc. Handicrafts	0.00	0.00	0.00
136	92060000	PERCUSSION MUSICAL INSTRMNT(FR EXMPL, DRUMSXYLOPHONES,CYMB ALS,CASTANETS, MARACCAS)	Misc. Handicrafts	0.00	0.00	-90.91
137	94038200	WOODEN OF BAMBOO FURNITURE OF THE KIND USED IN BED	Misc. Handicrafts	0.00	0.00	0.00
138	94038900	OTHERS	Misc. Handicrafts	0.01	0.16	2285.07
139	94053000	LGHTNG SETS OF A KIND USD FR CHRISTMS TREE	Misc. Handicrafts	0.00	0.00	0.00
140	95051000	ARTICLES FOR CHRISTMAS FESTIVITIES	Misc. Handicrafts	0.00	0.01	375.00
141	95059010	MAGICIAL EQUIPMENTS	Misc. Handicrafts	0.00	0.00	0.00
142	96011000	WORKED IVORY AND ARTICLES OF IVORY	Misc. Handicrafts	0.00	0.00	0.00
143	96019010	WRKD TORTOISE-SHELL AND ARTCLS THEREOF	Misc. Handicrafts	0.00	0.00	0.00
144	96019020	WRKD MOTHR OF PEARL AND ARTCLS THEROF	Misc. Handicrafts	0.00	0.00	0.00
145	96019030	WRKD BONE(EXCL WHALE BONE)AND ARTCLS THROF	Misc. Handicrafts	0.00	0.00	0.00
146	96019040	WRKD HRN,CORL ETC ANML CRVNG MTRL AND ARTCLS	Misc. Handicrafts	0.00	0.00	0.00
147	96019090	OTHR UNDER HDNG 9601	Misc. Handicrafts	0.00	0.00	0.00
148	96020010	WRKD VGTBL CRVNG MTRL AND ARTCLS THEREOF	Misc. Handicrafts	0.00	0.00	0.00

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149	96020020	MOULD/CRVD ARTCLS OF WAX,STEARN,NTRL GUMS AND RESINS AND OTHR MOULD/CRVD ARTCLS	Misc. Handicrafts	0.00	0.00	0.00
150	96020040	OTHR ARTCLS OF UNHRDND GELATIN	Misc. Handicrafts	0.00	0.00	0.00
151	96020090	OTHR UNDER HDNG 9602	Misc. Handicrafts	0.03	0.01	-76.02
152	96031000	BROOMS AND BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS	Misc. Handicrafts	0.01	0.01	-11.11
153	96089910	PEN HOLDERS AND SMLR HOLDERS	Misc. Handicrafts	0.00	0.00	0.00
154	97011010	MADHUBANI PAINTINGS(ON TXTLS)	Misc. Handicrafts	0.00	0.00	0.00
155	97011020	KALAMKARI PAINTINGS(ON TXTLS)	Misc. Handicrafts	0.00	0.00	0.00
156	97011030	RAJASTHANI PAINTINGS(ON TXTLES)	Misc. Handicrafts	0.00	0.00	0.00
157	97011090	OTHERS	Misc. Handicrafts	0.00	0.01	0.00
158	97019092	RESTAURANT DECORATION OF PLASTICS	Misc. Handicrafts	0.00	0.00	0.00
159	97020000	ORIGNL ENGRVNGS,PRNTS AND LITHOGRPHS	Misc. Handicrafts	0.00	0.00	0.00
160	97030020	ORIGNL SCLPTRS AND STATUARY IN STONE	Misc. Handicrafts	0.02	0.04	117.90
161	97030090	ORIGNL SCLPTRS AND STATUARY IN OTHR MATRLS	Misc. Handicrafts	0.25	0.32	26.60
162	97040010	USED POSTAL STAMP	Misc. Handicrafts	0.00	0.00	0.00
163	97040020	USED OR UNUSED FIRST-DAY COVERS FOR PHILAT	Misc. Handicrafts	0.00	0.00	0.00
164	97040090	OTHR UNDER SUB-HEADING 970400	Misc. Handicrafts	0.00	0.00	0.00
165	97050010	STUFFED ANIMALS AND BIRDS (TAXIDERMY)	Misc. Handicrafts	0.00	0.00	0.00
166	97050090	OTHERS	Misc. Handicrafts	0.00	0.00	0.00
167	97060000	ANTIQUES OF AN AGE EXCDNG ONE HUNDRED YRS	Misc. Handicrafts	0.00	0.00	0.00

SOURCE: DGCIS KOLKATA