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# EXPO NEWS

VOL.18 - ISSUE: 12/2018

December 2018

Monthly Information Bulletin for Sri Lankan Exporters

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Monthly Information Bulletin for Sri Lankan Exporters



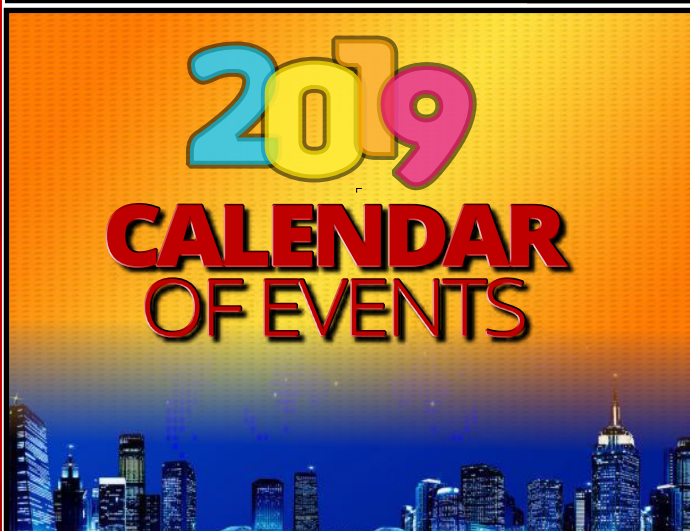
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Concept & Designed by: Zahir Ansari-MA, TF&TI Division, EDB





## Textech Sri Lanka International Expo



Venue:  
Sri Lanka Exhibition & Convention  
Centre (SLECC)  
Colombo – Sri Lanka .  
Date: 7 ~ 9 March 2019



# INTERNATIONAL TRADE EVENTS - LOCAL

NAME OF EXHIBITIONS	RELATED INDUSTRIES	LOCATION & DATE
<b>HI DESIGN MEA</b> <i>Hotel Interior Design - The Decision Makers' Forum</i>	<ul style="list-style-type: none"> <li>• Catering &amp; Hospitality Industries</li> <li>• Decoration, Home &amp; Office Design, Furniture, Lighting</li> <li>• Architecture</li> </ul>	Shangri-La Hotel Colombo on <b>MARCH</b> 06~08, 2019
<b>COLOMBO INTERNATIONAL YARN &amp; FABRIC SHOW-CIFS DYE+CHEM SRI LANKA EXPO</b> <b>TEXTTECH INTERNATIONAL EXPO - SRI LANKA</b> <ul style="list-style-type: none"> <li>• International Yarn &amp; Fabric Trade Show. CIFS will showcase all kinds of fabrics, Yarns&amp;, Fibre, Cotton, Synthetic fabrics, Artificial Fur, Denim but also many accessories like Zippers, Buttons, Labelling Systems, Shoulder Paddings, Snap Fasteners, Ribbons</li> <li>• International Exhibition devoted to focus on all kinds of Dyes and Fine &amp; Specially Chemicals for the Bangladesh Textile Industry in Sri Lanka</li> <li>• International Exhibition for the Garment &amp; Textile World of Bangladesh</li> </ul>	<ul style="list-style-type: none"> <li>• Fabrics - Clothing Textiles</li> <li>• Fashion</li> <li>• Clothing Machines</li> <li>• Chemical Process</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>MARCH</b> 07~09, 2019
<b>LANKALIVESTOCK</b> <i>Sri Lanka International Feed &amp; Livestock Production Exhibition</i>	<ul style="list-style-type: none"> <li>• Livestock &amp; Poultry</li> <li>• Food Processing Industries</li> <li>• Agriculture - Agricultural Machinery</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>JULY</b> 18~20, 2019
<b>COMPACK SRI LANKA</b> <i>International Packaging Exhibition</i>	<ul style="list-style-type: none"> <li>• Packaging Logistics &amp; Transportation</li> <li>• Engineering - Handling Operations - Storage</li> </ul>	BMICH (Bandaranaike Memorial International Conference Hall), Colombo on <b>AUGUST</b> , 2019
<b>LANKABUILD</b> <i>International Building &amp; Construction Exhibition in Sri Lanka</i>	<ul style="list-style-type: none"> <li>• Building &amp; Construction</li> <li>• Building Machinery</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 2019
<b>LANKAENERGY</b> <i>International Power &amp; Electrical Engineering Show. LANKAENERGY is an International Trade Show &amp; Conference dedicated to Power Generation, Transmission, Distribution, Installation &amp; Electrical Engineering in Sri Lanka</i>	<ul style="list-style-type: none"> <li>• Energy Production &amp; Transportation</li> <li>• Electrical &amp; Electro technical Engineering</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 2019
<b>LANKAWATER</b> <i>International Water Supply, Sanitation &amp; Wastewater Technology Show in Sri Lanka</i>	<ul style="list-style-type: none"> <li>• Water Management and Treatment</li> <li>• Environmental Protection</li> <li>• Urban Equipment &amp; Engineering</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 2019
<b>POWER SRI LANKA</b> <i>Sri Lanka's International Exhibition on Power Generation &amp; Transmission, PV Power, Energy &amp; Renewable Energy</i>	<ul style="list-style-type: none"> <li>• Energy Production &amp; Transportation</li> <li>• Clean Energies - Renewable Energies</li> <li>• Electrical &amp; Electro technical Engineering</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 2019
<b>SOLAR SRI LANKA</b> <i>International Exhibition on Solar Photo Voltaic Power Generation</i>	<ul style="list-style-type: none"> <li>• Clean Energies - Renewable Energies</li> <li>• Energy Production &amp; Transportation</li> <li>• Environmental Protection</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 2019
<b>COMPLAST SRI LANKA</b> <i>International Plastics Exhibition</i>	<ul style="list-style-type: none"> <li>• Plastics</li> <li>• Rubber</li> <li>• Mould &amp; Die</li> </ul>	BMICH (Bandaranaike Memorial International Conference Hall), Colombo on <b>AUGUST</b> , 09~11, 2019
<b>SRI LANKA PLAST</b> <i>International Plastics Exhibition</i>	<ul style="list-style-type: none"> <li>• Plastics</li> <li>• Rubber</li> </ul>	Sri Lanka Exhibition & Convention Centre (SLECC) Colombo on <b>AUGUST</b> , 09~11, 2019



# INTERNATIONAL TRADE EVENTS

## FISH & SEAFOOD

**31 Jan. ~ 02 Feb., 2019**  
**AQUAEX INDIA**  
**Hyderabad, INDIA**  
Web: [www.aquaexindia.com](http://www.aquaexindia.com)

## DAIRY INDUSTRIES

**20 ~ 23 January, 2019**  
**DAIRY FORUM**  
Location: Orlando, US  
Contact: IDFA  
Web: [www.idfa.org](http://www.idfa.org)

**30 January ~ 01 February, 2019**  
**NZ DAIRY EVENT**  
Location: Palmerston North, New Zealand  
Contact: NZ Dairy Event  
Web: [www.nzdairyevent.com](http://www.nzdairyevent.com)

**06 February, 2019**  
**DIARY TECH**  
Location: Stoneleigh Park, UK  
Contact: RABDF  
Web: [www.dairy-tech.uk](http://www.dairy-tech.uk)

**26 ~ 28 March, 2019**  
**PROFOOD TECH**  
Location: Chicago, US  
Contact: IDFA  
Web: [www.profoodtech.com](http://www.profoodtech.com)

**03 ~ 04 April, 2019**  
**DIARY INNOVATION SUMMIT**  
Location: Amsterdam  
Contact: Arena International  
Web: [www.arena-international.com/diary](http://www.arena-international.com/diary)

**17 ~ 18 April, 2019**  
**CHEESE INDUSTRY CONFERENCE**  
Location: Medison, US  
Contact: Wisconsin Cheese Makers Association  
Web: [www.cheeseconference.org](http://www.cheeseconference.org)

**31 May ~ 03 June, 2019**  
**ROYAL BATH & WEST SHOW**  
Location: Shepton Mallet, UK  
Contact: Royal Vath and West Society  
Web: [www.bathandwest.com](http://www.bathandwest.com)

## TRADE OPPORTUNITIES

*Offer*

**Oyster, Clams, Crab, Shrimp,**  
**Squid, Salmon and other Frozen Fish**

**KINGSUN FOODS CO LTD**  
518, Sungwon-Outlets, 308, National Highway  
Chengyang, Qingdao, CHINA  
Mob: +86-18842634939  
Email: [larky@kingsunfoods.com](mailto:larky@kingsunfoods.com)  
Attn: Mr. Larky

**Pompano (Whole, Fillet with Skin)**  
**Black Scorpion fish and Lobster**

**MANUEL BARRUZ S.L.**  
C/Fuente Empedrada, 14.  
28609 Selvilla la Nueva, Madrid, SPAIN  
Tel: +34-918128332 Mob: +34-629059563  
Email: [manuel@barruz.com](mailto:manuel@barruz.com)  
Attn: Mr. Manuel Barruz

## FISH INFO NETWORK

**FAO-GLOBEFISH - ITALY**  
**NETWORK COORDINATOR**  
T: +39-0657052692 F: +39-0657053020  
E: [globefish@fao.org](mailto:globefish@fao.org) W: [www.globefish.org](http://www.globefish.org)

**INFOFISH - MALAYSIA**  
**ASIA/PACIFIC**  
T: +603-80668112 F: +603-80603697  
E: [info@infofish.org](mailto:info@infofish.org) W: [www.infofish.org](http://www.infofish.org)

**INFOPESCA - URUGUAY**  
**LATIN AMERICA**  
T: +598-29028701-2 F: +598-29030501  
E: [infopesca@infopesca.org](mailto:infopesca@infopesca.org) W: [www.infopesca.org](http://www.infopesca.org)

**INFOPECHE - CITÉ**  
**AFRICA**  
T: +225-20228980 F: +225-20218054  
E: [infopeche@aviso.ci](mailto:infopeche@aviso.ci) W: [www.infopeche.ci](http://www.infopeche.ci)

**INFOSAMAK - MOROCCO**  
**ARAB REGION**  
T: +212-522540856 F: +212-522540855  
E: [infosamak@infosamak.org](mailto:infosamak@infosamak.org) W: [www.infosamak.org](http://www.infosamak.org)

**EUROFISH - DENMARK**  
**CENTRAL & EASTERN EUROPE**  
T: +45-33377755 F: +45-33377756  
E: [info@eurofish.dk](mailto:info@eurofish.dk) W: [www.eurofish.dk](http://www.eurofish.dk)

**INFOYU - CHINA**  
**CHINA**  
T: +86-10-59199614 F: +86-10-59199614  
E: [infoyu@agri.gov.cn](mailto:infoyu@agri.gov.cn) W: [www.infoyu.net](http://www.infoyu.net)

# INTERNATIONAL TRADE EVENTS

## UBM ASIA'S Jewellery Portfolio 2019

**RUSSIAN FEDERATION**  
St. Petersburg - 30 Jan.~03 Feb. 2019

**HONG KONG**  
Hong Kong - 27 Feb.~02 Mar. 2019

**INDIA**  
Chennai - 08~10, March 2019

**TURKEY**  
Istanbul - 21~24, March 2019

**INDIA**  
Kolkata - 06~08, April 2019

**MAINLAND**  
Shenzhen - 19~22, April 2019

**RUSSIAN FEDERATION**  
Moscow - 22~26, May 2019

**INDIA**  
Hydrabad - 14~16, June 2019

**HONG KONG**  
Hong Kong - 20~23, June 2019

**JAPAN**  
Tokyo - 28~30, August 2019

**HONG KONG**  
Hong Kong - 16~19 September, 2019

**HONG KONG**  
Hong Kong - 16~22 September, 2019

**RUSSIAN FEDERATION**  
Moscow - 25~29, September 2019

**INDIA**  
New Delhi - 28~30, September 2019

**MALAYSIA**  
Kuala Lumpur - 10~12, October 2019

**SINGAPORE**  
Singapore - 26~29, October 2019

**TAIWAN**  
Taiwan - 02~05, November 2019

## TYRE ASIA Event Calendar 2019

17~19 January 2019

**INDIA RUBBER EXPO 2019**  
10th International Exhibition & Conference

Bombay Exhibition Centre,  
NESCO, AIRIA  
Mumbai - 400 099  
Tel: 022-2839 2095/ 2017  
Email: info@allindiarubber.net  
Web: www.indiarubberexpo.in

21~24 May 2019

**CHINAPLAS 2019**

China Import & Export Fair Complex  
Pazhou, Guangzhou, PR China  
Adsal Exhibition Service Limited  
Tel: +852-2516 3382  
Fax: +852-2516 5024  
Email: Chinaplas.PR@adsale.com.lk  
Web: www.chinaplasonline.com



# FRUIT LOGIS TICA

2019

6|7|8 FEBRUARY BERLIN

6|7|8 FEB 2019  
BERLIN

FRUIT  
LOGISTICA



FRUIT  
LOGISTICA

6|7|8 FEBRUARY 2019, BERLIN

# TEA & COFFEE WORLD CONFERENCE

*Asia*

## Hong Kong

23-25 September 2019





# 2019

## CALENDAR OF EVENTS



Trade Facilitation and Trade Information Division  
Sri Lanka Export Development Board  
42, Nawam Mawatha, Colombo 02, Sri Lanka.  
Tel : +94 (0)11 230 0705~11 Fax : +94 (0)11 230 0715, 230 0676  
E-mail : [tfti@edb.gov.lk](mailto:tfti@edb.gov.lk) Web : [www.srilankabusiness.com](http://www.srilankabusiness.com)

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## CONTACT DETAILS OF THE RESPONSIBLE DIVISIONS OF EDB

- **EAD**

**Export Agriculture Division**

Tel: 011-230 0731

Fax: 011-230 4879

E-mail: ead@edb.gov.lk

- **IPD**

**Industrial Products Division**

Tel: 011-230 0726

Fax: 011-230 3025

E-mail: ip@edb.gov.lk

- **RDD**

**Regional Development Division**

Tel: 011-230 0716

Fax: 011-230 3028

E-mail: rd@edb.gov.lk

- **MDD**

**Market Development Division (MDD)**

Tel: 011-230 0720

Fax: 011-230 5212

E-mail: mktd@edb.gov.lk

- **ESD**

**Export Services Division (ESD)**

Tel: 011-230 0727

Fax: 011-230 3862

E-mail: exposervices@edb.gov.lk

- **TF&TI**

**Trade Facilitation & Trade Information (TF&TI)**

Tel: 011-230 0724

Fax: 011-230 0676

E-mail: tfti@edb.gov.lk

# EDB CALENDAR OF EVENTS-2018

## INTERNATIONAL - TRADE FAIRS and EXHIBITIONS

Period 2019	Event	Products	Country / Venue	Div
Feb 17-21	GULFOOD 2019 Exhibition in Dubai	Processed Food	Dubai, UAE	EAD
Mar 05-08	Foodex 2019 Exhibition in Makuhari Messe, Japan	Processed Food	Japan	EAD
Mar 18-20	Sri Lanka Participation at Paper World Dubai 2019	Printing	Dubai	ESD
May 07-09	Seafood Expo Global (SEG)	Seafood	Belgium	EAD
May 08-10	Japan IT Week 2019	ICT/BPM	Japan	ESD
May	Tokyo International Mineral Fair (TIMA), Japan	Gem & Jewellery	Japan	IPD
Sept/Oct	Expo Pakistan Exhibition in 2019	Multi Products	Pakistan	MDD
September	Apparel Sourcing Paris	Apparel	Paris	IPD
September	Bangkok Gem & Jewellery Fair in Thailand	Gem & Jewellery	Thailand	IPD
September	Exposure visit to IAA Cars	Automobile	Frankfurt, Germany	IPD
September	International Genoa Boat Show, Italy	Boat & Ship Building	Italy	IPD
Octo 05-09	Anuga 2019 Exhibition	Processed Food	Cologne, Germany	EAD
Octo/Nov	China International Import Expo 2019	Multi Products	Shanghai, China	MDD
December	India International Mega Trade Fair -2019	Multi Products/Services	Kolkata, India	MDD

## INTERNATIONAL - PROMOTION & MARKET EXPOSURE PROGRAM AND BUYER~SELLER MEETINGS

Period 2019	Event	Products	Country / Venue	Div
Feb 13-16	Biofach 2019 Exhibition and Capacity Building & Market Exposure Program for SMEs	Processed Food	Nuremberg, Germany	EAD
March	Organize Inward Missions to maximize the GSP+ benefits to the selected EU countries	Multi Products	Germany, Denmark, Finland and Sweden	MDD
March	Organize Outward Missions	Multi Products	Japan	MDD
1 <sup>st</sup> Quarter	Tailor made training Program on quality and testing for the Automobile Component Manufacturers with Automotive Research Association of India	Automobile	Pune, India	IPD
April/ May	Organize Outward Missions	Multi Products	Canada	MDD
June	B2B networking event in Ethiopia for Quantity Survey, Power & Energy, Architecture, Construction and related services.	Construction	Ethiopia	ESD
June/Sept	Exposure program for Technology Upgradation	Apparel	China & Spain	IPD
2 <sup>nd</sup> Quarter	Market Promotion program for Herbal Cosmetic sector	Ayurvedic Cosmetic Product	South Africa, EU	EAD
July	Outward Missions to maximize the GSP+ benefits to the selected EU countries	Multi Products	Germany, Denmark, Finland, Sweden, Hungary and France	MDD
August	Sri Lankan delegation to World Coconut Congress	Coconut & Coconut based Products	Philippines	EAD
September	Promotional program for fashion Designers brands/labels	Fashion Innovation	Hong Kong	IPD
Sep 29- Oct 03	Sri Lanka delegation to International Federation of Essential oils and Aroma Therapy Conference (IFEAT)	Spices & Concentrates	Bali, Indonesia	EAD



# EDB CALENDAR OF EVENTS-2018

3 <sup>rd</sup> Quarter	Technical and Market Exposure program collaboration with INFOFISH	Ornamental Fish	Malaysia & Thailand	EAD
3 <sup>rd</sup> Quarter	B2B program for coconut Kernel based products	Coconut & Coconut based Products	USA & Mexico	EAD
Octo 15-19	Organize Sri Lanka Participation at Supply Side along with B2B meeting & market exploration program	Spices & Concentrates	West Las Vegas, USA	EAD
Octo 16-21	Market Exposure and B2B program	Rubber	Germany	IPD
November	Organize Outward Missions	Multi Products	Oman	MDD
November	Organize B2B networking event in the UK	Wellness Tourism	UK	ESD
4 <sup>th</sup> Quarter	Market Promotion program for Herbal Cosmetic sector	Ayurvedic Herbal Cosmetic	South Africa, EU	EAD
To be decided	Business matchmaking in Japan (EDB/Sectoral Expert- SE)	ICT/BPM	Japan	ESD

## LOCAL - TRADE FAIRS and EXHIBITION

# EDB CALENDAR OF EVENTS-2018

2 <sup>nd</sup> quarter	Workshop on Tyre, molded rubber product manufacturing	Rubber Products	Colombo	IPD
2 <sup>nd</sup> Quarter	Workshop on new technology for ornamental fish industry collaboration with NAQDA & NARA	Ornamental Fish	Sri Lanka	EAD
2 <sup>nd</sup> Quarter	Organize Inward buying delegation from Azerbaijan	Coconut & Coconut based Product	Colombo	EAD
2 <sup>nd</sup> Quarter	Workshop on export potential for Live plants & cut foliage	Floriculture	Kurunegala	EAD
July	Awareness Program - NOCU and its role to promote credible organic agriculture value chain	All Organic Products	Sri Lanka	NOCU
August	Seminar on US GSP+ Scheme	Selected product sectors	Colombo	MDD
Aug/Sept	Seminar on China market entry Strategy for pre- Identify products	Pre-identified products	Colombo	MDD
September	Awareness Program - NOCU and its role to promote credible organic agriculture value chain	All Organic Products	Sri Lanka	NOCU
3 <sup>rd</sup> Quarter	Inward Buyer Delegation from identified countries in EU	Apparel	Colombo	IPD
3 <sup>rd</sup> Quarter	Organize Inward buying missions from Japan, China, Russia etc. parallel to Min-Visithuru exhibition organized by the NAQDA	Ornamental Fish	Colombo	EAD
3 <sup>rd</sup> Quarter	Training of farmers as trainers on organic agriculture production	All organic products	Sri Lanka	NOCU
November	Awareness Program - NOCU and its role to promote credible organic agriculture value chain	All Organic Products	Sri Lanka	NOCU
November	ICT/Tech Pavilion at INFOTEL 2019	ICT/BPM	Colombo, Sri Lanka	ESD
4 <sup>th</sup> Quarter	Workshop on export potential for Live plants & cut foliage	Floriculture	Gampaha	EAD
To be decided	Organize high profile MICE events to invite global logistics and shipping companies to promote Sri Lanka as a Logistic Hub	Logistics	Colombo, Sri Lanka	ESD
To be decided	Workshop for ICT sector SMEs -General Data Protection Regulation	ICT/BPM	Colombo, Sri Lanka	ESD

## CERTIFICATE COURSES

Period 2019	Events/ Programs	Venue	Resp. Div.
1 <sup>st</sup> Quarter	150 <sup>th</sup> Certificate Course on Import & Export Procedure	Conference Room, 5 <sup>th</sup> Floor Head Office - EDB	TF&TI
	87 <sup>th</sup> Certificate Course on Operational Aspects of International Trade	Auditorium, 3 <sup>rd</sup> Floor Head Office - EDB	TF&TI
2 <sup>nd</sup> Quarter	151 <sup>th</sup> Certificate Course on Import & Export Procedure	Conference Room, 5 <sup>th</sup> Floor Head Office - EDB	TF&TI
3 <sup>rd</sup> Quarter	152 <sup>th</sup> Certificate Course on Import & Export Procedure	Conference Room, 5 <sup>th</sup> Floor Head Office - EDB	TF&TI
	88 <sup>th</sup> Certificate Course on Operational Aspects of International Trade	Auditorium, 3 <sup>rd</sup> Floor Head Office - EDB	TF&TI
4 <sup>th</sup> Quarter	153 <sup>th</sup> Certificate Course on Import & Export Procedure	Conference Room, 5 <sup>th</sup> Floor Head Office - EDB	TF&TI



# BUSINESS OPPORTUNITIES FROM ISRAEL



## BUSINESS OPPORTUNITIES FROM ISRAEL

Business Opportunities from Israel is a diverse and exclusive database, containing hundreds of up-to-date business offers from Israel (with new offers being added every month), by Israeli importers, exporters, service providers, and more, from all industries, looking for business partners from around the world.

Brand	Activity	Subject
Textile, Leather and Products	Export to Israel	Looking for garment manufacturers of wovens and knits, fabric developers, fashion and accessories manufacturers
Foreign Trade , Shipping and Storage, Retail and Wholesale	Export to Israel, Joint Ventures, Services, Representation	Importer of Household Appliances is looking for new innovative products for distribution
Food, Beverages and Catering	Export to Israel	Beers
Construction, Real Estate and Plumbing, Metals, Rubber, Plastic and Raw Materials, Wood, Paper, Printing, Packaging and Stationery	Export to Israel, Representation	Aluminium/Wood/Wood-aluminium windows and doors Aluminium Pergolas, Glass, etc.
Textile, Leather and Products, Retail and Wholesale	Export to Israel	Backpacks, Wallets, Sunglasses, Binoculars and other brand-name products
Textile, Leather and Products	Export to Israel	Haute Couture Wedding Dresses
Electronics and Electricity, Textile, Leather and Products, Retail and Wholesale	Export to Israel, Services	Services in China, Expert in Tobacco Accessories, Office Furniture, Mobile Accessories, Hats
Electronics and Electricity, Textile, Leather and Products, Retail and Wholesale	Export to Israel, Services	Services in China, Expert in Tobacco Accessories, Office Furniture, Mobile Accessories, Hats
Chemistry, Medicine, Pharmaceuticals and Cosmetics	Export to Israel	Medical Equipment: Ophthalmology, Plastic Surgery, Dermatology, Neurology, Urology, Cardiology, Trauma, Orthopaedics, Arthroscopy/Endoscopy, Gastroenterology, Otolaryngology, Audiology, General physicians
Food, Beverages and Catering	Export to Israel	Organic Food Products
Chemistry, Medicine, Pharmaceuticals and Cosmetics	Export to Israel	Single Use Medical Products to hospitals, research institutions and Biomed High-tech companies
Food, Beverages and Catering, Chemistry, Medicine, Pharmaceuticals and Cosmetics, Leather and Products, Textile, Wood, Paper, Printing, Packaging and Stationery, Metals, Rubber, Plastic and Raw Materials	Export to Israel, Representation,	Food Products, Consumer Products and Detergents
Education, Teaching and Training	Joint Ventures, Services	Technical Projects & Advisory by Top Israeli Engineers

<https://www.chamber.org.il/37679/40433/?page=1>

## LIVE, FRESH AND CHILLED FISH & SEAFOOD

1 US\$ = GBE 0.76  
1 US\$ = HK\$ 7.81

FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING		INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
			Res. Currency	USD		
ATLANTIC SALMON	Air-flown Chilled Gutted	3~5 Kg/pc	¥ 1200~1300	10.65~11.54	Wholesale - Tokyo, Japan	Scotland
			¥ 1000~1300	8.88~11.54		Norway
			¥ 1400~1500	12.43~13.32		Australia
	Fillet -	Fresh	2~3 lb/pc	5.75~6.00/lb	Wholesale - Miami, USA	Europe
			3~4 lb/pc	5.95~6.20/lb		
	Fillet -	D-Trim	2~3 lb/pc	4.95~5.10	Wholesale - Miami, USA	Chile
			3~4 lb/pc	5.05~5.20		
			4~5 lb/pc	5.05~5.20		
HALIBUT	Whole -	Gutted	10~20 lb/pc	6.75~7.25	FOB - New York, USA	USA
			20~40 lb/pc	7.25~7.75		
			> 40 lb/pc	7.60~7.95		
GROUPE <i>Epinephelus spp</i>	Whole -	Fresh / Chilled	SS 6.00~12.00	4.38~8.76	Wholesale - Singapore	Indonesia Malaysia
		Fresh / Chilled		6.00	Wholesale - Sao Paulo, Brazil	Brazil
MUD GROUPE	Whole -	Fresh	HK\$ 82.50~148.50	NQ	Wholesale - Hong Kong	Hong Kong
BROWN SPOTTED GROUPE <i>E. Coioides</i>	Whole -	Fresh	RM 21.58	5.17	Wholesale - Penang, Malaysia	Thailand
		Chilled				
		Small				
RED GROUPE	Whole -	Gutted/ Chilled		6.00~6.35	Wholesale - Miami, USA	Central America
YELLOW CROAKER	Whole -	Fresh	HK\$ 35.00~135.30	4.48~8.19	Wholesale - Hong Kong	Southeast Asia China
CROAKER <i>Micropogon Furnieri</i>	Whole -	Large		1.60	Wholesale - Sao Paulo, Brazil	Brazil
		Medium		1.10		
		Small		0.80		
PACIFIC CROAKER <i>Cynoscion Albus</i>	Whole -	Small		2.40	Wholesale - Costa Rica	Costa Rica
		Large		4.00		
MANGROVE SNAPPER	Whole -	Fresh	RM 27.47	5.51	Wholesale - Penang, Malaysia	Thailand Indonesia
		Chilled				
LANE SNAPPER <i>Lutjanus Guttatus</i>	Evisc -	Chilled	1~2 lb/pc	3.85~4.15	FOB - New York, USA	South America
			2~4 lb/pc	3.95~4.25		
YELLOW TAIL SNAPPER <i>Lutjanus Argentiventis</i>	Evisc -	Chilled	1~2 lb/pc	NQ	FOB - New York, USA	South America
			2~4 lb/pc	NQ		
SILK SNAPPER	Evisc -	Chilled	1~2 lb/pc	4.00~4.25	FOB - New York, USA	South America
			2~4 lb/pc	3.75~4.10		
RED SNAPPER <i>Lutjanus sp</i>	Whole -	Fresh	SS8.00~10.00	5.84~6.93	Wholesale - Jurong, Singapore	Indonesia Malaysia
	Whole -	Fresh		2.60	Wholesale - Rio de Janeiro, Brazil	Brazil
	Whole -	Large		3.40	Wholesale - Sao paulo, Brazil	Brazil
		Medium		2.20		
SEA PERCH <i>Lateolabrax Japonicas</i>	Whole -	Fresh	HK\$ 74.25~90.75	NQ	Wholesale - Hong Kong	China Hong Kong
		Chilled				
THREADFIN BREAM <i>Polynemus spp</i>	Whole -	Fresh	RM 10.55	2.30	Wholesale - Kuala Lumpur	Malaysia
		Chilled				
		Small				



LIVE, FRESH AND CHILLED FISH & SEAFOOD							1 US\$ = GBE 0.76 1 US\$ = HK\$ 7.81
FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING			INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
				Res. Currency	USD		
DOLPHIN FISH (mahi mahi)	H&G Air-flown	Chilled	10~15 lb/pc >15 lb/pc		4.25~4.50 4.60~4.80	FOB - New York, USA	South America
WHITE POMFRET	Whole -	Fresh/ Chilled Medium		RM 34.86	7.54	Wholesale - Kuala Lumpur	Thailand Indonesia
	Whole -	Fresh/ Chilled		HK\$ 84.15 ~ 245.85	13.19~25.22	Wholesale - Hong Kong	Local / Imported
BLACK POMFRET	Whole -	Fresh/ Chilled		RM 21.71	5.05	Wholesale - Penang, Malaysia	Thailand
		Fresh/ Chilled		HK\$ 36.00~102.30	4.61-10.50	Wholesale - Hong Kong	Hon Kong China
CHINESE POMFRET	Whole -	Fresh		HK\$ 396.00~610.00	NQ	Wholesale - Hong Kong	Hon Kong China
SILVER POMFRET	Whole - Air-flown	Chilled	250-300 g/pc		11.50	CFR - Middle East	Bangladesh
			300-400 g/pc		15.00		
			400-500 g/pc		17.20		
			> 500 g/pc		18.65		
BOMBAY DUCK	Whole -	Fresh		HK\$ 26.00~82.50	3.33~5.63	Wholesale - Hong Kong	Hon Kong China
SCAD MACKEREL	Whole -	Fresh		HK\$ 50.00~115.50	6.40~13.57	Wholesale - Hong Kong	Hon Kong China
SPANISH MACKEREL <i>Scomberomous spp</i>	Whole -	Fresh/ Chilled Medium		RM 25.80	5.18	Wholesale - Kuala Lumpur	Thailand Indonesia
	Whole -	Fresh/ Chilled		SS 6.00~13.00	3.65~7.30	Wholesale - Singapore	Indonesia Malaysia
INDIAN MACKEREL <i>Rastrelliger spp</i>	Whole -	Fresh/ Chilled		RM 11.48	2.54	Wholesale - Penang, Malaysia	Malaysia Thai, Indonesia
		Fresh		SS 4.00~7.00	2.92~4.38	Wholesale - Jurong, Singapore	Thailand Indonesia
HAIR TAIL (Ribbon Fish)	Whole -	Fresh		HK\$ 34.65~96.00	5.63~12.16	Wholesale - Hong Kong	Southeast Asia
HARDTAIL SCAD	Whole -	Fresh		RM 7.31	1.89	Wholesale - Penang, Malaysia	Thailand
TILAPIA	Fillet-	Chiled, B/L,S/L	3~5 oz/pc		3.50~3.70/lb	Wholesale - Miami, USA	Latin America
			5~7 oz/pc		3.50~3.70/lb		
			7~9 oz/pc		3.60~3.80/lb		
CHANNEL CATFISH	Fillet-	Fresh	3~5 oz/pc		4.50~4.60/lb	Wholesale - NY, USA	USA
			5~7 oz/pc		4.50~4.60/lb		
CONGER EEL	Whole -	Fresh		HK\$ 47.00~105.00	6.40~13.44	Wholesale - Hong Kong	Hong Kong/ China
BLACK TIGER SHRIMP <i>Penaeus monodon</i>	Head on-	Fresh/ Chilled		SS 12.00~36.00	8.76~26.28	Wholesale - Singapore	Indonesia/ Malaysia
WHITE SHRIMP <i>Vannamei</i>	Head on-	Fresh/ Chilled Medium		RM 24.88	6.19	Wholesale - Kuala Lumpur	Malaysia
	Head on-	Fresh/ Chilled		SS 6.00~26.00	4.38~20.44	Wholesale - Singapore	Indonesia/ Malaysia
SEA URCHIN ROE	Price / Tray (150-350gr)						
	Fresh-	Large		Red ¥ 3300~12000	29.30~106.53	Wholesale - Tokyo, Japan	Japan
				¥ 1400~2500	12.43~22.19		USA

# TRADE NEWS: LIVE FISH & SHELLFISH

LIVE FISH & SHELLFISH					1 US\$ = GBE 0.76 1 US\$ = HK\$ 7.81
FISH SPECIES TRADE NAMES	PRODUCT FORM & GRADING	INDICATIVE PRICE per KG		PRICE REFERENCE & MARKET AREA	ORIGIN
		Res. Currency	USD		
BROWN SPOTTED GROUPE	Live	HK\$ 170~330	22.41~35.21	Wholesale - Hong Kong	Southeast Asia
GREEN GROUPE	Live	HK\$ 80~325	10.24~33.93	Wholesale - Hong Kong	Southeast Asia
LEOPARD CORAL GROUPE	Live	HK\$ 350~810	44.81~89.63	Wholesale - Hong Kong	Southeast Asia
BROWN MARBLED GROUPE	Live	HK\$ 180~410	23.05~46.09	Wholesale - Hong Kong	Southeast Asia
RED GROUPE	Live	HK\$ 1238~1320	NQ	Wholesale - Hong Kong	Southeast Asia
MANGROVE SNAPPER	Live	HK\$ 46~130	8.96~16.65	Wholesale - Hong Kong	Southeast Asia
MALABAR RED SNAPPER	Live	HK\$ 66~125	9.60~16.65	Wholesale - Hong Kong	Southeast Asia
RUSSELL SNAPPER	Live	HK\$ 91~140	13.44~17.93	Wholesale - Hong Kong	Southeast Asia
POMPANO	Live	HK\$ 53~105	8.96~13.44	Wholesale - Hong Kong	Hong Kong
AMERICAN LOBSTER	Live 1 lb/pc		8.75~9.50 /lb	FOB - New York, USA	USA
	Live 1 1/8 lb/pc		8.75~9.50 /lb		
	Live 1 1/4 lb/pc		9.00~9.75 /lb		
	Live 1 1/2 lb/pc		9.50~10.25 /lb		
LOBSTER Panulirus sp	Live	HK\$ 350~908	44.81~53.78	Wholesale - Hong Kong	Southeast Asia/Australia
SHRIMP	Live Medium	HK\$ 100~528	9.60~11.52	CFR - Hong Kong	Southeast Asia
	Live Large	HK\$ 320~908	38.41~47.38		
THREE- SPOTTED CRAB	Live	HK\$ 83~205	10.24~23.05	CFR - Hong Kong	Southeast Asia
MANTIS SHRIMP	Live	HK\$ 65~198	7.04~19.08	CFR - Hong Kong	Southeast Asia
RED CRAB	Live	HK\$ 225~825	28.81~46.09	CFR - Hong Kong	Southeast Asia



## Sri Lanka Set to Transition to an Export and FDI-led Growth Trajectory



**T**he government of Sri Lanka has embarked on an ambitious journey to diversify and develop its export sector with the aim of achieving US\$ 28 billion in export earnings by 2022.

The blueprint for the export sector led growth; The National Export Strategy (NES), was made public in July 2018, by the Hon. Prime Minister Ranil Wickramasinghe at a ceremony held at the Temple Trees.

The five-year strategy focuses on four key pillars which are creating a business enabling, predictable and transparent policy and regulatory framework that supports exports, strengthening Sri Lankan exporters market-entry and compliance capacities, becoming an efficient trade and logistics hub to facilitate exports and driving export diversification through innovation and strengthening of emerging sectors.

Speaking at the launch, Hon. Prime Minister Ranil Wickramasinghe said the key objectives of NES is to increase the capacity of Sri Lanka's export sector and to improve trade performances. This is not only a national export strategy. It is also jobs and income strategy. If you look at all the developed economy of Asia, they have done so by becoming export economies.

The Prime Minister further stated that Sri Lanka was ahead of many of its Asian counterparts back in 1977 when it adopted an open market economy strategy but is currently lagging behind countries like Vietnam and Bangladesh, which opened up their economies to international trade more recently. The Prime Minister also stated most had cited the civil war as an excuse for Sri Lanka's poor growth in international trade.

This is not only a national export strategy. It is also jobs and income strategy.

If you look at all the developed economy of Asia, they have done so by becoming export economies.

"President Premadasa pushed the 200 garment factories program during the war. Factories in Vavunia, Anuradhapura, and Polonnaruwa were never touched by the war. That's the hard fact. No bomb has exploded inside a hotel. So, we had given excuses for non-performance. We haven't looked at why we didn't perform. Why we haven't given our people better income as a high middle-income country. Why we haven't given our people more employment. Why did they have to go to Saudi Arabia. Why did they have to go to Jordan. That is the question we have to ask."

Meanwhile, elaborating on the government's thinking behind the NES, Minister Malik Samarawickrama stated that the Government's focus has been to rebalance Sri Lanka's economic growth from a model that had become over-reliant on government investment and public infrastructure in the

pre-2015 era, to a model that is more outward oriented, private sector-led, and knowledge-intensive. A model that attracts transformative FDI and a model that encourages producing higher value goods and services for international markets.

# LAUNCH OF THE NATIONAL EXPORT STRATEGY (NES)



"Making this transition to an export and FDI-led growth trajectory is challenging. But it is the only option for Sri Lanka - if we are to create better jobs for our young people. It is the only way we can be sure of making a sustainable transition into a higher income economy."

The Minister further stated that in 2017, Sri Lanka had the highest ever export earnings of US\$ 15.5 Billion and that he was confident it would exceed US\$ 17.2 Billion, while FDI inflow would also reach a new record of US\$2.5 billion this year, up from a record US\$ 1.9 Billion last year.

The minister however stated "these are extremely low figures in comparison to some of the other Asian countries that I mentioned before. For example, annual exports in Singapore is 480 Billion dollars, in Taiwan it is 340 Billion dollars, in Thailand is 254 Billion dollars, in Vietnam it is 250 Billion dollars, and in Malaysia it is 230 Billion dollars. Even Bangladesh, a country that was a much later entrant to the international trade game, is now at 41 Billion dollars. Foreign direct investment received by these countries were 77 Billion dollars to Singapore, 12 Billion dollars to Vietnam, 9 Billion dollars to Taiwan, and 5 Billion dollars to Thailand."

Minister Samarawickrama said that it was clear that Sri Lanka had a long way to go, and that it would never be able to

The purpose is to focus our minds - the minds of the government officials, the minds of the enterprises in these sectors, the minds of international investors and business partners, and the minds of development partners who want to help us. To focus us to work on these sectors on an urgent and fast-tracked basis, for the next five years.

achieve the rapid economic development that Sri Lanka needed if the industries only focused on the local market of 21 million people. Our only choice is to integrate with the world markets, and exports is a key pathway in that.

Meanwhile, elaborating on the thinking behind focusing on the six priority sectors and four trade support functions (TSF) that have been identified under the NES, which seek to diversify Sri Lanka export mix through the expansion of goods and services from the ICT, Wellness Tourism, Spice Concentrates, Boat Building, Processed Food & Beverages, and Electronic, Electrical and Machinery industries, the Minister said the purpose is to focus our minds the minds of the government officials, the minds of the enterprises in these sectors, the minds of international investors and business partners, and the minds of development partners who want to help us. To focus us to work on these sectors on an urgent and fast-tracked basis, for the next five years.

Every export sector will gain from the implementation of this strategy, especially from the four trade support functions. These are aimed at supporting all sectors, all sizes of firms, and even those who aren't yet exporters but are aspiring to be. National Quality Infrastructure, Trade Information and Promotion, Logistics, Innovation these are aimed at helping all sectors and that is why they are included in this strategy.



Meanwhile, speaking about the growth potential for Sri Lanka, Director General of the International Trade Centre (ITC) said Emerging Asia is estimated to experience an annual growth rate of 6.3% from 2018 to 2022. With the rapid development of trade corridors across the region and the growing demands of Asian consumers, Sri Lanka is strategically positioned in the Indian Ocean to service regional consumers and leverage immense trading opportunities. A growing Asia enables Sri Lankan SMEs and established exporters to service consumers beyond the 21 million people in the domestic Sri Lankan market. The Island's strategic location offers an incredible prospect for Sri Lanka to serve as an e-commerce platform serving the region.



# LAUNCH OF THE NATIONAL EXPORT STRATEGY (NES)

She further stated that Sri Lanka's dynamic workforce, combined with structured efforts to stimulate innovation and entrepreneurship, and a growing and dynamic IT industry, provided all the right ingredients for the Island to create value in regional and global production networks.

The current Economic Reform Agenda of the Government of Sri Lanka, which aims to transform the Island into an open and dynamic trading economy, symbolises a confident nation. It signifies national readiness to seize a historic opportunity for long-term growth and benefit for all Sri Lankans. The modernisation of Sri Lanka's trading environment will guide

efforts towards export diversification and greater local value added. The Strategy sets out specific priority actions to solve competitiveness constraints, turn market opportunities into real-life success stories, modernise regulatory systems for improved efficiency and attract investments to invigorate Sri Lankan value chains.

The NES was developed through a collaborative process that brought together key government entities support industries and exports and leading private sector representatives to fast track the country's export growth harnessing all capabilities and resources of the country.



Explaining the process Secretary to the Ministry of Development Strategies and International Trade said "... When Sri Lanka's exports are compared with those from the rest of the world and particularly, from the countries in our neighborhood, it is observed that, in spite of many comparative advantages present, there had not been, in the past, adequate progress in the field of exports reflecting a decline in export contribution to the country's GDP. Explaining the process the Secretary said that more than 750 national, regional and sector specific public & private stakeholders were consulted to confirm trade diagnostics and value chain analysis ; to identify market and strategy orientations; and to articulate robust Plans of Action.

The Secretary further stated that resolving the macro as well as sectoral issues confronted by exporters goes beyond the scope of a single institution and required a concerted effort of all relevant Government stakeholders. He was confident that the NES provides such a frame work for coordinated action and to ensure consistency in policy making alignment across Government.

The NES consolidates national level findings and priorities into a coherent road map to achieve our export vision of: Sri Lanka an export hub, driven by Innovation and Investment . The strategy consists of a Plan of Action for each sector and a framework to monitor the implementation to reach the expected outcomes. My Ministry will give the highest priority for the implementation of NES, based on the actions proposed of which a few have already been included in the National Budget 2018.

The NES design and management process is led by the Development Strategies and International Trade Ministry and the Sri Lanka Export Development Board (EDB). Technical support has been provided by the International Trade Centre (ITC) within the framework of the EU-Sri Lanka Trade-Related Assistance project funded by the European Union. The National Quality Infrastructure Strategy was designed as part of the project in close partnership with the United National Industrial Development Organisation (UNIDO).



# EXPORT PERFORMANCE - 2018 JULY

## Summary of Export Performance - January-August 2018 (Provisional)

No.	Products	Export Value in US\$ Mn.				
		Jan ~ Aug 2016	Jan ~ Aug 2017	Growth 2016-2017	Jan ~ Aug 2018	Growth 2017-2018
1	Tea	823.78	991.48	20.36%	957.00	-3.48%
2	Rubber & Rubber Based Products	529.30	566.76	7.08%	607.34	7.16%
	- Natural Rubber	20.95	29.43	40.48%	23.10	-21.51%
	- Synthetic Rubber	-	-	0.00%	0.01	0.00%
	- Rubber Finished Products	508.35	537.33	5.70%	584.24	8.73%
3	Coconut & Coconut Based Products	374.16	397.96	6.36%	399.83	0.47%
	- Coconut Kernel Products	203.95	210.56	3.24%	200.69	-4.69%
	- Coconut Fibre Products	118.00	128.60	8.98%	126.70	-1.48%
	- Coconut Shell Products	52.21	58.80	12.62%	72.44	23.20%
4	Other Export Crops	291.83	363.36	24.51%	317.80	-12.54%
	- Spices & Allied Products	191.19	243.49	27.35%	222.89	-8.46%
	- Vegetables	15.76	19.35	22.78%	18.16	-6.15%
	- Fruits	24.91	28.74	15.38%	27.71	-3.58%
	- Cut Flowers and Foliage	8.71	9.81	12.63%	11.21	14.27%
	- Others of Other Export Crops	51.26	61.97	20.89%	40.72	-34.29%
5	Fisheries Products	119.47	165.34	38.39%	179.52	8.58%
	- Edible Fish Products	110.70	155.41	40.39%	169.37	8.98%
	- Ornamental Fish	8.77	9.93	13.23%	10.15	2.22%
6	Diamonds, Gems and Jewellery	238.94	330.68	38.39%	359.04	8.58%
7	Apparel & Textiles	3,322.00	3,271.81	-1.51%	3440.12	5.14%
8	Food, Feed and Beverages	253.45	195.65	-22.81%	239.86	22.60%
9	Tobacco	71.69	69.19	-3.49%	84.38	21.95%
10	Leather and Leather Products	14.76	13.80	-6.50%	18.12	31.30%
11	Wood and Wooden Products	34.70	38.70	11.53%	42.80	10.59%
12	Paper and Paper Products	55.58	67.81	22.00%	70.03	3.27%
13	Chemicals and Plastic Products	81.90	90.32	10.28%	97.10	7.51%
	- Chemical Products	33.12	40.74	23.01%	44.40	8.98%
	- Plastic Products	48.78	49.58	1.64%	52.70	6.29%
14	Non-Metallic Mineral Products	71.41	70.50	-1.27%	72.31	2.57%
15	Base Metal Products	55.77	72.28	29.60%	107.99	49.41%
16	Engineering Products	296.63	578.36	94.98%	477.93	-17.36%
	- Electrical & Electronic Products	187.36	232.48	24.08%	276.00	18.72%
	- Transport Equipment and Parts	75.74	67.88	-10.38%	100.54	48.11%
	- Boat Building	33.53	278.00	729.11%	25.54	-90.81%
17	Footwear & Parts	82.69	76.63	-7.33%	65.67	-14.30%
18	Petroleum Products	105.33	156.15	48.25%	234.33	50.07%
19	Other Manufactures	51.23	54.25	5.89%	55.83	2.91%
20	Products Unclassified	22.72	30.94	36.18%	24.64	-20.36%
	<b>TOTALS</b>	<b>6,897.34</b>	<b>7,601.97</b>	<b>9.27%</b>	<b>7,851.64</b>	<b>3.18%</b>





# GRASP TRADE OPPORTUNITIES AND STRENGTHEN EXISTING RESOURCES

**ARANCHA GONZALEZ**  
**ITC EXECUTIVE DIRECTOR**

Ms Arancha Gonzalez, Executive Director of ITC and an expert in international trade issues, recently visited Sri Lanka to attend the launch of Sri Lanka National Export Strategy (NES) 2018-2022. The NES aims to support trade-led growth, and increase foreign exchange earnings and employment.

Speaking to the EDB after the launch, Ms. Gonzalez spoke at length about the role of the ITC on the global stage and in relation to the NES in Sri Lanka, the current economic situation, the direction of the global market, its contribution to the NES strategy, the opportunities for Sri Lanka's export market, and the She Trades Initiative.

### **What is the role of ITC on the global platform of Trade and what benefits can it reap to Sri Lanka's export Industry?**

While micro, small and medium enterprises (SMEs) produce 70% of employment in any country and account for over 95% of all businesses in many countries in Asia, SMEs are not sufficiently competitive at present. This means they do not contribute to national growth and job creation as much as they could. The mission of ITC is to support the internationalization of these SMEs. Only the most competitive participate in international trade. And by participating in trade, SMEs become more competitive.

Sri Lanka is no exception in Asia. However, given its potential in terms of its strategic location and its abundant physical and human resources, the country could soon be able to forge ahead if given the right support. ITC is geared to provide such support to Sri Lanka by focusing on fostering SME competitiveness through trade, paying particular attention to helping the micro and informal sectors access the international markets and for whom access to capital and markets would be of the essence.

### **In relation to the global market "Which way are the trade winds blowing?"**

There is a hurricane forming at the moment: At the beginning, winds were strong but we could navigate. Now it is becoming more challenging to sail in the world economy. Unilateral trade measures taken by one have resulted in tit-for-tat taken by others and their impact is already been felt. Companies that need imported inputs for final transformation have seen their costs increase. Investments are being put on hold given the prevailing uncertainty. Companies are starting to lay off workers.

And ultimately consumers are seeing price increases since, let's not forget, tariffs are taxes paid by consumers. We can already see the micro impact, and there are signs that if unchecked there will be an impact at the macro level, affecting currency markets, and ultimately depressing global growth. The ensuing volatility and unpredictability would unfairly impact on the smallest in the market: the SMEs.

# INTERVIEW : ARANCHA GONZALEZ, ITC E-DIRECTOR

## Do you think Sri Lanka would emerge as a regional hub for exports & catch up with the fast growing export economies of Asia?

Sri Lanka was historically a hub for trade, and I believe it is time that Sri Lanka reclaims this role as an economic hub in global and Asian trade and trade routes. With Asian economies becoming the fastest-growing in the world, Sri Lanka has an opportunity to join the big players and benefit from the new trade routes being created. However, if Sri Lanka is to compete it has to move faster than its neighbours in terms of addressing trade barriers and

better exploiting trade opportunities to catch up with over two decades lost. If not, the gap will widen between Sri Lanka and neighbouring countries. The direction that Sri Lanka has taken is the correct one. What is needed now is to accelerate the pace of implementation of domestic reforms of which the NES is an essential ingredient.

## What is ITC's contribution to the National Export Strategy 2018-2022?

ITC is a long standing partner of Sri Lanka, having supported its private sector for many years. Recently the government and private sector requested ITC to support the country in formulating a National Export Strategy, with generous financing from the European Union, as part of a trade support Programme. ITC's role has been to facilitate a dialogue between the private sector and the government, to provide data and trade and market intelligence to identify export potential and which sectors to

invest in; and to support the formulation of a clear and practical roadmap for implementation. But the real success factor of the NES is the serious involvement of the private sector. I do hope the NES guides the direction and efforts of the nation and helps to achieve the goal of \$28 billion additional exports by 2022. This is perfectly achievable as long as the country stays on its current course.



**THERE IS COMMITMENT BY**

**THE GOVERNMENT AND**

**I HOPE TO SEE EVEN GREATER ACTION**

**GOING FORWARD.**

## NES has identified key emerging sectors in the export industry. Do you think SMEs will greatly benefit from NES and are you convinced of the Government's commitment to develop international trade?

There is commitment by the government and I hope to see even greater action going forward. Politics must give hope to the people and encourage all stakeholders to drive the transformation of the country. With action, you convince people to take a greater stake in the transformation.

SMEs are already part of this strategy: the companies they supply

to are often already in the export business and part of international value chains. The larger companies pull a large amount of micro and smaller players with them when they export. If suppliers meet international standards, a large market is open for them to export to. This is why investing in quality, in meeting international standards and in certification will help exporters reach-out to larger markets.

## What are the strengths for Sri Lanka to diversify its export basket?

Sri Lanka's location, its people, innovation, ingenuity and credibility are all strengths playing for the country. What is needed is increased investment especially in skill building to make Sri Lanka competitive in the global market. Given the strong culture of export in Sri Lanka, its citizens do not need to be convinced further to export. A good example of this being Dilmah tea which I can find wherever I go, whether in airport lounges around the world or in restaurants. Attention should also be paid

to diversifying into markets with higher purchasing power value to capture a larger share of value added. The future looks promising for Sri Lanka but it needs to grasp this opportunity; increase investment; invest in skill building; reduce bureaucracy and red tape; create better quality employment within the country; and provide accessible and affordable access to credit and capital so as to encourage trade and entrepreneurship.



# INTERVIEW : ARANCHA GONZALEZ, ITC E-DIRECTOR

**Where do you picture NES five years down the line? Would the five year strategy achieve its stated goals and increase export value to 28 Billion USD by 2022? Do you foresee any constraints?**

I hope that Sri Lanka will have met and surpassed the set targets of the NES, and that the NES would be in need of a “shake-up” because the strategy has been successful and created so many avenues that other areas of export potential would have become prominent. This would require addressing existing constraints: The first is that Sri Lanka is a strategically located island but needs to grasp the benefits from its geographical location by improving logistics. Secondly, digital trade is becoming a more prominent part of international trade and provides a big opportunity to smaller players to connect to markets. This is why it is important that Sri Lanka invests in connecting to e-commerce by improving payment systems, logistics or consumer protection schemes to name a few. Thirdly, moves should be made beyond micro credit to accessible

credit and capital for SMEs to grow and to take risks to thrive in international markets. Fourthly, Sri Lanka must invest in skill building, investing in people to help them adapt to the transformations driven by the Fourth Industrial Revolution, because the current employment markets are not like that of the olden days. Fifth, bureaucracy is a drag on business and is a tax on the smallest businesses so reforms to facilitate trade will be essential to generate the missing middle of businesses.

The business community also has some work to do: It has to focus on more value addition. Sri Lanka needs to move beyond a focus on mere repackaging in the country. It has to be an economy of local transformation and value addition, which will help generate better-quality jobs.



**Going beyond the NES five year plan, has the ITC identified a long-term strategy to develop Sri Lanka's export capacity?**

The long-term plan is the NES. In it there is an area of untapped potential for Sri Lanka which is women entrepreneurship. Women's participation in the economy is extremely important to ensure a better quality growth, and one that is more inclusive. What we see around the world is too few women-led companies and too few women in international trade and Sri Lanka is no exception. When you trade, you become more competitive. Competitiveness on the international market leads to better-paid and better-quality jobs. This is why it is important to place emphasis on women entrepreneurship and on women being economically empowered through trade. This led ITC two years ago to launch the She Trades initiatives which we have been rolling out around the world, and with support from Australia, in Sri Lanka. This is an area where there is greater work to be done in particular in ensuring accessible and affordable access to credit for women entrepreneurs.

**Do you have a message for Sri Lankan female entrepreneurs?**

Dare to be part of the economy! I see this across the world: Women are more shy. They are more meticulous about running a business so they often need a bigger push. Mentoring, coaching, networking can play a big role here. We work with women who have succeeded so that they can be role models for those who don't dare yet. At our last She Trades Global gathering of women entrepreneurs from around the world last June I witnessed the drive and initiative from the Lankan businesswomen attending the event. And I know there are thousands others like them. What they need is a bit of encouragement and better opportunities. I am confident they will seize them.

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### TRADE INFORMATION SERVICE

## NEW ARRIVALS/ACQUISITIONS of Magazines, Journals, News Papers & Directories at the Information Center (Library) – NOVEMBER 2018

NAME OF THE PUBLICATION	VOLUME		PERIOD
INDUSTRIAL PRODUCTS MAGAZINS			
JNA (Jewellery News Asia)	Issue 411		November, 2018
AGRICULTURAL PRODUCTS MAGAZINS			
COCO Market Focus			September, 2018
Tea & Coffee Trade Journal	Vol. 190	No. 9	October, 2018
Dairy Industries International	Vol. 83	No. 11	November, 2018
Fresh Produce Journal	Vol. 124	Issue 20	05, October, 2018
Tea Market Report - Weekly (Forbes & Walker Brokers Tea (Pvt) Ltd.	Sale No: 43	Oct, 2018	30~31 October, 2018
	Sale No: 44	Oct, 2018	05~07 November, 2018
OTHER MAGAZINS			
TIME	Vol. 192	No. 18	November 05, 2018
		No. 20	November 12, 2018
		No. 21	November 19, 2018
		No. 22~23	Nov. 26~Dec. 03, 2018
The Economist	Volume 429	Number 9115	27 Oct~02 Nov 2018
		Number 9116	03~09 November 2018
		Number 9117	10~16 November 2018
		Number 9118	17~23 November 2018
		Number 9119	24~30 November 2018
FORTUNE	Volume 178	Number 6	December, 2018
Harvard Business Review	Volume 96	Issue 6	Nov-December 2018
LMD	Volume 25	Issue 410	November, 2018
Women Top 50	Issue 04		Aug-18
NEWS LETTERS & BULLETINS			
සමස්ත ආහාර ද්‍රව්‍ය විවරණිකාව	Volume 40	Issues 41	05~11, October 2018
		Issues 42	12~18, October 2018
		Issues 43	19~25, October 2018





# EDB SUCCESSFULLY CONCLUDED THE 22ND PRESIDENTIAL EXPORT AWARDS CEREMONY





The 22nd Presidential Export Award Ceremony (PEA) organized by the Sri Lanka Export Development Board (EDB) was successfully held on 18th September 2018 under the patronage of His Excellency the President of Sri Lanka at the Bandaranaike Memorial International Conference Hall (BMICH), Colombo with the participation of several Cabinet Ministers, State Ministers and a large number of exporters. The award winners were presented a prestigious PEA Trophy with a Certificate and they have the privilege to use the “Award Logo” as a marketing tool for 3 years.

The Presidential Export Awards initiated by the EDB in 1981, is the most prestigious award presented to exporters who have made a significant contribution to the export effort of the country. This year's ceremony was to recognize and salute the exporters for their excellence in the financial year from April 2017 to March 2018 and the awards symbolize the national recognition of the exporters, particularly in non-traditional goods and services.

A total of 58 award winners comprised 11 Overall Award, 38 Sectoral Awards for Highest Foreign Exchange Earned and 9 Awards for Emerging Exporters.

Out of the 11 Overall Awards presented this year, there were three new Overall Awards namely “Exporting Conglomerate of the Year” to recognize the best exporting conglomerate for their export excellence, “Globally Operated Highest Foreign Exchange Earner”, to recognize foreign exchange earnings from overseas operations and “Most Globally Outreached Sri Lankan Brand” to recognize the efforts and achievements of Sri Lankan indigenous Brands in the overseas markets.

Apart from the above three Overall awards, the ‘Exporter of the Year’, “Employment Provider in the Export Industry”, “Sri Lankan Export Brand”, “Woman Exporter of the Year” “Contributor to Sustainable Development in Exports” “Net Foreign Exchange Earner”, “Market Diversified Exporter” and “Contributor from the Regions to the Export Supply Chain” Overall Awards were also presented by H. E. the President.

The selection for the awards was done by an eminent panel headed by a former Judge of the Supreme Court. The panel comprised of senior officials from the Ministry of Strategic Development & International Trade, the Department of Commerce, Ceylon Chamber of Commerce, Federation of Chambers of Commerce and Industry of Sri Lanka, National Chamber of Exporters and the National Chamber of Commerce of Sri Lanka.





Exporting Conglomerate of the Year  
**MAS Intimates (Pvt) Ltd**





## AWARD WINNERS



Woman Exporter of the Year  
**Senika Holdings (Pvt) Ltd**



Sri Lankan Export Brand  
**Akbar Brothers (Pvt) Lts**



Contributor to Sustainable Development in Exports  
**Brandix Apparel Limited**





## AWARD WINNERS



Contributor to the Regions to the  
Export Supply Chain  
**MAS Intimates (Pvt) Ltd**



Employment Provider in the Export Industry  
**Brandix Apparel Limited**



Globally Operated Foreign Exchange Earner  
**Brandix Apparel Limited**



## AWARD WINNERS



Exporter of the Year  
**MAS Intimates (Pvt) Ltd**



Net Foreign Exchange Earner  
**MAS Intimates (Pvt) Ltd**





## AWARD WINNERS



Most Globally Outreached Sri Lankan Brand  
**Dilmah Ceylon Tea Company PLC**



Market Diversified Exporter  
**Camso Loadstar (Pvt) Ltd**





ශ්‍රී ලංකා අපනයන සංවර්ධන මණ්ඩලය  
இலங்கை ஏற்றுமதி அபிவிருத்திச் சபை  
**SRI LANKA EXPORT DEVELOPMENT BOARD**

Ministry of Development Strategies and International Trade



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### MODEL PROJECT REPORTS

#### COCONUT BASED VALUE ADDED PRODUCTS

- Centrifuged Virgin Coconut Oil
- Coconut Milk
- Coconut Based Confectionery
- De-colored Coconut Oil
- Coconut Water
- Fractionated Coconut Oil

#### FISHERIES PRODUCTS

- Sea-bass Cultivation
- Sea-weed Cultivation

#### RICE BASED VALUE ADDED PRODUCTS

- Production of Rice Pasta
- Production of Rice Bran Oil

Rs.1000/=  
each

### FEASIBILITY REPORTS

- Construction Sector for Exports
- Entrerpot Trade in Sri Lanka
- Ship/Boat Building

Rs.2500/=  
each

For further Details:

Visit our website or please contact

Trade Facilitation & Trade Information Division, Sri Lanka Export Development Board

Tel: 011 230 0705~11 - Ext: 317 (Chandima) Fax: 011 230 0676 E-mail: [chandimawa@edb.gov.lk](mailto:chandimawa@edb.gov.lk)

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# The Gazette of the Democratic Socialist Republic of Sri Lanka

## EXTRAORDINARY

No. 2081/10 - TUESDAY, JULY 24, 2018

(Published by Authority)

### PART I : SECTION (I) — GENERAL Government Notifications

#### SRI LANKA EXPORT DEVELOPMENT ACT, No. 40 OF 1979 Order under Section 14

BY virtue of the powers vested in me by Section 14(1) of the Sri Lanka Export Development Act, No. 40 of 1979, I, Malik Samarawickrama, Minister of Development Strategies and International Trade with the concurrence of the Minister of Finance and Mass Media, do by this Order amend the rate of Cess specified in the corresponding entry in Column IV in the Schedule to the *Extraordinary Gazette* No. 1941/32 dated 20.11.2015, in respect of the article specified under the H. S. Heading 09.02 as specified in the Schedule hereto, with effect from 25.07.2018.

MALIK SAMARAWICKRAMA,  
Minister of Development Strategies  
and International Trade.

Ministry of Development Strategies and International Trade,  
Colombo 01.  
24th July 2018.

#### SCHEDULE

H. S. Cess Hdg. (I)	H. S. Code (II)		Description (III)	Rate of (IV)
09.02			Tea, whether or not flavoured.	
	0902.40	-	Other black tea (fermented) and other partly fermented tea.	
		---	Other:	
	0902.40.91	---	Certified by Sri Lanka Tea Board as wholly of Sri Lanka origin, flavoured	Rs. 10/- per kg
	0902.40.92	---	Certified by Sri Lanka Tea Board as wholly of Sri Lanka origin, other	Rs. 10/- per kg
	0902.40.93	---	Other, flavoured	Rs. 10/- per kg
	0902.40.99	---	Other	Rs. 10/- per kg

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1A PG 4139—557 (07/2018)

This Gazette Extraordinary can be downloaded from [www.documents.gov.lk](http://www.documents.gov.lk)



# ශ්‍රී ලංකා ප්‍රජාතාන්ත්‍රික සමාජවාදී ජනරජයේ ගැසට් පත්‍රය

අති විශේෂ

අංක 2081/10 - 2018 ජූලි මස 24 වැනි අගනරුවාදා -  
2018.07.24 (රජයේ බලයට ප්‍රසිද්ධ කරන ලදී)

## I වැනි කොටස: (I) වැනි ඡේදය - සාමාන්‍ය රජයේ නිවේදන

1979 අංක 40 දරන ශ්‍රී ලංකා අපනයන සංවර්ධන පනත

14 වැනි වගන්තිය යටතේ නියෝගය

සංවර්ධන උපාය මාර්ග හා ජාත්‍යන්තර වෙළඳ අමාත්‍ය, මලික් සමරවික්‍රම වන මම මුදල් හා ජනමාධ්‍ය අමාත්‍යවරයාගේ ද එකඟත්වය ඇතිව 1979 අංක 40 දරන ශ්‍රී ලංකා අපනයන සංවර්ධන පනතේ 14(I) වගන්තිය මගින් මා වෙත පැවරී ඇති බලතල ප්‍රකාරව 2015 නොවැම්බර් මස 20 වැනි දිනැති අංක 1941/32 දරන අති විශේෂ ගැසට් පත්‍රය මගින් ප්‍රකාශයට පත් කරන ලද නියමයෙහි උපලේඛනයේ සංයෝජිත වර්ගීකරණ ශීර්ෂ 09.02 යටතේ නිශ්චිතව සඳහන් කර ඇති භාණ්ඩවලට අනුරූපව මෙහි උපලේඛනයෙහි IV වැනි තීරුවේ දක්වා ඇති අනුප්‍රමාණය පරිදි 2018 ජූලි 25 දින සිට බලපැවැත්වෙන ලෙස සෙස් බද්ද සංශෝධනය කරනු ලබන බව ප්‍රකාශ කරමි.

මලික් සමරවික්‍රම,  
සංවර්ධන උපාය මාර්ග හා ජාත්‍යන්තර වෙළඳ

අමාත්‍ය. 2018 ජූලි මස 24 වැනි දින,  
කොළඹ 01,  
සංවර්ධන උපාය මාර්ග හා ජාත්‍යන්තර වෙළඳ අමාත්‍යාංශයේ දී ය.

උපලේඛනය

සං. ව. ශීර්ෂය	සංයෝජිත වර්ගීකරණ සංකේතය	විස්තරය	සෙස් බදු ප්‍රමාණය
I	II	III	IV
09.02		තේ, රසකාරක මිශ්‍රකළ හෝ නොකළ.	
		අනෙකුත් කළු තේ (පැසවූ) සහ අර්ධ වශයෙන් පැසවූ තේ	
	0902.40	වෙනත්	කි.ග්‍රෑමයට රු. 10/-
	0902.40.91	මුලුමනින්ම ශ්‍රී ලාංකීය සම්භවයෙන් යුත් බවට ශ්‍රී ලංකා තේ මණ්ඩලය විසින් සහතික කරන ලද්දා වූ, රසකාරක යෙදූ	කි.ග්‍රෑමයට රු. 10/-
	0902.40.92	මුලුමනින්ම ශ්‍රී ලාංකීය සම්භවයෙන් යුත් බවට ශ්‍රී ලංකා තේ මණ්ඩලය විසින් සහතික කරන ලද්දා වූ, වෙනත්	කි.ග්‍රෑමයට රු. 10/-
	0902.40.93	වෙනත්, රසකාරක යෙදූ	කි.ග්‍රෑමයට රු. 10/-
	0902.40.99	වෙනත්	

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1A - PG 4139 — 557 (2018/07) ශ්‍රී ලංකා රජයේ මුද්‍රණ දෙපාර්තමේන්තුවේ මුද්‍රණය කරන ලදී.  
මෙම අති විශේෂ ගැසට් පත්‍රය [www.documents.gov.lk](http://www.documents.gov.lk) වෙබ් අඩවියෙන් බාගත කළ හැක.



# இலங்கைச் சனநாயக சோசலிசக் குடியரசு வர்த்தமானப் பத்திரிகை

## அறிவிசேஷமானது

ஏண் 2081/10 - 2018 டிசெம்பர் 24 லட்சி ஏனையோடா - 2018.07.24  
2081/10 ஆம் இலக்கம் - 2018 ஆம் ஆண்டு யூலை மாதம் 24 ஆம் திகதி செவ்வாய்க்கிழமை

(அரசாங்கத்தின் அதிகாரத்துடன் பிரசுரிக்கப்பட்டது)

### பகுதி I : தொகுதி (I) - பொது

#### அரசாங்க அறிவித்தல்கள்

1979 ஆம் ஆண்டின் 40 ஆம் இலக்க, இலங்கை ஏற்றுமதி அபிவிருத்திச் சட்டம்  
14 ஆம் பிரிவின் கீழான கட்டளை

1979 ஆம் ஆண்டின் 40 ஆம் இலக்க, இலங்கை ஏற்றுமதி அபிவிருத்திச் சட்டத்தின் 14(T) ஆம் பிரிவின் மூலம் எனக்குறித்தாக்கப்பட்டுள்ள அதிகாரங்களின் பிரகாரம், அபிவிருத்தி உபாய முறைகள் மற்றும் சர்வதேச வர்த்தக அமைச்சர் மலிக் சமரவிக்ரம ஆகிய நான், நிதி மற்றும் பொருள்கள் ஊடக அமைச்சரின் உடன்பாட்டுடன், 2015.11.20 ஆம் திகதி 1941/32 ஆம் இலக்க, அதிவிரிசை வர்த்தமான அறிவித்தலில் வெளியிடப்பட்டுள்ள கட்டளையினை அட்டவணைவில் இலக்டு முறை இருப்பப்பட்டியற் தலைப்பு 09.02 இல் கீழ்க்காட்டுச் செய்யப்பட்டுள்ள ஒவ்வொரு பொருட்களுக்கும் அதே அட்டவணைவில் அவற்றிற்கு நேரொத்த பதிவுகளில் நிரல் IV இல் குறிப்பிடு செய்யப்பட்டுள்ள சதவீதத்தின் பிரகாரம் 2018.07.25 ஆம் திகதி முதல் பயன்வகுப்பெறும் வகையில் சென் வரி விகிதமானது நிரந்தரமயமாக்கப்படுகிறது என இத்தரம் பிரசுரப்படுத்துகிறேன்.

மலிக் சமரவிக்ரம,

அபிவிருத்தி உபாய முறைகள் மற்றும் சர்வதேச வர்த்தக அமைச்சர்.

அபிவிருத்தி உபாய முறைகள் மற்றும் சர்வதேச வர்த்தக அமைச்சர்,  
கொழும்பு 01,  
2018, யூலை 24.

#### அட்டவணை

இ.ப.த. தலைப்பு I	இ.மு.கு. இல. II	விபரம் III	செவ்வரி விகிதம் IV
09.02		தேயிலை, வாசனையுட்பட்டவை அல்லது வாசனையுட்பட்டாதவை	
	0902.40	- பிற கருந்தேயிலை (தொழில் வகைப்பாட்டை) மற்றும் பிற பகுதி தொழிலகவகைப்பாட்டை :	
		--- பிற	
	0902.40.91	முழுமையாக இலங்கை உற்பத்தியான இலங்கை தேயிலைச் சவரணிகள் சான்றுப்படுத்தப்பட்டவை, வாசனையுட்பட்டது	கி.கி. ஒன்றுக்கு ரூபா 10/=
	0902.40.92	முழுமையாக இலங்கை உற்பத்தியான இலங்கை தேயிலைச் சவரணிகள் சான்றுப்படுத்தப்பட்டவை, வாசனையுட்பட்டது, பிற	கி.கி. ஒன்றுக்கு ரூபா 10/=
	0902.40.93	பிற, வாசனையுட்பட்டவை	கி.கி. ஒன்றுக்கு ரூபா 10/=
	0902.40.99	பிற	கி.கி. ஒன்றுக்கு ரூபா 10/=

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இன் அதிவிரிசை வர்த்தமானம் [www.documents.gov.lk](http://www.documents.gov.lk) எனும் இணையத்தளத்திலிருந்து பதிவிறக்கம் செய்ய முடியும்.



