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**IMPACT OF
ECONOMIC REFORMS ON
INDIA'S MAJOR EXPORTS**

POLICY GUIDELINES



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FOREWORD

India has set for itself definite export targets like attaining one per cent of world exports by the turn of this century. As a result of liberalization, several export promotion and export facilitating measures have been taken by the Government. The Ministry of Commerce has given a 15×15 matrix of major exports and major markets for exports and a list of extreme focus items for exports. However, most of the studies in identifying markets and sectors have been at a general or sectoral level and a sub-sector analysis of exports was needed. As has been rightly pointed out by one of the referees, this paper seeks to fill a gap in the existing analysis of export performance at the sub-sector level.

This paper is a detailed and comprehensive analysis of the thrust sectors of India's export performance in the context of world demand for these products and, therefore, bridges a gap in the existing data base and analysis.

This paper analyzes India's major exports accounting for around 90 per cent of India's exports in terms of 2-digit, 4-digit and 8-digit classifications. This helps in a better understanding of the performance of sub-sectors in the thrust sectors identified by the Ministry of Commerce. The performance of sub-sectors is crucial for a critical understanding of the importance and performance of broad sectors.

I believe that this research paper will be useful for policy-makers, exporters, researchers and students of International Trade.

Dr. P.L. SANJEEV REDDY
DIRECTOR GENERAL

New Delhi
May 1997

Impact of Economic Reforms on India's Major Exports

Policy Guidelines

H.A.C. Prasad

There is a lot of discussion as to whether the economic reforms of the nineties have helped India's exports. There persists also the debate on how India can reach its target figures of one per cent share of world exports and worth \$75-\$100 billion exports by 2000 AD. The Ministry of Commerce has also focused on India's top export products. In this paper, an attempt has been made to find the top export items at the sub-sector levels, i.e. the 4 digit and 8 digit HS codes; examine their growth rates *vis-a-vis* growth in world demand for these items; find out whether the growth rate changes are due to quantity growth or unit value growth and finally arrive at a list of high growth high demand and low growth high demand major exports of India.

Table 1 gives a list of 4 digit HS codes with export value of Rs 500 million (0.5 billion) and above in 1994-95. These 198 items cover 90.42 per cent of the total value of exports in 1994-95. The growth rate in rupee terms and the real growth rate in dollar terms of these items are very high in 1994-95 compared to 1990-91. Here, the 1990-91 is the demarcating year for the pre-reforms period and 1994-95 is the latest post-reforms year for which adequate data are available. Thus for India's major exports, the real rate of growth in value has been high and above average. To compare the growth rate of India's exports with the world demand for these items as shown by world imports, the matching SITC codes were taken. The growth rates for these major export items of India as seen by the matching SITC code items in 1994 over 1990 show that they are *very high and in most cases above the growth rates of world imports*. Thus during the reform period, India's export

growth rate in dollar terms has been well pronounced compared to world demand for these major items. In more than 70 per cent of the cases India's exports as a percentage of world imports in 1994 have increased over 1990. In about one-third of the cases, the percentage of exports in world imports is above one per cent.

If we go categorywise, most items in the *live animals and animal products* category show very high export growth rates *vis-a-vis* world demand growth rates. The world demand growth rates for these items are moderate compared to other items. The *vegetables products and oils* category shows mixed trends. Though items like fruits, nuts, coffee, spices and fixed vegetable oil "non-soft" have high growth rates of exports surpassing growth rates of world demand, yet items such as rice, seeds for other fixed oils, etc., have export growth rates lower than growth rates in world demand. While items like vegetables, tea & mate, seed for "soft fixed oil" have negative growth rates of exports, still growth rates of world demand are positive or less negative. The *prepared foodstuffs, beverages & tobacco* category shows relatively higher export growth rates *vis-a-vis* growth rates of world demand.

The *mineral products* category shows mixed trends with both higher export growth rates and negative export growth rates *vis-a-vis* world demand for imports. The *chemicals & allied products* category shows high export growth rates *vis-a-vis* lower growth rates of world demand, except for perfumes, cosmetics, soaps, cleansing items, etc. The *plastics & rubber* falls into the category of high export growth rates *vis-a-vis* lower world demand.

Leather & leather products show both negative and relatively higher positive export growth rates *vis-a-vis* growth rate of world demand. *Paper, paper board, plywood, etc.*, is a category of high export growth rates *vis-a-vis* low growth rate of world demand.

The *textiles & garments* category shows high export growth rates *vis-a-vis* moderate growth rate of world demand except for cotton with a very high negative growth rate of exports *vis-a-vis* a marginally negative growth rate of world imports. *Building material and glassware* and *gems & jewellery* categories show high export growth rate *vis-a-vis* low or medium growth rate of world demand.

The *base metals and articles of base metals* also follow the same pattern in most of the cases.

The *electrical, electronic machinery and road vehicles* category and *instruments, apparatus and sports items* categories show mixed trends. In the *project goods and miscellaneous items* category, office supplies, n.e.s., show a very high export growth rate. .

While in general, the export growth rates of major items in India's exports show markedly higher growth rates compared to growth rates of world imports, there are yet variations in trends of different categories. The above fact also implies that with relatively lower growth rates in world demand and relatively higher growth rates in India's exports in many of these categories, India has made a dent into the markets of its competitors during the reforms period. This is further corroborated by the fact that India's share of exports in world imports has increased for many items in 1994 compared to 1990. If world growth rate of imports improves, this could further accelerate India's export growth rate. Since percentage share of India in world imports in many items is still low, there is further scope to improve exports in these high growth areas. There are some sectors like tea & mate, tobacco manufactured, iron ore concentrates and leather & leather manufactures with relatively higher negative growth rate of exports and a fall in percentage share of exports in world imports.

An exercise was also done to see the major export items of India at the 8 digit HS code. Table 2 gives these items with their ranks in order of importance. These 255 items individually have an export value of at least Rs 500 million in 1994-95 and collectively constitute 69.13 per cent of exports of India in 1994-95. Of these 255 items, the average value growth rate for 78.85 per cent items from 1990-91 to 1994-95 is above 154 per cent which is the average export growth rate of all these items. Thus, majority of the top export items also have above average growth rates and have been instrumental in pulling the average growth rate upwards.

Among these 255 items, 190 items were also exported in 1990-91 and these common items form 77 per cent of the total value of 255 items in 1994-95, which also implies that 23 per cent of the

items were not at all exported in 1990-91. Even, the value growth rate in dollar terms was negative for 39 items and was positive and high for most of the items.

The unit value growth rates have been negative only for 8 items, but the unit value growth rates in dollar terms were negative for 66 items and almost zero for 72 items. Thus for more than 50 per cent of the items, the unit value growth rates in dollar terms were zero or negative and excepting for a few items these growth rates were also not very high. The quantity growth rate on the other hand was negative only for 37 items and was positive and high for other items. *Therefore, it is clear that India's value growth rate of exports is mainly due to growth in quantity of exports and not due to any real increase in unit values.* Though commodity differences exist within 8 digit code items, the above analysis broadly indicates that the *Indian exports are becoming more competitive price wise and this has also possibly helped in increasing exports.* The major 255 items of exports at the 8 digit level can be classified under the following products/product-groups.

- | | |
|--|--|
| 1. Meat of bovine animals and acid bones | 16. Unmanufactured tobacco |
| 2. Fish and related items | 17. Oilcakes |
| 3. Onions | 18. Granite |
| 4. Mango pulp | 19. Cement |
| 5. Cashewnuts/walnuts | 20. Iron ore |
| 6. Coffee | 21. Chromium ores and concentrates |
| 7. Tea | 22. Refined POL products |
| 8. Pepper | 23. Aluminium oxide |
| 9. Groundnuts | 24. Organic chemicals |
| 10. Rice | 25. Pharmaceuticals |
| 11. Castor oil and its fractions | 26. Super phosphates |
| 12. Sesameum seeds | 27. Synthetic organic colouring material |
| 13. Psyllium husk (isobgul husk) | 28. Oils, perfumes and cosmetics |
| 14. Guar | 29. Soaps, washing powders, |
| 15. Instant coffee | |

- | | |
|--|---|
| polishes and creams for footwear | 37. Glass and glassware |
| 30. Insecticides, herbicides, etc. | 38. Pearls & jewellery |
| 31. Linear alkylbenzene | 39. Iron & steel and articles thereof |
| 32. Plastics and rubber | 40. Copper, aluminium & articles thereof |
| 33. Leather & leather products | 41. Safety razor blades |
| 34. Paper, paper items, printed books and other items of printing industry | 42. Builders hardware |
| 35. Textiles and garments which include: silk, wool, cotton, other vegetable textiles & fibres, man-made staple fibres, carpets & other textile floor coverings, knitted or crocheted fabrics, other made-up textile articles, articles of apparel and clothing (knitted or crocheted), articles of apparel and clothing (not knitted or crocheted). | 43. Diesel engines |
| 36. Footwear | 44. Computers and peripherals |
| | 45. Electrical and electronic machinery & equipment |
| | 46. Road vehicles and parts |
| | 47. Optical, measuring, medical instruments |
| | 48. Sports items |
| | 49. Project goods |
| | 50. Miscellaneous items like brooms & brushes, pens, vacuum flasks, handicrafts, etc. |

The Commerce Ministry, Government of India, had prepared a 15x15 matrix in which the 15 major export items and 10 emerging export products were given. The 15 major products/product-groups given by the Ministry are:

- | | |
|----------------------------------|--------------------------------------|
| 1. Gems & jewellery | 9. Leather manufactures |
| 2. RMG, cotton & accessories | 10. Man-made yarn fabrics & made-ups |
| 3. Cotton yarn fabric & made-ups | 11. Oil meals |
| 4. Marine products | 12. Leather footwear |
| 5. Drugs & pharmaceuticals | 13. Dyes, intermediates, etc. |
| 6. Transport equipment | 14. Plastic & linolium products |
| 7. Metal manufactures | 15. RMG, manmade fibres |
| 8. Machinery & instruments | |

The ten emerging products given by the Ministry are:

- | | |
|------------------------------|-----------------------|
| 1. Fruits & vegetables | 6. Woollen Y/F/M |
| 2. Processed fruits & fences | 7. RMG, silk |
| 3. Processed minerals | 8. RMG, wool |
| 4. Sports goods | 9. Electronics goods |
| 5. Cosmetics & toiletries | 10. Computer software |

However, these do not include 15 products/product-groups among the 50 major products/product-groups given in this paper. They are the following:

- | | |
|--|--|
| 1. Meat of bovine animals and acid bones | 9. Organic chemicals |
| 2. Coffee | 10. Super phosphates |
| 3. Tea | 11. Insecticides, herbicides |
| 4. Pepper | 12. Rubber tyres |
| 5. Groundnuts | 13. Printed books |
| 6. Rice | 14. Glass and glassware |
| 7. Granite | 15. Some important miscellaneous items like ball pens, artware, etc. |
| 8. Cement | |

For most of the above items, the growth rates are very high and above average. The exceptions are tea with negative growth rate, acid bones with very low and below average growth rate and pepper and groundnuts with moderate and below average growth rates. Thus even in terms of growth rates, many of the above items excluded by the Ministry of Commerce are important and need to be given due attention.

Table 3 classifies the major exports of India under different combinations of India's export growth rates and world import growth rates. This table shows that most of the items fall under combination 3, i.e. High (Indian export growth rate) - Low (world import growth rate), the category implying that in these cases India will benefit automatically from growth in world demand. The fact, that for most of the items under this combination the percentage of India's exports in world imports has increased, implies that India has made a dent into the market of its

competitors and thus needs greater focus. This applies also to the combination 2, i.e. high-medium combination. The second important combination in terms of numbers is combination 9, i.e. low-low combination. Since in this combination both India's export growth rates and world export growth rates are low or negative, special focus is needed only if world demand increases or in those cases where India can make a dent into the market of its competitors as indicated by the mark (*). The third important combination in terms of numbers is combination 6, i.e. medium-low combination. For this combination and also combination 5, i.e. medium-medium combination, there is a need for greater focus as India can make a dent into the market of its competitors as indicated by the mark (*) and if world demand increases, India can possibly reap the gains. In the case of category 8, i.e. low-medium category, the growth rate of world imports is higher than India's export growth rate and efforts should be made to increase India's exports of these items for which demand exists. Similar is the case with category 7, i.e. low-high combination, though there is only one item in this combination. Again, combination 1, i.e. high-high combination, though very important and needs greater focus, has only one item in it. The policy guidelines for the different combinations are given in Table 4. Thus "ceteris paribus" combination, i.e. 3, 2, 6, 5 and 8 need greater attention.

In order to narrow down the list, if we take value figures, the combination medium-low with 27.7 per cent and high-low with 27.5 per cent in the total of the 9 combinations are very important and are the items for *extreme focus* after taking into account the indicators like value share, growth rates, competitiveness *vis-a-vis* competitors, and it is understood that any increase in world demand for these items should be beneficial for India as we can tap them with relative ease. The important items under these two categories are:

- | | |
|------------------------------------|--|
| 1. Fish, fresh, chilled frozen | 5. Other organic chemicals |
| 2. Shell fish, fresh frozen | 6. Synthetic, dye, natural indigo, lakes |
| 3. Lime, cement, building products | 7. Rubber tyres, tubes, etc. |
| 4. Nitrogen function compounds | |

- | | |
|--|---|
| 8. Textile yarn | 17. Meat, fresh, chilled frozen |
| 9. Woven man-made fibre fabrics | 18. Feeding stuff for animals |
| 10. Men's outerwear not knit | 19. Stone, sand and gravel |
| 11. Footwear | 20. Textile articles, n.e.s. |
| 12. Gold, silverware jewellery | 21. Cotton fabrics, woven |
| 13. Iron, steel, shapes, etc. | 22. Textile clothing accessories, n.e.s. |
| 14. Musical instruments, parts | 23. Pearl, precious, semi-precious stones |
| 15. Passenger motor vehicles excluding buses | 24. Aluminium |
| 16. Motor vehicle parts accessories, n.e.s. | |

The other items of interest under these categories are cereals and preparations, pesticides, disinfectants, printed matter, wire and wire products; plastics, veneers, plywood, paper and paperboard, household equipment, primary forms of iron & steel, nails, nuts, cutlery, electric and non-electric machines, television receivers, glass, optical goods and office supplies.

Thus this paper shows the following:

(1) For India's major exports covering around 90 per cent of its exports in 1994-95, the dollar growth rate has been high and for many items above the average export growth rate. In majority of the cases, India's dollar growth rate of exports for the major exports are above the growth rate in world demand for these items. This implies that India's economic reforms have helped increased India's exports, despite a slower growth rate in world demand.

(2) The major export items in 1994-95 also include many items which were not at all exported in 1990-91.

(3) The higher value growth rate of exports is mainly due to growth in quantity of exports and not due to any real increase in unit values, thus, implying that the Indian exports in 1994-95 were more competitive in terms of price compared to 1990-91 and this has possibly resulted in increasing the quantum of exports.

(4) The 50 major products/product-groups in India's exports include some products/product-groups and which have not been

included in the matrix* of 15 major exports and 10 emerging products launched by the Ministry of Commerce. Incidentally, these items are also high growth items.

(5) India's relatively high export growth rates for most of the major export items and the relatively low growth rates of world imports for these items and the increase in India's share of exports in world imports of these items indicate that India has made a dent into the markets of its competitors during the reforms period.

(6) Greater focus is needed on high-low and medium-low combinations of India's export growth rates *vs.* world import growth rates. The major items in these two combinations are fish & related items, building products including lime and cement stone, sand and gravel, chemicals including dyes, rubber tyres & tubes, etc., textile yarn, woven fabrics, garments and other textile items, footwear, gold, silverware jewellery, iron & steel items, aluminium, musical instruments, motor vehicles & parts, meat, feeding stuff for animals, pearls, precious and semi-precious stones. These items are important in terms of percentage in total exports and growth rates. In these items India has made a dent into the market of its competitors and any increase in world demand would help India and it can increase its exports with greater ease in these items.

To conclude, the reforms process has helped India's exports, despite relatively lower world demand. This period has witnessed rise in India's competitiveness *vis-a-vis* its competitors. This has also paved the way for India to reap the benefits of any increase in world demand.

While India has to focus on items falling under high-low and medium-low combinations of India's export growth rates *vs.* world import growth rates, the fact that many items in 1994-95 were new compared to 1990-91 shows that there is also a need to focus on new items and also new markets. A regular study of this nature can be of practical use for policy making while the purpose of this study and similar studies (see Prasad, 1996*) is to fill a gap in the existing analysis of export performance at the sub-sector level. There is also an urgent need to study the performance of

major exports at sub-sector level in major and emerging markets as done by the author (See Prasad, 1996, 1997); bring out regular studies of this nature and link them with the commitments of the major trading partners and India in the World Trade Organization (WTO) and regional trading blocs; examine the major market entry barriers for these sub-sector items in the major and emerging destinations; examine the different policies like trade policy, EXIM Policy, Foreign Investment Policy and Export Finance Policy in relation to the major and emerging destinations; and the performance of major Indian exporters in these major exports.

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TABLE 1

INDIA'S MAJOR ITEMS OF EXPORTS IN 1994-95
(At the 4 digit HS Code Level)

HS Code	Name	Rank	Growth rate of value	Real growth rate of value	Matching SITC Code	Name of the item	Growth rate of SITC Code items in 1994 over 1990	India's World exports imports	India's exports as percentage of world imports
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10) 1990 1994
I. Live animals and animal products									
0201	Meat of bovine animal, fresh/chilled	177	335	148	011	Meat, fresh, chilled frozen	64	10	0.249 0.370
0202	Meat of bovine animals frozen	58	184	63					
0204	Meat of sheep or goats, fresh, chilled/frozen	167	111	21					
0303	Fish frozen	36	516	252	034	Fish, fresh, chilled, frozen	224	20	0.318 0.859
0304	Fish fillets & other fish-meat fresh/chilled/frozen	172	268	110					

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
0306	Crustaceans	2	250	100	036	Shell fish, fresh, frozen (crustaceans moluscs)	101	39	3.877	5.605
0307	Moluscs	47	227	87						
0506	Acided bones, etc.	155	76	1	291	Crude animal materials, n.e.s.	-5	10	1.327	1.146
II. Vegetable products and oils										
0703	Onions, shallows, garlic leeks, etc.	14	121	26	054	Vegetables, etc. fresh, simply preserved (alliaceous & leguminous)	-85	13	4.035	0.547
0713	Dried leguminous vegetables	139	392	181						
0801	Coconuts, Brazil nuts, cashewnuts	13	182	61	057	Fruits, nuts, fresh dried	62	13	1.198	1.708
0802	Other nuts	166	243	96						
0812	Fruits & nuts provision- ally, preserved	141	191	66	058	Fruits, preserved, prepared	51	6	0.252	0.357
0901	Coffee	23	280	117	071	Coffee and substitutes	126	41	1.539	2.468

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
2101	Extracts of coffee etc.	92	297	127						
0302	Tea	20	-9	-48	074	Tea and mate	-48	-29	18.520	13.740
0904	Pepper or genus piper	52	128	30	075	Spices	37	9	7.206	9.001
0910	Ginger, saffron & other spices	116	153	45						
1006	Rice	16	161	49	042	Rice	51	55	6.148	5.984
1202	Groundnuts	134	81	3	222	Seeds for 'soft' fixed oil	-2	13	0.715	0.622
1207	Other oil seeds	93	67	-5	223	Seeds for other fixed oils	12	31	1.362	1.170
1211	Plants & parts including seeds, etc.	87	35	-23	292	Crude vegetable materials, n.e.s.	9	2	1.365	1.448
1301	Lac, gums, resins	104	156	46						
1302	Veg. saps & extracts	81	119	25						
1515	Other fixed veg. oils, fats	40	439	208	424	Fixed vegetable oil 'non-soft'	214	58	0.959	1.907

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
III. Prepared foodstuffs, beverages and tobacco										
1701	Cane/beet sugar	179	174	57	061	Sugar and honey	4	-33	0.124	0.192
1901	Malt extract, food preparation of flour	197	176	58	048	Cereals, etc., preparations	77	39	0.126	0.160
2302	Bran, etc.	165	10	-37	081	Feeding stuff for animals	73	17	1.994	2.945
2304	Oil cakes, etc., of soyabean	14	178	59						
2305	Oil cakes of groundnut oil	89	618	310						
2306	Oil cakes of vegetable fats	46	299	128						
2401	Unmanufactured tobacco	82	-5	-46	121	Tobacco unmanufactured, refuse	-45	7	2.000	1.024
IV. Mineral products										
2516	Granite, etc.	30	164	51	273	Stone, Sand and gravel	66	18	3.670	5.180
2523	Cement	63	1,114	594	661	Lime, cement, building products	447	3	0.484	2.568

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
2601	Iron ore & concentrates	10	24	-29	281	Iron ore concentrates	-29	-2	5.462	3.990
2610	Chromium ores & concentrates	132	146	41	287	Base metals ores, concentrates, n.e.s. aluminium oxide, etc.	-15	-24	0.878	0.988
2614	Titanium ores & concentrates	176	351	158						
2818	Aluminium oxide	61	21	-31						
2701	Coal, etc.	142	914	479	322 323	Coal, lignite & peat 487 Briquets, coke, semi-coke	-9	-9	0.024	0.153
2710	POL	9	40	-20	334	Petroleum products refined	-19	-15	0.550	0.525
2711	Petroleum gases	85	368,509	210,543	341	Gas, natural & manufactured	168,358	13	0.000	0.161
V. Chemicals and allied products										
2903	Halogenated derivatives of hydro carbons	146	1,773	971	511	Hydrocarbons, n.e.s. derivatives	96	2	0.230	0.440

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
2904	Sulphated/nitrated derivatives of hydrocarbons	128	483	233						
2905	Acyclic alcoholic & other derivatives	137	2,626	1,458	512	Alcohols, phenols etc.	112	37	0.276	0.428
2917	Poly carboxylic acids, etc.	76	4,594	2,583	513	Carboxylic acids, etc.	616	29	0.109	0.605
2921	Amine function compounds	83	271	112	514	Nitrogen function compounds	96	33	0.534	0.790
2922	Oxygen function amino compounds	50	216	80						
2929	Compounds with other nitrogen functions	186	173	56						
2933	Heterocyclic compounds	101	1,378	744	514	Nitrogen function compounds	96	33	0.534	0.790
2935	Sulphanamides	194	2,248	1,242	515	Organic-inorganic compounds, etc.	191	21	0.163	0.392
2941	Antibiotics	75	543	267	541	Medical, pharmaceutical products	29	45	1.112	0.991
3003	Medicaments not for retail sale	45	-18	-53						

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
3004	Medicaments for retail sale		17	304	131					
2942	Other organic compounds	60	356	160	516	Other organic chemicals	131	22	0.569	1.076
3103	Mineral or chemical fertilizers, phosphatic	175	-	-	562	Fertilizers, manufactured	-	-	-	-
3204	Synthetic organic colouring material	18	241	95	531	Synthetic dye, natural indigo lakes	97	15	2.232	3.808
3301	Essential oils incl. concentrates	120	190	66	551	Essential oils, perfumes, etc.	5	25	1.089	0.914
3304	Preparations for beauty make-ups	173	-30	-60	553	Perfumes, cosmetics, etc.	-21	37	1.071	0.620
3306	Preparations for dental hygiene	122	171	55						
3307	Shaving, after shave, bath preparations	163	143	39						
3401	Soap & organic surface active products	180	-7	-47	554	Soap, cleansing, etc. preparations	-38	31	1.238	0.584

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
3405	Polishes, etc. for footwear	170	415	194						
3808	Insecticides, etc.	57	153	44	591	Pesticides, disinfectants	46	-5	0.693	1.061
3817	Mixed alkylbenzenes, etc.	168	553	273	598	Miscellaneous chemical products	236	23	0.071	0.194
VI. Plastics and rubber										
3904	Polymers...	108	3,132	1,747	583	Polymerization, etc., products	389	20	0.037	0.151
3917	Tubes, pipes, etc., of plastics	198	446	212	585	Plastic material, n.e.s.	265	-7	0.046	0.180
3918	Floor covering of plastics	193	77	1	584	Cellulose derivatives, etc.	187	9	0.059	0.156
					583	Polymerization, etc., products	389	20	0.037	0.151
					582	Products of conden- sation, etc.	689	24	0.051	0.325
					893	Articles of plastic, n.e.s.	336	43	0.169	0.517

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
3920	Other plates, sheets of plastics	62	765	394	582	Products of condensation, etc.	689	24	0.051	0.325
3923	Packing articles of plastics	84	623	313	893	Articles of plastic, n.e.s.	336	43	0.169	0.517
3926	Other articles of plastics	49	1,652	901						
4011	New pneumatic tyres of rubber	26	297	127	625	Rubber tyres, tubes, etc.	128	17	0.642	1.256
4015	Articles of apparel of vulcanised rubber	178	959	505	848	Headgear, non-textile clothing	34	9	2.812	3.462
4203*	Articles of apparel of leather	11	123	28						
VII. Leather and leather products										
4104	Hairless leather of bovine	29	72	-2	611	Leather	-14	26	4.339	2.944
4105	Woolless leather of sheep/lamb skin	115	56	-11						

*Belongs to Categories VII as per ITC HS Classification

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
4106	Goat or kid skin leather	32	29	-27						
4201	Saddlery & harness of any material	183	94	11	612	Leather, etc., manufactures	-22	53	11.840	6.066
4204	Articles of leather used for machines	86	136	35						
4202	Travel bags, etc., of leather	24	226	87	831	Travel goods, handbags, etc.	89	41	1.298	1.737
					658	Textile articles, n.e.s.	59	24	3.789	4.880
					699	Base metal manufactures, n.e.s.	1	32	0.607	0.465
					635	Wood manufactures, n.e.s.	-	-	-	-
					893	Articles of plastic, n.e.s.	336	43	0.169	0.517

VIII. Paper, paper board, plywood, etc.

4412	Plywood, etc.	160	1,032	547	634	Veneers, plywood, etc.	266	30	0.089	0.253
4802	Uncolored paper/paper board for writing printing	138	650	328	641	Paper and paperboard	419	7	0.020	0.098
4901	Printed books, brochures	188	211	78	892	Printed matter	61	14	0.104	0.146

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
IX. Textiles and garments										
5007	Woven fabrics of silk/ silk waste	41	86	6	654	Other woven textile fabrics	4	2	2.226	2.268
5109	Yarn of wool/fine animal hair	189	5,259	2,963	651	Textile yarn	192	16	1.410	3.560
5205	Cotton yarn...	4	565	280						
5207	Cotton yarn...	72	28	-27						
5307	Yarn of jute & other textile fibres	107	318	139						
5402	Synthetic filament yarn	67	1,084	577						
5403	Artificial filament yarn	125	253	102						
5509	Yarn of synthetic staple fibres	96	526	258						
5510	Yarn of synthetic staple fibres	110	663	336						
5201	Cotton not carded or combed	113	-86	-92	263	Cotton	-90	-1	5.348	0.514

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
5208	Woven fabrics of cotton...	7	147	41	652	Cotton fabrics, woven	60	2	3.280	5.152
5209	Woven fabrics of cotton...	28	363	165	657	Special textile fabrics, products	194	29	0.156	0.354
5210	Woven fabrics...mixed	91	103	16						
5211	Woven fabrics...mixed	78	306	132						
5310	Woven fabrics of jute & other textile fibres	79	36	-22	654	Other woven textile fabrics	4	2	2.226	2.268
					657	Special textile fabrics, products	194	29	0.156	0.354
5407	Woven fabrics of synthetic filament yarn	25	395	183	653	Woven man-made fibre fabrics	128	31	0.722	1.256
5408	Woven fabrics of artificial filament yarn	99	49	-15	657	Special textile fabrics, products	194	29	0.156	0.354
5514	Woven fabrics of synthetic staple fibres	196	409	191						
5515	Other woven fabrics of synthetic staple fibres	123	1,017	539						
5701	Carpets, etc.	38	14	-35	659	Floor coverings, etc.	35	-6	5.200	7.432

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
5702	Carpets, etc. woven not tufted	22	118	25						
5705	Other carpets	31	5,964	3,365						
5810	Embroidery	171	233	90	656	Lace, ribbons, tulle, etc.	113	31	0.523	0.848
6002	Other knitted or crocheted fabrics	73	80	3	655	Knitted, etc., fabrics	2	58	1.278	0.823
6103	Mens/boys suits, etc.	135	602	301	845	Outerwear knit non-elastic	15	36	1.126	0.958
6104	Womens/girls suits, etc.	69	101	15						
6106	Womens/girls blouses, shirts knitted crocheted	70	61	-8						
6105	Mens/boys shirts knitted crocheted	19	165	51	846	Undergarments knitted	73	57	2.107	2.329
6109	T-shirts, etc., knitted/ crocheted	54	223	85						
6107	Mens/boys underpants, etc., knitted/crocheted	129	251	100	845	Outerwear knit non-elastic	15	36	1.126	0.958

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
6108	Womens/ girls petticoats, briefs, knitted/crocheted	94	415	195	846	Undergarments knitted	73	57	2.107	2.329
6110	Jerseys, pullovers, etc., knitted/crocheted	44	87	7						
6111	Babies garments, etc., knitted/crocheted	156	395	183	845	Outerwear knit non-elastic	15	36	1.126	0.958
6211	Track suits, swim suits, etc.	114	214	79	846	Undergarments knitted	73	57	2.107	2.329
					847	Textile clothing accessories, n.e.s.	58	23	2.147	2.745
6202	Womens/ girls overcoats, etc.	192	400	186	843	Womens outerwear not knit	38	25	3.197	3.537
6204	Womens/ girls suits	3	147	41						
6206	Womens/ girls blouses	6	116	24						
6203	Mens/ boys suits	37	260	106	842	Mens outerwear not knit	85	32	0.422	0.590
6205	Mens or boys shirts	5	184	62	844	Undergarments not knit	71	50	5.115	5.840

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
6207	Mens/boys singlets, vests etc.	153	221	83						
6208	Women, girls singlets, vests etc.	65	625	314						
6209	Babies garments & clothing accessories	190	372	170	843	Womens outerwear not knit	38	25	3.197	3.537
					844	Undergarments not knit	71	50	5.115	5.840
					847	Textile clothing accessories, n.e.s.	58	23	2.147	2.745
6211	Track suits, swim suits, etc.	114	214	79	845	Outerwear knit non-elastic	15	36	1.126	0.958
					846	Undergarments knitted	73	57	2.107	2.329
					847	Textile clothing accessories, n.e.s.	58	23	2.147	2.745
6214	Shawls, scarfs, mufflers, etc.	33	181	60	847	Textiles clothing accessories, n.e.s.	58	23	2.147	2.745

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
6301	Blankets & travelling rugs	187	658	333	657	Special textile fabrics products	194	29	0.156	0.354
					658	Textile articles, n.e.s.	59	24	3.789	4.880
					775	Household type equipment, n.e.s.	126	28	0.039	0.069
6304	Other furnishing articles	12	272	113	657	Special textile fabrics, products	194	29	0.156	0.354
6305	Sacks & bags for packaging	77	51	-14	658	Textile articles, n.e.s.	59	24	3.789	4.880
6307	Other made-up articles	111	22	-30	657	Special textile fabrics products	194	29	0.156	0.354
					658	Textile articles, n.e.s.	59	24	3.789	4.880
					847	Textile clothing accessories, n.e.s.	58	23	2.147	2.745
X. Footwear										
6403	Footwear of leather	21	221	83	851	Footwear	85	23	0.591	0.893
6404	Footwear of rubber, plastics & textile	131	168	53						

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
6406	Parts of footwear	27	18	-33	612	Leather, etc., manufactures	-22	53	11.840	6.066
					699	Base metal manufactures, n.e.s.	1	32	0.607	0.465
					851	Footwear	85	23	0.591	0.893
XI. Building material and glassware										
6802	Worked monument building stone, etc.	34	771	396	661	Lime, cement, building products	447	3	0.484	2.586
7010	Carboys, flasks, bottles, etc. or packaging	169	503	245	665	Glassware	127	16	0.219	0.428
XII. Gems and jewellery										
7102	Diamonds worked but not mounted	1	162	50	667	Pearl, precious, semi-precious stones	50	13	8.018	10.600
7103	Precious/semi-precious stones	43	85	6						
7113	Articles of jewellery	8	328	145	897	Gold, silverware jewellery	149	39	1.480	2.649

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
XIII. Base metals and articles of base metals										
7201	Pig iron, etc.	56	18,412	10,479	671	Pig iron, etc.	345	8	0.515	2.117
7202	Ferro alloys	51	299	128						
7208	Flat rolled product of iron/non-alloy steel	118	1,339	723	672	Iron, steel, primary forms	157	21	0.171	0.365
7225	Flat rolled prod. of other alloy steel	157	444	211	674	Iron, steel, universal plate sheet	251	997	0.115	0.037
7210	Flat rolled products iron non-alloy steel	68	345	154	674	Iron, steel, universal plate sheet	251	997	0.115	0.037
7213	Bars & rods, hot rolled of iron	130	1,132	604	673	Iron steel, shapes, etc.	177	16	0.302	0.725
7222	Other bars/rods of stainless steel	109	266	109						
7228	Other bars/rods, etc. of aluminium & steel	90	276	115						
7217	Wire of iron/non-alloy steel	158	301	129	677	Iron steel wire (excluding wire rod)	44	16	0.786	0.937

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
7224	Other alloy steel in ingots, etc.	144	310	134	672	Iron, steel, primary forms	157	21	0.171	0.365
7306	Other tubes, pipes of iron/steel	149	127	30	678	Iron steel, tubes, pipes, etc.	91	-7	0.200	0.408
7307	Tube, pipe fittings of iron	161	240	95						
7308	Structure of iron/steel	95	479	231	691	Structures and parts, n.e.s.	237	7	0.178	0.562
7312	Stranded wires, ropes, cables, etc.	195	99	14	693	Wire products non-electrical	44	0	0.434	0.625
7316	Screws/bolts/nuts, etc., of iron/steel	119	249	99	694	Steel, copper nails, nuts, etc.	117	25	0.263	0.456
7323	Domestic articles of iron/steel	88	630	317	697	Base metal household equipment	164	31	0.569	1.148
7418	Household articles of copper	140	218	82						
7325	Other cast articles of iron/steel	64	223	85	679	Iron, steel casting unworked	84	14	2.139	3.455

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
7326	Other articles of iron/ steel	106	-28	-59	699		1	32	0.607	0.465
						Base metal manu- factures, n.e.s.				
7601	Unwrought aluminium	53	244		679		84	14	2.139	3.455
7606	Aluminium plates, sheets, strips	147	340	151	684	Iron, steel casting unworked				
						Aluminium	68	14	0.292	0.434
8203	Handtools...	185	103							
6204	Handtools...	154	121	26	695	Tools	27	11	0.566	0.645
8205	Handtools...	145	134	34						
8212	Razors/ razor blades	150	186	63	696					
8302	Base metal mountings, etc., of base metals	103	249	99	699	Cutlery	84	30	0.554	0.784
						Base metal manu- factures, n.e.s.	1	32	0.607	0.465
XIV. Electrical, electronic machinery equipment and road vehicles										
8408	Engines (diesel)	112	110	20	713	Internal combustion piston engine	15	26	0.269	0.246

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
8409	Parts for engines	80	116	23						
8413	Pumps for liquids	136	103	16	742	Pumps for liquids, etc.	17	24	0.218	0.207
8414	Air vacuum pumps	127	83	4	743	Pumps, n.e.s. centri-fuges, etc.	10	33	0.143	0.118
8445	Machines for preparing textile, fabrics	126	30	-25	724	Textile, leather machines	-26	-7	0.421	0.332
8448	Auxiliary machines for textiles	182	-13	-50						
8471	Automatic data processing machines	59	146	40	752	Automatic data processing equipment	40	49	0.080	0.075
8473	Parts for typing & data processing machines	71	192	67	759	Office, ADP machine parts, accessories	56	41	0.086	0.095
8477	Machinery for working rubber, plastic	162	-5	-45	728	Other machinery for special industries	-7	13	0.164	0.135
8479	Machines, n.e.s.	105	150	43						
8481	Taps, cocks, valves... for pipes	152	277	116	749	Non-electric machine, parts, accessories, n.e.s.	120	22	0.062	0.111

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
8504	Electrical transformers, etc.	124	916	480	771	Electric power machinery, n.e.s.	469	60	0.054	0.194
8523	Prepared media for recording (tapes)	133	1,848	1,013	898	Musical instruments, parts	393	31	0.132	0.499
8524	Records, tapes, etc. & other recorded media	55	834	434						
8528	T.V. receivers, videos, etc.	143	392	181	761	TV receivers	184	4	0.057	0.155
8535	Electrical apparatus	181	294	125	772	Sound records, phonograph	20	43	0.034	0.029
8536	Electrical apparatus	174	216	81		Switchgear, etc., parts, n.e.s.	104	42	0.085	0.122
8540	Thermionic cold cathode, photo cathode	184	16	-34	776	Transistors, valves, etc.	-11	106	0.064	0.028
8544	Insulated wire, etc.	191	-29	-59	773	Electric distributing equipment	-1	55	0.339	0.216
					664	Glass	395	27	0.048	0.190

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
8545	Carbon electrodes, etc. for electrical purpose	117	467	224	884	Optical goods, n.e.s.	135	25	0.056	0.106
8547	Insulating fittings for electrical machine	151	1,540	837	773	Electrical machinery, n.e.s.	-11	51	0.253	0.149
8702	Motor vehicles, etc.	100	111	21	783	Electric distributing equipment	-1	55	0.339	0.216
8703	Motor cars	35	1,000	529	781	Road motor vehicles, n.e.s.	23	45	0.474	0.402
8704	Motor vehicles for transport of goods	121	533	262	782	Pass motor vehicle excluding buses	539	22	0.01	0.072
8706	Chassis, etc.	42	574	285	784	Lorries, special motor vehicle, n.e.s.	265	14	0.030	0.096
8708	Parts, etc., of motor vehicles	39	159	48	782	Lorries, special motor vehicle, n.e.s.	265	14	0.030	0.096
						Motor vehicle parts accessories, n.e.s.	109	20	0.149	0.260

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
8711	Motor cycles, etc.	66	455	211	785	Cycle, etc., motorized or not	100	54	1.170	1.515
8712	Bicycles not motorized	98	860	448	785	Cycle, etc. motorized or not	100	54	1.170	1.515
8714	Parts of motorcycles, bicycles etc.	48	130	31	894	Toys, sporting goods, etc.	76	42	0.120	0.149
XV. Instruments, apparatus and sports items										
9018	Instruments/appliances for surgical purpose	159	135	34	872	Medical instruments, n.e.s.	14	24	0.128	0.118
					774	Electro medical X-ray equipment	32	10	0.064	0.077
9506	Sports equipment	97	183	62	894	Toys, sporting goods, etc.	76	42	0.120	0.149
XVI. Project goods and miscellaneous items										
9608	Ball pens, etc.	102	1,863	1,022	895	Office supplies, n.e.s.	728	32	0.120	0.753
9801	Project goods	164	-3	-44						

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
9991	Handicrafts	15	179	59						
9993	Special transactions & commodities	148	542	267	931*	Special transactions	20	57	0.619	0.476

*Special transactions have been matched as per the heading though the HS and SITC matching does not include it.

Source: Directorate General of Commercial Intelligence & Statistics (DGCI&S), India data and data given in UN, *International Trade Statistics Yearbook* (different years).

TABLE 2
MAJOR EXPORT ITEMS OF INDIA IN 1994-95
(at the 8 digit HS Code Level)

<i>ITC HS Code</i>	<i>Rank</i>	<i>ITC HS Code</i>	<i>Rank</i>
71023901	1	87060009	29
03061301	2	64035101	30
62052002	3	41061909	31
27100094	4	09023002	32
62063002	5	87032101	33
23040003	6	52052109	34
08013002	7	23064002	35
42031001	8	52051109	36
10063002	9	09011101	37
99919001	10	42023102	38
71131901	11	87089900	39
61051002	12	52051101	40
64061002	13	72011000	41
40112000	14	42031009	42
71023909	15	62044219	43
71131903	16	76011001	44
52052101	17	61091002	45
26011101	18	28182001	46
26011103	19	42022109	47
09024002	20	02023000	48
57023101	21	64032001	49
52081159	22	30039089	50
57011001	23	09041103	51
25161100	24	62064001	52
15153000	25	10063009	53
68022301	26	29420029	54
57050003	27	03037903	55
62045202	28	07031001	56

<i>ITC HS Code</i>	<i>Rank</i>	<i>ITC HS Code</i>	<i>Rank</i>
41043909	57	71039101	88
08013001	58	53101003	89
52091159	59	71039909	90
09011131	60	83024103	91
61061000	61	73259909	92
03061303	62	03074902	93
60029209	63	32041601	94
54071039	64	41041012	95
99919029	65	63049253	96
63049205	66	42022101	97
39269004	67	61083102	98
52081259	68	52082241	99
27111100	69	52114200	100
42040006	70	25232901	101
26011105	71	25231000	102
23050002	72	30049089	103
61102002	73	72281009	104
30049099	74	61051001	105
52081149	75	25161200	106
85249002	76	62044909	107
62044309	77	52081119	108
87120001	78	84719905	109
21011001	79	50072009	110
52079000	80	29222106	111
08074101	81	33061002	112
62034202	82	29173500	113
10063001	83	26011201	114
73239300	84	85451901	115
84733001	85	12119015	116
12074000	86	62045301	117
72029912	87	87021000	118

<i>ITC HS Code</i>	<i>Rank</i>	<i>ITC HS Code</i>	<i>Rank</i>
13023203	119	63049203	150
63049204	120	57022002	151
03037905	121	08129002	152
63051003	122	03061302	153
62053002	123	32041608	154
39269002	124	42022202	155
50079002	125	30041003	156
03037919	126	32041751	157
64039101	127	57025923	158
39206901	128	54075409	159
61101002	129	72249004	160
38061029	130	62143000	161
09024003	131	72101209	162
41043902	132	54075401	163
52081234	133	55101101	164
12022001	134	41041011	165
23040002	135	84733009	166
62149049	136	29337100	167
41061901	137	87112003	168
64069009	138	52053501	169
52064002	139	85239003	170
63049244	140	74181001	171
62149023	141	62046221	172
53072000	142	32041605	173
39232900	143	72024900	174
62043202	144	52083139	175
09011111	145	55095100	176
54023300	146	99930009	177
62063021	147	26011104	178
26100004	148	24012001	179
09011135	149	62063001	180

<i>ITC HS Code</i>	<i>Rank</i>	<i>ITC HS Code</i>	<i>Rank</i>
52052102	181	30042008	212
68049251	182	42010000	213
72132009	183	05061003	214
99914009	184	84712003	215
62044919	185	29299000	216
89042202	186	40119903	217
52071000	187	62082102	218
52105149	188	73181500	219
23022001	189	52054109	220
62052001	190	08023200	221
38171001	191	73061001	222
53101001	192	57023109	223
73259902	193	03074901	224
96081000	194	52093139	225
54075209	195	61051009	226
55151100	196	32041603	227
87149209	197	63049202	228
62046211	198	61051003	229
29411002	199	52054101	230
57028111	200	85249001	231
52010013	201	73082000	232
84099913	202	72101102	233
71039102	203	99913000	234
31031000	204	82122001	235
30045019	205	49011001	236
34051000	206	64042000	237
61112002	207	85281001	238
87149909	208	29041004	239
70109001	209	52083109	240
39232100	210	62044312	241
54075405	211	87042100	242

ITC HS Code	Rank	ITC HS Code	Rank
52092159	243	41062001	250
62044211	244	29411003	251
52010001	245	85479019	252
30049017	246	62042212	253
32049000	247	62044209	254
95066209	248	72023000	255
51099000	249		

Source: Calculated from the DGCI&S data.

TABLE 3

INDIA'S MAJOR EXPORTS CLASSIFIED UNDER DIFFERENT INDIAN EXPORTS AND WORLD IMPORT GROWTH RATE COMBINATIONS

Type of combination	SITC Code	Name of the item	Remarks
1. High-High	674	Iron, steel, universal plate sheet	Though growth rates high in both cases, India's export growth rate is just one-fourth of world growth rate of imports. Scope for further expansion exists.
2. High-Medium	071*	Coffee and substitutes	India's export growth rate about eight time higher than world import growth rate. Expansion of India mainly at the expense of competitors.
	424*	Fixed vegetable oil "non-soft"	
	893*	Articles of plastic, n.e.s.	
	831*	Travel goods, handbags, etc.	
	722*	Switchgear, etc., parts, n.e.s.	
	785*	Cycle, etc., motorized or not	
3. High-low	034*	Fish, fresh, chilled frozen	India's growth rate of exports high or very high, while world export growth rate is low, negligible or negative. India's expansion mainly at the expense of competitors.
	036*	Shell fish, fresh frozen	
	661*	Lime, cement, building products	
	322*†	Coal, lignite & peat	
	341*	Gas, natural and manufactured	
	511*	Hydrocarbons, n.e.s. derivatives	
	512*	Alcohols, phenols, etc.	
	513*	Carboxylic acids, etc.	
	514*	Nitrogen function compounds	
	515*	Organic-inorganic compounds, etc.	
	516*	Other organic chemicals	
	531*	Synthetic dye, natural, indigo lakes	

Type of combination	SITC Code	Name of the item	Remarks
	583*	Polymerization, etc. products	
	585*†	Plastic materials, n.e.s.	
	584*	Cellulose, derivatives, etc.	
	582*	Products of condensation, etc.	
	625*	Rubber tyres, tubes, etc.	
	634*	Veneers, plywood, etc.	
	641*	Paper & paperboard	
	651*	Textile yarn	
	653*	Woven man-made fibre fabrics	
	656*	Lace, ribbons, tulle, etc.	
	657*	Special textile fabrics	
	842*	Men's outerwear, not knit	
	775*	Household type equipment, n.e.s.	
	851*	Footwear	
	665*	Glassware	
	897*	Gold, silverware jewellery	
	671*	Pig iron, etc.	
	672*	Iron, steel, primary forms	
	673*	Iron, steel, shapes, etc.	
	678*	Iron, steel, tubes, pipes, etc.	
	691*	Structures & parts, n.e.s.	
	694*	Steel, copper nails, nuts, etc.	
	697*	Base metal, household equipment	
	679*	Iron, steel casting unworked	
	696*	Cutlery	
	749*	Non-electric machine parts, accessories, n.e.s.	
	771*	Electric power machinery, n.e.s.	
	898*	Musical instruments, parts	
	761*	Television receivers	
	664*	Glass	
	884*	Optical goods, n.e.s.	
	781*	Passenger motor vehicles excl. buses	
	782*	Lorries special motor vehicles, n.e.s.	
	784*	Motor vehicle parts accessories, n.e.s.	
	895*	Office supplies, n.e.s.	
4. Medium-High	—	—	
5. Medium-Medium	057*	Fruits, nuts, fresh, dried	India has made a dent into the market of competitors in many items,
	058*	Fruits, preserved, prepared	
	042	Rice	
	846*	Undergarments knit	
	844*	Undergarments not knit	

Type of combination	SITC Code	Name of the item	Remarks
	752	Automatic data processing equipment	need for greater focus, particularly, if world demand increases.
	759*	Office ADP machine, parts, accessories.	
	894*	Toys, sporting goods, etc.	
6. Medium-Low	011*	Meat, fresh, chilled frozen	India has made a dent into market of competitors in all items. If world demand increases, need for greater focus.
	048*	Cereals, etc., preparations	
	081*	Feeding stuff for animals	
	273*	Stone, sand and gravel	
	591*†	Pesticides, disinfectants	
	658*	Textile articles, n.e.s.	
	892*	Printed matter	
	652*	Cotton fabrics, woven	
	847*	Textile clothing accessories, n.e.s.	
	667*	Pearl, precious, semi-precious stones	
	677*	Iron, steel, wire	
	693*	Wire products, non-electrical	
	684*	Aluminium	
7. Low-High	776†	Transistors, valves, etc.	India's export growth rate is negative, while world import growth rate is positive and high.
8. Low-Medium	541	Medical, pharmaceutical products	India's export growth rate positive but significantly lower than world import growth rate.
	655	Knitted, etc., fabrics	
	763	Sound records, phonograph	
	783	Road motor vehicles, n.e.s.	
	931	Special transactions	
	612†	Leather, etc. manufactures	India's export growth rate is negative, while world import growth rate is
	773†	Electric distributing equipment	
	778†	Electrical machinery, n.e.s.	

Type of combination	SITC Code	Name of the item	Remarks
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9. Low-Low

		positive and significantly higher.
291†	Crude animal materials, n.e.s.	
222†	Seeds for "soft" fixed oil	India's export growth rate is negative, while world import growth rate is positive and in most cases significant.
121†	Tobacco unmanufactured, refuse	
553†	Perfumes, cosmetics, etc.	
554†	Soap, cleansing, etc., preparations	
728†	Other machinery for special industries	
611†	Leather	
054	Vegetables, etc., fresh, simply preserved	
699	Base metal manufactures, n.e.s.	Both India's export growth rate and world import growth rate positive and low, while former is significantly lower than the latter.
551	Essential oils, perfumes, etc.	
845	Outerwear knit, non-elastic	
713	Internal combustion piston engine	
742	Pumps for liquids, etc.	
743	Pumps, n.e.s., centrifuges	
872	Medical instruments, n.e.s.	
223	Seeds for other fixed oils	
075*	Spices	Both India's export growth rate and world import growth rate low and positive, while former is higher than the latter.
292*	Crude vegetable materials, n.e.s.	
848*	Headgear, non-textile clothing	
654*	Other woven textile fabrics	
843*	Womens outerwear not knit	
695*	Tools	
774*	Electro medical X-ray equipment	
061*‡	Sugar and honey	World imports growth rate is negative and India's export growth rate is significantly higher than it.
659*‡	Floor coverings, etc.	

Type of combination	SITC Code	Name of the item	Remarks
	287*††	Base metals ores, concentrates, n.e.s.	Both India's export growth rate and world import growth rate negative, but former is less negative.
	074††	Tea and mate	Both India's export growth and world import growth rate negative, but former is significantly more negative particularly for code "263".
	281††	Iron ore concentrates	
	334††	Petroleum products refined	
	263††	Cotton	
	724††	Textile, leather machinery	

- Notes:* High = Above 80 per cent growth rate in 4 years (or an annual average growth rate of 20 per cent and above).
Medium = 40 per cent—80 per cent growth rate in 4 years.
Low = Below 40 per cent growth rate in 4 years.
† = Negative growth rate of India's exports.
‡ = Negative growth rate of world imports.
* = India's export growth rate is higher than growth rate of world imports and increase in percentage share of India's exports in world imports implying that India has made a dent into the market of its competitors.

Source: Calculated from UN, *International Trade Statistics Yearbook* (different years) data.

TABLE 4
BROAD POLICY GUIDELINES FOR THE EIGHT COMBINATIONS
OF TABLE 3

<i>Combination</i>	<i>Policy guidelines</i>
1. High-High	Very important and needs greater focus.
2. High-Medium	Need for greater focus as we can make a dent into the market of competitors as indicated by (*) and also if world demand increases which can even automatically benefit India.
3. High-Low	
5. Medium-Medium	Need for greater focus as we can make a dent into the market of our competitors as indicated by (*) and also if world demand increases.
6. Medium-Low	
7. Low-High	World demand is high and India can explore possibility of increasing India's exports to tap world demand.
8. Low-Medium	
9. Low-Low	Both India's export growth rate and world export growth rate are low or negative and need special attention only if world demand increases or if we can make a dent into the market of competitors as indicated by (*).

Source: Based on the earlier tables.

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OCCASIONAL PAPERS

1. Aneel Karnani, "Competing for the Indian Market: Local Firms vs. MNCs" (January 1996)
2. B. Bhattacharyya and Satinder Palaha, "Foreign Direct Investment in India: Facts and Issues" (January 1996)
3. B. Bhattacharyya and Vijaya Katti, "Regional Trade Enhancement: SAPTA and Beyond" (February 1996)
4. Satinder Palaha and H.L. Sharma, "Towards Economic Integration through Regional Trade Blocs" (April 1996)
5. B. Bhattacharyya and Somasri Mukhopadhyay, "Duty Free Access to India within SAPTA Framework" (July 1996)
6. B. Bhattacharyya, Somasri Mukhopadhyay and Bimal K. Panda, "India's Trade Liberalisation Since 1991: A Statistical Appraisal" (December 1996)
7. Satinder Bhatia, "Indian Garments Industry in the Post-MFA Period" (February 1997)



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