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Report Highlights:

In 2023, U.S. exports of consumer-oriented products to Bangladesh were valued at \$17.1 million, accounting for less than 1 percent of the market share of the \$2 billion in consumer-oriented products Bangladesh imported. The domestic food market is competitive, with a growing food processing industry and more consumers demanding high-value and quality products. The evolving Bangladesh market presents new opportunities for U.S. exporters in the food processing, modern retail, and hospitality sectors.

Executive Summary

Bangladesh, home to 170 million people, ranks as the world's eighth most populated country and the 41st largest economy. Bangladesh is projected to graduate from Least Developed Country (LDC) status in 2026. As of 2023, Bangladesh had the second largest economy in South Asia, with a Gross Domestic Product (GDP) of \$459 billion and a per capita GDP of \$2,675.

Imports of Consumer Oriented Products

U.S. exports of agricultural and related products reached \$781 million in 2023, of which \$86 million were intermediate products, and \$17.1 million were consumer-oriented products. This is a substantial increase of 21.7 percent for intermediate product exports and 80 percent for consumer-oriented product exports from 2022 to 2023. Bangladesh imported \$1.9 billion of consumer-oriented products from the world in 2023, out of \$11.5 billion in total agricultural and related products imports.

Consumer-Oriented Agricultural Imports

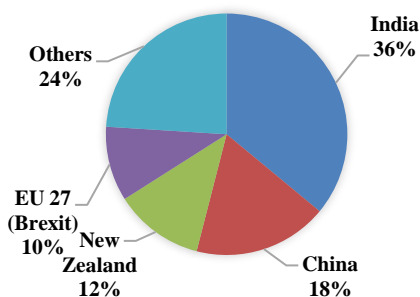


Chart 1: Top Exporting Countries to Bangladesh

Food Retail Industry:

Bangladesh's modern food retail industry has approximately 40 companies with more than 750 outlets. From 2015 to 2023, the annual turnover for members of the Bangladesh Supermarket Owners Association grew from around \$200 million to \$350 million.

Food Processing Industry:

Bangladesh has approximately 1,000 food processing companies. The \$8 billion food processing sector in Bangladesh grew on average 8 percent per year between 2005 and 2023.

Quick Facts CY 2023

Imports of Consumer-Oriented Products (USD)

From the world \$1.9 billion

From the United States \$17.1 million

List of Top 10 Growth Products in Bangladesh

- | | |
|----------------------|-------------------------|
| 1) Dairy products | 6) Fresh fruits |
| 2) Food preparations | 7) Spices |
| 3) Tree nuts | 8) Fresh vegetables |
| 4) Eggs and products | 9) Processed vegetables |
| 5) Condiments | 10) Processed fruits |

Food Industry by Channels (U.S. billion)

Food Industry Output	\$8.0
Consumer-Oriented Food Exports	\$1.0
Consumer-Oriented Food Imports	\$2.0
Domestic Consumer-Oriented Food Market	\$9.0

Top 10 Bangladesh Retailers

Shwapno	Lavender Super Stores Ltd.
Agora	Khulshi Mart
Meena Bazar	Pick and Pay
Unimart	Almas Super Shop
The Daily Shopping	Prince Bazar

GDP/Population

Population (millions): 170

GDP (billions USD): 459

GDP per capita (USD): 2,675

Sources: Trade Data Monitor, International Monetary Fund, Bangladesh Bureau of Statistics

Strength/Weakness/Opportunities/Challenges

Strengths	Weakness
Growing demand from middle class consumers	High import tariffs on non-essential food
Modern retail market size is expanding.	Weak port infrastructure and limited cold chain infrastructure
Opportunities	Challenges
Food processing industry demands safe and quality ingredients.	Sluggish economy is currently hampering buying power.
High-value product importers have interest in U.S. popular brands and new products.	The United States faces stiff competition in the premium food market.

Section I. Market Overview

Bangladesh is a country the size of Iowa, situated in the northeastern corner of the Indian subcontinent bordered by India and Myanmar, with a population of approximately 170 million people. Bangladesh is the eighth most populous country in the world, and the most densely populated country outside of city states. Currently, 60 percent of Bangladesh's population resides in rural areas, but Bangladesh continues to urbanize at a fast pace. 91 percent of Bangladeshi's are Muslim.

Dhaka is the capital and largest city in Bangladesh and the main economic hub. Chattogram, situated on the coast, boasts the second-largest economy and is home to the main seaport, responsible for managing 98 percent of container cargo. Dhaka and Chattogram are home to sizable middle-class populations, leading to a robust demand for goods and services.

With a growing middle class, Bangladesh is expected to graduate from LDC status in 2026. In 2023, Bangladesh's gross national income (GNI) per capita was \$2,784, up from \$1,210 in 2015, but declining slightly from the \$2,793 GNI per capita reported in 2022 ([Bangladesh Bureau of Statistics](#)). In 2023, ready-made garment exports were valued at \$47.4 billion, experiencing a slight increase of 3.7 percent from the \$45.7 billion in 2022. The ready-made garment (RMG) industry makes up about 84 percent of Bangladesh's total export value.

Since the COVID-19 pandemic, Bangladesh has faced economic challenges, marked by declining foreign exchange reserves (forex), high inflation, and devaluation of the local currency, the taka. In response, the Central Bank of Bangladesh has implemented numerous measures to prevent the depletion of foreign reserves, including tightening the rules regarding the opening of letters of credit (LCs). Since July 28, 2022, the Central Bank asked the banks to provide information related to opening any LC valued over \$3 million. Due to the short supply of U.S. dollars, many banks are struggling to issue LCs. Consumer purchasing power has decreased as the average yearly inflation rate reached 9.73 percent in May 2024 ([Bangladesh Bank](#)). Bangladesh had consistent annual gross domestic product (GDP) growth of over 6.5 percent since 2017 ([Bangladesh Bank](#)), although GDP growth is projected to slow down to 5.6 percent in fiscal year (FY) 2023-24 (July-June) and 5.7 percent in FY 2024-25, due to the declining foreign reserves and high inflation.

While the agriculture sector employs 38 percent of the employed population, it accounted for only 11.4 percent of GDP in 2023. The industrial sector accounts for 23.19 percent of GDP and employs 18 percent of the population, while the services sector accounts for 52.7 percent of GDP and employs 44 percent of the employed population ([Bangladesh Bureau of Statistics](#)).

U.S. agricultural and related products exports to Bangladesh totaled \$781 million in 2023. Leading exports were dominated by bulk and intermediate products including cotton (\$339.2 million), soybeans (\$323.3 million), and distillers' dried grains with solubles (DDGS) (\$38.9 million). (USDA GATS).

Food Purchasing Behavior

An increasing percentage of upper middle to upper class consumers are shopping at modern retail outlets due to greater convenience. Consumers in higher income brackets prefer international brands, including products from a specific country of origin, which they believe indicates safety and quality. The modern retail sector currently constitutes about 2 to 3 percent of total retail sales in Dhaka, Chattogram, and

Sylhet. Despite the availability of processed foods, many consumers prefer fresh and locally sourced produce. Wet markets and street vendors selling fresh fruits, vegetables, and other food items are very popular with all classes of consumers.

Advantages and Challenges

ADVANTAGES	CHALLENGES
Urban middle-class consumers prefer imported consumer-oriented products.	There is a high level of market competition for imported food. U.S. prices are comparatively higher for consumers, compounded by high shipping costs.
Urban consumers are increasingly spending more on imported food items and are changing their eating habits to consume more international foods.	Prices of imported products are higher than locally produced products.
Road infrastructure is gradually improving, which is facilitating quicker movements from the port to Dhaka.	Weak port infrastructure and poor cold chain management hamper market expansion.
Modern retailers and distributors are expanding the marketing of imported products.	Customs procedures and import regulations are complex and non-transparent. Customs clearance is time-consuming.
Expanding food processing industry demands safe and quality products.	High tariff rates increase costs.
Bangladeshi consumers are aware of the quality and safety of U.S. products.	Sluggish economy is currently hampering buying power.

Section II. Exporter Business Tips

Market Research: Road Map for Market Entry

U.S. exporters to Bangladesh are encouraged to first ensure their product has market access. It is also beneficial to connect with importers to receive up to date information on prices and demand. Due to high tariffs, a product is likely to be at least two to three times more costly than U.S. FOB prices when it reaches retail shelves. Exporters should consider whether they are willing to start small, meet special labeling requirements, ship mixed or partial containers, and should be both persistent and patient.

Locate a reliable importer/distributor to export agricultural products to Bangladesh. The importers must have an import registration certificate from the Ministry of Commerce, a trade license from the municipal corporation under the Ministry of Local Government, Rural Development and Cooperatives, and a value added tax (VAT) registration certificate from the Ministry of Finance.

Consider the following before selecting an importer/distributor:

- Do they have a strong distribution network?
- How is their distribution network structured?
- Who are their customers? Do they sell to retailers, hotels, or restaurants?
- What are their capabilities? Do they have experience handling perishable foods?
- Are they interested in marketing your products? If so, how will marketing costs be handled?

- Are they managing similar brands or products from other suppliers? If yes, consider if this leads to a conflict of interest or has other benefits, such as working with someone who has experience with a product similar to yours.
- What are the margins and costs charged by the distributor?
- Recognize that agents with fewer employees and smaller set-ups may be more adaptable and committed than those with a large infrastructure and established reputations.
- Agents with an established, long-term reputation in the market can also provide additional certainty that they are interested in developing a long-term business relationship with you.

Ensuring payment is another important consideration when establishing a relationship with an importer. Bangladeshi importers must follow government [import procedures](#). All import transactions for more than \$100,000 must be through a bank via opening an irrevocable letter of credit (LC). Any trading with or without an LC also requires letter of credit authorization form. Please note that USDA does not have the authority to mediate contractual disputes or serve as a collection agent when differences over payment arise.

Visit Bangladesh to understand the market first-hand, particularly the modern retail and hotel, restaurant, and institutional (HRI) sectors. Bangladesh hosts a few food and agriculture expos ([BAPA Foodpro](#) and [CEMS-Foodexpo](#)), but they are small compared to the major international trade shows. Most Bangladeshi importers and other end users travel to major regional shows such as [Food Hotel Asia](#), [Anuga](#), and [Gulfood](#).

Several local trade associations and chambers of industry are active in Bangladesh. These associations work on behalf of both domestic and international food and food ingredient manufacturers, processors, importers, farmers, retailers, and cooperatives. Exporters should identify appropriate associations, such as the [Bangladesh Foodstuff Importers and Suppliers Association](#).

Local Business Customs and Trends:

Business practices in Bangladesh significantly differ from those in the United States.

- There are no laws regulating the relationship between international suppliers and local agents and distributors; this relationship is governed only by private agreements.
- Engaging a local agent is usually the best option in Bangladesh; however, many Bangladeshi importers do not know U.S. grades, standards, and appellations. Exporters may provide pictures, brochures, or samples. Bangladesh uses the metric system.
- English is the language of international business in Bangladesh, but translation may be needed occasionally.
- Customs clearing and forwarding agents provide services for port and customs clearance. Customs clearance requires multiple copies of stamped and signed documents and requires more time to be cleared compared to the United States.
- Business travel during Ramadan and Eid holidays should be avoided, if possible.
- Foreigners cannot open retail shops.

General Consumer Tastes and Trends

Bangladesh has a rich local culinary tradition with steamed rice as a staple food; spicy curry dishes made with chicken, beef, and goat meat; cultured, river, and sea fish; and diverse summer and winter

vegetables. Different varieties of rice and rice-based dishes are popular, such as biryani and khichuri. Consumers appreciate well-spiced dishes with a balance of flavors.

Urbanization and exposure to global trends have influenced consumer preferences. Younger consumers are more familiar and interested in global cuisines, and western-style restaurants are expanding in Dhaka and Chattogram. Imported and locally supplied milk-based desserts and sweets are very popular, fueling milk powder imports.

Urban consumers' preferences are expanding to include imported nuts and seeds, potato chips, chocolates, coffee, condiments and sauces, and imported ingredient-based savory snacks. There is a growing awareness of health and wellness, leading to an increased interest in healthier food options. Consumers may seek products with perceived health benefits and natural ingredients.

Section III. Import Food Standards, Regulations and Procedures

U.S. exporters doing business in Bangladesh for the first time may find Bangladesh's food [standards](#) and [food safety](#) regulations challenging. Bangladeshi importers are often the best sources of information and can assist with import procedures.

FAS/Dhaka publishes Food and Agricultural Imports Regulations and Standards (FAIRS) reports that describe Bangladesh's requirements for imported food and beverage products. The [FAIRS Country Report](#) provides information on general food laws and regulations for food additives, pesticides, packaging and containers, labeling, and other specific standards, and the [FAIRS Export Certificate Report](#) provides information on the required certificates for export to Bangladesh. Information on country language labeling requirements, and trademarks and patents are in the FAIRS report. Detailed export and import guidance is available in the [Government of Bangladesh's Trade Portal](#).

Food Laws

The [Bangladesh Food Safety Authority](#) (BFSA) governs food safety issues per the Food Safety Act, 2013 and the [Bangladesh Standards and Testing Institute](#) (BSTI) administrates the food standards following the Bangladesh Standard and Testing Institute Act, 2018. BSTI regulates standards of domestic and imported food and non-food items and is the halal food certifying agency.

Customs Clearance

Bangladesh Customs works with multiple regulatory ministries to verify certificates, test samples, issue laboratory reports/clearance certificates, and consignment release approval.

Bangladesh's Ministry of Commerce issued the [Import Policy Order 2021-24 \(Bangla\)](#), which details the trading procedures and customs clearance requirements to export food and non-food products to Bangladesh. Trading procedures, tariff schedules, regulatory orders, and export-import guides are explained in the Bangladesh Trade Portal and [Bangladesh Customs](#) website.

Documents Generally Required by Bangladesh Customs

To complete customs clearance, Customs requires [the following documents](#) depending on the type of commodity:

From the exporter:

- Invoice
- Bill of Lading
- Packing List
- Country of Origin Certificates
- Health Certificate (Fit for Human Consumption)
- Sanitary and Phytosanitary (SPS) Certificates from exporting country authority
- Quality standard testing report from exporting country laboratory
- Radiation Certificate from exporting country laboratory

From the importer:

- Letter of Credit (LC)
- Import Permits from Plant Quarantine Wing, Department of Agricultural Extension
- No Objection Certificate (NOC) from the Department of Livestock Services or the Department of Fisheries
- Release Order from Plant or Animal Quarantine Wing, Ministry of Agriculture
- Quality standard test based [release order](#) from BSTI
- [Radiation Certificate](#) from Bangladesh Atomic Energy Commission
- Ingredient components analysis result issued by the approved laboratory

Seaports

[Chattogram Port](#), located in the southeastern part of the country, is the largest port. Located in the southern region, [Mongla Port](#) and [Payra Port](#), serve as important hubs for trade and transportation of goods in and out of southern Bangladesh. In 2023, Chattogram Port Authority (CPA) handled 118 million metric tons (MT) of products through cargo shipments and 3 million twenty-foot equivalent units (TEUs) containers. The National Board of Revenue [reported](#) that the average time required for import clearance through the Chattogram Port is 7 days, 7 hours, and 58 minutes (minimum 1 day, 1 hour, and 30 minutes; maximum 19 days, 9 hours).

Tariffs and FTAs

Bangladesh Customs operates customs duties and tax clearing processes using the Automated System for Customs Data (ASYCUDA). Bangladesh Customs falls under the National Bureau for Revenue (NBR), which regulates tariff structures and publishes harmonized system-based [tariff rates \(2024-25\)](#) annually based on the national financial budget plan.

Exporters should be aware of the port and customs clearing challenges that importers face due to the extensive documentation requirements, inaccurate valuation assessments, incorrect harmonized system (HS) classification of goods, slow inspections, poor coordination between ports and customs, multiple testing requirements, and additional port clearance costs.

Bangladesh follows the Most Favored Nation (MFN) tariff process and NBR decides the duty concessions and general exemptions to the applied MFN tariff rates which are published in a [gazette notification](#). The average MFN applied tariff rate for agricultural products is 17.9 percent. The maximum MFN applied rate is 25 percent.

NBR imposes several types of customs duties and taxes and a combination, but not a sum, is defined as the Total Tax Incidence (TTI) explained in the Bangladesh Trade Portal.

Example: How to Estimate TTI

HS Code: 08081090 – Apple, Fresh, Assessable Value (AV) = \$100

Duties and taxes	Rate (%)	Formulas	Value (\$)
Custom Duty (CD)	25	$\$AV \times CD\% = VCD$	25
Regulatory Duty (RD)	20	$\$AV \times RD\% = VRD$	20
Supplementary Duty (SD)	20	$\$(AV+CD+RD) \times SD\% = VSD$	29
Value Added Tax (VAT)	15	$\$(AV+CD+RD+VSD) \times VAT\% = VVAT$	26.1
Advance Income Tax (AIT)	5	$\$AV \times AIT\% = VAIT$	5
Advance Tax (AT)	5	$\$(AV+CD+RD+VSD) \times AT\% = VATx$	8.7
Total Tax Incidence (TTI)	113.8	$\$(VCD+VRD+VSD+VVAT+VAIT+VATx)$	113.8

Note: Value of CD (VCD), Value of RD (VRD), Value of SD (VSD), Value of VAT (VVAT), Value of AIT (VAIT), and Value of AT (VATx)

Bangladesh has ratified several regional trade agreements since 1975. Bangladesh has bilateral trade agreements with India (Comprehensive Economic Partnership Agreement), Myanmar, Sri Lanka, Bhutan (Preferential Trade Agreement), and Nepal. Bangladesh ratified its membership in the [Asia-Pacific Trade Agreement](#) (APTA) under three frameworks: trade facilitation, investment, and liberalization of trade in services. Bangladesh is a member of the [D-8 Organization for Economic Cooperation](#) (D-8), [South Asian Free Trade Area](#) (SAFTA), [SAARC Agreement on Trade in Services](#) (SATIS), [Trade Preferential System among the Organizational of Islamic Cooperation Countries](#) (TPS-OIC), and [Bay of Bengal Initiatives for Multi Sectoral Technical and Economic Cooperation](#) (BIMSTEC).

Section IV. Market Sector Structure and Trends

Food Processing

The processed food and beverage industry in Bangladesh has seen notable growth in recent years. Increased middle-class urban consumer demand for convenience is the driving force of processed food consumption. The processed food market is highly competitive as the domestic food industry is expanding their investments to export to the world. Popular processed foods include snacks, ready-to-eat meals, frozen items, drinks and beverages, and dairy products.

Food Retail

The modern retail sector, including supermarkets and convenience stores, is growing as consumers attach more importance to appearance, ambience, comfort, and the availability of a vast range of products. Modern retail outlets are rising in number, although contacts believe they likely only represent 3-4 percent of total urban retail market sales. These modern retail chains are striving to differentiate themselves from wet markets by offering more varied, high-quality products, as well as convenience. However, they also have challenges, such as cold chain capacity, food preservation and packaging, and general transportation logistics. The growth of e-commerce is thriving in the urban food and non-food retail market. The adoption of digital technologies and e-commerce is expected to play a crucial role in shaping the future of the sector.

Hotel, Restaurant, and Institutional Sector

Bangladesh's hotel and restaurant industry has experienced growth, especially in urban areas.

Bangladesh has 46 government-licensed international chains, local hotels, and resorts, with 18 five-star, six four-star, and 22 three-star hotels. Most of these hotels are in Dhaka, Chattogram, Cox's Bazar, and Sylhet, catering to the business community and domestic tourists.

In 2021, Bangladesh had 436,274 hotels and restaurants of which, 80 percent were tea stalls and 15 percent were fast food shops/restaurants. Hotel and food service contribution to GDP was 5.6 percent in 2024 (provisional), lower than the previous year ([Economic Review, 2024](#)). Bangladesh has a shortage of hotels offering international standards. Challenges such as infrastructural limitations and maintaining consistent quality standards exist, but efforts are being made to enhance the hospitality sector's appeal. The number of domestic tourists is 15 - 20 times higher than international; therefore, recreational opportunities, nightlife activities, and other attractions cater to the domestic audience.

The Alcohol Control Rules, 2022, have made it easier to get licenses to sell liquor in hotels, restaurants, and other places that serve food, although alcohol sales and consumption are still strictly regulated. Foreigners can drink at licensed bars, whereas Bangladesh citizens above the age of 21 must possess Department of Narcotics Control's consent to enter the bar. All alcoholic product bottles must carry a health warning and all import, export, production, supply, marketing, sale, purchase, and storage relating to alcohol requires licenses.

Section V. Agricultural and Food Imports

Table 1: Bangladesh: Consumer-Oriented Food Imports from the World (USD thousands)

Description	2019	2020	2021	2022	2023
Dairy Products	492,697	477,152	602,932	669,221	539,532
Spices	307,694	497,031	371,099	316,016	418,350
Fresh Fruit	463,133	601,727	600,714	470,164	371,765
Fresh Vegetables	207,079	278,523	226,224	202,094	369,906
Soup & Other Food Preparations	53,038	48,306	74,776	86,456	87,340
Tree Nuts	32,970	49,771	86,233	53,555	53,598
Processed Vegetables	23,531	21,290	27,483	25,016	30,215
Bakery Goods, Cereals, & Pasta	21,870	16,192	21,253	29,897	26,367
Condiments & Sauces	20,113	23,047	24,978	30,461	24,641
Chocolate & Cocoa Products	14,374	13,283	20,492	25,620	13,952
Processed Fruit	11,992	18,075	24,096	29,405	12,065
Coffee, Roasted and Extracts	10,706	10,671	12,842	11,045	11,828
Meat Products NESOI	1,165	1,158	1,548	2,568	9,960
Dog & Cat Food	2,031	2,492	1,635	2,351	6,793
Distilled Spirits	6,477	4,853	2,446	2,830	5,679
Mfg. Tobacco	5,243	6,188	3,685	3,748	3,658
Chewing Gum & Candy	2,534	2,413	2,954	8,205	3,055
Fruit & Vegetable Juices	2,316	1,698	2,002	2,363	1,733
Non-Alcoholic Bev. (ex. juices, coffee, tea)	1,469	1,166	1,208	1,548	1,334
Tea	6,659	1,634	2,803	2,518	1,251
Wine & Related Products	666	337	336	475	1,028
Nursery Products & Cut Flowers	731	602	793	1,055	1,011
Beer	2,673	2,327	833	594	793
Beef & Beef Products	21,712	23,554	38,516	31,543	568
Poultry Meat & Prods. (ex. eggs)	443	388	523	505	483
Eggs & Products	95	109	1,106	1,223	202
Pork & Pork Products	11	16	23	13	2
Total Imports	1,713,424	2,104,004	2,153,530	2,010,489	1,997,109

Source: Trade Data Monitor (TDM)

Total consumer-oriented food product imports from the world increased from \$1.7 billion in 2019 to \$2 billion in 2022. However, that number has declined slightly totaling just under \$2 billion for total consumer-oriented food product imports in 2023. The United States was Bangladesh's 17th largest supplier in 2022, but in 2023, it rose two spots and became the 15th largest supplier. This represents an

80 percent increase from the \$9.5 million in 2022 to \$17.1 million in 2023. Currently, consumer-oriented products make up less than one percent of total U.S. agricultural exports to Bangladesh.

Consumer-Oriented Product Prospects

Rising per-capita income, increased urbanization, increasing female labor force participation, and the resulting lifestyle changes are augmenting the demand for processed dairy products, bakery products, ready-made meals, confectionery, breakfast cereals, baby food, non-alcoholic beverages, sauces, condiments, and dressings. Ingredients for the bakery sector and confectionery food industry, a growing number of quick service restaurants, and e-commerce food delivery to meet the demand for Asian and Western cuisines are driving import demand.

The five leading categories of imported food products are dairy products (\$540 million), spices (\$418 million), fresh fruits (\$371 million), fresh vegetables (\$369 million), and soup and other food preparations (\$87 million). In 2023, the top U.S. exports of consumer-oriented products were dairy products (\$8.5 million) highlighting an increase from the (\$1.2 million) dairy product exports in 2022, soup and other food preparations (\$2.9 million), tree nuts (\$1.8 million), condiments & sauces (\$0.3 million), and processed vegetables (\$0.1 million).

Tree Nuts

Increased purchasing power combined with more health-conscious consumers has increased the demand for tree nuts. Bangladesh imported \$53.5 million of tree nuts in 2023, with U.S. exports reaching \$1.8 million. From 2019 to 2023, U.S. tree nut exports have increased by 45 percent. Almonds, walnuts, and a variety of prepared, mixed, and preserved nut items made up most of these imports. Thailand (35 percent) and Indonesia (22 percent) dominate the market for tree nuts. With changing dietary preferences, the popularity of tree nuts is expected to increase. The total tax incidence (TTI) for almonds and walnuts in Bangladesh ranges from 58.6 percent to 89.32 percent.

Soup and Other Food Preparations

Bangladesh imports a variety of food preparations to meet the diverse culinary preferences of consumers. From 2019 to 2023, there has been a 64.6 percent increase in imports of food preparations not elsewhere specified or included (nesoi) (HS 210690) products (\$2.9 million) from the United States to Bangladesh. Beverage concentrates, soy-based food preparations, stabilizers for milk and creamer, and various food supplements are all encompassed within the food preparations category. Bangladesh Customs imposes a TTI of 58.6 percent to 89.32 percent on food preparations.

Dairy Products

Bangladesh has a \$3 billion dairy market. Locally produced milk (14 million MT) contributes to the liquid milk market while imported dairy products (311 thousand MT) are used in the value-added dairy industry. The expansion of the dairy industry is fueled by the growing middle class, expanding urbanization, and increasing consumption demand, creating market opportunities for milk and cream powder, whey, lactose syrup, malt extracts, and food preparations. Although, from 2019 to 2023, total dairy product imports decreased by 19 percent. However, in 2023 a substantial increase was reported in dairy product exports from the United States to Bangladesh, increasing from \$1.2 million in 2022 to \$8.5 million in 2023. The TTI for dairy products ranges from 37 percent to 89.32 percent.

Condiments and Sauces

The growth of restaurants focused on global cuisines have resulted in an increased need for condiments and sauces. Imported condiments and seasonings including soy sauce, tomato ketchup, mustard flour and meal, prepared mustard, and vinegar are sought after. In 2023, condiments and sauces were the fifth highest valued consumer-oriented product exported from the United States to Bangladesh. The TTI for HS 2103 is 89.32 percent and 58.6 percent for HS 2209.

Processed Fruit

Processed fruit import demand, specifically dates, has steadily risen during the past five years. During the month of Ramadan, U.S. Medjool dates are in high demand among consumers due to their large size, texture, and consistency. The TTI for dates (HS code 08041011-29) is 58.6 percent.

Other Products

Market demand for bakery goods, cereals, coffee, roasted and extracted (classified under HS 210111, HS 090121), processed vegetables (mainly onion powder), and fruit and vegetable juices are growing. Increasing consumer demand for convenience, shifting lifestyles, a preference for coffee over tea, and a heightened health consciousness is driving demand. The demand for fruit juices, chocolate and cocoa products, and egg and products are on the rise, both for personal consumption and in the HRI sector, as consumers show a preference for imported options over domestic products, which are perceived to be of lower quality.

Section VI: Key Contacts and Further Information

Government Data Sources:

[National Statistics](#), Bangladesh Bureau of Statistics

[Economic Trend](#), Bangladesh Bank

[Bangladesh Economic Review](#), Ministry of Finance

[Bangladesh Tariff Schedule](#), Bangladesh Customs

[Bangladesh Export Data](#), Export Promotion Bureau

Ministries and Regulatory Agencies Responsible for Food Policies and Import Policies:

[Ministry of Agriculture](#)

[Ministry of Fisheries and Livestock](#)

[Ministry of Food](#)

[Bangladesh Food Safety Authority \(BFSA\)](#)

[Ministry of Commerce](#)

[Ministry of Industries](#)

[Bangladesh Standard and Testing Institute \(BSTI\)](#)

[Ministry of Science and Technology](#)

[Bangladesh Atomic Energy Commission \(BAEC\)](#)

[Ministry of Finance](#)

[National Board of Revenue](#)

[Bangladesh Customs](#)

Note: Accessibility of the links may vary depending on security firewalls

Trade and Business Associations:

[Federation of Bangladesh Chamber of Commerce and Industries](#)

[Dhaka Chamber of Commerce and Industries](#)

[International Chamber of Commerce Bangladesh](#)

[Bangladesh Fresh Fruits Importers Association](#)

[Bangladesh Agro-Processors Associations](#)

[Bangladesh Foodstuff Importers and Suppliers Association](#)

[Bangladesh Freight Forwarders Association](#)

[Customs Clearing and Forwarding Agent Association](#)

[The American Chamber of Commerce](#)

[Bangladesh Fish Exporters and Importers Association](#)

[U.S.-Bangladesh Business Council](#)

Note: Accessibility of the links may vary depending on security firewalls

Post Contact Information:

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Appendix – I

U.S. Agricultural Exports Bangladesh (USD million)

Product	2019	2020	2021	2022	2023
	Value	Value	Value	Value	Value
Bulk Total	827.9	890.2	810.9	852.7	674.2
Wheat	51.8	76.6	52.0	0.0	11.6
Corn	0.1	0.2	0.0	0.0	0.0
Rice	0.0	0.0	0.4	0.0	0.0
Soybeans	387.9	483.7	449.1	382.5	323.3
Oilseeds (excl. soybean)	0.0	0.0	0.0	0.0	0.0
Cotton	387.9	329.5	308.9	469.8	339.2
Pulses	0.0	0.0	0.3	0.0	0.0
Other Bulk Commodities	0.2	0.2	0.2	0.4	0.1
Intermediate Total	107.2	112.5	99.0	69.8	86.0
Milled Grains & Products	0.0	0.0	0.0	0.0	0.0
Soybean Meal	23.9	41.2	25.3	0.5	5.3
Soybean Oil	0.0	0.0	0.0	0.0	0.0
Vegetable Oils (excl. soybean)	0.1	0.1	0.3	0.2	0.2
Animal Fats	0.0	0.0	0.0	0.0	0.0
Live Animals	5.6	5.3	7.2	4.1	4.4
Distillers Grains	35.1	35.7	31.4	29.9	38.9
Other Feeds, Meals & Fodders	24.7	20.2	18.3	11.6	19.3
Ethanol (non-bev.)	0.0	0.0	0.0	0.0	0.0
Planting Seeds	0.6	1.2	1.1	4.9	2.3
Sugar, Sweeteners, Bev. Bases	0.2	0.2	0.0	0.1	0.5
Dextrins, Peptones, & Proteins	1.7	1.0	2.6	2.5	2.1
Essential Oils	0.8	1.0	1.1	1.7	0.7
Other Intermediate Products	14.5	6.7	11.6	14.3	12.3
Consumer Oriented Total	20.1	20.9	12.4	9.5	17.1
Beef & Beef Products	0.0	0.0	0.0	0.0	0.0
Poultry Meat & Prods. (excl. eggs)	0.0	0.0	0.0	0.0	0.1
Eggs & Products	0.0	0.0	0.0	0.0	0.1
Dairy Products	13.1	13.9	2.2	1.2	8.3
Fresh Fruit	0.8	0.0	0.0	0.0	0.0
Processed Fruit	0.1	0.1	0.0	0.6	0.0
Processed Vegetables	1.7	0.9	1.1	0.7	0.1
Fruit & Vegetable Juices	0.0	0.0	0.1	0.1	0.0
Tree Nuts	1.3	2.4	5.3	3.5	2.0

Confectionery	0.0	0.0	0.0	0.0	0.0
Chocolate & Cocoa Products	0.1	0.1	0.0	0.0	0.0
Bakery Goods, Cereals, & Pasta	0.1	0.1	0.1	0.2	0.0
Food Preparations	1.6	1.0	2.6	2.5	5.6
Condiments & Sauces	0.7	1.0	0.8	0.4	0.3
Non-Alcoholic Bev. (excl. juice)	0.2	0.1	0.1	0.2	0.2
Beer	0.0	0.0	0.0	0.0	0.0
Wine & Related Products	0.1	0.0	0.0	0.0	0.1
Distilled Spirits	0.0	0.0	0.0	0.0	0.0
Nursery Products & Cut Flowers	0.0	0.0	0.0	0.0	0.0
Dog & Cat Food	0.3	1.2	0.0	0.0	0.0
Other Consumer Oriented	0.0	0.0	0.0	0.0	0.0
Agricultural Related Products	10.3	7.2	5.8	5.4	4.1
Forest Products	8.5	5.5	2.6	2.2	1.5
Seafood Products	1.9	1.6	3.2	3.1	2.6
Agricultural & Related Products	965.5	1,030.70	928.1	937.4	781.4

Source: [GATS](#)

Attachments:

No Attachments