



Exploring Export Potential Of Handicrafts To Germany



हस्तशिल्प निर्यात संवर्धन परिषद्
Export Promotion Council for Handicrafts

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FACT SHEET: COUNTRY INFORMATION AT A GLANCE (Germany)

Strategic location on North European Plain and along the entrance to the Baltic Sea; most major rivers in Germany - the Rhine, Weser, Oder, Elbe - flow northward; the Danube, which originates in the Black Forest, flows eastward.

As Europe's largest economy and second most populous nation (after Russia), Germany is a key member of the continent's economic, political, and defence organizations. European power struggles immersed Germany in two devastating world wars in the first half of the 20th century and left the country occupied by the victorious Allied powers of the US, UK, France, and the Soviet Union in 1945. With the advent of the Cold War, two German states were formed in 1949: the western Federal Republic of Germany (FRG) and the eastern German Democratic Republic (GDR). The democratic FRG embedded itself in key western economic and security organizations, the EC (now the EU) and NATO, while the communist GDR was on the front line of the Soviet-led Warsaw Pact. The decline of the USSR and the end of the Cold War allowed for German reunification in 1990. Since then, Germany has expended considerable funds to bring eastern productivity and wages up to western standards. In January 1999, Germany and 10 other EU countries introduced a common European exchange currency, the euro.

Sl. No.	Items	Details
1	Location of Country	Central Europe, bordering the Baltic Sea and the North Sea, between the Netherlands and Poland, south of Denmark
2	Government & Administration	Federal parliamentary republic

3	Capital of the country	Berlin
4	Climate & Temperature	Temperate and marine; cool, cloudy, wet winters and summers; occasional warm mountain (foehn) wind
5	Time & Time Difference from India	India is 4 hours and 30 minutes ahead of Germany
6	Political Parties and leader	Christian Democratic Union [Angela Merkel]
7	Neighbouring Countries	Austria, Belgium, Czechia, Denmark, France, Germany, Luxembourg, Netherlands, Poland, Switzerland
8	Area Covered	357,022 sq km (134,622 sq miles)
9	Total Population	82.44 million
10	Major Language	German,
11	Major religions	Roman Catholic, Protestant, Muslim, Orthodox, other Christian
12	Transportation	Railways, Public buses, private taxis, bicycles, Waterways
13	Airports and Ports	Airports: Frankfurt Airport, Munich Airport, Düsseldorf Airport, Stuttgart Airport etc. to name a few Ports: Bremen, Bremerhaven, Hamburg, Rostock Port, Lubeck Port, WismarPort etc. to name a few
14	Major Cities	Berlin, Hamburg, Munich, Frankfurt, Stuttgart, Dortmund
15	Currency	Euro (EUR, €), 1 Euro (EUR, €), = 78.24 INR (March, 2019) 1 USD= 0.88 Euro (EUR, €), (March, 2019)
16	GDP (Purchasing Power Parity)	\$4.199 trillion (2017 est.)
17	GDP (Official Exchange rate)	\$3.701 trillion (2017 est.)
18	Economy-General	The German economy - the fifth largest economy in the world in PPP terms and Europe's largest - is a leading exporter of machinery, vehicles, chemicals, and household equipment. Germany benefits from a highly skilled labour force, but, like its Western European neighbours, faces significant demographic challenges to sustained long-term growth. Low fertility rates and a large increase in net immigration are increasing pressure on the country's social welfare system and necessitate structural reforms.

19	GDP – Composition, by end use	Household consumption: 53.1% Government consumption: 19.5% Investment in fixed capital: 20.4% Investment in inventories: -0.5% Exports of goods and services: 47.3% Imports of goods and services: -39.7% (2017 est.)
20	GDP – Composition, by sector of origin	Agriculture: 0.7% Industry: 30.7% Services: 68.6% Agricultural sector: potatoes, wheat, barley, sugar beets, fruit, cabbages; milk products; cattle, pigs, poultry. Industries: among the world's largest and most technologically advanced producers of iron, steel, coal, cement, chemicals, machinery, vehicles, machine tools, electronics, automobiles, food and beverages, shipbuilding, textiles
21	Exports of Germany	\$1.434 trillion (2017 est.) \$1.322 trillion (2016 est.) Country comparison to the world: 3
22	Exports - Commodities	motor vehicles, machinery, chemicals, computer and electronic products, electrical equipment, pharmaceuticals, metals, transport equipment, foodstuffs, textiles, rubber and plastic products
23	Exports - Partners	US 8.8%, France 8.2%, China 6.8%, Netherlands 6.7%, UK 6.6%, Italy 5.1%, Austria 4.9%, Poland 4.7%, Switzerland 4.2% (2017)
24	Imports of Germany	\$1.135 trillion (2017 est.) \$1.022 trillion (2016 est.) Country comparison to the world: 3
25	Imports - Commodities	machinery, data processing equipment, vehicles, chemicals, oil and gas, metals, electric equipment, pharmaceuticals, foodstuffs, agricultural products
26	Imports - Partners	Netherlands 13.8%, China 7%, France 6.6%, Belgium 5.9%, Italy 5.4%, Poland 5.4%, Czech Republic 4.8%, US 4.5%, Austria 4.3%, Switzerland 4.2%

27	India-Germany Bilateral Trade (2017-2018)	India's exports to Germany: 8,687.80 USD Million, India's imports from Germany: 13,295.71 USD Million, India's trade deficit: -4607.91 USD Million (2017-18) (Source: Ministry of Commerce & Industry, GOI)
28	India's Exports to Germany: Major Commodities (2017-18)	cotton and textile products, leather and leather products, chemicals & pharmaceuticals, metal products and automobile components. (Source: Ministry of Commerce & Industry, GOI)
29	India's Imports from Germany: Major Commodities (2017-18)	machinery, electro-technical goods, aircraft, metal goods, chemicals, measurement and control systems, synthetic materials etc.. (Source: Ministry of Commerce & Industry, GOI)
30	Banking System	The Deutsche Bundesbank (https://www.bundesbank.de/en) Other major banks are Deutsche Bank, DZ Bank, Commerzbank, HypoVereinsbank, Landesbank Baden, ING-DiBa
31	Ports and Terminals	Major seaport(s): Bremen Port, Kiel Port, Lubeck Port, Wismar Port, Brunsbuttel Port River port(s): Rhine River
32	Inflation Rate (Consumer Prices)	1.7% (2017 est.) 0.4% (2016 est.)
33	Labour Force- by Occupation	Agriculture: 1.4% Industry: 24.2% Services: 74.3%
35	India's Embassy in Germany	Ambassador: Mrs. Mukta D. Tomar Address: Tiergartenstrasse 17, 10785 Berlin, Germany Tel: 0049-0-40-323757 E-mail id: consular@indianembassy.de , Website - https://indianembassyberlin.gov.in/index
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38	Bilateral Trade Co-ordinators Between India and Germany	<p>1. Indo-German Chamber of Commerce C Maker Tower 'E', 1st floor Cuffe Parade Mumbai (Bombay) 400005 India Tel No +91-22-66652 121 Fax: +91-22-66652 120 Email: bombay@indo-german.com Website: https://indien.ahk.de/</p> <p>Branch Offices:</p> <p>Delhi 21 Jor Bagh, New Delhi - 110 003 Tel.: +91-11-47168 888 / 801 Fax: +91-11-26873 221 E-mail: delhi@indo-german.com</p> <p>Chennai German Centre, No.32 (Old No.117), G. N. Chetty Road, T. Nagar, Tel.: +91-44-28340 835/ 836 Fax: +91-44-28341 837 E-mail: chennai@indo-german.com</p> <p>Pune 710, Nucleus Mall, 1, Church Road, Opp. Police Commissioner's Office, Pune – 411001. Tel.: +91-20-41047 100 Fax: +91-20-41047 117 E-mail: pune@indo-german.com</p> <p>Kolkata 3A, Gurusaday Road, Kolkata – 700019. Tel.: +91-33-22837 962 / 970 +91-33-22802 236 Fax: +91-33-22837 963 E-mail: calcutta@indo-german.com</p>
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Source: <https://www.cia.gov/index.html> (CIA Fact Book)

<https://indianembassyberlin.gov.in/> (Indian Embassy in Germany)

India-Germany Bilateral Economic & Commercial Relations

India was amongst the first countries to establish diplomatic ties with the Federal Republic of Germany after the Second World War. Today, Germany is amongst India's most important partners both bilaterally and in the global context. India and Germany have a 'Strategic Partnership' since 2001, which has been further strengthened with the Intergovernmental Consultations (IGC) at the level of Head of Governments which allows for a comprehensive review of cooperation and identification of fresh areas of engagement. India is amongst a select group of countries with which Germany has such a dialogue mechanism. The 4th IGC was held in Berlin on May 30, 2017, wherein 12 bilateral cooperation documents in various sectors were signed.

Economic & Commercial Relations: Germany is India's largest trading partner in Europe. India was ranked 26th in Germany's global trade during 2017. Germany is the 7th largest foreign direct investor in India since April 2000. Germany's total FDI in India from April 2000 until March 2018 amounted to US\$ 10.85 billion.

Indo-German Bilateral Trade (in €billion)

	2015	2016	2017	2018 (Jan-March)
Total Trade	17.33	17.42	19.15	4.87
Indian Exports	7.56	7.62	8.46	2.23
Indian Imports	9.77	9.80	10.69	2.64
Balance of Trade	-2.21	-2.18	-2.23	-0.41
Major Indian Exports to Germany	Textiles, Metal & Metal Products, Electro-Technology, Leather & Leather Goods, Food & Beverages, Machinery, Pharmaceuticals, Auto Components, Chemicals, Gems & Jewellery and Rubber Products			

Major Indian Imports from Germany	Machinery, Electro-Technology, Metal & Metal Products, Chemicals, Auto Components, Measurement & Control Equipment, Plastics, Medical Technology, Pharmaceuticals, Paper & Printing Materials
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(Source: Federal Statistical Office, Wiesbaden)

India has always seen Germany as the most attractive technology partner. A High Technology Partnership Group (HTPG) for identifying specific opportunities for high technology collaboration under the “Make in India” programme, in particular in areas of skill development, defence manufacturing, machine tools, maritime technology and the blue economy.

Possibilities of cooperation in the field of Industry 4.0, which covers automation and data exchange in manufacturing technologies, is being explored. Germany has great expertise in the area of Vocational Education and Training for which a joint working group exists. India’s railway modernisation and expansion plans offer considerable opportunities for the German rail industry. Renewable energies and sustainable urban development are other major areas of India-German cooperation.

Germany’s active consideration of an Indian proposal for a MoU on mutual recognition of qualifications will certainly enhance student exchanges. It is with a similar objective in mind that during Macron’s visit India and France agreed to give mutual recognition to academic degrees.

Facilitating Trade: A Fast-Track System for German companies has been set up in the Department of Industrial Policy and Promotion (DIPP). To facilitate the entry of German Mittelstand (Medium Sized Companies) in India, the Embassy of India, Berlin runs the Make in India Mittelstand (MIIM) Programme since September 2015. Currently, 117 German Mittelstand (MSMEs) companies are being facilitated through the MIIM Programme for market entry and investment in India.

Science & Technology: Indo-German Science & Technology cooperation started with the signing of the Intergovernmental S&T Cooperation Agreement in 1971 and 1974. There are more than 150 joint S&T research projects and 70 direct partnerships between Universities of both countries. India's scientific establishments have close partnerships with German R&D institutions, including the Max Planck Society, Fraunhofer Laboratories and the Alexander von Humboldt Foundation.

Investment: Indian investment in Germany has also increased in recent years. The IT sector continues to be the best represented in terms of foreign direct investment. According to fDi Markets, India has initiated 40 projects in Germany since 2003, 20 of which are in the software and IT sectors.

Indian companies either acquiring firms or starting their own subsidiaries in Germany include Ranbaxy, Samtel, NIIT, Wockhardt, Graphite India Limited, Megasoft, Torrent Pharmaceutical, Tata Auto Component Systems, Bharat Forge Limited, Hexaware Technologies, Hinduja Group, Tooltech Software, Ocimum Biosolutions, Bharat Fritz Werner Ltd (BFW), Biocon, Lupin, IFGL Refractories, Kirloskar Electronic Company (KEC), 7 Seas Technologies Ltd, MKU Group, Kalyani Group, Sakthi-Group, Sintex Industries, Techno Life style, Kiri Dyes & Chemicals Ltd etc.

As Germany has a large number of technically strong small and medium-sized companies, the potential for strategic acquisitions by Indian companies remains strong. A recent study of the Technical University of Hamburg-Harburg estimates the total volume of Indian investments in Germany at over USD 4 billion. Of this, roughly USD 2 billion was invested in 2008 (USD 825 million in 2007), which is incontrovertible proof that India is emerging as a major investor in foreign markets.

Culture: India and Germany have a long tradition of academic and cultural exchange. Max Mueller was the first scholar of Indo-European languages to translate and publish the Upanishads and the Rigveda. There has been growing interest in Germany in Indian dance, music and literature, as well as motion picture and TV industry, in particular, Bollywood. Indian films and artists regularly feature at the Berlin International Film Festival and at festivals across Germany. German interest in the Indian philosophy and languages resulted in the setting up of the first Chair of Indology at the University of Bonn in 1818. The Government of India has funded 31 short term rotating chairs of Indian studies in German Universities so far.

Source: <https://indianembassyberlin.gov.in/index>

Executive Summary

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

B: Other Recommended Products

Moving ahead with the report brings the import pattern of Germany 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 Germany. The report also indicates the top supplying countries to Germany for these 167 Handicraft products comparing India’s performance and its rank. Comparative Unit Value Analysis was 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 is included. This would certainly help the Indian Exporters to study and analyse Germany’s importing trends and competitiveness in detail.

It may also be noted that all data on 167 HS Codes has been collected from **ITC Trade Map** (Source: <https://www.trademap.org/Index.aspx>), **The Embassy of India Berlin, Germany** (Source: <https://indianembassyberlin.gov.in>) and various other sources. Utmost care has been taken to compile and present data.

Some **limitations** to the report are:

- The trade data for all 8 Digit HS codes was not available.
- For every Handicrafts HS code as per Indian classification where exact HS code at 8 digit parity do not exist, a corresponding/similar code used in Germany is considered.
- The photographs used in this report are only indicative in nature and are primarily sourced from online stores selling in Germany.

Key Products for exports to Germany

A. Category: Art Metal Wares

1. 73239420: UTENSILS
2. 73239490: OTHER HOUSEHOLD ARTICLES OF IRON N.E.S.
3. 74199920: UTENSILS ARTICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE
4. 74199930: ARTICLE OF BRASS
5. 74199940: COPPER WORKED ARTICLES
6. 74181021: UTENSILS OF BRASS
7. 74181022: COPPER UTENSILS
8. 96140000: SMOKING PIPES AND CIGAR OR CIGARETTE HOLDER AND PARTS THEREOF.

B. Category: Wood Wares

1. 94036000: OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
2. 97019091: DOMESTIC ARTICLES OF WOOD HAND DECORATED
3. 97019099: OTHER HAND DECORATED MANUFACTURED ARTICLES
4. 44209090: OTHERS-WOOD MARQUETRY & INLAID WOOD; CASKETS & CASES FOR CULTRY & OTHER SIMILAR ARTICLES OF WOOD; STATUETTES AND OTHER ORNAMENTS, OF WOOD; WOODEN ARTICLES OF FURNITURE NOT FALLING IN CHAPTER 94

C. Category: Hand Knitted & Hand Crocheted Embroideries

1. 58109210: EMBROIDERY BADGES, MOTIFS AND THE LIKE
2. 64061010: EMBROIDERED UPPERS OF TEXTILE MATERIALS
3. 94049099: HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
4. 63049190: OTHER - FURNISHING ARTICLES, KNITTED/CROCHETED

D. Category: Zari & Zari Goods

1. 56050020: IMITATION ZARI THREAD
2. 56050090: OTHERS
3. 58090010: ZARI BORDERS
4. 58090090: OTHERS

E. Category: Imitation Jewellery

1. 70181010: BANGLES
2. 70181020: BEADS
3. 70181090: OTHERS - GLASS BEADS, IMITATION PEARLS, IMITATION PEARL STONES / SEMI PEARL STONES & SIMILAR GLASS SMALLWARES
4. 71131110: SILVER FILLIGREE WORK
5. 71179010: JEWELLERY STUDED WITH IMITATION PEARLS OR IMITATION OR SYN. STONES

F. Category Attars & Agarbatties

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

G. Category Miscellaneous Handicrafts

1) Musical Instrument

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

2) Articles of tortoise

96019020: WRKD MOTHR OF PEARL & ARTCLS THEROF

96019030: WRKD BONE(EXCL WHALE BONE)& ARTCLS THROF

96019040: WRKD HRN,CORL ETC ANML CRVNG MTRL & ARTCLS

96019090: OTHR UNDER HDNG 9601

96020010: WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF

3) Articles of wicker, bamboo

46021911: PALM LEAF BASKET ETC.

46021919: PALM LEAF ITEMS OTHER THEN BASKETS

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.

4) Leather Goods

42022910: HANDBAGS OF OTHER MATERIALS EXCLUDING WICKER WORK OR BASKET WORK

5) Sculptures

68159990: OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS

6) Paintings

97011090: OTHERS-PAINTINGS,DRAWINGS & PASTELS

7) Pottery & Glass Wares

70200029: OTHER GLS CHIMENEYS

70200090: OTHER ARTICLES OF GLASS NES

70099200: OTHER ARTICLES OF GLASS NES

8) **Other Handicrafts**

34060010: CANDLES

48239018: PRODUCT CONSISTING OF SHEETS OF PAPER/ BOARD, IMPREGNATED, COATED OR COVERED WITH PLASTICS

95051000: ARTICLES OF CHRISTMAS

96020090: OTHER WORKED VEGETABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED

96031000: BROOMS & BRUSHES, CONSISTING OF TWIGS/OTHER VEGETABLE MATERIALS BOUND TOGETHER, WITH/WITHOUT HANDLES

**In case of product categories like Hand Printed Textiles , Shawls as Art Wares, Stuffed Animals, Articles of Fur, Feather etc., Articles of Grass & Natural Fibre, Hat Wares, Antiques, Paper Mache have less export potential to Germany.

Recommendation of the project of Exploring export potential of handicrafts

When we analyze all the products of handicraft and German market. We found a lot of opportunity for Indian handicrafts on the basis of this report. Indian handicrafts products have a potential of approximately 275 million USD.

ART METAL WARES

India's export in Art Metal Ware is only for the amount 30.63 million USD (2017). India must be focusing on some innovative products for the German market. Germany imports art metals product from the Chinese market. These are decorative items basically.

House wear items. Indian handicrafts exporter must focus on an innovative and unique product according to German requirement. The 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 German markets are shown below:



S NO:	SUGGESTED HS CODE	PRODUCT DISCRIPTION
1	73239420	UTENSILS
2	73239490	OTHER HOUSEHOLD ARTICLES OF IRON N.E.S
3	74199920	UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE
4	74199930	ARTICLE OF BRASS
5	74199940	COPPER WORKED ARTICLES
6	74181021	UTENSILS OF BRASS
7	74181022	COPPER UTENSILS
8	96140000	SMOKING PIPES AND CIGAR OR CIGARETTE HOLDER AND PARTS THEREOF.

Wood wares:

India's export in wooden ware items in Germany for amount 65.69 million USD (2017). Germany imports wooden furniture from China and the European Union and other handicrafts from ASIAN country. China is the largest competitor in wooden ware items in the German market. Some recommended products in Germany are shown below:



S NO:	SUGGESTED HS CODE	PRODUCT DISCIPTION
1	94036000	OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
2	97019091	DOMESTIC ARTICLES OF WOOD HAND DECORATED
3	97019099	OTHER HAND DECORATED MANUFACTURED ARTICLES
4	44201000	STATUTTES & OTHER ORNAMENTS OF WOOD
5	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

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 export in handknitted & hand crocheted / embrodires items in Germany for amount of 17.36 million USD (2017). Focusing 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 German markets for hand knitted and hand crocheted items.



S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	58109210	EMBROIDERY BADGES, MOTIFS AND THE LIKE
2	64061010	EMBROIDERED UPPERS OF TEXTILE MATERIALS
3	94049099	HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
4	63049190	OTHER - FURNISHING ARTICLES, KNTD/CROCHETED

ZARI & ZARI GOODS:

India's export in zari & zari goods items in Germany for amount of 0.25 million USD (2017). Indian handicrafts must focus on German markets with German specification including German tradition and culture with modern art. Given Designs and Outfits can be used as per the German Tradition and Culture.



S NO:	SUGGESTED HS CODE	PRODUCT DISCRIPTION
1	56050020	IMITATION ZARI THREAD
2	56050090	OTHERS
3	58090010	ZARI BORDERS
4	58090090	OTHERS

IMITATION JEWELLERY:

India is among the largest exporters of Imitation Jewellery. India's exports amount to USD 5.27 million. India has a great opportunity in beads and personal ornaments.



S NO:	SUGGESTED HS CODE	PRODUCT DISCRIPTION
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	71179010	JEWELLERY STUDDED WITH IMITATION PERALS OR IMITATION OR SYN. STONES

ATTARS & AGARBATIES:

India has great opportunity in attars and agarbaties in the German market. Currently Indian exports amount to 1.05 million USD. India should produce attars according to German taste and habits. The packaging of attars and agarbaties must concern in the German market. These Designs can be expected all over the world with their creativity but the main focus should be packaging.



S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	33074100	AGARBATTI" & OTHR ODORIFEROUS PRPNS WHICH OPERATE BY BURNING
2	33019031	ATTARS OF ALL KINDS IN FIXED OIL BASE

Miscellaneous Handicrafts-

Musical Instrument

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

ARTICLE OF TORTOISE

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
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

Articles of Wicker, Bamboo :

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	46021911	PALM LEAF BASKET ETC.
2	46021919	PALM LEAF ITEMS OTHER THEN BASKETS
3	46021990	OTHERS - BASKETWORK, WICKERWORK AND OTHER ARTICLES, MADE DIRECTLY TO SHAPE FROM PLAITING MATERIALS OR MADE UP FROM GOODS OF HEADING 4601; ARTICLES OF LOOFAH.

LEATHER GOODS

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	42022910	HANDBAGS OF OTHER MATERIALS EXCLUDING WICKER WORK OR BASKET WORK

SCULPTURES

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	68159990	OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS BASKET WORK

PAINTINGS

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	97011090	OTHERS-PAINTINGS,DRAWINGS & PASTELS

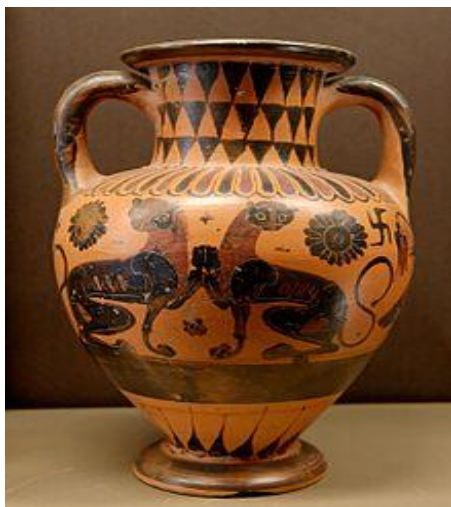
POTTERY & GLASSWARE:

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	70200029	OTHER GLS CHIMENEYS
2	70200090	OTHER ARTICLES OF GLASS NES
3	70099200	OTHER ARTICLES OF GLASS NES

Other Handicrafts:

S NO:	SUGGESTED HS CODE	PRODUCT DESCRIPTION
1	34060010	CANDLES
2	48239018	PRODUCT CONSISTINGS OF SHEETS OF PAPER/ RBORD, IMPREGNGTED,COTED OR COVERED WITH PLASTICS
3	95051000	ARICLES OF CHRISTMAS
4	96020090	OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED
5	96031000	BROOMS & BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS
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.



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

Analytical Ratios & other parameters used in the Study

1. Trade Intensity Index (TII)

The trade intensity index (T) is used to determine whether the value of trade between the 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 countries 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 non-traditional products that might be successfully exported. The RCA index of country i for product j is often measured by the product's share in the country's exports in relation to its share in world trade:

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

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

3. Trade Potential Calculation

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

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

4. Unit Value Analysis

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

Its unit is **USD per kilograms**.

5. Trade Complementarity Index

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

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

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

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

Category 1: ART METAL WARES		
S. No.	ITC HS Code	Description
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.

Fig1: Table showing RCA, Global export-import data of India & Germany 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 Germany (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential	
1	732392	0.06	7.20	73239200	576	73239200	88,080	107	469	
2	732394	6.60	0.46	73239420	70350	73239400	26,471	200	26,271	
				73239490	46564					
3	741810	2.50	0.47	74181024	321	NA	NA	NA	NA	
				74181031	90	NA	NA	NA	NA	NA
				74181021	2558	74181010	4,866	16	2,542	
				74181022	2393	74181090	8,146	817	1,576	
				74181023	107	NA	NA	NA	NA	
				74181039	744	NA	NA	NA	NA	
4	741999	6.25	2.11	74199920	198	74199990	2,19,054	5,115	2,14,054	
				74199930	403322					
				74199940	27350					
5	961400	3.12	1.39	96140000	16,571	96140090	42,270	2,692	13,879	
6	830610	6.44	0.34	83061000	5702	83061000	11,431	571	5,131	
7	761510	0.71	0.31	76151030	39613	76151030	10,865	391	10,474	
				76151090	725	76151090	0	0	0	
8	830621	1.45	2.67	83062190	664	83062100	9,160	87	577	
9	830629	0.17	0.28	83062990	2,016	83062900	1,50,331	92	1,924	
10	940510	0.59	1.01	94051010	19337	94051050	46,444	243	23,829	
				94051020	4735					
11	940550	2.03	0.49	94055010	6742	94055000	81,496	159	6,583	
12	970300	0.88	1.40	97030010	2555	97030000	1,09,688	249	2,306	
13	960622	0.10	0.25	96062200	496	96062200	5,676	4	492	

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	732394	73239420	70,350	3,164	6.44	4.61	2.81	3.2	5.82	26,271
		73239490	46,564	882						
2	741810	74181021	2,558	83	6.25	9.44	3.52	3.3	43	2,542
		74181022	2,393	26					19	1,576
3	961400	96140000	16,571	13,531	2.50	26.78	4.71	0	6.5	13,879
4	830610	83061000	5,702	994	2.03	13.88	8.92	0	14	5,131
5	741999	74199920	198	27	3.12	6.52	5.81	3.5	16	2,14,054
		74199930	4,03,322	8,445						
		74199940	27,350	298						

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 73239420: UTENSILS
2. 73239490: OTHER HOUSEHOLD ARTICLES OF IRON N.E.S.
3. 74199920: UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE
4. 74199930: ARTICLE OF BRASS
5. 74199940: COPPER WORKED ARTICLES
6. 74181021: UTENSILS OF BRASS
7. 74181022: COPPER UTENSILS
8. 96140000: SMOKING PIPES AND CIGAR OR CIGARETTE HOLDER AND PARTS THEREOF.

B. Other Recommended Products:

1. 83061000: BELLS GONGS AND THE LIKE

- **Codes with high Export potential: 732394 & 961400 (India's 6 Digits)** have a high RCA and India's Trade potential has good value but it should be noted that UVA of India is **USD 5.82 & USD 6.5** which is facing stiff competition from China, Thailand & Italy. So to increase trade, India should review its pricing strategy.
- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Germany's global imports value is also high. So by aggressive push, India has a good chance to capture the market for these codes.
- **741999 (India's 6 Digits)** have good RCA and India's Trade potential good value. Tariff imposed on India is **3.5%** and the unit value of India is **USD 16**. Major competitor countries are Italy, China and France with aggressive price
- **741810 (India's 6 Digits)** have good RCA and India's Trade potential value is also high. Tariff imposed on India is 3.3% and the unit value of India is **USD 43** and **USD 19**. Major competitor countries are Italy, China and France with aggressive price

***Note:**

- For Art metal ware, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 2: Table showing Tariffs data of India & Germany 2017 (Art Metal Wares)

Category	Sr. No	HS Code	Tarriffs imposed to India	Competiter Country 1	Tarriffs Applied	Competiter Country 2	Tarriffs Applied	Competiter Country 3	Tarriffs Applied	Competiter Country 4	Tarriffs Applied	Competiter Country 5	Tarriffs Applied
Artmetalware	1	732392	3.2	France	0	China	3.2	Poland	0	Italy	0	UK	0
	2	732394	3.2	China	3.2	Thailand	3.2	Romania	0	Turkey	0	Netherlands	0
	3	741810	3.3	Poland	0	Czech Republic	0	Denmark	0	UK	0	France	0
	4	741999	3.5	Italy	0	Switzerland	0	China	3.5	France	0	zech Republ	0
	5	961400	0	China	1.4	Turkey	0	Italy	0	Egypt	0	France	0
	6	830610	0	China	0	Taipei, Chinese	0	Japan	0	Hong Kong	0	Austria	0
	7	761510	6	China	6	Italy	0	France	0	Poland	0	Switzerland	0
	8	830621	0	China	0	Switzerland	0	Hong Kong	0	Nepal	0	USA	0
	9	830629	0	China	0	Netherlands	0	Poland	0	Italy	0	France	0
	10	940510	0.2	China	2.2	Austria	0	Poland	0	Italy	0	Hungary	0
	11	940550	9.3	Austria	0	Switzerland	0	France	0	Poland	0	Netherlands	0
	12	970300	10	USA	0	Switzerland	0	Iraq	4	UK	0	UAE	0
	13	960622	0	Italy	0	China	3.7	Turkey	0	USA	3.7	Austria	0

Fig 3. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Artmetalware	1	732392	576	66,57,001	3,37,185	3,05,55,017	4,33,066	28,27,24,119	0.06	7.20	107	3,13,198	88,080	2,33,71,495	0.09	2.46	0.14
	2	732394	1,17,083	66,57,001	37,654	3,05,55,017	7,53,282	28,27,24,119	6.60	0.46	200	3,13,198	26,471	2,33,71,495	0.56	0.43	2.81
	3	741810	7,133	33,72,968	4,895	1,23,70,789	1,21,247	14,32,80,133	2.50	0.47	833	26,132	13,012	1,09,31,402	26.78	1.41	3.52
	4	741999	4,81,032	33,72,968	5,95,234	1,23,70,789	32,68,557	143280133	6.25	2.11	5,234	26,132	2,31,908	1,09,31,402	9.44	0.93	5.81
	5	961400	16,571	5,43,034	58,545	43,03,880	4,94,657	5,05,27,310	3.12	1.39	2,692	27,941	42,559	28,79,993	6.52	1.51	4.71
	6	830610	5,702	5,67,714	4,451	84,96,846	1,04,335	6,68,53,267	6.44	0.34	571	57,258	11,431	52,84,342	4.61	1.39	8.92
	7	761510	70,895	36,55,409	1,38,594	1,64,48,387	46,80,602	17,25,14,591	0.71	0.31	4,756	40,188	2,70,822	1,86,77,376	8.16	0.53	0.38
	8	830621	1,100	5,67,714	30,390	84,96,846	89,400	6,68,53,267	1.45	2.67	1,220	57,258	9,160	52,84,342	12.29	1.30	1.88
	9	830629	2,476	5,67,714	59,798	84,96,846	16,74,065	6,68,53,267	0.17	0.28	21,496	57,258	1,50,331	52,84,342	13.20	1.14	0.20
	10	940510	55,934	14,40,548	11,54,880	1,74,22,219	1,59,52,286	24,24,29,283	0.59	1.01	8,733	1,53,102	12,20,317	2,08,89,594	0.98	0.89	0.52
	11	940550	11,381	14,40,548	33,229	1,74,22,219	9,41,233	24,24,29,283	2.03	0.49	8,292	1,53,102	81,496	2,08,89,594	13.88	1.00	2.04
	12	970300	13,858	94,494	2,13,499	9,19,086	45,83,128	2,75,80,551	0.88	1.40	249	504	1,09,688	7,49,974	3.38	0.88	0.78
	13	960622	496	5,43,034	9,835	43,03,880	4,67,487	5,05,27,310	0.10	0.25	4	27,941	5,676	28,79,993	0.07	0.21	0.02

Fig 4: Table showing Unit Value Analysis of India & Germany and in 2017 (Art Metal Wares)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)					
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value		
1	732392	73239200	73239200	107	14,757	7.25	France	56,166	59,42,040	9.45	China	28,594	54,32,480	5.26	Poland	995	71,054	14	Italy	584	54,799	17	Uk	560	34,802	10		
2	732394	73239420 73239490	73239400	200	34,335	5.82	China	7,671	15,06,290	5.09	Thailand	5,973	7,93,454	7.53	Romania	3,329	8,66,982	3.84	Turkey	2,477	6,01,073	4.12	etherlands	1,235	1,65,579	7.46		
3	741810	74181024	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
		74181031	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
		74181021	74181010	16	369	43	Poland	2,862	71,814	40	Czech Republic	956	25,439	38	France	286	11,011	26	UK	151	5,487	28	Italy	105	3,136	33		
		74181022	74181090	817	41,777	19	Poland	1,963	70,704	29	Denmark	1,200	78,582	19	Czech Republic	1,109	32,443	42	Croatia	491	5,000	94	etherlands	482	3,009	160		
		74181023	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
		74181039	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
4	741999	74199920 74199930 74199940	74199990	5,115	3,14,795	16	Italy	38,640	29,22,530	13	Switzerland	30,446	8,06,838	38	China	23,894	14,35,470	17	France	15,697	9,14,818	17	Czech Republic	14,498	14,07,790	10		
5	961400	96140000	96140090	2,692	4,14,158	6.5	China	32,809	49,35,350	6.65	Turkey	2,363	2,55,663	9.24	Italy	1,188	14,630	81	Egypt	880	1,37,906	6.38	France	327	1,738	188		
6	830610	83061000	83061000	571	42,013	14	China	7,682	6,80,059	11	Taipei, Chinese	1,161	58,861	20	Japan	590	15,084	39	Hong Kong	348	4,209	83	Austria	247	19,142	13		
7	761510	76151030	76151030	0	0	0	Italy	5,496	9,41,831	5.84	Poland	2,195	86,404	25	Netherlands	1,218	1,88,711	6.45	Czech Republic	641	25,086	26	China	507	91,715	5.53		
		76151090	76151090	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
8	830621	83062190	83062100	1,220	52,808	23	China	6,615	2,50,006	26	Switzerland	566	2,542	223	Hong Kong	176	2,301	76	Nepal	119	1,186	100	USA	113	2,644	43		
9	830629	83062990	83062900	21,496	26,66,020	8.06	China	97,961	1,87,49,800	5.22	Netherlands	9,574	5,90,458	16	Poland	4,045	6,57,975	6.15	Italy	2,651	1,47,042	18	France	2,256	49,345	46		
10	940510	94051010 94051020	94051050	243	19,846	12	China	24,584	29,70,340	8.28	Italy	4,863	1,30,414	37	Moldova, Republic of	4,069	3,48,116	12	Austria	3,099	1,88,635	16	Romania	1,387	51,343	27		
11	940550	94055010	94055000	8,292	3,192	6.96	China	52,559	1,70,358	4.15	Netherlands	7,214	5,402	7.88	Italy	2,384	5,783	5.72	Poland	2,113	9,570	7.56	uxembourg	1,710	245	7.32		
12	970300	97030010	97030000	249	8,440	30	USA	45,809	91,366	501	Switzerland	37,893	60,962	622	UAE	8,144	4,060	2,006	Austria	3,227	88,620	36	Japan	2,226	1,623	1,372		
13	960622	96062200	96062200	4	143	28	Italy	1,864	47,734	39	China	1,658	60,594	27	Turkey	654	2,997	43	USA	554	64,291	8.62	Austria	303	2,997	101		

Category 2: WOOD WARES		
S. No.	ITC HS Code	Description
1	44140000	WOODEN FRAMES FOR PAINTING, PHOTOGRAPHS, MIRRORS OR SIMILAR OBJECTS
2	44190010	TABLEWARE
3	44190020	KITCHENWARE OF WOOD
4	44201000	STATUTES & OTHER ORNAMENTS OF WOOD
5	44209010	WOOD MARQUETRY & INLAID WOOD
6	44209090	OTHERS-WOOD MARQUETRY & INLAID WOOD; CASKETS & CASES FOR CULTRY & OTHER 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	OTHER STATUETTES (EXCLUDING WORKS OF ART)
10	94033010	CABINETWARE
11	94033090	OTHERS - WOODEN FURNITURE OF A KIND 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 & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	441400	7.07	8.88	44140000	19,064	NA	0	0	0
2	442090	10.95	15.47	44209010	1024	NA	0	0	0
				44209090	25707	44209091	1,643	108	1,535
3	442190	9.36	0.00	44219060	3002	NA	0	0	0
4	940360	2.95	0.73	94036000	445089	94036090	8,53,800	4,211	4,40,878
5	441900	2.43	14.74	44190010	854	44190090	0	0	0
				44190020	1848				
6	442010	0.72	10.59	44201000	2448	NA	0	0	0
7	830629	0.17	0.28	83062910	398	NA	0	0	0
8	940330	1.38	0.89	94033010	23881	94033019	38,019	87	32,039
				94033090	8245				
9	940350	0.15	0.64	94035010	2746	94035000	7,25,504	2,085	9,106
				94035090	8445				
10	970190	3.90	1.97	97019091	544	97019000	16,838	12	6,681
				97019099	6149				
11	940390	0.25	1.37	94039000	20300	94039030	6,46,755	879	19,421
12	950300	0.65	1.03	95030010	2,585	95030010	1,11,805	2	41,331
				95030090	38748				
13	660200	3.17	1.51	66020000	332	66020000	22,322	70	262

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	940360	94036000	4,45,089	52,639	2.95	3.68	2.72	0	3.56	440878
2	970190	97019091	544	40	3.90	1.06	4.82	0	12	6,681
		97019099	6,149	149						
3	442090	44209090	25,707	1,334	10.95	11.80	14.13	0	7.53	1,535

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

- 94036000: OTHER WOODEN FURNITURE WITH OR WITHOUT EMBELLISHMENTS OF OTHER MATERIAL
- 97019091: DOMESTIC ARTICLES OF WOOD HAND DECORATED
- 97019099: OTHER HAND DECORATED MANUFACTURED ARTICLES

B. Other Recommended Products:

- 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

- Codes with high Export potential: 940330 & 970190 (India's 6 Digits)** have a high RCA and India's Trade potential has good value but it should be noted that UVA of India is **USD 3.05 & USD 12** respectively which is facing stiff completion from China (**USD 2.5**), Poland (**USD 1.7**) & Italy (**USD 2.48**). So to increase trade, India should review its pricing strategy. Tariffs levied on these codes are **0%**.
- Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Germany's global imports value is high. So by aggressive push, India has a good chance to capture the market for these codes.

- **44209090 (India's 8 Digits)** have good RCA and India's Trade potential good value. Tariff imposed on India is **0%** whereas China duty levied is **2.3%**. **The unit value of India is USD 7.53.** Major competitor countries are Indonesia **USD 3.23**, China **USD 9.53**.
- In the case of Woodware, Germany itself is giving strong competition to Indian exports of woodware. For many HS codes, Germany has good RCA value, depicting their relevant advantage over Indian exports. So Indian exporters should be cautious while entering into the market.

***Note:**

- For Woodware, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 4: Table showing Tariffs data of India & Germany 2017 (Wood Wares)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Woodware	14	441400	2.5	China	2.5	Poland	0	Italy	0	USA	2.5	Spain	0
	15	442090	0	China	2.3	Poland	0	Thailand	2.3	Latvia	0	Czech Republic	0
	16	442190	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
	17	940360	0	Poland	0	China	0	Italy	0	Netherlands	0	Slovakia	0
	18	441900	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
	19	442010	0	China	2	Netherlands	0	Indonesia	0	Poland	0	Denmark	0
	20	830629	0	China	0	Netherlands	0	Poland	0	Italy	0	France	0
	21	940330	0	Poland	0	Austria	0	China	0	Spain	0	Slovakia	0
	22	940350	0	Poland	0	China	0	Romania	0	Switzerland	0	Denmark	0
	23	970190	0	USA	0	Switzerland	0	Spain	0	Austria	0	Hong Kong	0
	24	940390	0	Italy	0	Poland	0	China	2.7	Switzerland	0	Austria	0
	25	950300	0.39	China	1.85	Czech Republic	0	Netherlands	0	Poland	0	Malta	0
	26	660200	0	China	2.7	Czech Republic	0	Taipei, Chinese	2.7	Austria	0	Italy	0

Fig 5. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Woodware	14	441400	19,064	4,15,301	23,945	4,15,300	8,84,415	13,62,52,312	7.07	8.88	512	17,460	68,673	88,25,926	3.77	1.20	8.48
	15	442090	26,731	4,15,301	37,745	4,15,300	8,00,602	13,62,52,312	10.95	15.47	1,562	17,460	66,892	88,25,926	11.80	1.29	14.13
	16	442190	1,71,208	4,15,301	0	4,15,300	59,98,504	13,62,52,312	9.36	0.00	3,714	17,460	6,76,529	88,25,926	2.78	1.74	16.30
	17	940360	4,45,089	14,40,548	13,24,986	1,74,22,219	2,53,85,714	24,24,29,283	2.95	0.73	54,413	1,53,102	20,17,401	2,08,89,594	3.68	0.92	2.72
	18	441900	9,402	4,15,301	56,978	4,15,300	12,67,793	13,62,52,312	2.43	14.74	3,866	17,460	1,03,105	88,25,926	18.95	1.26	3.05
	19	442010	2,448	4,15,301	36,020	4,15,300	11,16,220	13,62,52,312	0.72	10.59	6,594	17,460	1,07,283	88,25,926	31.07	1.48	1.07
	20	830629	2,476	5,67,714	59,798	84,96,846	16,74,065	6,68,53,267	0.17	0.28	21,496	57,258	1,50,331	52,84,342	13.20	1.14	0.20
	21	940330	32,126	14,40,548	2,50,678	1,74,22,219	39,08,398	24,24,29,283	1.38	0.89	1,054	1,53,102	1,52,553	2,08,89,594	0.94	0.45	0.63
	22	940350	11,191	14,40,548	5,62,411	1,74,22,219	1,22,92,899	24,24,29,283	0.15	0.64	2,085	1,53,102	7,25,504	2,08,89,594	0.39	0.68	0.10
	23	970190	6,696	94,494	32,905	9,19,086	5,01,300	2,75,80,551	3.90	1.97	12	504	16,838	7,49,974	1.06	1.24	4.82
	24	940390	20,300	14,40,548	13,68,651	1,74,22,219	1,39,12,755	24,24,29,283	0.25	1.37	4,865	1,53,102	13,66,279	2,08,89,594	0.49	1.14	0.28
	25	950300	76,715	3,02,502	21,97,786	54,49,281	4,42,47,177	11,29,65,796	0.65	1.03	7,551	18,883	31,05,653	78,47,531	1.01	1.01	0.65
	26	660200	332	1,806	9,260	1,06,113	1,97,782	34,13,664	3.17	1.51	70	170	22,322	2,45,545	4.53	1.57	4.98

Category 3: HANDPRINTED TEXTILES		
S. No.	ITC HS Code	Description
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 7: Table showing RCA, Global export-import data of India & Germany and India's Trade Potential in 2017 (Hand-printed Textiles)

***Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	630790	0.70	1.51	63079011	2661	63079098	7,50,252	7,456	5,95,527
				63079012	479				
				63079013	11717				
				63079019	54648				
				63079090	214995				
				63079020	318483				

Analysis:

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 potential to Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

- No code is recommended as India itself is facing competition from Germany. Germany also has an advantage over Indian exports.

***Note:**

For Hand printed Textiles, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 8: Table showing Tariffs data of India & Germany 2017 (Hand printed Textiles)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Hand printed Textiles	27	630790	5.77	China	7.25	Viet Nam	5.77	UK	0	Netherlands	0	Poland	0

Fig 9. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Hand printed Textiles	27	630790	6,02,983	49,62,867	7,62,548	29,24,317	1,09,94,267	6,35,19,696	0.70	1.51	8,337	2,70,982	9,37,654	43,65,362	0.14	1.24	0.87

Fig 10: Table showing Unit Value Analysis of India & Germany and in 2017 (Hand-printed Textiles)

*Values in USD Thousands, Quantity in Kgs

ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)			
					Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value
63079011	63079098	7,456	7,86,118	9.48	China	3,82,622	6,13,27,200	6.24	Viet Nam	47,501	1,11,83,100	4.25	UK	35,663	17,28,510	21	Poland	27,278	29,98,100	9.1	Netherlands	26,964	44,62,340	6.04
63079012																								
63079013																								
63079019																								
63079090																								
63079020																								

Category 4: HANDKNITTED & HAND CROCHETTED / EMBROIDIRES		
S. No.	ITC HS Code	Description
1	58050010	HAND WOOVEN TAPESTRIES HAND MADE OR NEEDLE WORKED BY HAND, OF COTTON - EMBROIDERY
2	58101000	EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS - EMBROIDERY 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 - CROCHETED
7	94049099	HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC
8	63049190	OTHER - FURNISHING ARTICLES, KNITTED/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 OTHER NET FABRICS OF OTHER TEXTILE MATERIALS
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 11: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	580500	0.92	0.05	58050010	1170	58050000	282	4	278
2	581010	8.77	0.42	58101000	41,232	NA	0	0	0
3	581092	2.21	0.36	58109210	15,341	58109210	24,505	1,735	13,606
4	581100	0.10	0.60	58110010	136	58110000	5,119	32	290
				58110020	186				
5	610431	0.39	0.94	61043100	2956	61043100	13,548	175	2,781
6	940490	6.40	0.47	94049099	356474	94049090	5,61,278	13,730	3,42,744
7	630491	0.72	0.38	63049190	40012	63049100	28,448	791	27,657
8	580430	5.59	0.00	58043000	1997	58043000	49	2	47
9	580810	0.99	3.51	58081090	6393	58081000	9,866	7	6,386
10	640610	4.47	0.31	64061010	5184	64061010	1,36,612	2,599	2,585
11	580410	0.52	0.08	58041090	9858	58041090	5,729	6	5,723
12	630411	0.09	0.03	63041100	1192	63041100	1,746	106	1,086

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	581092	58109210	15,341	146	2.21	3.08	1.80	6.5	38	13,606
2	630491	63049190	40,012	1,812	0.72	0.37	0.36	0	13	27,657
3	640610	64061010	5,184	2,599	4.47	8.92	2.80	0	63	2,585
4	940490	94049099	3,56,474	12,226	6.40	2.97	4.60	0	4.74	3,42,744

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 58109210: EMBROIDERY BADGES, MOTIFS AND THE LIKE
2. 64061010: EMBROIDERED UPPERS OF TEXTILE MATERIALS
3. 94049099: HANDMADE POUFFES/ARTICLES OF BEDDING, CUSHIONS ETC

B. Other Recommended Products:

1. 63049190: OTHER - FURNISHING ARTICLES, KNTD/CROCHETED
- **Codes with high Export potential: 640610 & 940490 (India's 6 Digits)** have good RCA and India's Trade potential has a high value but it should be noted that UVA of India is **USD 63 & USD 4.74** respectively which is facing stiff competition from Bosnia (**USD 43**), Brazil (**USD 48**) & Croatia (**USD 56**). So to increase trade, India should review its pricing strategy. Tariffs levied on these codes are **0%**.
 - **Recommended Codes:** These codes are recommended as India has less RCA value. But it should also be noted that Germany's global imports value is high. So by aggressive push and product innovation, India has a reasonable chance to capture the market for these codes. UVA on India for 63049190 is **USD 13**, Tariffs imposed on these codes is **0%**.

- **58109210 (India's 8 Digits)** has a high RCA and India's Trade potential value is also high. Trade complementarity index (**1.80**) indicates Germany has good import or demands for these types of products. But it should be noted that Tariff imposed on India is **6.5%** whereas China duty levied is also **6.5%**. The unit value of India is **USD 38**. Major competitor countries are China **USD 53**. Despite having same tariff rates China emerges as a strong competitor for Indian exports.

***Note:**

- For Hand knitted & Hand Crocheted Embroideries, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 12: Table showing Tariffs data of India & Germany 2017 (Hand knitted & Hand Crocheted Embroideries)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Handknitted & Hand Crocheted Embroideries	28	580500	5.6	USA	5.6	Poland	0	China	5.6	Switzerland	0	Korea	0
	29	581010	6.9	Romania	0	Switzerland	0	Greece	0	Austria	0	China	6.9
	30	581092	6.5	China	6.5	Romania	0	Germany	0	Czech Republic	0	Taipei, Chinese	6.5
	31	581100	0	Poland	0	Italy	0	UK	0	Czech Republic	0	France	0
	32	610431	9.6	China	12	Italy	0	Hungary	0	Romania	0	Ukraine	0
	33	940490	0	China	3.7	Poland	0	Lithuania	0	Hungary	0	Czech Republic	0
	34	630491	0	China	12	Germany	0	Poland	0	France	0	Czech Republic	9.6
	35	580430	8	China	8	Germany	0	UK	0	Thailand	0	Taipei, Chinese	0
	36	580810	5	France	0	China	5	Switzerland	0	Spain	0	USA	0
	37	640610	0	Brazil	3	Bosnia	0	Croatia	0	Spain	0	Hungary	0
	38	580410	7.3	Germany	0	Switzerland	0	Italy	0	France	0	Taipei, Chinese	7.3
39	630411	9.6	China	12	Germany	0	USA	12	Poland	0	Nepal	0	

Fig 13. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
HANDKNITTED	28	580500	1,519	3,76,883	120	5,98,825	54,419	1,23,65,096	0.92	0.05	4	7,130	282	3,12,871	0.62	0.20	0.19
	29	581010	64,921	3,76,883	4,993	5,98,825	2,42,739	1,23,65,096	8.77	0.42	161	7,130	3,155	3,12,871	2.24	0.51	4.51
	30	581092	86,010	3,76,883	22,268	5,98,825	12,75,631	1,23,65,096	2.21	0.36	1,843	7,130	26,224	3,12,871	3.08	0.81	1.80
	31	581100	740	3,76,883	6,953	5,98,825	2,40,454	1,23,65,096	0.10	0.60	32	7,130	5,119	3,12,871	0.27	0.84	0.08
	32	610431	2,956	83,47,381	8,435	99,74,203	2,04,018	22,57,38,546	0.39	0.94	175	8,78,214	13,548	1,89,83,749	0.28	0.79	0.31
	33	940490	3,89,641	14,40,548	3,43,913	1,74,22,219	1,02,38,487	24,24,29,283	6.40	0.47	13,768	1,53,102	6,33,011	2,08,89,594	2.97	0.72	4.60
	34	630491	56,978	49,62,867	17,574	29,24,317	10,09,155	6,35,19,696	0.72	0.38	791	2,70,982	34,306	43,65,362	0.37	0.49	0.36
	35	580430	1,997	3,76,883	0	5,98,825	11,716	1,23,65,096	5.59	0.00	2	7,130	49	3,12,871	1.79	0.17	0.92
	36	580810	7,026	3,76,883	39,606	5,98,825	2,33,053	1,23,65,096	0.99	3.51	7	7,130	9,866	3,12,871	0.03	1.67	1.65
	37	640610	3,18,161	27,85,993	59,757	76,14,737	36,92,718	14,43,85,644	4.47	0.31	64,176	4,48,810	1,99,786	1,24,62,444	8.92	0.63	2.80
	38	580410	10,318	3,76,883	2,410	5,98,825	6,57,004	1,23,65,096	0.52	0.08	7	7,130	7,156	3,12,871	0.04	0.43	0.22
	39	630411	1,192	49,62,867	211	29,24,317	1,77,009	6,35,19,696	0.09	0.03	106	2,70,982	1,746	43,65,362	0.98	0.14	0.01

Fig 14: Table showing Unit Value Analysis of India & Germany and in 2017 (Hand knitted & Hand Crocheted Embroideries)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
28	580500	58050010	58050000	4	386	10	USA	104	161	646	Poland	96	341	282	China	30	493	61	Korea,	15	284	53	witzerland	15	41	366	
29	581010	58101000	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
30	581092	58109210	58109210	1,735	45,908	38	China	5,291	99,515	53	Romania	4,339	23,249	187	Turkey	3,126	91,018	34	ech Repub	2,550	39,661	64	pei, Chine	1,637	13,593	120	
31	581100	58110010 58110020	58110000	32	1,266	25	Poland	1,345	36,639	37	Italy	1,249	47,803	26	UK	641	23,324	27	ech Repub	580	18,795	31	France	433	11,249	38	
32	610431	61043100	61043100	175	2,605	67	China	3,185	55,061	58	Italy	2,012	14,764	136	Hungary	1,915	16,149	85	Romania	931	12,025	77	Ukraine	797	16,149	49	
33	940490	94049099	94049090	13,730	28,96,430	4.74	China	1,89,457	3,35,47,200	5.65	Poland	1,76,381	2,65,61,700	6.64	Lithuania	26,605	42,75,120	6.22	Hungary	15,761	9,96,033	16	Bulgaria	12,953	25,02,290	5.18	
34	630491	63049190	63049100	791	61,053	13	China	16,935	18,53,050	9.14	Turkey	3,451	2,28,532	15	France	1,579	21,024	75	Austria	1,168	84,924	14	etherlands	783	63,841	12	
35	580430	58043000	58043000	2	37	54	China	42	948	44	Turkey	4	121	33													
36	580810	58081090	58081000	7	447	16	France	3,934	98,324	40	China	863	84,604	10	witzerland	764	18,298	42	Spain	749	22,098	34	USA	625	9,431	66	
37	640610	64061010	64061010	62,599	10,01,160	63	Bosnia and Herzegovina	18,373	4,24,232	43	Brazil	14,607	3,07,125	48	Croatia	10,055	1,79,205	56	Spain	9,285	3,50,303	27	Romania	6,369	1,22,216	52	
38	580410	58041090	58041090	6	147	41	Turkey	3,946	1,57,856	25	witzerland	791	12,379	64	France	382	5,157	74	Italy	245	8,795	28	China	151	12,378	12	
39	630411	63041100	63041100	106	9,815	11	China	1,169	1,80,655	6.47	Turkey	256	33,029	7.75	USA	115	19,267	5.97	Poland	45	6,511	6.91	Nepal	26	138	188	

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 15: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	611710	0.83	0.79	61171020	499	61171000	1,18,530	55	444

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	611710	61171020	499	55	0.83	0.42	0.72	9.6	27	444

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

By taking a close look at the table above, it is clear that Indian export potential for shawls in Germany is very less. India will face stiff global competition. Tariff imposed on Indian Exports is **9.6%** and UVA of India is **USD 27** whereas China's UVA is **USD 17**.

***Note:**

- For Shawls as Art wares, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 16: Table showing Tariffs data of India & Germany 2017 (Shawls as Art wares)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	competitor Country 4	Tariffs Applied	competitor Country 5	Tariffs Applied
Shawls as Art wares	40	611710	9.6	China	12	Italy	0	Germany	0	Spain	0	Netherlands	0

Fig 17. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Shawls as Art wares	40	611710	49,702	83,47,381	56,459	99,74,203	16,22,554	22,57,38,546	0.83	0.79	2,284	8,78,214	1,18,530	1,89,83,749	0.42	0.87	0.72

Fig 18: Table showing Unit Value Analysis of India & Germany and in 2017 (Shawls as Art wares)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigeria Import Data (Country 4)				Country wise Germany Import Data (Country 5)			
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value
40	611710	61171020	61171000	2,284	83,443	27	China	65,629	36,06,910	18	Italy	10,312	1,47,657	70	Turkey	6,304	2,46,835	26	Spain	4,978	1,06,460	47	Netherlands	4,428	1,61,952	27

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 19: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	830890	0.22	0.32	83089020	45	NA	0	0	0
2	560500	3.34	0.38	56050020	4281	56050000	7,714	5	7709
				56050090	8098				
3	580900	1.64	0.41	58090010	77	58090000	1,816	4	1473
				58090090	1401				

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	560500	56050020	4,281	0	3.34	0.19	1.67	4	16	7709
		56050090	8,098	168						
2	580900	58090010	77	0	1.64	0.10	3.99	5.6	47	1473
		58090090	1,401	27						

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 56050020: IMITATION ZARI THREAD
2. 56050090: OTHERS

B. Other Recommended Products:

1. 58090010: ZARI BORDERS
2. 58090090: OTHERS

- **Codes with high Export potential: 560500 (India's 6 Digits)** has a high RCA, TCI value is also good and India's Trade potential has good value but it should be noted that UVA of India is **USD 16** which is facing competition from China (**USD 14**) & Germany (**USD 9.18**). So to increase trade, India should review its pricing strategy. Tariffs levied on these codes are **4%** whereas **0%** duty is being levied on China and Germany.
- **Recommended Codes:** These codes are recommended as India has good RCA value. Trade Complementary Index between India & Germany is good. But it also be noted that Germany's global imports value is high. So by aggressive push and product innovation, India has a reasonable chance to capture the market for these codes.

- **58090010 (India's 8 Digits)** has a high RCA and India's Trade potential value is also high. Trade complementarity index **(3.99)** indicating Germany has good import or demands for these types of products. But it should be noted that Tariff imposed on India is **5.6%**. The unit value of India is **USD 47**.

***Note:**

- For Zari & Zari Goods, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits is not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 20: Table showing Tariffs data of India & Germany 2017 (Zari & Zari Goods)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Zari & Zari Goods	41	830890	2.7	Czech Republic	0	China	2.7	Hungary	0	Italy	0	Romania	0
	42	560500	4	Japan	4	Germany	0	China	0	USA	0	Belgium	0
	43	580900	5.6	Belgium	0	France	0	Portugal	0	Switzerland	0	Netherlands	0

Fig 21. Table showing RCA, TII and Trade Complementary Index of India & Germany in 2017 (Zari & Zari Goods)

*Values in USD Thousands

Category	Sr. No	HS Code	India Export to world 6 DIGIT HS code	India Export to world 2 DIGIT HS code	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT HS code	World Export 2 DIGIT HS code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Zari & Zari Goods	41	830890	3,611	5,67,714	79,147	84,96,846	19,43,865	6,68,53,267	0.22	0.32	974	57,258	1,33,569	52,84,342	0.67	0.87	0.19
	42	560500	12,437	3,87,100	10,105	27,60,086	2,42,291	2,51,97,085	3.34	0.38	5	5,399	7,714	16,06,847	0.19	0.50	1.67
	43	580900	1,478	3,76,883	587	5,98,825	29,520	1,23,65,096	1.64	0.41	4	7,130	1,816	3,12,871	0.10	2.43	3.99

Fig 22: Table showing Unit Value Analysis of India & Germany and in 2017 (Zari & Zari Goods)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)					
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value		
41	830890	83089020	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
42	560500	56050020 56050090	56050000	5	309	16	Japan	1,886	31,509	60	Turkey	1,564	1,70,448	9.18	China	1,138	79,056	14	USA	733	4,244	173	Belgium	635	12,338	51		
43	580900	58090010 58090090	58090000	4	86	47	Belgium	508	6,986	73	France	347	814	426	Portugal	261	48,919	5.34	witzerland	184	814	226	etherlands	95	29,042	3.27		

Category 7: IMITATION JEWELLERY		
S. No.	ITC HS Code	Description
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 STUDED 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 23: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC HS Code**	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1.	701810	4.62	0.15	70181010	5,225	70181019	2,950	75	2875
				70181020	14,700	70181059	1,012	7	1005
				70181090	16,689	70181090	507	4	503
2.	711311	5.67	5.37	71131110	4,623	71131100	7,25,184	701	3922
3.	711711	0.03	3.23	71171100	317	71171100	5,636	28	289
4.	711719	0.27	1.69	71171910	48,679	71171900	3,89,145	4,721	81,514
				71171920	44				
				71171990	37,512				
5.	711790	0.98	1.64	71179010	5,931	71179000	1,20,283	3,535	111266
				71179090	108,870				
6.	830890	0.22	0.32	83089031	17	NA	NA	0	0
				83089039	60	NA	NA	0	0

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	701810	70181010	5,225	1	4.60	2.04	1.01	0.7	9.65	2875
		70181020	14,700	293					17	1005
		70181090	16,689	174					44	503
2	711311	71131110	4,623	701	5.65	3.70	13.32	2.5	1,594	3922
3	711790	71179010	5,931	450	0.97	3.64	2.47	4	89	111266

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

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

B. Other Recommended Products:

1. 71179010: JEWELLERY STUDDED WITH IMITATION PERALS OR IMITATION OR SYN. STONES
- **Codes with high Export potential: 711311 (India's 6 Digits)** has high RCA, TCI value is also good and India's Trade potential has good value but it should be noted that UVA of India is **USD 1594** which is facing competition from Thailand (**USD 1,692**) & China (**USD 1,331**). So to increase trade, India should review its pricing strategy and lower down trade barriers. Tariffs levied on these codes are **2.5%**.

- **Recommended Codes:** These codes are recommended as India has a high RCA and Trade Complementary Index between India & Germany is also high. But it should also be noted that Germany's global imports value is high. So by aggressive push and product innovation, India has a reasonable chance to capture the market for these codes.
- **70181010, 70181020 & 70181090 (India's 8 Digits)** have a high RCA and India's Trade potential has good value. Trade complementarity index (**1.01**) indicating Germany has good import or demands for these types of products. But it should be noted that Tariff imposed on India is **0.7%**. The unit value of India is **USD 9.6, USD 17 & USD 44** respectively.

***Note:**

- For Imitation Jewellery, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 24: Table showing Tariffs data of India & Germany 2017 (Imitation Jewellery)

Category	Sr. No	HS Code	tariffs imposed on India	Competitor Country 1	tariffs Applied	Competitor Country 2	tariffs Applied	Competitor Country 3	tariffs Applied	Competitor Country 4	tariffs Applied	Competitor Country 5	tariffs Applied
Imitation Jewellery	44	701810	0.7	Austria	0	Czech Republic	0	China	2.9	Poland	0	Turkey	0
	45	711311	2.5	Thailand	2.5	China	2.5	Italy	0	Hong Kong	2.5	USA	2.5
	46	711711	4	China	4	Hong Kong	4	Italy	0	Netherlands	0	Uk	0
	47	711719	4	China	4	Austria	0	Thailand	4	Switzerland	0	France	0
	48	711790	4	China	4	Netherlands	0	Poland	0	Thailand	4	Uk	0
	49	830890	2.7	Czech Republic	0	China	2.7	Hungary	0	Italy	0	Romania	0

Fig 25. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Imitation Jewellery	44	701810	36,614	6,80,693	12,346	70,15,060	8,35,295	7,15,00,255	4.60	0.15	162	31,021	16,087	62,88,317	2.04	0.22	1.01
	45	711311	43,90,131	4,25,72,929	12,52,076	1,27,78,952	1,19,56,525	65,55,95,179	5.65	5.37	21,672	1,36,326	7,25,184	1,68,80,526	3.70	2.36	13.32
	46	711711	317	4,25,72,929	11,102	1,27,78,952	1,76,513	65,55,95,179	0.03	3.23	28	1,36,326	5,636	1,68,80,526	0.62	1.24	0.03
	47	711719	86,235	4,25,72,929	1,62,325	1,27,78,952	49,27,729	65,55,95,179	0.27	1.69	4,721	1,36,326	3,89,145	1,68,80,526	1.50	3.07	0.83
	48	711790	1,14,802	4,25,72,929	58,327	1,27,78,952	18,27,622	65,55,95,179	0.97	1.64	3,535	1,36,326	1,20,283	1,68,80,526	3.64	2.56	2.47
	49	830890	3,611	5,67,714	79,147	84,96,846	19,43,865	6,68,53,267	0.22	0.32	974	57,258	1,33,569	52,84,342	0.67	0.87	0.19

Fig 26: Table showing Unit Value Analysis of India & Germany and in 2017 (Imitation Jewellery)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
44	701810	70181010	70181019	75	7,776	9.65	Czech Republic	2,110	1,79,212	12	China	379	23,542	16	Turkey	161	4,050	40	Taipei, Chinese	71	14,628	4.85	Japan	48	2,599	18	
		70181020	70181059	7	421	17	Turkey	562	11,822	48	Austria	309	1,847	167	China	101	3,531	29	Netherlands	6	34	176	Italy	6	23	261	
		70181090	70181090	4	91	44	China	219	24,436	8.96	Italy	110	1,339	82	Thailand	55	5,829	9.44	Hong Kong	27	650	42	Switzerland	26	478	54	
45	711311	71131110	71131100	21,672	13,595	1,594	Thailand	5,66,275	3,34,656	1,692	China	59,641	44,801	1,331	Italy	16,053	11,939	1,345	Hong Kong	10,484	11,360	923	USA	10,470	2,279	4,594	
46	711711	71171100	71171100	28	148	189	China	3,474	12,080	288	Hong Kong	576	2,196	262	Italy	501	1,171	428	Netherlands	491	1,797	273	UK	172	957	180	
47	711719	71171910	71171900	4,721	53,206	89	China	2,14,077	28,19,870	76	Austria	68,769	1,11,587	616	Thailand	14,124	37,053	381	Switzerland	11,887	6,870	1,730	France	11,596	16,521	702	
		71171920																									
		71171990																									
48	711790	71179010 71179090	71179000	3,535	82,497	43	China	69,196	17,38,560	40	Netherlands	9,482	11,35,620	8.35	Poland	6,148	15,409	399	Thailand	4,925	21,196	232	Uk	4,743	1,57,098	30	
49	830890	83089031	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
		83089039	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Category 8: ATTARS & AGARBATIES		
S. No.	ITC HS Code	Description
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 27: Table showing RCA, Global export-import data of India & Germany and India's Trade Potential in 2017 (Attars & Agarbatics)

***Values in USD Thousands**

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	330190	25.49	0.39	33019031	8905	33019090	8,252	394	7858
2	330741	21.62	0.04	33074100	123393	33074100	3,106	861	2245
3	330749	0.56	0.49	33074900	20359	33074900	1,32,624	558	757

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	330190	33019031	8,905	1	25.49	63.88	14.87	0	20	7858
2	330741	33074100	1,23,393	701	21.62	47.40	2.65	0	8.38	2245

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

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

- **Codes with high Export potential:** have a high RCA and India's Trade potential has good value but it should be noted that Trade Intensity between both countries is Excellent. Tariffs imposed on these codes are **0%**.
- **330190 (India's 6 Digits), 33019031 (India's 8 Digits)** have a high RCA and India's Trade potential has good value. Trade intensity & Trade complementarity index between both countries are good. Tariffs are 0% and UVA of India is **USD 20**. India is facing strong completion from Brazil (**USD 6.34**), France (**USD 3.74**) & Turkey (**USD 4.54**).
- **330741 (India's 6 Digits), 33074100 (India's 8 Digits)** has very good RCA & Trade intensity between both countries are good, Tariffs are **0%** and UVA of India is **USD 8.38**. India is facing strong completion from France (**USD 15**), Poland (**USD 8.16**) & China (**USD 19**).

***Note:**

- For Attars & Agarbatties, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 28: Table showing Tariffs data of India & Germany 2017 (Attars & Agarbaties)

Category	Sr. No	HS Code	tariffs imposed on India	Competitor Country 1	tariffs Applied	Competitor Country 2	tariffs Applied	Competitor Country 3	tariffs Applied	Competitor Country 4	tariffs Applied	Competitor Country 5	tariffs Applied
Attars & Agarbaties	50	330190	0	Brazil	2.1	China	2.1	Sri Lanka	0	USA	2.1	Uk	0
	51	330741	0	France	0	Poland	0	China	6.5	Netherlands	0	Japan	6.5
	52	330749	0	Netherlands	0	Italy	0	Poland	0	China	6.5	France	0

Fig 29. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Attars & Agarbaties	50	330190	3,90,587	18,21,620	34,414	1,06,03,645	10,88,628	12,94,30,785	25.49	0.39	14,830	47,321	39,697	80,92,190	63.88	0.58	14.87
	51	330741	1,23,393	18,21,620	1,275	1,06,03,645	4,05,460	12,94,30,785	21.62	0.04	861	47,321	3,106	80,92,190	47.40	0.12	2.65
	52	330749	20,359	18,21,620	1,02,731	1,06,03,645	25,71,211	12,94,30,785	0.56	0.49	558	47,321	1,32,624	80,92,190	0.72	0.83	0.46

Fig 30: Table showing Unit Value Analysis of India & Germany and in 2017 (Imitation Jewellery)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)			
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value
50	330190	33019031	33019090	394	19,270	20	Brazil	2,766	4,36,509	6.34	France	980	2,61,727	3.74	Turkey	705	1,55,342	4.54	USA	598	32,460	18	UK	558	19,083	29
51	330741	33074100	33074100	861	1,02,728	8.38	France	748	51,423	15	Poland	356	43,654	8.16	China	278	14,503	19	Netherlands	181	15,139	12	Japan	139	2,004	69
52	330749	33074900	33074900	558	1,19,317	4.68	Netherlands	21,795	44,17,160	4.93	Italy	19,479	24,25,510	8.03	Poland	17,745	76,25,670	2.33	China	10,363	21,26,920	4.87	France	10,235	33,16,740	3.09

Miscellaneous Handicrafts		
S. No.	ITC HS Code	Description
1. MUSICAL INSTRUMENTS		
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
2. ARTICLE OF TORTOISE		
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
3. STUFFED ANIMALS		
1	97050010	STUFFED ANIMALS & BIRDS (TAXIDERMY)
2	97050090	OTHERS-COLECTNS & COLLECTRS PIECS OF ZOOLOGICL BOTANICL,MINERALOGICL,ANATOMICL,HISTORICL ARCHAEOLOGICL,ETHNOGRAPHIC/NUMSMATC INTERST
4. LEATHER GOODS		
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

5. ARTICLES OF WICKER, BAMBOO ETC.		
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
6. ANTIQUES		
1	97060000	ANTIQUES OF AN AGE EXCDNG ONE HUNDRED YRS
7. ARTICLES OF FUR, FEATHERS & HUMAN HAIRS		
1	67010010	FEATHERS DUSTERS
8. ARTICLES OF GRASS & NATURAL FIBRE		
1	46019900	PLNTS & SMLR PRDCTS OF PLATNG MATRLS PLATS& SMLR PRODCTS PLACD SIDE BY SIDE & BOUND TOGETHER IN FORM OF SHEETS (E.G.MATS ETC)
2	46012900	COIR MATS & MATTING BOUND IN PARALLEL STAND
9. ARTICLES OF PAPER MACHE		
1	48237030	ARTICLES MADE OF PAPER MACHE OTHER THAN ARTWARE.
10. HATWARES		
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

11. SCULPTURE		
1	97030020	ORIGNL SCLPTRS & STATUARY IN STONE
2	97030090	ORIGNL SCLPTRS & STATUARY IN OTHR MATRLS
3	68159990	OTHERS-OTHER ARTCLS OF STONES/OTHR MINRLS
12. PAINTINGS		
1	97011010	MADHUBANI PAINTINGS(ON TXTLS)
2	97011020	KALAMKARI PAINTINGS(ON TXTLS)
3	97011030	RAJASTHANI PAINTINGS(ON TXTLES)
4	97011090	OTHERS-PAINTINGS,DRAWINGS & PASTELS
13.POTTERY & GLASS WARE		
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
14. OTHER HANDICRAFTS		
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 31: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	920290	0.35	0.32	92029000	723	92029080	8,937	40	683
2	920590	0.61	1.35	92059090	793	92059090	43,702	29	764
3	920600	2.83	1.07	92060000	3197	92060000	50,705	1,656	1541
4	920590	0.61	1.35	92059010	48	92059000	0	0	0

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	920600	92060000	3197	394	2.83	6.68	3.09	0	29	1541

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

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

B. Other Recommended Products:

Nil

- **Codes with high Export potential: 920600 (India's 6 Digits)** has a high RCA, TCI value is also good and India's Trade potential has good value but it should be noted that UVA of India is **USD 29** which is facing competition from Netherlands (**USD 29**) & China (**USD 9.14**). So to increase trade, India should review its pricing strategy and lower down trade barriers. Tariffs levied on these codes are **0%**.

***Note:**

- For Misc. Handicrafts-Musical Instruments, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 32: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts-Musical Instruments)

Category	Sr. No	HS Code	tariffs imposed on India	Competitor Country 1	tariffs Applied	Competitor Country 2	tariffs Applied	Competitor Country 3	tariffs Applied	Competitor Country 4	tariffs Applied	Competitor Country 5	tariffs Applied
Misc-Musical Instruments	53	920290	0	China	3.2	USA	3.2	Netherlands	0	Indonesia	0	Poland	0
	54	920590	0	Japan	3.5	Indonesia	0	China	3.5	France	0	Taipei, Chinese	3.5
	55	920600	0	China	3.2	Netherlands	0	USA	3.2	Turkey	0	Thailand	3.2
	56	920590	0	Japan	3.5	Indonesia	0	China	3.5	France	0	Taipei, Chinese	3.5

Fig 33. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc-Musical Instruments	53	920290	723	16,629	28,017	7,09,382	7,78,904	62,51,603	0.35	0.32	80	3,342	52,873	6,83,351	0.31	0.62	0.22
	54	920590	842	16,629	79,126	7,09,382	5,16,955	62,51,603	0.61	1.35	238	3,342	48,871	6,83,351	1.00	0.86	0.53
	55	920600	3,197	16,629	51,326	7,09,382	4,24,597	62,51,603	2.83	1.07	1,656	3,342	50,705	6,83,351	6.68	1.09	3.09
	56	920590	842	16,629	79,126	7,09,382	5,16,955	62,51,603	0.61	1.35	238	3,342	48,871	6,83,351	1.00	0.86	0.53

Fig 34: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts-Musical Instruments)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
53	920290	92029000	92029080	40	853	51	China	4,626	1,95,944	24	Italy	1,117	962	1,161	USA	951	5,603	170	Poland	407	16,811	24	Japan	274	2,588	106	
54	Misc: Musical Instruments	920590	92059090	92059090	29	693	42	Japan	14,872	47,437	314	Indonesia	11,335	1,07,856	105	China	5,900	1,58,034	37	France	3,603	7,524	479	Taipei, Chinese	2,835	19,834	143
55		920600	92060000	92060000	1,656	57,352	29	China	14,991	16,40,040	9.14	Netherlands	5,774	2,01,336	29	USA	5,507	1,54,657	36	Turkey	3,944	1,28,936	31	Thailand	3,558	2,83,065	13
56		920590	92059010	92059000	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

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 35: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	960190	10.65	0.52	96019020	273	96019000	6,742	1,244	5,498
				96019030	1408				
				96019040	5542				
				96019090	8002				
5	960200	10.23	0.15	96020010	73,229	96020000	64,177	32	1016

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	960190	96019020	273	1	10.65	19.02	9.44	0	9.95	5,498
		96019030	1,408	24						
		96019040	5,542	119						
		96019090	8,002	745						
2	960200	96020010	1,048	32	10.23	2.82	12.92	0	25	1016

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

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

B. Other Recommended Products:

1. 96020010: WORKED VEGETABLE CARVING MATERIAL & ARTICLES THEREOF
- **Codes with high Export potential: 960190 (India's 6 Digits)** have a high RCA, TCI value is also good and India's Trade potential has good value but it should be noted that UVA of India is **USD 9.95** which is facing strong competition from Philippines (**USD 11**). So to increase trade, India should review its pricing strategy. Tariffs levied on these codes are **0%**.
 - **Recommended Codes:** These codes are recommended as India has a high RCA. Trade Complementary Index between India & Germany is good. But it should also be noted that Germany's global imports value is high. So by aggressive push and product innovation, India has a reasonable chance to capture the market for these codes.
 - **96020010 (India's 8 Digits)** have good RCA and India's Trade potential is high. Trade complementarity index (**12.92**) indicating Germany has good import or demand for these types of products. But it should be noted that Tariffs imposed on India is **0%**. The unit value of India is **USD 25**.

***Note:**

- For Misc. Handicrafts-Articles of Tortoise, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 36: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts-Articles of Tortoise)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc Articles of Tortoise	57	960190	0	Philippines	0	China	0	Hong Kong	0	Namibia	0	Indonesia	0
	58	960200	0	Belgium	0	France	0	Spain	0	Colombia	0	China	2.2

Fig 37. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Articles of Tortoise	57	960190	15,273	5,43,034	5,967	43,03,880	1,33,452	5,05,27,310	10.65	0.52	1,244	27,941	6,742	28,79,993	19.02	0.89	9.44
	58	960200	98,086	5,43,034	11,743	43,03,880	8,91,868	5,05,27,310	10.23	0.15	1,756	27,941	64,177	28,79,993	2.82	1.26	12.92

Fig 38: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts-Articles of Tortoise)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
57	Misc: Articles of Tortoise	960190	96019020	96019000	1,244	1,11,653	9.95	Philippines	1,263	1,26,901	11	China	1,015	47,623	21	Hong Kong	923	459	2,011	Namibia	271	5,042	54	Indonesia	233	18,295	13
		96019030																									
		96019040																									
		96019090																									
58		960200	96020010	96020000	1,756	69,212	25	Belgium	27,578	9,51,472	29	France	11,997	2,34,715	51	Spain	7,588	1,22,562	62	Colombia	5,106	1,80,323	28	China	1,824	1,88,628	9.67

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 39: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	970500	0.25	2.28	97050010	1	97050000	1,69,839	32	10
				97050090	1098				

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

From the above table, it is clear that Indian export potential in Germany is very less. India will face global competition. Tariffs imposed on Indian Exports are **0%** and **the UVA of India is USD 21** whereas the USA's UVA is **USD 9.43**.

***Note:**

- For Misc. Handicrafts-Stuffed Animals, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 40: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts- Stuffed Animals)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc Stuffed Animals	59	970500	0	USA	0	Switzerland	0	Japan	0	China	0	Australia	0

Fig 41. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Stuffed Animals	59	970500	1,099	94,494	96,673	9,19,086	12,70,802	2,75,80,551	0.25	2.28	32	504	1,69,839	7,49,974	0.28	4.91	1.24

Fig 42: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Stuffed Animals)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Germany Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
59	Misc: Stuffed Animals	970500	97050010 97050090	97050000	33	1,600	21	USA	1,12,865	1,19,73,400	9.43	Switzerland	27,450	14,19,790	19	Japan	5,990	2,98,897	20	China	4,674	7,876	593	Australia	2,888	15,908	182

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 43: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	420229	2.08	0.41	42022910	26,695	42022900	2,33,581	446	26249
2	420231	3.13	1.18	42023110	662	42023100	2,33,581	2	660
3	420239	0.61	0.78	42023910	2151	42023900	21,414	358	1793
4	640320	3.24	0.27	64032040	332	64032000	8,350	81	251

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	420229	42022910	26,695	937	2.08	0.34	0.88	0	27	26249

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 42022910: HANDBAGS OF OTHER MATERIALS EXCLUDING WICKER WORK OR BASKET WORK

B. Other Recommended Products:

Nil

- **Codes with high Export potential: 420229 (India's 6 Digits)** have a high RCA, TCI value is less and India's Trade potential has good value but it should be noted that UVA of India is **USD 27** which is facing competition from China (**USD 17**). So to increase trade, India should review its pricing strategy and lower down trade barriers. Tariffs levied on these codes are **0%**.

***Note:**

- For Misc. Handicrafts-Leather Goods, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 44: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts-Leather Goods)

Misc Leather Goods	60	420229	0	China	3.7	Italy	0	France	0	Netherlands	0	Czech Republic	0
	61	420231	0	Italy	0	China	3	France	0	Thailand	0	Poland	0
	62	420239	0	China	3.7	Italy	0	France	0	Netherlands	0	Austria	0
	63	640320	4.5	Italy	0	Netherlands	0	Austria	0	Spain	0	Switzerland	0

Fig 45. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Leather Goods	60	420229	35,534	24,10,114	7,461	25,52,327	5,53,256	7,80,74,481	2.08	0.41	446	4,40,615	13,945	46,34,177	0.34	0.42	0.88
	61	420231	4,60,455	24,10,114	1,83,543	25,52,327	47,60,663	7,80,74,481	3.13	1.18	88,087	4,40,615	2,33,581	46,34,177	3.97	0.83	2.59
	62	420239	7,290	24,10,114	9,819	25,52,327	3,85,016	7,80,74,481	0.61	0.78	358	4,40,615	21,414	46,34,177	0.18	0.94	0.57
	63	640320	13,218	27,85,993	3,061	76,14,737	2,11,667	14,43,85,644	3.24	0.27	81	4,48,810	8,350	1,24,62,444	0.27	0.46	1.48

Fig 46: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts-Leather Goods)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Germany Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
60	Misc: Leather Goods	420229	42022910	42022900	446	16,242	27	China	4,972	3,00,644	17	Italy	2,604	28,003	93	France	2,375	79,729	30	Netherlands	906	28,767	31	Czech Republic	623	10,378	60
61		420231	42023110	42023100	88,087	21,63,840	41	Italy	45,372	2,13,315	213	China	40,794	8,74,949	47	France	13,997	31,745	441	Thailand	8,807	71,457	123	Poland	4,516	83,164	54
62		420239	42023910	42023900	358	10,900	33	China	11,887	11,47,680	10	Italy	4,068	34,628	117	France	1,421	8,944	159	Netherlands	1,075	24,089	45	Austria	763	7,915	96
64		640320	64032040	64032000	81	3,354	24	Italy	3,813	31,536	121	Netherlands	1,023	22,525	45	Spain	605	9,806	62	Switzerland	473	7,017	67	Viet Nam	273	11,953	23

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 47: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	460211	0.10	0.64	46021100	190	46021100	10,114	0	0
2	460212	0.02	1.03	46021200	27	NA	0	0	0
3	460219	1.18	0.85	46021911	25	46021990	54,888	0	8927
				46021919	6441				
				46021990	3151				
4	940381	0.15	0.99	94038100	37	NA	0	0	0
5	940389	0.90	0.34	94038900	14211	94038900	70,221	0	13975

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	460219	46021911	25	0	1.18	1.81	1.15	0	6.49	8927
		46021919	6,441	1,763						
		46021990	3,151	384						

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 46021911: PALM LEAF BASKET ETC.
2. 46021919: PALM LEAF ITEMS OTHER THEN BASKETS
3. 46021990: OTHERS - BASKETWORK, WICKERWORK AND OTHER ARTICLES, MADE DIRECTLY TO SHAPE FROM PLAITING MATERIALS OR MADE UP FROM GOODS OF HEADING 4601; ARTICLES OF LOOFAH.

B. Other Recommended Products:

Nil

- **Codes with high Export potential: 460219 (India's 6 Digits)** has a high RCA, TCI value is good and India's Trade potential has good value but it should be noted that UVA of India is **USD 6.49** which is facing competition from China (**USD 5**). So to increase trade, India should review its pricing strategy and lower down trade barriers. Tariffs levied on these codes are **0%**.

***Note:**

- For Misc. Handicrafts- Articles of Wicker, Bamboo etc. India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 48: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts- Articles of Wicker, Bamboo etc)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc Articles of Wicker, Bamboo etc	64	460211	0	China	3.7	Viet Nam	0	Netherlands	0	Indonesia	0	Slovakia	0
	65	460212	0	Indonesia	0	China	3.7	Viet Nam	0	Netherlands	0	Myanmar	0
	66	460219	0	China	3	Viet Nam	0	Poland	0	Bangladesh	0	Netherlands	0
	67	940381	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
	68	940389	0	China	5.6	Austria	0	Netherlands	0	cv	0	Switzerland	0

Fig 49. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Articles of Wicker, Bamboo etc	64	460211	190	18,947	3,232	51,599	2,25,483	23,20,089	0.10	0.64	18	913	10,114	1,31,695	0.26	0.79	0.08
	65	460212	27	18,947	3,895	51,599	1,69,477	23,20,089	0.02	1.03	44	913	15,240	1,31,695	0.42	1.58	0.03
	66	460219	9,617	18,947	18,918	51,599	9,95,605	23,20,089	1.18	0.85	690	913	54,955	1,31,695	1.81	0.97	1.15
	67	940381	153	14,40,548	11,793	1,74,22,219	1,66,406	24,24,29,283	0.15	0.99	9	1,53,102	18,620	2,08,89,594	0.07	1.30	0.20
	68	940389	14,211	14,40,548	64,802	1,74,22,219	26,60,193	24,24,29,283	0.90	0.34	236	1,53,102	70,221	2,08,89,594	0.46	0.31	0.28

Fig 50: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Articles of Wicker, Bamboo etc)

***Values in USD Thousands, Quantity in Kgs**

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)							
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value				
66	460211	46021100	46021100	18	2,979	6.04	China	6,792	14,29,690	4.75	Viet Nam	2,065	3,60,558	5.73	Netherlands	541	66,009	8.2	Indonesia	270	79,687	3.39	Slovakia	74	7,920	9.34				
67	460212	46021200	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA			
68	Misc: Articles of Wicker, Bamboo etc.	46021911	46021990	690	1,06,395	6.49	China	32,219	60,75,860	5	Viet Nam	10,546	22,48,190	5	Poland	3,028	7,58,503	4	Bangladesh	1,773	3,13,545	6	Netherlands	1,758	2,42,044	7				
		46021919																												
		46021990																												
69	940381	94038100	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA			
70	940389	94038900	94038900	236	35,075	6.73	China	16,861	86,77,430	1.94	Austria	10,813	10,59,140	10	Netherlands	6,089	3,70,086	16	Poland	5,212	8,37,186	6.23	Switzerland	5,158	3,03,389	17				

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 51: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	970600	0.38	0.82	97060000	3,232	NA	0	0	0

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

From the above table, it is clear that Indian export potential in Germany is Nil. India will face global competition. Tariffs imposed on Indian Exports are **0%**.

***Note:**

- For Misc. Handicrafts- Antiques. India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

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 54: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	670100	0.00	1.50	67010010	3	NA	0	0	0

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

From the above table, it is clear that Indian export potential in Germany is Nil. India will face global competition. Tariffs imposed on Indian Exports are **0%**.

***Note:**

- For Misc. Handicrafts- Articles of Fur, Feather etc. India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

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 58: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	482370	0.80	0.62	48237030	1380	48237090	23,876	13	1367

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

From the above table, it is clear that Indian export potential in Germany is Nil. India will face global competition. Tariffs imposed on Indian Exports are **0%**.

***Note:**

- For Misc. Handicrafts- Articles of Paper Mache India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 59: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts Articles of Paper Mache)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc PAPER MACHE	73	482370	0	Netherlands	0	Denmark	0	Hungary	0	China	0	Czech Republic	0

Fig 60. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc PAPER MACHE	73	482370	4,744	12,85,997	57,291	2,02,78,225	7,38,352	16,09,34,043	0.80	0.62	13	10,226	83,985	1,40,39,086	0.21	1.30	1.05

Fig 61: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Articles of Paper Mache)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Germany Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
74	Misc: Articles of Paper Mache	482370	48237030	48237090	13	595	22	China	6,825	24,70,400	2.76	Czech Republic	5,254	84,36,560	0.62	Bulgaria	3,668	79,592	46	Netherlands	1,741	12,39,100	1.41	France	1,593	8,51,598	1.87

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 62: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	650400	0.94	0.57	65040000	1661	65040000	20,260	6	1655
2	650500	0.68	0.82	65050090	15596	65050090	1,95,436	1,081	14515

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

Nil

From the above table, it is clear that Indian export potential in Germany has some value. But the value of RCA is weak depicting India's lack of capacity. India will also face global competition. Tariffs imposed on Indian Exports are **0%**.

***Note:**

- For Misc. Handicrafts- Articles of Hat Wares India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 63: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts Articles of Hat Wares)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc Hat Wares	74	650400	0	China	0	Italy	0	Netherlands	0	Belgium	0	Ecuador	0
	75	650500	0	China	3.5	Bangladesh	0	Netherlands	0	Italy	0	Poland	0

Fig 64. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Hat Wares	74	650400	1,661	41,470	11,836	4,86,289	4,03,242	94,75,969	0.94	0.57	6	2,889	20,260	6,71,262	0.07	0.71	0.67
	75	650500	15,684	41,470	2,22,815	4,86,289	52,80,548	94,75,969	0.68	0.82	1,978	2,889	3,49,227	6,71,262	1.32	0.93	0.63

Fig 65: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Articles of Hat Wares)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigeria Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
75	Misc. Articles of Hat Wares	650400	65040000	65040000	6	344	17	China	10,935	4,78,410	23	Italy	2,482	41,441	60	Netherlands	1,818	56,257	32	Belgium	1,467	36,728	40	Ecuador	1,258	8,236	153
76		650500	65050090	65050090	1,703	57,025	30	China	1,23,715	58,30,620	21	Netherlands	7,813	2,99,544	26	Italy	7,467	1,08,804	69	Poland	7,232	1,70,179	42	Faipei, Chinese	6,450	1,10,255	59

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 66: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	970300	0.88	1.40	97030020	5,210	97030000	1,09,688	249	11054
				97030090	6,093				
2	681599	2.45	1.08	68159990	99,594	68159900	1,00,685	679	98915

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	681599	68159990	99,594	1,783	2.45	0.32	2.24	0	3.5	98915

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

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

B. Other Recommended Products:

Nil

- **Codes with high Export potential: 681599 (India's 6 Digits)** have a high RCA, TCI value is good and India's Trade potential has good value but it should be noted that UVA of India is **USD 3.5** which is facing competition from Austria (**USD 1.61**), USA (**USD 8.48**) & China (**USD 0.82**) . So to increase trade, India should review its pricing strategy and lower down trade barriers. Tariffs levied on these codes are **0%**.

***Note:**

- For Misc. Handicrafts- Sculptures. India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig 67: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts Sculptures)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc SCULPTURE	76	970300	0	USA	0	Switzerland	0	UAE	0	Austria	0	Japan	0
	77	681599	0	Austria	0	USA	0	China	0	France	0	Poland	0

Fig 68. Table showing RCA, TII and Trade Complementary Index of India & Germany 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc SCULPTURE	76	970300	13,858	94,494	2,13,499	9,19,086	45,83,128	2,75,80,551	0.88	1.40	249	504	1,09,688	7,49,974	3.38	0.88	0.78
	77	681599	1,00,195	13,63,226	1,71,756	53,12,525	15,21,274	5,07,51,794	2.45	1.08	679	76,583	1,00,685	36,80,259	0.32	0.91	2.24

Fig 69: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Sculptures)

*Values in USD Thousands, Quantity in Kgs

S. No.	Misc: Sculptures	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)			
								Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value
77	Misc: Sculptures	970300	97030020 97030090	97030000	249	8,440	30	USA	45,809	91,366	501	Switzerland	37,893	60,962	622	UAE	8,144	4,060	2,006	Austria	3,227	88,620	36	Japan	2,226	1,623	1,372
78		681599	68159990	68159900	679	1,94,121	3.5	Austria	29,860	1,84,94,300	1.61	USA	22,755	26,84,780	8.48	China	19,660	2,39,41,000	0.82	France	6,736	16,98,190	3.97	Poland	3,917	35,85,150	1.09

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 70: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	970110	1.01	0.75	97011010	40	NA	3,91,022	100	62215
				97011020	0	NA			
				97011030	40	NA			
				97011090	62,315	97011000			

Analysis:**Table for recommended codes:**

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	970110	97011090	62,315	3,604	1.01	0.38	0.81	0	139	62215

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

Nil

B. Other Recommended Products:

1. 97011090: OTHERS-PAINTINGS,DRAWINGS & PASTELS

- **Recommended Codes:** These codes are recommended as India has a high RCA. But it also be noted that Germany's global imports value is high. So by aggressive push India has a good chance to capture the market for these codes.
- **97011090 (India's 8 Digits)** have good RCA and India's Trade potential good value. Tariffs imposed on India is **0%**. The unit value of India is **USD 139**.

***Note:**

- For Paintings, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Product Category: (Miscellaneous Handicrafts-Pottery & Glasswares)

Fig 74: Table showing RCA, Global export-import data of India & Germany and India's Trade Potential in 2017 (Misc Handicrafts-Pottery & Glasswares) *Values in USD Thousands

S. No.	ITC HS Code (6 digits)	RCA (India) (At 6 digit level)	RCA (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	691110	0.09	0.67	69111011	13,438	69111000	2,40,215	300	14851
				69111019	730				
				69111021	345				
				69111029	638				
2	691190	0.04	0.18	69119010	16	69119000	6,930	4	308
				69119020	58				
				69119090	238				
3	691200	0.26	0.75	69120010	1,306	69120023	67,774	152	11286
				69120020	3,943				
				69120030	76				
				69120040	2,671				
4	691310	0.00	0.41	69131000	20	69131000	29,433	0	20
5	691390	0.02	1.19	69139000	394	69139098	20,834	9	385
6	691410	0.15	0.14	69141000	1,626	69141000	7,544	87	1539
7	691490	0.53	1.10	69149000	15,323	69149000	53,388	1,670	13653
8	700992	1.71	0.35	70099200	24,816	70099200	75,025	409	24407
9	701328	0.09	1.95	70132800	883	70132810	5,663	1	882
10	701333	0.28	0.12	70133300	507	NA	0	0	0
11	701337	0.04	0.65	70133700	794	70133799	74,974	5	789
12	701391	0.05	0.16	70139100	85	NA	0	0	0
13	701341	0.01	0.36	70134100	6	NA	0	0	0
14	701349	0.45	0.32	70134900	9,611	70134910	17,857	2	9609
15	701890	0.41	0.21	70189010	786	70189010	2,442	1	785
16	702000	6.55	0.96	70200011	145	NA	0	0	0
				70200029	1,686	70200080	1,49,671	435	149236
				70200090	171,208				
17	830630	1.17	0.73	83063000	2,595	83063000	29,720	54	2541

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	702000	70200029	1,686	578	6.55	6.65	5.60	0	5.87	149236
		70200090	1,71,208	14,107						
2	700992	70099200	24,816	409	1.71	7.47	0.96	0	6.57	24407

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 70200029: OTHER GLS CHIMENEYS
2. 70200090: OTHER ARTICLES OF GLASS NES
3. 70099200: OTHER ARTICLES OF GLASS NES

B. Other Recommended Products:

Nil

Analysis:

- **Codes with high Export potential: 702000 (India's 6 Digits)** have good RCA and India's Trade potential has good value but it should be noted that UVA of India is **USD 5.60** respectively which is facing stiff completion from China (**USD 2.82**). So to increase trade, India should review its pricing strategy. Tariffs levied on these codes are **0%**.

- **700992 (India's 6 Digits)** have good RCA and India's Trade potential good value. Tariff imposed on India is **0%** and the unit value of India is **USD 6.37**. Major competitor countries are China (**USD 3.34**) & Poland (**USD 2.63**) and France with an aggressive price.

***Note:**

For Misc. Handicrafts- Pottery & Glasswares. India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken

Fig75: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts Pottery & Glasswares)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
Misc Pottery & Glass wares	79	691110	8.4	China	12	Czech Republic	0	Netherlands	0	Poland	0	Turkey	0
	80	691190	8.4	China	12	Netherlands	0	Italy	0	Poland	0	UK	0
	81	691200	2.8	China	6.3	Portugal	0	Poland	0	UK	0	Romania	0
	82	691310	2.5	China	6	Thailand	6	Netherlands	0	France	0	Taipei, Chinese	6
	83	691390	1.7	China	5.2	Netherlands	0	Viet Nam	1.7	Portugal	0	Thailand	5.2
	84	691410	1.5	China	5	Netherlands	0	France	0	Belgium	0	Poland	0
	85	691490	0	Italy	0	China	3	Netherlands	0	Viet Nam	0	Spain	0
	86	700992	0	China	4	Poland	0	Italy	0	Belgium	0	Romania	0
	87	701328	0	Slovakia	0	Netherlands	0	Czech Republic	0	Austria	0	Hungary	0
	88	701333	7.5	France	0	China	11	Portugal	0	Netherlands	0	Czech Republic	0
	89	701337	7.5	Italy	0	China	11	Czech Republic	0	Bulgaria	0	Poland	0
	90	701391	0	France	0	China	11	Czech Republic	0	Austria	0	Slovenia	0
	91	701341	7.5	France	0	Poland	0	Italy	0	China	11	Netherlands	0
	92	701349	7.5	China	11	France	0	Turkey	0	Italy	0	Czech Republic	0
	93	701890	1.1	France	0	Austria	0	China	4.5	Netherlands	0	Turkey	0
94	702000	0	Japan	3	China	3	USA	3	Switzerland	0	France	0	
95	830630	2.7	China	2.7	Sweden	0	Poland	0	Taipei, Chinese	2.7	Netherlands	0	

Fig 76. Table showing RCA, TII and Trade Complementary Index of India & Germany in 2017 (Misc. Handicrafts- Pottery & Glasswares)

*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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
Misc Pottery & Glass wares	79	691110	15,151	12,43,354	3,29,029	37,06,164	70,11,278	5,26,15,326	0.09	0.67	300	18,741	2,40,215	31,61,349	0.21	0.57	0.05
	80	691190	312	12,43,354	4,436	37,06,164	3,44,422	5,26,15,326	0.04	0.18	62	18,741	6,930	31,61,349	1.51	0.33	0.01
	81	691200	11,438	12,43,354	99,192	37,06,164	18,67,208	5,26,15,326	0.26	0.75	1,573	18,741	1,89,699	31,61,349	1.40	1.69	0.44
	82	691310	20	12,43,354	35,411	37,06,164	12,21,527	5,26,15,326	0.00	0.41	95	18,741	29,433	31,61,349	0.54	0.40	0.00
	83	691390	394	12,43,354	80,367	37,06,164	9,56,250	5,26,15,326	0.02	1.19	350	18,741	94,774	31,61,349	0.62	1.65	0.03
	84	691410	1,626	12,43,354	4,599	37,06,164	4,73,226	5,26,15,326	0.15	0.14	151	18,741	7,544	31,61,349	3.38	0.27	0.04
	85	691490	15,323	12,43,354	95,535	37,06,164	12,31,285	5,26,15,326	0.53	1.10	1,670	18,741	53,388	31,61,349	5.28	0.72	0.38
	86	700992	24,816	6,80,693	52,917	70,15,060	15,21,826	7,15,00,255	1.71	0.35	2,763	31,021	75,025	62,88,317	7.47	0.56	0.96
	87	701328	883	6,80,693	1,87,191	70,15,060	9,78,146	7,15,00,255	0.09	1.95	19	31,021	48,520	62,88,317	0.08	0.56	0.05
	88	701333	507	6,80,693	2,204	70,15,060	1,87,395	7,15,00,255	0.28	0.12	12	31,021	2,739	62,88,317	0.89	0.17	0.05
	89	701337	794	6,80,693	1,33,608	70,15,060	21,09,681	7,15,00,255	0.04	0.65	284	31,021	1,26,553	62,88,317	0.45	0.68	0.03
	90	701391	85	6,80,693	2,913	70,15,060	1,84,273	7,15,00,255	0.05	0.16	11	31,021	3,525	62,88,317	0.63	0.22	0.01
	91	701341	6	6,80,693	3,863	70,15,060	1,10,092	7,15,00,255	0.01	0.36	140	31,021	3,769	62,88,317	7.53	0.39	0.00
	92	701349	9,611	6,80,693	70,426	70,15,060	22,28,658	7,15,00,255	0.45	0.32	688	31,021	1,19,699	62,88,317	1.17	0.61	0.28
	93	701890	2,071	6,80,693	11,242	70,15,060	5,35,927	7,15,00,255	0.41	0.21	466	31,021	14,521	62,88,317	6.51	0.31	0.13
	94	702000	1,97,034	6,80,693	2,96,240	70,15,060	31,57,485	7,15,00,255	6.55	0.96	7,792	31,021	2,37,356	62,88,317	6.65	0.85	5.60
95	830630	2,595	5,67,714	24,269	84,96,846	2,60,470	6,68,53,267	1.17	0.73	288	57,258	29,720	52,84,342	0.89	1.44	1.69	

Fig 77: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Pottery & Glasswares)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Germany Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
80	691110	69111011 69111019 69111029 69111021	69111000	300	38,498	8	China	1,11,174	4,38,88,400	3	Czech Republic	27,887	50,80,080	5	Netherlands	20,704	82,66,930	3	Poland	15,452	38,90,010	4	Turkey	13,324	59,68,260	2	
81	691190	69119010 69119020 69119090	69119000	62	2910	21	China	1846	491891	3.75	Netherlands	1193	127524	9.36	Italy	925	90459	10	Poland	731	75953	9.62	UK	470	63561	7.39	
82	691200	69120010 69120020 69120030 69120040 69120090	69120023	152	44476	3.42	China	26785	11023500	2.43	Portugal	15808	7600510	2.08	Romania	8107	6590440	1.23	Thailand	5324	2842020	1.87	Netherlands	3108	751353	4.14	
83	691310	69131000	69131000	95	14,876	6.39	China	24,489	38,11,410	6.43	Thailand	1,660	97,874	17	Netherlands	1,302	1,92,033	6.78	France	224	3,414	66	Taipei, Chinese	198	7,940	25	
84	691390	69139000	69139098	241	30,578	7.88	China	11,995	37,05,160	3.24	Netherlands	3,628	14,74,110	2.46	Viet Nam	1,761	8,04,578	2.19	Portugal	806	1,84,113	4.38	Spain	364	2,34,178	1.55	
85	691410	69141000	69141000	151	23,786	6.35	China	2,977	3,29,831	9.03	Netherlands	1,619	2,64,020	6.13	France	834	1,27,341	6.55	Belgium	619	1,60,659	3.85	Poland	254	87,591	2.9	
86	691490	69149000	69149000	1,670	1,83,298	9.11	Italy	7,523	40,84,930	1.84	China	7,431	28,72,840	2.59	Netherlands	7,048	18,08,820	3.9	Viet Nam	5,508	71,85,550	0.77	Spain	5,393	20,39,610	2.64	
87	700992	70099200	70099200	2,763	4,20,818	6.57	China	44,289	1,32,46,300	3.34	Poland	10,353	39,41,940	2.63	Belgium	2,388	7,51,904	3.18	Italy	2,388	2,97,737	8.02	Romania	1,628	3,30,850	4.92	
88	701328	70132800	70132810	1	45	22	Hungary	2,621	61,892	42	Slovenia	931	32,333	29	Austria	793	7,177	110	China	442	49,400	8.95	Bulgaria	173	17,083	10	
89	701333	70133300	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
90	701337	70133700	70133799	155	49,094	3.16	Italy	13,506	1,12,78,800	1.2	China	8,986	60,19,820	1.49	Bulgaria	7,724	61,17,790	1.26	France	7,168	52,82,940	1.36	Turkey	6,846	47,60,140	1.44	
91	701391	70139100	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
92	701341	70134100	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
93	701349	70134900	70134910	2	195	10	France	8,777	51,86,950	1.69	China	3,640	15,09,250	2.41	Korea, Republic of	1,773	4,89,302	3.62	Spain	1,497	12,14,360	1.23	Turkey	598	3,49,373	1.71	
94	701890	70189010	70189010	434	29,432	15	Austria	1,639	5,219	314	USA	98	437	224	China	92	2,336	39	Switzerland	63	236	267	Italy	48	83	578	
95	702000	70200011 70200029 70200090	70200080	435	74115	5.87	China	32923	11680000	2.82	Japan	20999	133765	157	Switzerland	20981	32540	645	France	19792	6722830	2.94	Italy	12932	4159980	3.11	
96	830630	83063000	83063000	288	30,154	9.55	China	10,587	24,07,980	4.4	Sweden	5,368	9,00,444	5.96	Poland	2,331	3,13,954	7.42	China	2,101	5,78,347	3.63	Netherlands	2,000	3,83,778	5.21	

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 78: Table showing RCA, Global export-import data of India & Germany 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 (Germany) (At 6 digit level)	ITC HS Code (8 digits)	India's Global exports (At 8 digit level)	Germany's ITC Code*	Germany's Global Imports	Germany's Imports from India	India's Trade Potential
1	480210	15.40	0.00	48021010	6903	48021000	552	71	481
				48021020	298				
2	392310	0.40	0.89	39231020	1173	39231090	6,78,302	19	1154
3	340600	2.11	0.39	34060010	59660	34060000	4,19,767	484	59176
4	482390	8.60	0.66	48239018	42756	48239085	1,61,145	2,030	40726
5	940530	0.15	0.16	94053000	1502	94053000	83,905	12	1490
6	950510	3.54	0.25	95051000	49475	95051090	1,05,492	1,708	47767
7	950590	1.73	0.47	95059010	555	95059000	97,536	444	111
8	960200	10.23	0.15	96020090	23411	96020000	64,177	41	23370
9	960310	1.86	0.09	96031000	3249	96031000	3,603	25	3224
10	960899	1.00	1.05	96089910	465	96089900	21,943	277	188
11	970190	3.90	1.97	97019092	2	NA	0	0	0
12	970200	3.42	0.67	97020000	7199	97020000	21,320	12	7187
13	670290	0.05	0.86	67029090	2925	67029000	50,959	109	2816
14	960110	2.77	0.01	96011000	110	96011000	115	20	90
15	960190	10.65	0.52	96019010	49	NA	0	0	0
16	960200	10.23	0.15	96020020	398	96020000	64,177	4	394
				96020040	0	NA	0	0	0
17	970400	0.03	7.28	97040010	15	NA	0	0	0
				97040020	2	NA	0	0	0
				97040090	13	NA	0	0	0

Analysis:

Table for recommended codes:

S No.	India HS Code (6 Digit)	India HS Code (8 Digit)	India Global Export	India Export to Germany (8 Digits)	India RCA	India TII	Trade Complementary Index	Tariffs To India	UVA of India*	Trade Potential
1	340600	34060010	59,660	14,107	2.11	0.89	3.88	0	2.73	59176
2	482390	48239018	42,756	409	8.60	14.69	4.84	0	3.52	40726
3	950510	95051000	49,475	2,259	3.54	7.19	1.38	0	11	47767
4	960200	96020090	23,411	41	10.23	2.82	12.92	0	25	23370
5	960310	96031000	3,249	505	1.86	0.72	0.72	0	1.37	3224

(*UVA value in USD/Kg)

Therefore, after analyzing RCAs, Trade Complementary Index of India & Germany 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 Germany.

A. Products with high Export potential:

1. 34060010: CANDLES
2. 48239018: PRODUCT CONSISTINGS OF SHEETS OF PAPER/ RBORD, IMPREGNGTED,COTED OR COVERED WITH PLASTICS
3. 95051000: ARICLES OF CHRISTMAS
4. 96020090: OTHER WORKED VEGITABLE OR MATERIAL CARVING MATERIAL AND ARTICLES OF THESE MATERIALS MOULDED OR CARVED

B. Other Recommended Products:

1. 96031000: BROOMS & BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS

- **Codes with high Export potential: 340600 & 950510 (India's 6 Digits)** have good RCA and India's Trade potential has good value but it should be noted that UVA of India is **USD 2.73** & **USD 11** respectively, which is facing stiff completion from China, Thailand & Italy. So to increase trade, India should review its pricing strategy.

- **Recommended Codes:** These codes are recommended as India has good RCA value. But it also be noted that Germany's global imports value is also high. So by aggressive push, India has a good chance to capture the market for these codes.
- **482390 (India's 6 Digits) 48239018 (India's 8 Digits)** has a high RCA and India's Trade potential value is also high. Tariff imposed on India is **0%** and the unit value of India is **USD 3.52**. Major competitor countries are China (**USD 6.6**), France (**USD 1.19**) & Netherlands (**USD 1.62**).
- **960200 (India's 6 Digits) 96020090 (India's 8 Digits)** have a high RCA and India's Trade potential value is also high. Tariff imposed on India is **0%** and the unit value of India is **USD 25**. Major competitor countries are Belgium (**USD 29**) and France (**USD 51**).

***Note:**

- For Other Handicrafts, India's export to Germany data at 8 digits is available. However, for some codes, Germany's imports at 8 digits are not available. Therefore for every India's 8 Digit ITC HS Code, Germany's corresponding 8 digits ITC HS Code has been taken.

Fig79: Table showing Tariffs data of India & Germany 2017 (Misc. Handicrafts Other Handicrafts)

Category	Sr. No	HS Code	Tariffs imposed on India	Competitor Country 1	Tariffs Applied	Competitor Country 2	Tariffs Applied	Competitor Country 3	Tariffs Applied	Competitor Country 4	Tariffs Applied	Competitor Country 5	Tariffs Applied
OTHER HANDICRAFTS	96	480210	0	Japan	0	China	0	Netherlands	0	Switzerland	0	Spain	0
	97	392310	0	Netherlands	0	Poland	0	France	0	Italy	0	Switzerland	0
	98	340600	0	Poland	0	Netherlands	0	China	0	USA	0	Hungary	0
	99	482390	0	China	0	France	0	Netherlands	0	Belgium	0	Finland	0
	100	940530	0	China	3.7	Netherlands	0	Hong Kong	3.7	Poland	0	Switzerland	0
	101	950510	0	China	1.4	Netherlands	0	Viet Nam	0	Spain	0	Poland	0
	102	950590	0	China	2.7	Netherlands	0	Poland	0	Uk	0	France	0
	103	960200	0	Belgium	0	France	0	Spain	0	Colombia	0	China	2.2
	104	960310	0	Serbia	0	China	3.7	Sri Lanka	0	Poland	0	Hungary	0
	105	960899	0	China	2.7	Switzerland	0	Italy	0	France	0	Japan	0
	106	970190	0	USA	0	Switzerland	0	Spain	0	Austria	0	Hong Kong	0
	107	970200	0	Switzerland	0	USA	0	Italy	0	Hong Kong	0	France	0
	108	670290	0	China	4.7	Netherlands	0	Hong Kong	4.7	Belgium	0	Philippines	0
	109	960110	0	Namibia	0	South Africa	0	Hong Kong	2.7	USA	2.7	Russian Federation	2.7
110	960190	0	Philippines	0	China	0	Hong Kong	0	Namibia	0	Indonesia	0	
111	960200	0	Belgium	0	France	0	Spain	0	Colombia	0	China	2.2	
112	970400	0	Switzerland	0	Austria	0	USA	0	Uk	0	Denmark	0	

Fig 80. Table showing RCA, TII and Trade Complementary Index of India & Germany in 2017 (Misc. Handicrafts- 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	Germany Export to world 6 DIGIT HS code	Germany Export to world 2 DIGIT HS code	World Export 6 DIGIT H S code	World Export 2 DIGIT H S code	INDIA RCA	Germany RCA	Germany Import from India 6 DIGIT	Germany Import from India 2 DIGIT	Germany Import from WORLD 6 DIGIT	Germany Import from WORLD 2 DIGIT	TII	Germany Import RCA	Trade Complementary Index
OTHER HANDICRAFTS	96	480210	7,201	12,85,997	0	2,02,78,225	58,506	16,09,34,043	15.40	0.00	71	10,226	552	1,40,39,086	176.58	0.11	1.67
	97	392310	46,561	59,25,641	11,14,822	6,36,04,314	1,16,52,537	59,38,93,938	0.40	0.89	604	2,11,235	7,00,970	4,44,67,654	0.18	0.80	0.32
	98	340600	60,275	5,64,731	1,69,912	84,88,168	29,91,809	5,90,18,561	2.11	0.39	684	8,220	4,19,767	44,89,330	0.89	1.84	3.88
	99	482390	2,65,749	12,85,997	3,19,914	2,02,78,225	38,68,935	16,09,34,043	8.60	0.66	2,033	10,226	1,90,056	1,40,39,086	14.69	0.56	4.84
	100	940530	1,502	14,40,548	19,915	1,74,22,219	16,86,152	24,24,29,283	0.15	0.16	12	1,53,102	83,905	2,08,89,594	0.02	0.58	0.09
	101	950510	49,475	3,02,502	61,871	54,49,281	52,24,747	11,29,65,796	3.54	0.25	2,454	18,883	1,41,855	78,47,531	7.19	0.39	1.38
	102	950590	9,892	3,02,502	48,006	54,49,281	21,38,460	11,29,65,796	1.73	0.47	444	18,883	97,536	78,47,531	1.89	0.66	1.13
	103	960200	98,086	5,43,034	11,743	43,03,880	8,91,868	5,05,27,310	10.23	0.15	1,756	27,941	64,177	28,79,993	2.82	1.26	12.92
	104	960310	3,249	5,43,034	1,281	43,03,880	1,62,578	5,05,27,310	1.86	0.09	25	27,941	3,603	28,79,993	0.72	0.39	0.72
	105	960899	3,944	5,43,034	32,906	43,03,880	3,66,711	5,05,27,310	1.00	1.05	941	27,941	21,943	28,79,993	4.42	1.05	1.05
	106	970190	6,696	94,494	32,905	9,19,086	5,01,300	2,75,80,551	3.90	1.97	12	504	16,838	7,49,974	1.06	1.24	4.82
	107	970200	7,199	94,494	13,640	9,19,086	6,14,238	2,75,80,551	3.42	0.67	12	504	21,320	7,49,974	0.84	1.28	0.04
	108	670290	2,928	2,39,903	28,221	1,38,528	19,12,386	80,41,251	0.05	0.86	251	704	50,959	2,28,020	1.60	0.94	0.05
	109	960110	110	5,43,034	2	43,03,880	3,690	5,05,27,310	2.77	0.01	20	27,941	115	28,79,993	17.93	0.55	1.52
	110	960190	15,273	5,43,034	5,967	43,03,880	1,33,452	5,05,27,310	10.65	0.52	1,244	27,941	6,742	28,79,993	19.02	0.89	9.44
111	960200	98,086	5,43,034	11,743	43,03,880	8,91,868	5,05,27,310	10.23	0.15	1,756	27,941	64,177	28,79,993	2.82	1.26	12.92	
112	970400	15	94,494	31,222	9,19,086	1,28,662	2,75,80,551	0.03	7.28	76	504	20,602	7,49,974	5.49	5.89	0.20	

Fig 81: Table showing Unit Value Analysis of India & Germany and in 2017 (Misc. Handicrafts- Other Handicrafts)

*Values in USD Thousands, Quantity in Kgs

S. No.	ITC HS Code (6 digits)	ITC HS Code (8 digits)	Germany ITC HS Code	Germany imports from India (At 8 digit level) (Value)	Germany imports from India (At 8 digit level) (Qty)	India's Unit Value	Country wise Germany Import Data (Country 1)				Country wise Germany Import Data (Country 2)				Country wise Germany Import Data (Country 3)				Country wise Nigerias Import Data (Country 4)				Country wise Germany Import Data (Country 5)				
							Country 1	Value	Qty	Unit Value	Country 2	Value	Qty	Unit Value	Country 3	Value	Qty	Unit Value	Country 4	Value	Qty	Unit Value	Country 5	Value	Qty	Unit Value	
97	480210	48021010 48021020	48021000	71	7605	9.34	Japan	188	7833	24	China	64	5407	12	Netherlands	42	2621	16	witzerland	36	565	64	Spain	31	940	33	
98	392310	39231020	39231090	604	1,07,696	5.61	Netherlands	1,21,521	6,69,00,500	1.82	Poland	84,763	2,60,49,700	3.25	France	79,459	1,93,41,400	4.11	Italy	47,411	1,60,83,300	2.95	Switzerland	37,404	2,69,03,906	1.39	
99	340600	34060010	34060000	684	2,50,845	2.73	Poland	1,97,553	9,77,06,600	2.02	Netherlands	62,593	2,75,66,900	2.27	China	50,429	1,53,51,700	3.28	USA	27,282	16,89,310	16	Hungary	24,466	1,21,75,100	2.01	
100	482390	48239018	48239085	2,030	5,76,091	3.52	China	24,659	37,37,430	6.6	France	22,531	1,89,18,500	1.19	Netherlands	16,358	1,01,23,600	1.62	Belgium	15,356	19,51,210	7.87	Finland	13,253	1,23,74,800	1.07	
101	940530	94053000	94053000	12	1,475	8.14	China	64,620	54,64,480	12	Netherlands	9,985	9,37,948	11	Hong Kong	2,532	1,26,348	20	Poland	2,459	62,751	39	Switzerland	1,706	7,68,903	2.22	
102	950510	95051000	95051090	1,708	1,51,336	11	China	76,403	97,15,830	7.86	Netherlands	13,054	23,25,940	5.61	Spain	2,433	2,60,401	9.34	Viet Nam	1,234	3,85,890	3.2	Belgium	1,167	1,07,140	11	
103	950590	95059010	95059000	444	33,341	13	China	65,274	74,33,170	8.78	Netherlands	8,350	9,92,038	8.42	Poland	3,498	2,43,819	14	UK	1,912	1,65,391	12	France	1,745	41,320	42	
104	960200	96020090	96020000	1,756	69,212	25	Belgium	27,578	9,51,472	29	France	11,997	2,34,715	51	Spain	7,588	1,22,562	62	Colombia	5,106	1,80,323	28	China	1,824	1,88,628	9.67	
105	960310	96031000	96031000	25	18,298	1.37	Serbia	1,466	7,29,946	2.01	China	706	3,06,374	2.3	Sri Lanka	331	1,53,734	2.15	Poland	184	39,061	4.71	Hungary	129	58,335	2.21	
106	960899	96089910	96089900	941	34,167	28	China	3,463	1,44,440	24	Switzerland	2,913	1,37,984	21	Italy	2,850	1,66,699	17	France	2,485	3,744	664	Japan	2,455	19,700	125	
107	970190	97019092	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
108	970200	97020000	97020000	12	181	66	Switzerland	9,313	2,985	3,120	USA	7,193	8,754	822	Italy	1,787	4,637	385	Hong Kong	1,721	31	55,516	France	400	197	2,030	
109	670290	67029090	67029000	251	23,540	11	China	46,194	39,78,970	12	Netherlands	2,331	1,89,828	12	Hong Kong	433	27,665	16	Belgium	243	46,835	5.19	Philippines	201	32,456	6.19	
110	960110	96011000	96011000	20	190	105	Namibia	41	267	154	South Africa	19	88	216	Hong Kong	9	5	1,800	USA	6	34	176	ssian Federati	5	3	1,667	
111	960190	96019010	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
112	960200	96020020	96020000	1,756	69,212	25	Belgium	27,578	9,51,472	29	France	11,997	2,34,715	51	Spain	7,588	1,22,562	62	Colombia	5,106	1,80,323	28	China	1,824	1,88,628	9.67	
		96020040	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
		97040010	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
		97040020	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
113	970400	97040000	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
		97040090	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Major Handicrafts Gifts & Housewares Fairs in Germany

HEIMTEXTIL

1. Name of Fair: **HEIMTEXTIL**
2. Frequency: **Annual**
3. Editions: **07-10 January 2020**
4. Venue: **Frankfurt, Germany**
5. Website: **<https://heimtextil.messefrankfurt.com>**
6. Organizer: **M/s. Messe Frankfurt GmbH**

AMBIENTE

1. Name of Fair: **AMBIENTE**
2. Frequency: **Annual**
3. Editions: **07-11 February 2020**
4. Venue: **Frankfurt, Germany**
5. Website: **<https://ambiente.messefrankfurt.com>**
6. Organizer: **M/s. Messe Frankfurt GmbH.**

India's Handicrafts Export to Germany

EXPORT PROMOTION COUNCIL FOR HANDICRAFTS							
EXPORTS OF HANDICRAFTS FROM GERMANY DURING 2016-17 TO 2017-18 ON 167 HS CODES							
S. No.	ITEMS	2016-2017	2017-2018	% GROWTH	2016-2017	2017-2018	% GROWTH
		USD MILLIONS	USD MILLIONS		INR CRORES	INR CRORES	
1	ARTMETALWARES	30.57	30.63	0.18	204.92	197.38	-3.68
2	WOODWARES	60.34	65.69	8.87	404.46	423.35	4.67
3	HAND PRINTED TEXTILES & SCARVES	26.49	14.70	-44.51	177.53	94.71	-46.65
4	HAND KNITTED AND CROCHETTED GOODS	16.27	17.36	6.74	109.03	111.89	2.62
5	SHAWLS AS ARTWARE	0.05	0.05	4.01	0.34	0.34	0.00
6	ZARI & ZARI GOODS	0.20	0.25	22.64	1.34	1.58	17.91
7	IMITATION JEWELLERY	5.75	5.27	-8.38	38.54	33.95	-11.91
8	ATTARS & AGARBATTIES	1.16	1.05	-9.59	7.80	6.78	-13.08
9	MISCELLANEOUS HANDICRAFTS	37.20	41.43	11.36	249.38	267.01	7.07
TOTAL		178.03	176.43	-0.90	1193.34	1136.99	-4.72

SOURCE:
DGCIS
KOLKATA

HS Code Wise

SNO	ITC HS Code	Commodity	2016-2017 INR CRORES	2017-2018 INR CRORES	CATEGORY
1	73239200	OTHR HOUSHOLD ARTICLES OF CAST IRN,ENAMELD	0.03	0.06	ARTMETAL WARE
2	73239420	UTENSILS	26.19	21.44	ARTMETAL WARE
3	73239490	OTHER HOUSEHOLD ARTICLES OF IRON N.E.S. (OTHER THAN CAST IRON)OR STEEL,ENAMELLED	2.35	6.07	ARTMETAL WARE
4	74181021	UTENSILS OF BRASS	0.76	0.65	ARTMETAL WARE
5	74181022	COPPER UTENSILS	0.12	0.18	ARTMETAL WARE
6	74181023	UTENSILS OF OTHER COPPER ALLOYS	0.00	0.05	ARTMETAL WARE
7	74181024	EPNS WARES	0.00	0.80	ARTMETAL WARE
8	74181031	Of EPNS; TABLE, KITCHEN OR OTHER HOUSEHOLD ARTICLES AND PARTS THEREOF	0.00	0.15	ARTMETAL WARE
9	74181039	ARTICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKEL-SILVER	0.07	0.15	ARTMETAL WARE
10	74199920	UTENSILS ARICLES OF COPPER ALLOYS ELECTROPLATED WITH NICKLE SILVER	0.38	0.11	ARTMETAL WARE
11	74199930	ARTICLES OF BRASS	57.33	55.76	ARTMETAL WARE
12	74199940	COPPER WORKED ARTICLES	1.80	1.90	ARTMETAL WARE
13	76151030	OTHER TABLE AND KITCHENWARE OF ALUMINIUM	4.26	2.32	ARTMETAL WARE
14	76151090	OTHER HOUSEHOLD ARTICLES & PARTS THERE OF	0.01	0.00	ARTMETAL WARE
15	83061000	BELLS GONGS AND THE LIKE	6.36	7.57	ARTMETAL WARE

16	83062190	OTHER ORNMNT PLTED WITH PRCS METAL	0.05	1.24	ARTMETAL WARE
17	83062990	OTERS	0.87	1.00	ARTMETAL WARE
18	94051010	HANGNG LMPS COMPLETE FITNGS	10.19	14.97	ARTMETAL WARE
19	94051020	WALL LAMPS	0.85	0.76	ARTMETAL WARE
20	94055010	HURRICANE LANTERNS	1.93	1.09	ARTMETAL WARE
21	96062200	BUTTONS OFBASE MTL,NT CVRD WTH TXTL MTRL	0.00	0.01	ARTMETAL WARE
22	96140000	PIPES AND PIPE BOWLS	90.84	81.03	ARTMETAL WARE
23	97030010	ORIGINAL SCLPTRS AND STATUARY IN METAL	0.14	0.08	ARTMETAL WARE
24	44140000	WOODEN FRAMES FOR PAINTINGS PHOTOGRAPHS MIRRORS OR SIMILAR OBJECTS	2.92	3.33	WOODWARES
25	44191900	OTHER	0.49	0.07	WOODWARES
26	44199090	OTHER	0.42	0.46	WOODWARES
27	44201000	STATUETS AND OTHR ORNAMNTS OF WOOD	0.90	1.76	WOODWARES
28	44209010	WOOD MARQUETRY AND INLAID WOOD	0.30	0.68	WOODWARES
29	44209090	OTHERS	3.11	9.01	WOODWARES
30	44219160	PARTS OF DOMESTIC DECORATIVE ARTICLES USED AS TABLEWARE AND	24.45	9.30	WOODWARES
31	66020000	WALKING STICKS SEAT STICKS WHIPS RIDING CROPS AND THE LIKE	0.00	0.00	WOODWARES
32	83062910	OTHR STATUETTES(EXCLUDING WORKS OF ART)	0.02	0.08	WOODWARES
33	94033010	CABINETWARE	8.93	13.01	WOODWARES
34	94033090	OTHERS	1.42	1.45	WOODWARES
35	94035010	BED STEAD	1.15	1.25	WOODWARES
36	94035090	OTHER WOODEN FURNITURE USED IN BEDROOM	2.18	1.22	WOODWARES
37	94036000	OTHER WOODEN FURNITURE	326.86	359.64	WOODWARES
38	94039000	PARTS OF FURNITURES OF HEADING 9403	10.77	10.24	WOODWARES
39	95030010	DOLLS OF WOOD	2.54	3.14	WOODWARES

40	95030090	OTHER	15.95	7.51	WOODWARES
41	97019091	DOMESTIC ARTCLS OF WOOD (HND DECORATED)	0.08	0.24	WOODWARES
42	97019099	OTHER HAND-DECORATED MNFCTRD ARTCLS	0.19	0.97	WOODWARES
43	63079011	DRESS MATERIALS OF COTTON HAND PRINTED	0.45	0.50	HANDPRINTED TEXTILES
44	63079012	DRESS MATERIALS OF SILK,HAND PRINTED	0.11	0.19	HANDPRINTED TEXTILES
45	63079013	DRSS MATERIALS OF MAN-MADE FIBRS,HND PRNTD	0.92	0.55	HANDPRINTED TEXTILES
46	63079019	DRESS MATERIALS,N.E.S.	0.36	0.28	HANDPRINTED TEXTILES
47	63079020	MADE UP ARTCLS OF COTTON	120.97	69.54	HANDPRINTED TEXTILES
48	63079090	OTHR MADE UP ARTCLS OTHR THN COTTON	54.16	23.65	HANDPRINTED TEXTILES
49	58041090	TULLS AND OTHR NET FBRCs OF OTHR TXTL MATRLS	0.10	0.21	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
50	58043000	HAND MADE LACE	0.00	0.00	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
51	58050010	TAPESTRIES HNDMADE OR NEEDLE WORKED BY HAND OF COTTON	0.02	0.12	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
52	58081090	BRAIDS, IN PCS OTHER THAN OF COTTON	0.16	0.23	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
53	58101000	EMBROIDERY WITHOUT VISIBLE GROUND	1.85	2.27	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
54	58109210	EMBROIDERY BADGES, MDTIFS AND THE LIKE	3.20	1.06	HANDKNITTED & HAND CROCHETTED / EMBRODIRES

55	58110010	KANTHA(MULTI LAYER STITCHED TEXTILE FBRCS IN PIECE USD FOR BDNG,MTRS PADS/CLTHNG ETC	0.00	0.00	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
56	58110020	QUILTED WADDING	0.00	0.23	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
57	61043100	JACKETS OF WOOL OR FINE ANIMAL HAIR	0.31	0.31	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
58	63041100	BEDSPREADS,KNITTED OR CROCHETED	0.01	0.00	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
59	63049190	OTHERS	10.89	13.49	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
60	64061010	EMBROIDERED UPPERS OF TEXTILE MATERIALS	8.36	13.29	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
61	94049099	OTHR MATRESS SUPORT AND ARTCLS OF BEDNG ETC	83.76	80.67	HANDKNITTED & HAND CROCHETTED / EMBRODIRES
62	61171020	SHWL, SCRIV, MUFLR ETC OF WOOL	0.34	0.34	SHAWLS AS ARTWARE
63	56050020	IMITATION ZARI THREAD	0.00	0.00	ZARI & ZARI GOODS
64	56050090	OTHERS	1.14	1.41	ZARI & ZARI GOODS
65	58090010	ZARI BORDERS	0.00	0.00	ZARI & ZARI GOODS
66	58090090	OTHERS	0.20	0.17	ZARI & ZARI GOODS
67	83089020	IMITATION ZARI SPANGLES	0.00	0.00	ZARI & ZARI GOODS
68	70181010	BANGLES	0.00	0.02	IMITATION JEWELLERY
69	70181020	BEADS IMTN PRLS IMTN PRCS AND SEMI PRCS STNS	1.66	1.88	IMITATION JEWELLERY

70	70181090	OTHERS	0.48	1.40	IMITATION JEWELLERY
71	71131110	SILVER FILLIGREE WORK	3.02	2.73	IMITATION JEWELLERY
72	71171100	CUFF LINKS AND STUDS OF BASE METAL W/N PLATED WITH PRECIOUS METAL	0.00	0.04	IMITATION JEWELLERY
73	71171910	BANGLES	0.58	1.07	IMITATION JEWELLERY
74	71171920	GERMAN SILVER JEWELLERY	0.00	0.01	IMITATION JEWELLERY
75	71171990	OTHER	12.25	6.26	IMITATION JEWELLERY
76	71179010	JEWELLERY SET WITH IMITATION PEARLS OR IMITATION OR SYNTHETIC STONES	2.06	2.18	IMITATION JEWELLERY
77	71179090	OTHER IMITATION JEWELLERY FOR PERSONAL ADORNMENT(OTHER THAN ARTWARE)	18.05	18.36	IMITATION JEWELLERY
78	83089031	BEADSAND SPANGLES OF BASE METAL FOR GARMENTSMADE UPS, KNITWEAR, PLASTICAND LEATHER GOODS	0.00	0.00	IMITATION JEWELLERY
79	83089039	OTHER BEADSAND SPANGLES OF BASE METAL	0.00	0.00	IMITATION JEWELLERY
80	33019031	ATTARS OF ALL KINDS IN FIXED OIL BASE	0.03	0.00	ATTARS & AGARBATIES
81	33074100	AGARBATTI AND OTHR ODORIFEROUS PRPNS WHICHOPERATE BY BURNIN	7.52	6.48	ATTARS & AGARBATIES
82	33074900	OTHER ODORIFEROUS PRPNS USD FOR DEODORIZING ROOM (EXCL AGARBATTI)	0.25	0.29	ATTARS & AGARBATIES
83	34060010	CANDLES	2.38	3.25	Misc. Handicrafts
84	39231020	WATCHBOX JEWELLERY BOX AND SIMILAR CONTAINER OF PLASTICS	0.17	0.06	Misc. Handicrafts
85	42022910	HNBGS OF OTHR MTRLS EXCL WKRWRK/BSKT WRK	9.68	6.11	Misc. Handicrafts
86	42023110	JEWELLERY BOXES	0.16	0.01	Misc. Handicrafts
87	42023910	JEWELLERY BOX	2.17	0.38	Misc. Handicrafts
88	46012900	OTHER	0.00	0.00	Misc. Handicrafts

89	46019900	OTHR PLAITING MATERIALS (EXCL VEG MATERLS)	0.16	6.24	Misc. Handicrafts
90	46021100	OF BAMBOO	0.03	0.00	Misc. Handicrafts
91	46021200	OF RATTAN	0.00	0.00	Misc. Handicrafts
92	46021911	PALM LEAF BASKET ETC.	0.00	0.03	Misc. Handicrafts
93	46021919	PALM LEAF ITEMS OTHER THEN BASKETS	7.08	12.48	Misc. Handicrafts
94	46021990	OTHERS	7.07	2.98	Misc. Handicrafts
95	48021010	HAND MADE PAPER	0.91	1.29	Misc. Handicrafts
96	48021020	HAND-MADE PAPERBOARD	0.00	0.00	Misc. Handicrafts
97	48237030	ARTICLES OF PAPER MACHE OTHER THAN ARTWARE AND MOULDED/PRESSED OF WOOD PULP	0.31	0.08	Misc. Handicrafts
98	48239018	PRODUCT CONSISTING OF SHEETS OF PAPER/ BOARD, IMPREGNATED, COATED OR COVERED WITH PLASTICS.	27.93	25.36	Misc. Handicrafts
99	64032040	KOLAPURI CHAPPALS AND SIMILAR FOOTWEAR	0.11	0.18	Misc. Handicrafts
100	65040000	HATS AND OTHR HEADGEAR PLTD/MADE BY ASSMBLING STRIPS OF ANY MATERIALS W/N LIND/ TRMMD	0.92	0.44	Misc. Handicrafts
101	65050090	OTHER HEADGEAR, HATS, KNITTED / CROCHETTED MADE UP FROM LACES ETC W/N LIND/TRMMD	8.43	7.89	Misc. Handicrafts
102	67010010	FEATHER DUSTERS	0.00	0.00	Misc. Handicrafts
103	67029090	OTHERS, OF ALL MATERIALS	0.02	0.69	Misc. Handicrafts
104	68159990	OTHERS	8.82	12.51	Misc. Handicrafts
105	69111011	TBLWARE OF BON CHINA AND SFT PRCLN	8.46	9.85	Misc. Handicrafts
106	69111019	TBLWARE OF OTHR THN BON CHINA AND SFT PRCLN	0.01	0.04	Misc. Handicrafts
107	69111021	KTCHNWARE OF BON CHINA AND SFT PRCLN	0.02	0.20	Misc. Handicrafts
108	69111029	KTCHNWARE OF OTHR THN BON CHINA AND SFT PRCLN	0.00	0.04	Misc. Handicrafts

109	69119010	TOILET ARTICLES OF PRCLN CHINA	0.00	0.00	Misc. Handicrafts
110	69119020	WTR FLTR OF CAPCTY NT EXCDNG 40LTS OF PRCL	0.00	0.00	Misc. Handicrafts
111	69119090	OTHR OF OTHR HSEHLD AND TOLT ARTCLS OF PRCLN	0.04	0.06	Misc. Handicrafts
112	69120010	CERAMIC TABLEWARE (E.G. OF IMITATION PORCELAIN/OR SEMI-PORCELAIN)	0.03	0.00	Misc. Handicrafts
113	69120020	CEREMIC KITCHENWARE	11.97	7.25	Misc. Handicrafts
114	69120030	TOILET ARTICLES OTHR THAN PORCELAIN/CHINA	0.00	0.01	Misc. Handicrafts
115	69120040	CLAY ARTICLS AS TABLEWARE, KITCHENWARE ETC	0.31	0.21	Misc. Handicrafts
116	69120090	OTHERS	0.06	0.30	Misc. Handicrafts
117	69131000	STATUETTES ETC OF PORCELAIN/CHINA	0.00	0.27	Misc. Handicrafts
118	69139000	OTHR STATUETTE ETC(EXCL OF PORCLAIN/CHINA)	0.06	0.01	Misc. Handicrafts
119	69141000	OTHR CERMC ARTCLS OF PORCELAIN/CHINA	0.91	0.44	Misc. Handicrafts
120	69149000	OTHR CERMC ARTCLS EXCL OF PORCELAIN/CHINA	7.68	21.26	Misc. Handicrafts
121	70099200	OTHR GLASS MIRRORS, FRAMED	2.64	2.92	Misc. Handicrafts
122	70132800	OTHER	0.01	0.03	Misc. Handicrafts
123	70133300	OF LEAD CRYSTAL	0.00	0.00	Misc. Handicrafts
124	70133700	OTHER	0.07	0.02	Misc. Handicrafts
125	70134100	GLSWRE OF LED CRYSTL USD FR TBL/KTCHN PRPS	0.00	0.00	Misc. Handicrafts
126	70134900	OTHR GLSSWARE USD FR TBL(EXCL DRNKNG GLS)/KITCHEN PURPOSES(EXCL GLASS CERAMICS)	0.79	0.99	Misc. Handicrafts
127	70139100	GLA STATUES OF LEAD CRYSTALS	0.00	0.00	Misc. Handicrafts
128	70189010	GLS STATUE OF OTHR ARTCLE OF HDG 7018	0.00	0.01	Misc. Handicrafts
129	70200011	GLOBES FOR LAMPS AND LANTERNS	0.10	0.03	Misc. Handicrafts
130	70200029	OTHER GLS CHIMENEYS	4.52	1.86	Misc. Handicrafts

131	70200090	OTHER ARTICLES OF GLSS NES	87.32	86.29	Misc. Handicrafts
132	83063000	PHOTOGRPH,PICTURE/SMLR FRAMES,MIRORS	0.60	0.37	Misc. Handicrafts
133	92029000	OTHER STRING MUSICAL INSTRUMENTS	0.21	0.23	Misc. Handicrafts
134	92059010	FLUTES	0.00	0.00	Misc. Handicrafts
135	92059090	ALL OTHER WIND MUSICAL INSTRUMENTS	1.33	1.05	Misc. Handicrafts
136	92060000	PERCUSSION MUSICAL INSTRMNT(FR EXMPL, DRUMSXYLOPHONES,CYMBALS,CASTANETS, MARACCAS)	3.20	3.60	Misc. Handicrafts
137	94038200	WOODEN OF BAMBOO FURNITURE OF THE KIND USED IN BED	0.11	0.00	Misc. Handicrafts
138	94038900	OTHERS	0.93	1.73	Misc. Handicrafts
139	94053000	LGHTNG SETS OF A KIND USD FR CHRISTMS TREE	0.82	0.26	Misc. Handicrafts
140	95051000	ARTICLES FOR CHRISTMAS FESTIVITIES	12.72	17.50	Misc. Handicrafts
141	95059010	MAGICAL EQUIPMENTS	0.02	0.01	Misc. Handicrafts
142	96011000	WORKED IVORY AND ARTICLES OF IVORY	0.00	0.11	Misc. Handicrafts
143	96019010	WRKD TORTOISE-SHELL AND ARTCLS THEREOF	0.01	0.02	Misc. Handicrafts
144	96019020	WRKD MOTHR OF PEARL AND ARTCLS THEROF	0.02	0.00	Misc. Handicrafts
145	96019030	WRKD BONE(EXCL WHALE BONE)AND ARTCLS THROF	0.16	0.18	Misc. Handicrafts
146	96019040	WRKD HRN,CORL ETC ANML CRVNG MTRL AND ARTCLS	1.56	0.64	Misc. Handicrafts
147	96019090	OTHR UNDER HDNG 9601	4.18	4.18	Misc. Handicrafts
148	96020010	WRKD VGTBL CRVNG MTRL AND ARTCLS THEREOF	0.18	0.32	Misc. Handicrafts
149	96020020	MOULD/CRVD ARTCLS OF WAX,STEARN,NTRL GUMS AND RESINS AND OTHR MOULD/CRVD ARTCLS	0.25	0.02	Misc. Handicrafts
150	96020040	OTHR ARTCLS OF UNHRDND GELATIN	0.00	0.00	Misc. Handicrafts
151	96020090	OTHR UNDER HDNG 9602	0.63	0.07	Misc. Handicrafts

152	96031000	BROOMS AND BRUSHES,CONSTNG OF TWIGS/OTHR VGTBL MTRLS BOUND TOGTHR,WTH/WTHT HNDLS	3.96	3.53	Misc. Handicrafts
153	96089910	PEN HOLDERS AND SMLR HOLDERS	1.86	2.05	Misc. Handicrafts
154	97011010	MADHUBANI PAINTINGS(ON TXTLS)	0.01	0.00	Misc. Handicrafts
155	97011020	KALAMKARI PAINTINGS(ON TXTLS)	0.00	0.00	Misc. Handicrafts
156	97011030	RAJASTHANI PAINTINGS(ON TXTLES)	0.00	0.00	Misc. Handicrafts
157	97011090	OTHERS	13.44	15.99	Misc. Handicrafts
158	97019092	RESTAURANT DECORATION OF PLASTICS	0.00	0.00	Misc. Handicrafts
159	97020000	ORIGNL ENGRVNGS,PRNTS AND LITHOGRPHS	0.22	1.56	Misc. Handicrafts
160	97030020	ORIGNL SCLPTRS AND STATUARY IN STONE	0.32	0.67	Misc. Handicrafts
161	97030090	ORIGNL SCLPTRS AND STATUARY IN OTHR MATRLS	0.37	0.57	Misc. Handicrafts
162	97040010	USED POSTAL STAMP	0.00	0.00	Misc. Handicrafts
163	97040020	USED OR UNUSED FIRST-DAY COVERS FOR PHILAT	0.00	0.00	Misc. Handicrafts
164	97040090	OTHR UNDER SUB-HEADING 970400	0.00	0.00	Misc. Handicrafts
165	97050010	STUFFED ANIMALS AND BIRDS (TAXIDERMY)	0.00	0.00	Misc. Handicrafts
166	97050090	OTHERS	0.08	0.28	Misc. Handicrafts
167	97060000	ANTIQUES OF AN AGE EXCDNG ONE HUNDRED YRS	0.00	0.00	Misc. Handicrafts

SOURCE: DGCIS KOLKATA