Project Report

on

Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh

Submitted by:

Talha Mahmud Chowdhury

ID: BBA2202026093

Program: Bachelor of Business Administration

Major: Finance

Department of Business Administration

Sonargaon University (SU)

Submitted to:

Department of Business Administration

Faculty of Business

Sonargaon University (SU)

Submitted for the partial fulfillment of the degree of

Bachelor of Business Administration

Sonargaon University (SU)

147/1, Green Road, Tejgaon, Dhaka-1215, Bangladesh

Date of Submission: May 02, 2026

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Supervised by:

Ummah Tafsirun

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Date of Submission: May 02, 2026

Letter of Transmittal

May 02, 2026

Ummah Tafsirun

Lecturer

Department of Business Administration

Sonargaon University (SU)

Subject: Submission of Internship Report titled "**Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh.**

Dear Madam,
Here I've come to submit my internship report, which is an essential part of the BBA program. It has been huge accomplishment for me to work under your supervision. This has nothing but a great pleasure to submit the Internship report on **"Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh.**

This report provided me with theoretical as well as practical experience. Here I tried my level best to write an effective report by putting my academic knowledge into practice in order to make the document factual and credible. During my internship period I observed operational activities done in GNFL and that helped me to gather as much information as possible to complete this report. However, I will be obliged to clarify if there is any disagreement in this report.

I kindly request your assessment of this report. Your feedback would be greatly appreciated. Thank you for your time and consideration.

Sincerely Yours,

Talha Mahmud Chowdhury

ID: BBA2202026093

Program: BBA

Major: Finance

Department of Business Administration

Sonargaon University (SU)

Certificate of Supervisor

I hereby confirm that the Internship report titled **“Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh** has been created for the fulfillment of BBA program requirements at the Department of Business Administration, Sonargaon University (SU). The report was conducted by **Md. Talha Mahmud Chowdhury**, with **ID BBA2202026093**, under my guidance. I assure you that the report and its contents will not be utilized for any other intentions.

Ummah Tafsirun
Lecturer
Department of Business Administration
Sonargaon University (SU)

Declaration of Student

I am **Talha Mahmud Chowdhury**, a student in the Bachelor of Business Administration program with **ID BBA2202026093** at Sonargaon University. I want to sincerely state that the report titled

“Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh has been genuinely created by me. During the preparation of this report, I ensured full compliance with international copyright regulations. I also want to clarify that this report has not been submitted anywhere else for the purpose of obtaining a degree.

Yours Sincerely

Talha Mahmud Chowdhury
ID: BBA2202026093
Program: BBA
Major: Finance
Department of Business Administration
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Letter of Authorization

I hereby confirm that the report titled "**Export Procedures and Documentation Process of the Readymade Garments Industry in Bangladesh** is a genuine effort by **Talha Mahmud Chowdhury**. The report was conducted under my guidance. I also affirm that, to the best of my knowledge, the content presented in this report has not been included in any other report that led to the award of a degree to any candidate earlier, whether in the same context or a different one.

Ummah Tafsirun
Lecturer
Department of Business Administration
Sonargaon University (SU)

Acknowledgement

First and foremost, I want to thank the Almighty ALLAH for providing me with the strength to carry out my obligations and complete the report on time.

This report would not have been feasible without the devotion and efforts of a number of Individuals as it is involved diverse field of knowledge and experience. As a result, it would be unjust to overlook some of them, given their significant contributions.

I am grateful to **Ummah Tafsirun**, Lecturer, Department of Business Administration, Sonargaon University's (SU) for her unwavering supervision during my organizational period for agreeing to supervise me during the Internship period.

My gratitude goes to entire Business Administration Department, of Sonargaon University (SU) for arranging Internship Program that helps to understand the real-life situation.

Executive Summary

The Readymade Garments (RMG) industry is the most important sector of Bangladesh's economy, contributing a major portion of the country's total export earnings. This report focuses on the export procedures and documentation process of the garments industry in Bangladesh.

The report begins with an overview of the RMG sector, highlighting its growth, contribution to the economy, and major export markets. It then presents a detailed discussion of the export procedures, starting from receiving buyer orders to the final shipment of goods.

In addition, the report explains the various export documents such as commercial invoice, packing list, bill of lading, EXP form, and certificate of origin, which are essential for smooth export operations. The role of banks in handling export transactions, including Letter of Credit (L/C) and payment processes, is also discussed.

Furthermore, the report identifies some common challenges faced in the export process and provides recommendations to overcome those issues.

Overall, this report provides a comprehensive understanding of how export activities are conducted in the Readymade Garments industry of Bangladesh, combining both theoretical knowledge and practical experience gained during the internship.

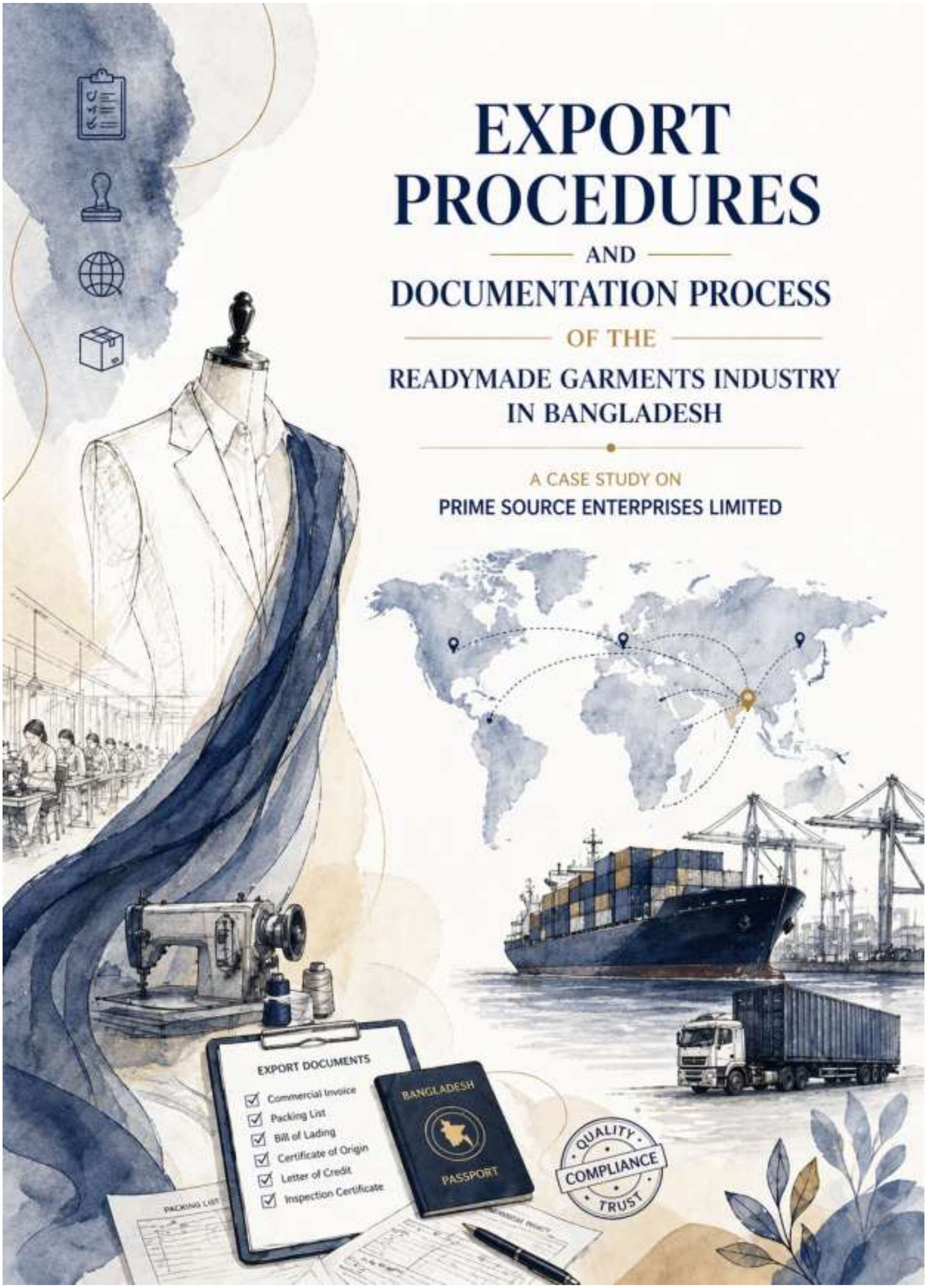
EXPORT PROCEDURES
AND
DOCUMENTATION PROCESS
OF THE
READYMADE GARMENTS INDUSTRY IN BANGLADESH
A CASE STUDY ON
PRIME SOURCE ENTERPRISES LIMITED
EXPORT DOCUMENTS
Commercial Invoice
Packing List
Bill of Lading
Certificate of Origin
Letter of Credit
Inspection Certificate
BANGLADESH
PASSPORT
QUALITY
COMPLIANCE
TRUST

Table of Contents

Chapter: 01
Introduction

1.1 Background of the Study

Export-led growth of Bangladesh has been induced largely by increasing ready-made-garment

(RMG) exports and remittances from overseas workers. These have been the driving force for the

economic development of Bangladesh in the past decades. These have reduced the absolute poverty rate from 57% in 1990 to 27% in 2012 and further to 24% in 2015 and thus have helped to bring millions of people out of poverty. Bangladesh's involvement in international trade has been increasing significantly in the past decades. Its export values have increased by more than quadruple value during the period 2001-02 to 2011-12. And the ratio of total trade to GDP has accounted for about 50% of the GDP. However, comparing the trade to GDP ratio with other countries of the region, there is still room for improvement for Bangladesh. So for accelerating economic growth, Bangladesh needs to make strategy to ensure increased and diversified exports. The RMG comes first in this category which needs special nourishment.

According to the National Development Goal, Perspective Plan (2010-2021), Bangladesh is aimed

to be transformed into a middle-income country by 2021 from the status of a lower middle-income

country. The Bangladesh Ready-made Garments (RMG) sector has observed a massive expansion

over the past 30 years. RMG export is a major source of the foreign exchange and the economy of Bangladesh is highly depended on the export earnings from this sector. So achievement of a positive goal for this sector is crucial. The Prime Minister Sheikh Hasina, Government of People's Republic of Bangladesh, has announced her precise vision for Bangladesh RMG sector to reach to a value of US$ 50 billion exports by 2021. In FY 2016-17, the RMG sector of Bangladesh has contributes to 11.27% of the total Gross Domestic Product. The RMG sector has accounted for 80.78 % of the total country export in FY 2016-17, whereas the shares of Woven and knitwear export were about 41.30% and 39.48 % respectively. This is a positive sign in the goal of achieving the targeted export earnings.

In spite of the major development of our RMG industry, and its splendid prospects, challenges are still there. One of the greatest tests that the RMG industry is facing now is to guarantee working environment security and better working conditions for the huge number of article of clothing laborers. Two noteworthy incidences, the Tazreen fire and the Rana Plaza fall, have conveyed the issue of working environment wellbeing to the forefront and drove all partners to act as needed. Following the awful episodes, different stages, for example, the Bangladesh Accord on Fire and Building Safety, the Alliance for Bangladesh Worker Safety and National

Plan of Action have been formed to enhance building and terminate wellbeing of Bangladesh's piece of clothing industry.

All individuals from the BGMEA and BKMEA are working full scale to complete the remedial activity designs which is recommended by the Accord, Alliance and National Plan of Action after examinations, notwithstanding contributing colossal measure of cash. Be that as it may, guaranteeing working environment wellbeing at all piece of clothing manufacturing plants is a tremendous errand and will set aside opportunity to achieve. Be that as it may, we trust the administration of Bangladesh, BGMEA and BKMEA, with the help of worldwide brands and universal advancement accomplices, will have the capacity to guarantee the security of the RMG business and keep up the force of financial improvement in the nation. Along with challenges a sparkling future is sitting tight for the growth of garment industry of Bangladesh. Beginning without any preparation, Bangladesh has made some amazing progress and is currently one of 10 new developing nations on the planet. The macroeconomic steadiness, 6% yearly normal GDP development, hearty execution of settlement and fare, solid remote cash hold, and striking social and human improvement over the previous decade – all mirror our basic qualities. Given the strength of the RMG business in the general economy of Bangladesh, we need to secure this area. Instead of lounging in the transcend in spite of the major development of our RMG industry, and its splendid prospects, challenges are still there. One of the greatest tests that the RMG industry is facing now is to guarantee working environment security and better working conditions for the huge number of articles of clothing laborers.

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1.2 Objectives of the Study

1.2.1 General Objective

The main objective of this study is to analyze the export procedures and documentation process of the Readymade Garments industry in Bangladesh.

1.2.2 Specific Objectives

- To understand the overall export process of the RMG sector
- To identify the key documents required in garment exports
- To analyze the role of banks in export transactions
- To examine the challenges faced in export procedures
- To gain practical knowledge from real-life operations

1.3 Scope of the Study

The title of the internship report is "A Study on Export obstacles and Opportunities of Bangladesh's RMG Sector" where I have tried to portray all the information gathered throughout my internship time while working in the organization for last three months. Primarily, most of the information given in this report collected from my own observation of working in the organization and interviewing my colleagues, supervisor and others directly. Apart from that, company's legal documents, news, reports, and company's database are used as the secondary sources. Throughout the process I got ample opportunities or scopes to know about this particular sector like how this sector is growing, challenges are faced by and who are players running the sector, apparently what are the key drivers behind the progress of Ready-Made garments industry of Bangladesh.

1.4 Methodology of the Study

The report is prepared based on both primary and secondary sources of data.

1.4.1 Primary Data

- Practical experience gained during internship
- Discussion with colleagues and supervisors
- Observation of export and documentation processes

1.4.2 Secondary Data

- Company records and documents
- Official websites (e.g., BGMEA)
- Books, journals, and online resources related to export procedures

1.5 Limitations of the Study

While preparing this report, several limitations were faced:

- Lack of sufficient time to conduct in-depth analysis
- Confidentiality of company data restricted access to some information
- Limited access to updated statistical data
- Dependence on secondary sources for theoretical information

Despite these limitations, efforts have been made to make the report as informative and accurate as possible.

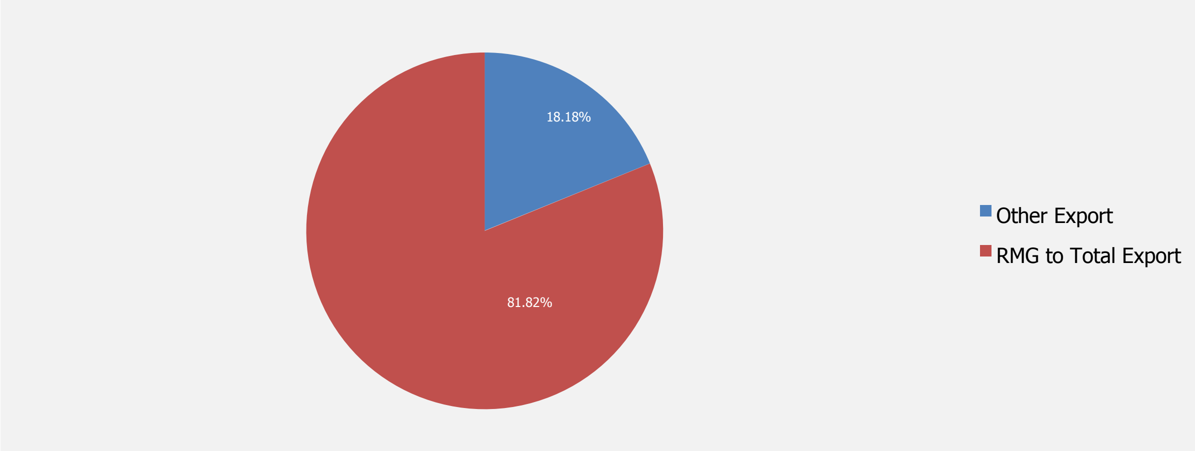
Chapter 2:
Overview of the Readymade Garments (RMG) Industry in Bangladesh

2.1 Introduction

Bangladesh was regarded as one of the world's poorest nations after independence, and no significant industrial plants were built in Bangladesh at the time. The war-torn nation faced the greatest rebuilding challenge due to the lack of natural resources. The first readymade garment clothes of Bangladesh started around 1970, and the textile sector of Bangladesh started in the sixties of the 19th century. This industry-first was exported in 1965 to the European market and produced from Karachi. After the birth of Bangladesh, nine export industries were established. With the development of Bangladesh, the garment sector started developing and exporting to different countries. Currently, the trend of exports has increased. Bangladesh is rapidly establishing industrial factories and engaging in the manufacture of various types of garments.

Knitwear and woven are among Bangladesh's most exported products of readymade garments. In Bangladesh, there are over 1,430 textile mills, including 796 producers of woven fabrics, with an annual production capacity of 3,850 million meters (EPZ, 2022). In addition, Bangladesh has 240 printing, dying, and finishing mills producing 3,170 million meters of fabric annually (BIDA, 2022). Readymade garments are of various types, such as sportswear, suits, pants, dresses, women's suits, blouses, blazers, jackets, cardigans, pullovers, coats, sports jackets, shirts, ties, jeans, shorts, Tshirts, polo shirts, etc. Bangladesh ranks second in the world's garment industry (EPZ, 2022), and 81.82% of its export earnings come from readymade garments, and the total other exports are only 18.18% (Figure 1). currently, Bangladesh has more than 4000 garment factories. In the RMG Sector, employing more than 12 lack laborers where 85% of the labor force is women (EPZ, 2022). The RMG industry is the country's largest export earner, with a value of over USD 38.52bn in exports in the last financial year (EPZ, 2022). The knitted item production is increasing considerably, and now about 40.25% of export earnings have been achieved from knitted products.

Figure 1. The Contribution of RMG to Total Export (FY22)



In FY2022, Bangladesh exported USD42613.15 million (BGMEA, 2022). RMG exports from Bangladesh increased by 16.61% to $3.366 billion in the first month of FY23 (July-June) compared to exports of $2.887 billion in July 2021. The export was 6.45% more than the target of $3.163 billion for July 2022

(EPZ, 2022). The garments industry suffered a temporary setback due to Covid-19 but is now back to normal. However, the Russian and Ukraine war will again damage the apparel readymade garments industry.

2.2 History and Development of the RMG Industry

The number of factories in RMG industry has gone manifold increase over the last 3 decades. The late Akhter Mohammad Musa of Bond Garments, the late Mohammad Reaz Uddin of Reaz Garments, Md. Humayun of Paris Garments, Engineer Mohammad Fazlul Azim of Azim Group, Major (Retd.) Abdul Mannan of Sunman Group, M Shamsur Rahman of Style Craft Limited, AM Subid Ali of Aristocrat Limited came forward and established some of the first garment factories in Bangladesh. Following their footsteps, other prudent and hardworking entrepreneurs started RMG factories in the country. Since then, Bangladeshi garment industry did not need to look behind. Despite many difficulties faced by the sector over the past years, it has carved a niche in world market and kept continuing to show robust performance. On that time period Reaz Garments, Jewel Garments and Paris Garments were the biggest ones amongst the nine RMG industries in Bangladesh (Hossain & Moon, 2014). Reaz Garments, the pioneer, was established in 1960 as a small tailoring outfit, named Reaz Store in Dhaka. It served only domestic markets for about 15 years. In 1973 it changed its name to M/S Reaz Garments Ltd. and expanded its operations into export market by selling 10,000 pieces of men's shirts worth French Franc 13 million to a Paris-based firm in 1978. It was the first direct exporter of garments from Bangladesh. The successful journey was first started in 1978 when Reaz garments exported its first consignment in USA and earned 69 thousand USD. But the actual milestone was led by the Desh Garments Ltd. established in 1979, the first 100% export-oriented company. It was set up as a joint venture with Daewoo of South Korea and became the single largest and most modern garment-manufacturing unit in the sub-continent (Yunus & Yamagata, 2012). It had about 120 operators including 3 women trained in South Korea, and with these trained workers it started its production in early 1980. In 1980, a company called ―Youngone Bangladesh‖ was established as the first equity joint-venture garment factory with a Bangladeshi firm, Trexim Ltd. It exported its first consignment of padded and non-padded jackets to Sweden in December 1980. Since that time, Bangladesh has seen a tremendous growth in the number of factories consistent with the Volume of export (Rashid, 2006).

In year 1983-84, there were only 134 RMG units, where only 40,000 workers were working in this sector. But, in 2012- 2013, the number of RMG units increased to around 6000 with the employment of around 4.2 million workers (BGMEA, 2015). This growth is strongly facilitated by the Multifiber Agreement (MFA) under the Uruguay round of GATT (General Agreement for Tariffs and Trade) of 1994, proactive entrepreneurial approach, and supportive policies of Bangladesh government. The growth of factory has shown a negative trend in year 2013-14 due to the utility crisis and strong inspection from the regulatory body to identify the risky factories. In the history of textile industries there are 10 phases well-known since 1970 (Table 1). The booms days were recognized during 1982-1985. Then after unethical quota restriction was imposed on RMG from the buyers in 1985 as a result, export was decreased. In 1990, knitwear sector was developed drastically. In 1993, child labuor became an issue and its solution also gave. In 2003 Canadian quota restriction was withdrawn, and in 2005 phase out of quota restriction occurred.

In 2006 riots and strike by garments labuor hampered the production. From 2007-2008 the progress in RMG sector remain stable but from 2009 its growth is on continuous condition.

2.3 Contribution to the Economy

The RMG sector is the largest contributor to Bangladesh's export earnings. It accounts for more than 80% of the total export income of the country. The industry also contributes significantly to the Gross Domestic Product (GDP).

In addition to export earnings, the RMG sector plays a vital role in employment generation. It provides jobs to millions of people, especially women, thus contributing to poverty reduction and social development.

The industry also supports various backward linkage industries such as textiles, accessories, packaging, transportation, and banking services.

The export of RMG products in Bangladesh has increased year by year. However, export was disrupted after the pandemic outburst. The post-pandemic situation had improved and was recovering from the disastrous impact when the international political turmoil with the resulting impact on currency devaluation, inflation, and the supply shortage created an obstacle for this industry's growth. In FY1984, the Total RMG export was 31.57 million USD which has increased significantly up to FY2019 (recorded USD40535.04 million in FY2019). However, from FY2020, exports declined because of the Covid-19 pandemic, and exports started to increase again in FY2021. Bangladesh's export earnings in August 2022 grew by 36.18%, standing at USD4.60 billion compared with USD3.38 billion in the same month of 2021 due to increased shipments of readymade garment products. The country's export earnings in July and August of the first two months of the current financial year 2022-23 increased by 25.31% to USD8.59 billion from USD6.85 billion in the same period of FY2022 (EPZ, 2022).

Figure 2 shows the total export of RMG from FY2084 to FY2022 and the forecasted result of the total export of RMG (BGMEA, 2022).[1] In FY2022, the RMG industry exported USD 42,613.15 million worth of garments product. The forecasted result shows that the export of RMG in the next few years is increasing positively. The figure shows that the estimated forecasted lines pass through the 95% confidence interval limits. So, it can be concluded that the export will significantly increase in the next few years. The result estimates that in the next two financial ears, FY2023 and FY2024, the export will be USD 46,101.79 million and USD 49,610.811 million.

[1] The data of this study have been taken from the BGMEA website: https://www.bgmea.com.bd/page/Export_Performance

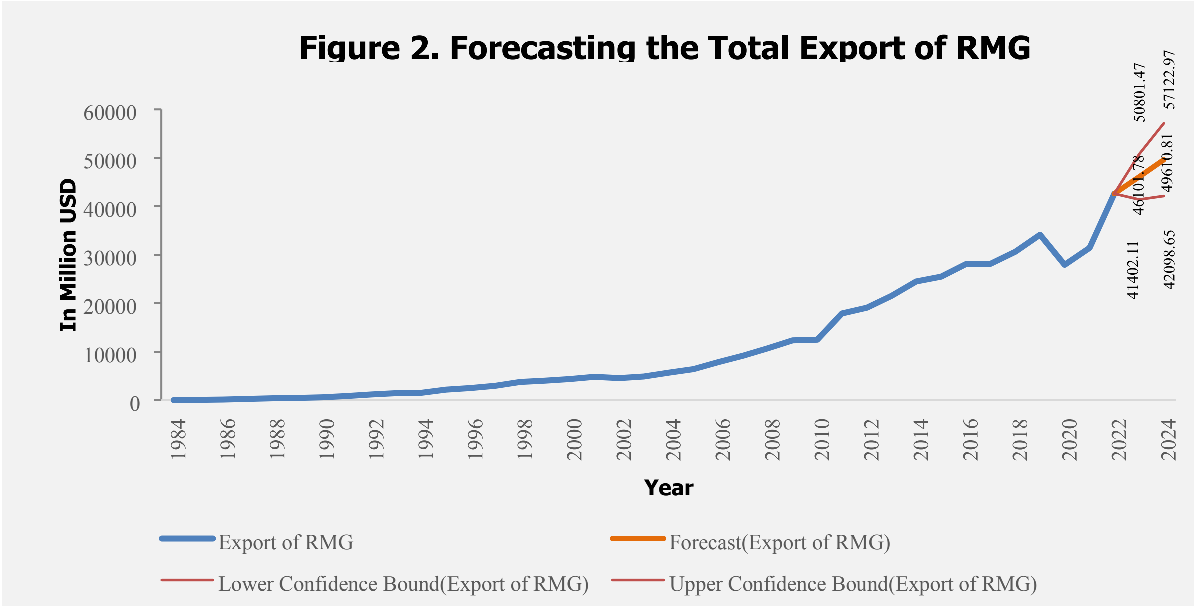
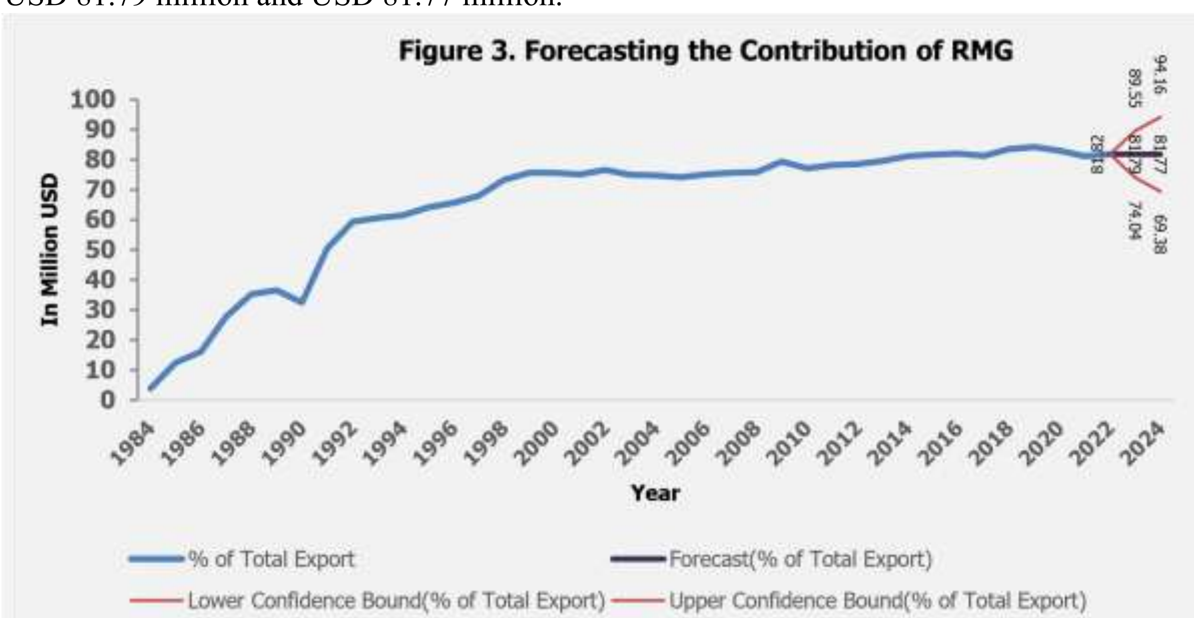
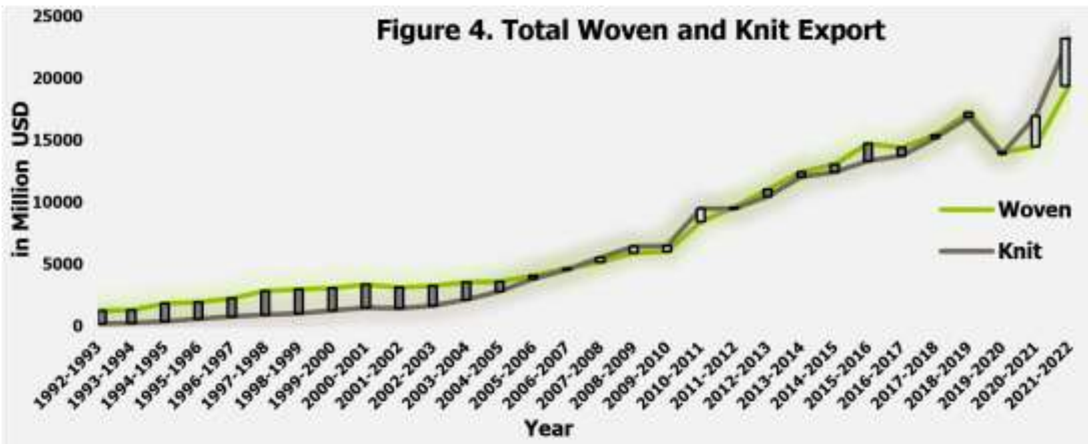


Figure 3 shows the contribution of RMG in total export from FY1984 to FY2022. Figure 3 shows that in FY1984 percentage of RMG's total exports stood at USD 3.89 million, while it is at USD 81.82 million in the fiscal year 2022. The forecasted result shows that the % of RMG in total export will increase slightly in the next two years. So it can be concluded that the 95% confidence interval shows that the % of RMG in the total export line passes through the upper and lower limit. The forecasted result in the next two, FY2023 and FY2024, is estimated to be USD 81.79 million and USD 81.77 million.



Woven and knit are two categories of RMG products that can be analyzed separately using the data of BGMEA. Figure 4 shows the woven and knit export from FY1993 to FY2022 and the gap between the two export items. The figure shows that woven and knit exports increased significantly from the beginning of this industry. Knitwear exports grew by 20.15% to USD 3.91 billion in the first two months of FY2023, increasing from USD3.26 billion in FY2022. Whereas earnings from woven garments export increased by 34.23%, standing at USD 3.19 billion in July-August of FY2023 from USD2.38 billion in the same months of FY2022 (EPB, 2022).



2.4 Major Export Markets

Bangladesh exports garments to many countries around the world. However, the major export destinations include:

- United States of America (USA)
- European Union (EU) countries
- United Kingdom (UK)
- Canada
- Australia

Among these, the European Union is the largest market for Bangladeshi garments, followed by the United States. The demand for Bangladeshi products is increasing due to competitive pricing and acceptable quality standards.

2.5 Key Organizations in the RMG Sector

Bangladesh Garment Manufacturers and Exporters Association (BGMEA)

BGMEA is the main trade organization representing the garment manufacturers and exporters in Bangladesh. It plays a significant role in promoting the industry, ensuring compliance, and supporting exporters in international trade.

Bangladesh Knitwear Manufacturers and Exporters Association (BKMEA)

BKMEA represents the knitwear sector of the country. It works to develop and promote knitwear exports and provides support to its members.

Export Promotion Bureau (EPB)

EPB is a government organization that promotes exports from Bangladesh. It provides data, policy support, and guidance to exporters.

2.6 Types of Garments Products

The RMG industry in Bangladesh produces a wide range of products, including:

- T-shirts and polo shirts
- Shirts and trousers
- Sweaters and knitwear
- Jackets and outerwear
- Sportswear and activewear

The industry has gradually shifted from basic products to more value-added and fashionable items to meet global market demand.

2.7 Competitive Advantages of Bangladesh

Bangladesh has several advantages that make it a strong competitor in the global garment market:

- Low labor cost compared to other countries
- Large and skilled workforce
- Duty-free access to many international markets
- Strong backward linkage industries
- Government support and favorable export policies

2.8 Challenges of the RMG Industry

Despite its success, the RMG sector faces several challenges:

- Compliance and safety issues
- Pressure from international buyers to reduce prices
- Infrastructure problems (ports, transportation)
- Political instability
- Competition from other countries like Vietnam and India

2.9 Future Prospects

The future of the RMG industry in Bangladesh is promising. With continuous improvements in technology, compliance, and product diversification, the industry has the potential to expand further in the global market.

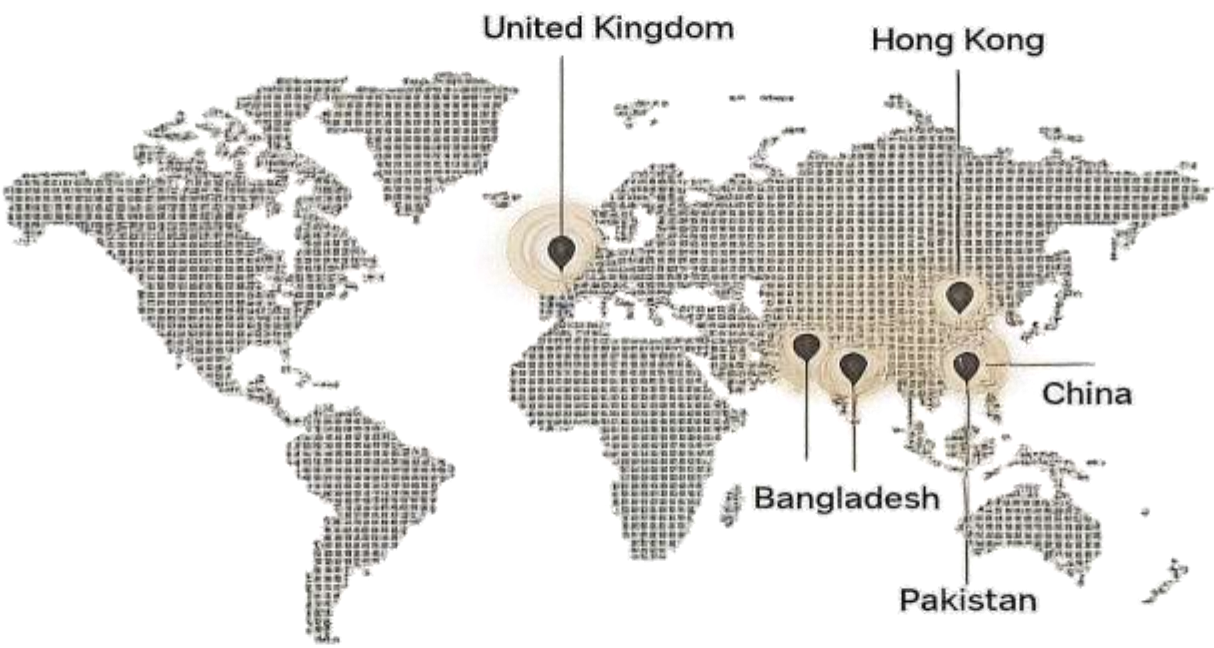
The government and private sector are working together to achieve higher export targets and improve overall efficiency. Sustainable and eco-friendly production is also becoming an important focus area for the industry.

2.10 Conclusion

The RMG sector has emerged as the primary engine driving Bangladesh's economy's growth in employment creation, revenue generation, and foreign earnings. Currently, Bangladesh's economy relies heavily on the RMG sector. This industry affects both the GDP and the GNP. Bangladesh's most important export sector has grown extraordinarily during the past 25 years. Bangladesh's inexpensive workforce and advantageous trading position make it the greatest location for the apparel sector.

Bangladesh earned nearly $4.60 billion by exporting garment products in August 2022, compared with $3.38 billion in the same month of 2021. The country's export earnings in July and August, the first two months of the current financial year 2022-23, increased 25.31% to $8.59 billion from $6.85billion in the same period of FY22, according to the export promotion Bureau. This is about 75% of the total export earnings of the country. RMG is Bangladesh's main export item, receiving 81.82% of our total export earnings other than export. The forecasted result shows that the total export of RMG will increase in FY23 and FY24 compared with FY22. The contribution of RMG forecasted result shows that it will be smoothly increased in FY23 and FY24 compared with FY22. Woven and Knit items export will increase in FY23 and FY24 compared with FY22.

Chapter 3: Company Profile



3.1 Introduction

Prime Source Enterprises Limited (PSEL) is a Hong Kong-based apparel sourcing and manufacturing group offering end-to-end clothing solutions. The company provides comprehensive services spanning concept development, design, sourcing, manufacturing, quality assurance, and aftersales support positioning itself as a full-service partner for fashion and
Sportswear brands globally.

3.2 Company Overview

PSEL has evolved from a Hong Kong startup to a multi-national supply chain powerhouse:

- 2011: Official registration in Hong Kong as a strategic trade hub.
- 2012: Entry into China with a dedicated operational office in Nanjing.
- 2015-2020: Diversification of the supply chain into Bangladesh and Pakistan.
- 2022-Present: Expansion into Southeast Asia (Vietnam and Cambodia) to mitigate global trade risks and optimize costs.

3.3 Company History

Prime Source Enterprises Limited was founded in 2011, with its head office registered in Hong Kong. The company was established with a deliberate strategic philosophy: to differentiate itself from competitors by maintaining in-house UK design and marketing capabilities while simultaneously investing in dedicated overseas operational teams.

A core founding principle of the company is that it **only manufactures in countries where it has its own teams on the ground** - a commitment that continues to define its operational model to this day.

Year Milestone

- 2011 Prime Source Enterprises Limited (PSEL) founded and registered in Hong Kong
- 2012 Expansion into China with a full operational team established in Nanjing
- 2022+ Growing manufacturing partnerships in Cambodia and Vietnam

3.4 Vision and Mission

- Vision: To be the most trusted global partner in the apparel industry, known for ethical integrity and innovative technical design.

- Mission: To provide seamless supply chain solutions by combining UK-led creativity with rigorous local oversight in manufacturing hubs.

3.6 Major Buyers

PSEL manages a diverse portfolio of high-street brands, retailers, and technical labels:

Category	Key Customers
Heritage & Lifestyle	Lambretta, Jack Wills (Costco), Arne
Sports & Performance	Under Armour (UA), Montirex, LSKD, Sports Direct
Value & Distribution	FM London, Hela
Industrial/Workwear	DeWalt

3.7 Organizational Structure

The company operates on a "Dual-Hub" model:

1. UK Hub: Headed by the Creative Director; manages Trend Analysis, Branding, and Marketing.

2. HK/Overseas Hub: Headed by the MD; manages Finance, Logistics, and Regional Offices.

3. Regional Teams: Local Country Managers overseeing Quality Control (QC) and Merchandising.

3.8 Commercial Department Overview

The Commercial Department at Prime Source Enterprises Limited (PSEL) serves as the strategic engine of the company. It manages the complex flow of goods and finances between global manufacturing hubs and international buyers. This department ensures that the "Concept-to-Shelf" process is legally compliant, financially secure, and logistically efficient.

The core responsibilities are divided into four critical pillars:

3.8.1 Export Operations

The export wing manages the movement of finished garments from production hubs (China, Vietnam, Cambodia) to global destinations.

- **Documentation:** Preparation of Commercial Invoices, Packing Lists, and Certificates of Origin (CO).

- **Customs Compliance:** Ensuring all shipments meet the textile export regulations of the manufacturing country.

- **Incentives Management:** Tracking and claiming export subsidies or incentives provided by local governments.

3.8.2 Import Operations (Raw Materials)

PSEL often manages the "Nominated Supplier" model, where fabrics and trims are imported into the manufacturing country.

- **Raw Material Sourcing:** Overseeing the import of high-tech fabrics, zippers, and specialized trims from international suppliers.

- **Bonded Warehouse Management:** Utilizing "Bond" facilities to import materials duty-free for export-oriented production.

- **Clearance:** Managing the fast-track clearance of raw materials to avoid production delays (Critical Path management).

3.8.3 Logistics & Supply Chain

This section ensures the physical movement of goods is cost-effective and on time.

- **Freight Forwarding:** Coordinating with global carriers for Sea, Air, and Sea-Air (multimodal) shipments.
- **Vessel Booking:** Securing space during peak seasons to ensure Under Armour (UA) or Costco shipments are never stranded.
- **Last-Mile Tracking:** Providing real-time updates to buyers like Sports Direct and Montirex regarding their cargo status.

3.8.4 Banking & Financial Work

The Commercial Department acts as the bridge between the company's operations and its financial institutions.

- **Letter of Credit (L/C):** Opening Import L/Cs for raw materials and advising/negotiating Export L/Cs from buyers.

- **Payment Modes:** Managing transactions via Telegraphic Transfer (T/T), Document against Payment (D/P), and Document against Acceptance (D/A).

- **Bank Negotiation:** Submitting shipping documents to banks to realize export proceeds (converting documents into cash).
- **Liaison:** Maintaining relationships with global banks in Hong Kong and manufacturing regions to ensure smooth credit lines.

3.9 Production Capacity

Monthly Capacity: ~1,500,000 pieces.

Factory Network: Over 20+ audited partner factories across Asia.

Lead Times: 60-90 days (New developments); 30-45 days (Fast-track repeats).

3.10 Compliance and Quality Assurance

PSEL prides itself on a "Zero Tolerance" policy regarding ethics:

- **Quality Control (QC):** In-house inspectors conduct AQL (Acceptable Quality Level) checks at 2.5/4.0 standards.

- **Ethical Audits:** Regular monitoring of factory conditions via SEDEX (SMETA) or BSCI frameworks.

- **Sustainability:** Increasing focus on recycled polyester and organic cotton (GOTS certified).

3.11 Conclusion

Prime Source Enterprises Limited has evolved from a Hong Kong startup into a multi-national supply chain powerhouse. By maintaining a physical presence in every country where they manufacture, they provide a level of security and quality control that distinguishes them from traditional sourcing agents.

Chapter 4:
Internship Responsibilities

4.1 Job Description

During the internship period at Prime Source, I was assigned to work in the Commercial Department, which plays a vital role in managing export procedures and documentation activities of the organization. The primary objective of my internship was to gain practical knowledge about the export operations of the Readymade Garments (RMG) industry and to understand how different processes are executed in real-life business situations.

My job position as an intern involved assisting the commercial team in their daily operational tasks. I worked closely with senior executives and observed how export orders are processed from the initial stage to final shipment. The job required attention to detail, proper communication, and a basic understanding of export documentation and procedures.

4.2 Job Responsibilities

During my internship, I was assigned several responsibilities which helped me to gain practical experience in the commercial operations of the company. My key responsibilities included:

- Assisting in the preparation of export documents
    - Helping in creating commercial invoices and packing lists
    - Checking document accuracy before submission
- Supporting shipment process
    - Assisting in booking shipments with freight forwarders
    - Following up on shipment schedules
- Maintaining records
    - Organizing and updating export-related files
    - Keeping track of order and shipment details
- Communication support
    - Coordinating with different departments
    - Assisting in communication with buyers and suppliers
- Observing banking activities
    - Learning about Letter of Credit (L/C) procedures
    - Understanding document submission to banks

These responsibilities allowed me to understand the workflow of export operations and improved my practical knowledge.

4.3 Internship Experience

The internship experience at Prime Source was highly valuable and educational. It provided me with the opportunity to apply theoretical knowledge in a real-world business environment. I was able to observe how the export process is managed in the garments industry and how different departments work together to complete a single order.

Throughout the internship period, I gained hands-on experience in documentation, shipment coordination, and communication with different stakeholders. I also learned the importance of time management, accuracy, and teamwork in a professional setting.

Moreover, the working environment of the organization was supportive and cooperative. Senior employees guided me whenever I faced difficulties and helped me understand complex processes in a simple manner. This experience enhanced my confidence and prepared me for future professional challenges.

4.4 Skills Applied

During the internship, I applied several academic and personal skills that I had learned during my BBA program. These skills helped me perform my tasks effectively.

- Communication skills
    - Interacting with team members and supervisors
    - Understanding professional communication
- Analytical skills
    - Checking documents for errors
    - Understanding export procedures
- Computer skills
    - Using Microsoft Word and Excel
    - Managing digital files and records
- Time management
    - Completing assigned tasks within deadlines

    - Prioritizing work efficiently

These skills played an important role in helping me adjust to the corporate environment.

4.5 New Skills Developed

The internship also helped me develop several new skills that are essential for my future career.

- Practical knowledge of export documentation
    - Understanding real documents such as invoice, packing list, and B/L
- Knowledge of L/C and banking procedures
    - Learning how export payments are processed
- Professional work ethics
    - Maintaining discipline and responsibility
    - Following office rules and procedures
- Teamwork and coordination
    - Working with different departments
    - Understanding organizational workflow
- Problem-solving ability
    - Handling small issues during daily tasks
    - Learning how to manage work pressure

These newly developed skills will be highly beneficial for my future career in the garments and export sector.

Chapter 5:
Export Procedures and Documentation Process

5.1 Introduction

Export procedures and documentation process at PSEL represent a well-structured and coordinated sequence of activities that ensure the smooth movement of finished garments from the production stage to international buyers located in markets such as the UK, Europe, and North America. These processes are designed to maintain efficiency, accuracy, and compliance with global trade regulations.

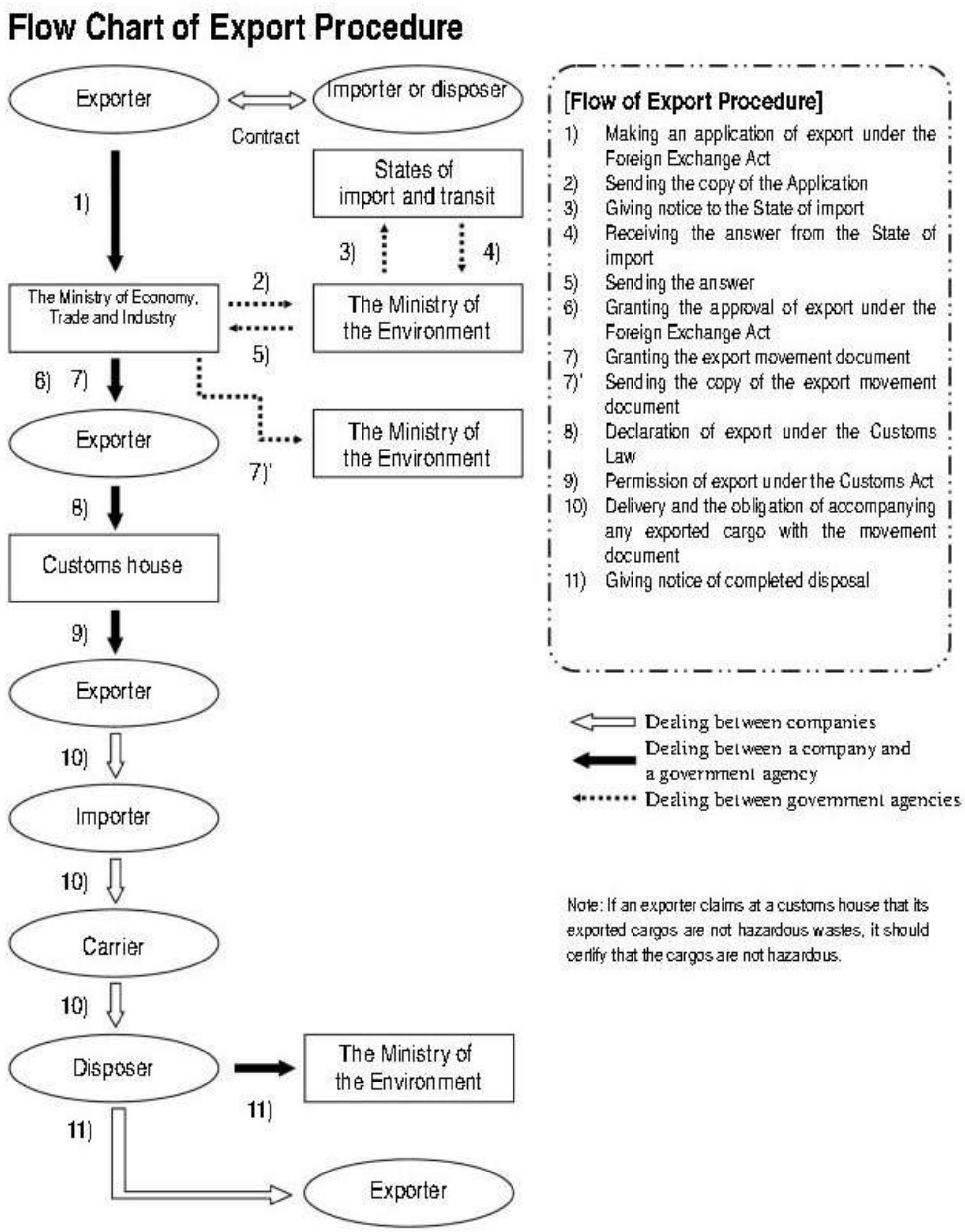
At PSEL, export operations begin with buyer order confirmation and continue through several critical stages, including production planning, quality control, documentation preparation, shipment booking, and final delivery. Each stage is closely monitored by the respective departments to ensure that buyer requirements are fulfilled within the specified timeline.

The documentation process is an integral part of export operations at PSEL. It involves the preparation and verification of essential documents such as commercial invoices, packing lists, bill of lading, and other regulatory certificates. These documents are necessary for customs clearance, banking transactions, and ensuring the legal transfer of goods from exporter to importer.

Furthermore, effective coordination among different stakeholders—including merchandising teams, production units, commercial departments, freight forwarders, and banks—is essential to ensure smooth execution of export activities. Any error or delay in documentation or procedures may lead to shipment delays, financial loss, or non-compliance with international standards.

Therefore, PSEL follows a systematic and disciplined approach to export procedures and documentation to ensure timely shipment, maintain product quality, and build long-term relationships with international buyers.

5.2 Export Process Flow Chart



5.3 Step-by-Step Export Procedures

- **Production Finalization & QC:** Once the garment run is finished, PSEL's "on the ground" team conducts a Final Random Inspection (FRI).

- **Shipping Instructions (SI):** The Commercial Department provides the factory with specific shipping instructions based on the buyer's requirements (e.g., "Hanging Garment" or "Flat Pack").

- **Booking Request:** PSEL or the factory contacts the designated freight forwarder to reserve space on a vessel (Sea) or flight (Air).

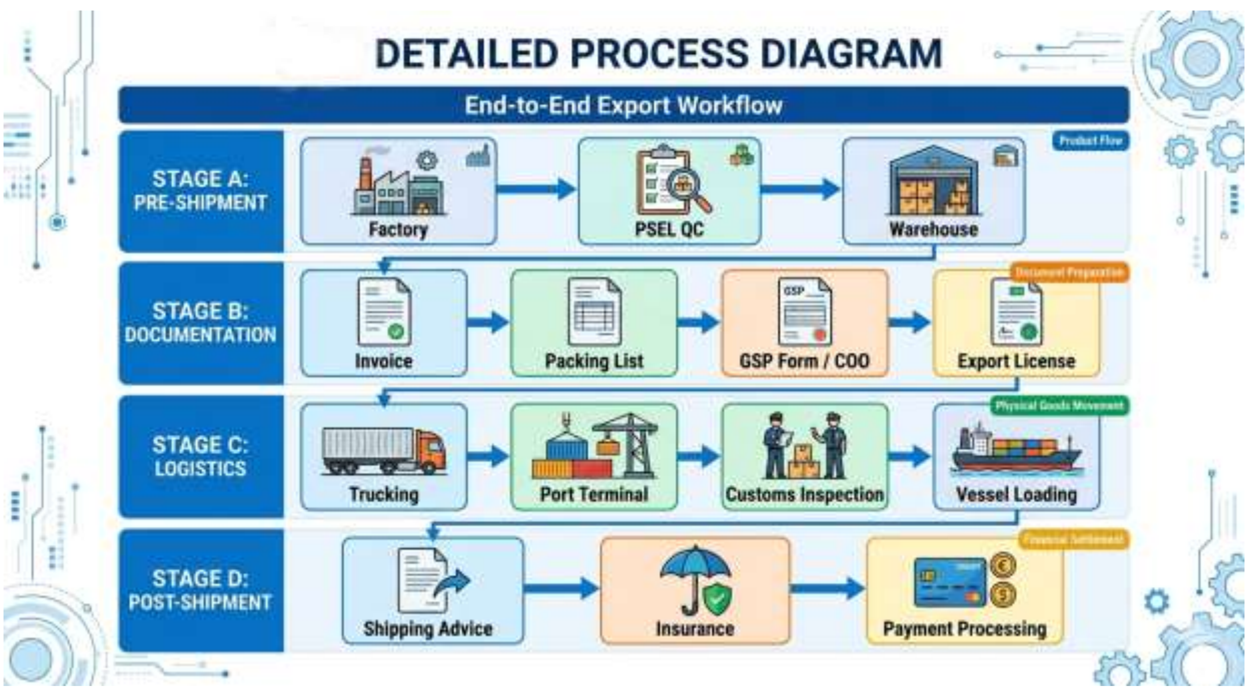
- **Drafting Documents:** Creation of the Commercial Invoice, Detailed Packing List, and Certificate of Origin (COO)—essential for the buyer to claim preferential duty rates.

- **Cargo Dispatch:** Goods are transported to the port (e.g., Shanghai, Ningbo, or Ho Chi Minh City) and undergo export customs clearance.

- **Bill of Lading Issuance:** Once the vessel departs, the carrier issues the Bill of Lading (B/L), which acts as the title of the goods.

- **Document Courier:** PSEL sends the original documents (or electronic telex release) to the buyer or their bank to facilitate cargo collection.

5.4 Detailed Process Diagram



Stage A: Pre-Shipment (Production & QC)

This stage focuses on ensuring the product meets quality standards before leaving the origin.

- **Factory Production:** Goods are manufactured and internal quality checks are completed.

- **PSEL QC Inspection:** A specialized Quality Control (QC) check is conducted (likely by a third party or specific department) to verify the order matches specifications.

- **Warehouse Transfer:** After passing QC, goods are moved to a secure warehouse to await consolidated shipping or trucking orders.

Stage B: Documentation (Regulatory Compliance)

Paperwork must be finalized to ensure the shipment is legal and eligible for preferential tariffs.

- **Commercial Invoice:** The primary bill for the goods, used by customs to determine value.
- **Packing List:** A detailed breakdown of every box, including weight, dimensions, and contents.
- **GSP Form / COO:**
    1. **GSP (Generalized System of Preferences):** Allows for reduced or zero tariffs in the destination country.
    2. **COO (Certificate of Origin):** An official document certifying where the goods were produced.
- **Export License:** Final government authorization required to legally move restricted or specific goods out of the country.

Stage C: Logistics (Physical Movement)

The transition from land to sea, including border security protocols.

- **Trucking:** Goods are loaded from the warehouse onto trailers for inland transit.

- **Port Terminal:** The cargo arrives at the maritime terminal and is integrated into the port's tracking system.

- **Customs Inspection:** Authorities verify that the physical cargo matches the Stage B documentation. This may involve X-rays or physical container opening.

- **Vessel Loading:** Once cleared by customs, the container is hoisted onto the assigned ship (vessel).

Stage D: Post-Shipment (Closing the Transaction)

Actions taken after the ship has departed to ensure payment and risk mitigation.

- **Shipping Advice:** A formal notice sent to the buyer (importer) confirming that the goods have been shipped, including vessel details and ETA.

- **Insurance:** Finalization of the insurance policy to cover the goods while they are on the high seas.

- **Payment Processing:** Documents are submitted to the bank (often under a Letter of Credit) to trigger the transfer of funds from the buyer to the seller.

5.5 Importance of Export Procedures

Adhering to a structured export system is not just a regulatory requirement; it is a strategic necessity for business stability and international growth. The importance of these procedures can be broken down into four key pillars:

□□ Risk Mitigation and Legal Compliance

- **Avoids Legal Penalties:** Ensures compliance with international trade laws and national security regulations.
- **Standardizes Quality:** Processes like the PSEL QC in Stage A ensure that faulty products do not reach the buyer, preventing costly returns or brand damage.
- **Ensures Coverage:** Post-shipment insurance (Stage D) protects the exporter’s financial interest against maritime disasters or theft.

Financial Security and Revenue Optimization

- **Guarantees Payment:** Following the Payment Processing workflow (Stage D) ensures that the seller receives funds through secure channels like Letters of Credit.
- **Cost Efficiency:** Proper Documentation (Stage B) prevents expensive demurrage fees (fines for shipment delays) at the port terminal.
- **Tariff Benefits:** Utilizing GSP Forms or COO allows the buyer to pay lower import duties, making the exporter's products more competitive in the global market.

Operational Efficiency and Trust

- **Transparency:** Shipping Advice keeps the buyer informed, building long-term trust and professional credibility.
- **Logistical Clarity:** A defined flow from Trucking to Vessel Loading (Stage C) minimizes bottlenecks and ensures the supply chain remains predictable.

5.6 Types of Export Documents

5.6.1 Commercial Invoice

The commercial invoice is the most important document in export.

- Contains buyer and seller information
- Shows product details, quantity, and price
- Used for customs valuation
- Required for payment processing

5.6.2 Packing List

The packing list provides detailed information about packaging.

- Shows number of cartons and items
- Includes weight and measurement
- Helps in customs inspection
- Assists in handling and transportation

5.6.3 Bill of Lading (B/L)

The bill of lading is issued by the shipping company.

- Acts as a contract of carriage
- Serves as proof of shipment
- Represents ownership of goods
- Required for goods release at destination

5.6.4 EXP Form

The EXP form is required for export from Bangladesh.

- Issued by exporter and approved by bank
- Submitted to customs
- Records export value
- **5.3.5 Certificate of Origin**

This document certifies the origin of goods.

- Issued by authorized authority
- Required for duty benefits
- Confirms goods are made in Bangladesh

5.6.6 GSP Certificate

The Generalized System of Preferences (GSP) certificate allows duty-free or reduced tariff access.

- Used for EU and other markets
- Helps buyers reduce import cost

5.7 Conclusion

In conclusion, the export procedures and documentation process at PSEL are essential for ensuring smooth and efficient international trade operations in the Readymade Garments (RMG) industry. These processes help in managing the entire workflow from order confirmation to final shipment in a systematic and organized manner.

At PSEL, each stage of export from production and quality control to documentation and shipment is handled with proper planning and coordination. The preparation of accurate documents such as commercial invoices, packing lists, and bill of lading plays a crucial role in customs clearance, banking transactions, and timely delivery of goods.

Moreover, strong coordination among different departments and careful monitoring of each step help minimize errors and delays. Although some challenges exist, such as documentation mistakes and shipment pressure, the company maintains efficiency through proper management and communication.

Overall, effective export procedures and proper documentation enable PSEL to meet buyer requirements, ensure compliance, and maintain a strong position in the global garments market.

Chapter 6: Findings

6.1 Introduction

This chapter presents an analytical review of Bangladesh's Ready-Made Garments (RMG) export performance based on data collected from the Export Promotion Bureau (EPB). The analysis focuses on monthly and yearly export trends, growth rates, and comparative performance of Woven, Knit, and Total RMG exports across different fiscal years. Graphical representations are used to support data interpretation and to identify major trends, fluctuations, and patterns in Bangladesh's export sector.

6.2 Analysis

6.2.1 Monthly RMG Export Performance (FY 2023–24 vs FY 2024–25)

The EPB data indicates that Bangladesh's RMG exports showed overall positive growth during FY 2024–25 compared to FY 2023–24.

- Total RMG exports increased from USD 36,151.31 million in FY 2023–24 to USD 39,346.97 million in FY 2024–25, registering an overall growth of 8.84%.
- Woven garments exports grew by 7.82%, while
- Knit garments exports demonstrated a higher growth of 9.73%, indicating stronger global demand for knit products.

Higher export growth was observed during October, November, and December, suggesting seasonal demand and increased order volumes often linked to Western holiday seasons. However, export contraction in February, April, and June reflects short-term volatility influenced by global inflation, order slowdown, and logistical challenges.

Bangladesh's RMG Exports to World (Monthly)
FY 2023-24 & 2024-25 (Value in Million USD) ®

Month	ALL COUNTRIES								
	Woven		Growth Rate	Knit		Growth Rate	Total (Woven+Knit)		Growth Rate
	Year			Year			Year		
	2023/24	2024/25		2023/24	2024/25		2023/24	2024/25	
July	1394.69	1449.45	3.93	1694.41	1729.02	2.04	3089.1	3178.47	2.89
August	1391.54	1434.87	3.11	1710.9	1891.1	10.53	3102.44	3325.97	7.2
September	1092.44	1280.6	17.22	1534.01	1729.5	12.74	2626.45	3010.1	14.61
October	1193.59	1438.79	20.54	1490.9	1857.67	24.6	2684.49	3296.46	22.8
November	1303.55	1567.92	20.28	1540.49	1738.27	12.84	2844.04	3306.19	16.25
December	1591.31	1,878.70	18.06	1619.1	1,891.81	16.84	3210.41	3770.51	17.45
January	1735.6	1814.04	4.52	1735.4	1850.28	6.62	3471	3664.32	5.57
February	1598.68	1,591.63	-0.44	1592.72	1,652.77	3.77	3191.4	3244.4	1.66
March	1469.87	1,643.62	11.82	1599.53	1,806.30	12.93	3069.4	3449.92	12.4
April	1136.19	1,083.35	-4.65	1247.06	1,310.44	5.08	2383.25	2393.79	0.44
May	1591.07	1,757.13	10.44	1912.78	2,161.93	13.03	3503.85	3919.06	11.85
June	1370.63	1247.79	-8.96	1604.85	1539.99	-4.04	2975.48	2787.78	-6.31
Total	**16869.16**	**18187.89**	**7.82**	**19282.15**	**21159.08**	**9.73**	**36151.31**	**39346.97**	**8.84**

Data Source Export Promotion Bureau Compiled by BGMEA

Figure 6.1: Monthly RMG Export Comparison (FY 2023–24 and FY 2024–25)

Explanation: This figure illustrates month-wise export values of Woven, Knit, and Total RMG exports, highlighting months of peak growth and decline.

6.2.2 Comparative Analysis of FY 2024–25 and FY 2025–26 (Up to March)

The partial data for FY 2025–26 (July–March) shows a declining trend compared to the same period of FY 2024–25.

- Total RMG exports declined by 5.51%
- Woven exports decreased by 4.48%
- Knit exports fell by 6.42%

This downturn suggests increasing global economic pressure, reduced consumer spending in major markets such as the EU and USA, and rising production costs.

Bangladesh's RMG Exports to World (Monthly)

FY 2024-25 & 2025-26 (Value in Million USD) ®

Month	ALL COUNTRIES								
	Woven		Growth Rate	Knit		Growth Rate	Total (Woven+Knit)		Growth Rate
	Year			Year			Year		
	2024/25	2025/26		2024/25	2025/26		2024/25	2025/26	
July	1449.45	1783.96	23.08	1729.02	2178.69	26.01	3178.47	3962.65	24.67
August	1434.87	1396.85	-2.65	1891.1	1771.17	-6.34	3325.97	3168.02	-4.75
September	1280.6	1209.61	-5.54	1729.5	1630.14	-5.75	3010.1	2839.75	-5.66
October	1438.79	1362.14	-5.33	1857.67	1657.8	-10.76	3296.46	3019.94	-8.39
November	1567.92	1522.46	-2.9	1738.27	1618.48	-6.89	3306.19	3140.94	-5
December	1878.7	1602.35	-14.71	1891.81	1631.79	-13.74	3770.51	3234.14	-14.23
January	1814.04	1,812.84	-0.07	1850.28	1801.92	-2.61	3664.32	3614.76	-1.35
February	1591.63	1418.74	-10.86	1652.77	1397.18	-15.46	3244.4	2815.92	-13.21
March	1643.62	1358.99	-17.32	1806.3	1423.29	-21.2	3449.92	2782.28	-19.35
April									
May									
June									
Total	**14099.62**	**13467.94**	**-4.48**	**16146.72**	**15110.46**	**-6.42**	**30246.34**	**28578.4**	**-5.51**

Data Source Export Promotion Bureau Compiled by BGMEA

Figure 6.2: *Year-on-Year Growth Rate Comparison of RMG Exports*

Explanation: This figure presents growth rate variations between fiscal years, indicating the transition from growth to contraction in the most recent period.

6.2.3 Long-Term Export Comparison (EPB Data)

The bar chart based on EPB data shows Bangladesh's **total export earnings from 2019–20 to 2024–25**.

Exports increased steadily and reached a peak of approximately **USD 55.5 billion in FY 2022–23**. However, exports declined in FY 2023–24 to around **USD 44.5 billion**, followed by a partial recovery to nearly **USD 48 billion in FY 2024–25**.

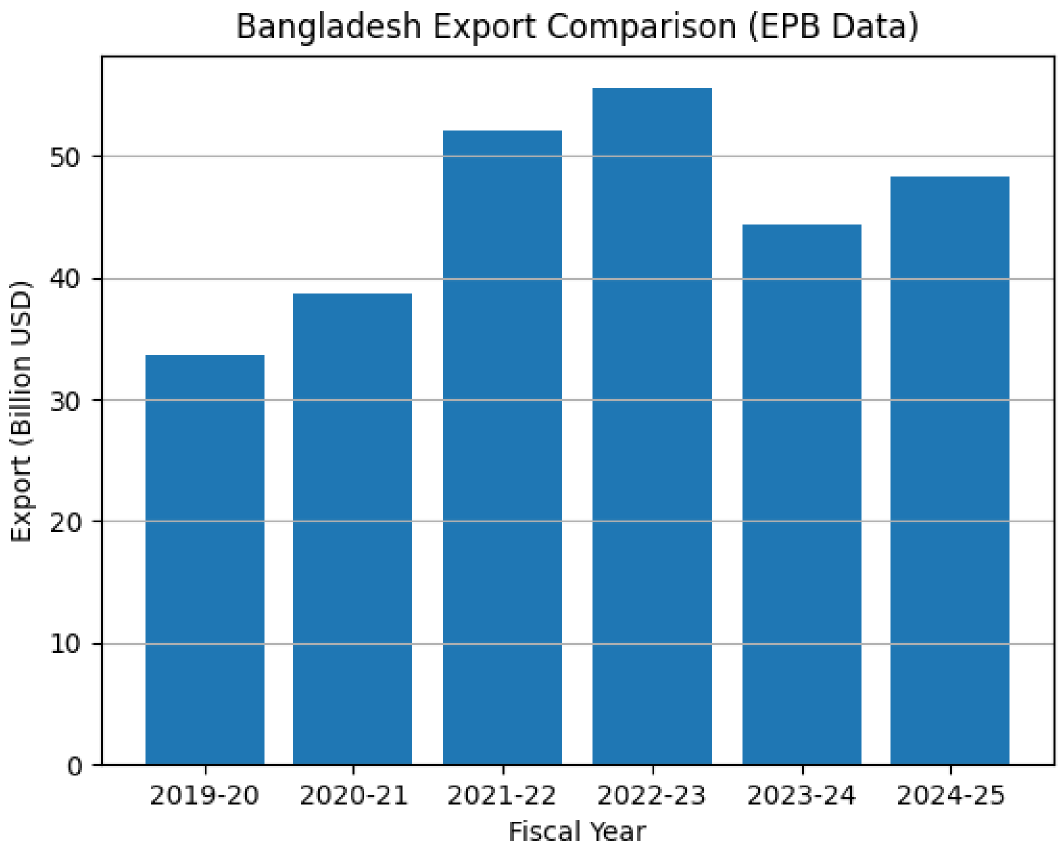


Figure 6.3: *Bangladesh Export Comparison by Fiscal Year (EPB Data)*

Explanation: This bar chart highlights total export earnings over time, reflecting growth, decline, and recovery phases.

6.2.4 Export Trend Analysis

The line graph further emphasizes the long-term export trend of Bangladesh.

While the overall trend remains upward, notable fluctuations occurred due to global disruptions such as post-pandemic recovery challenges, geopolitical tensions, inflation, and supply chain instability.

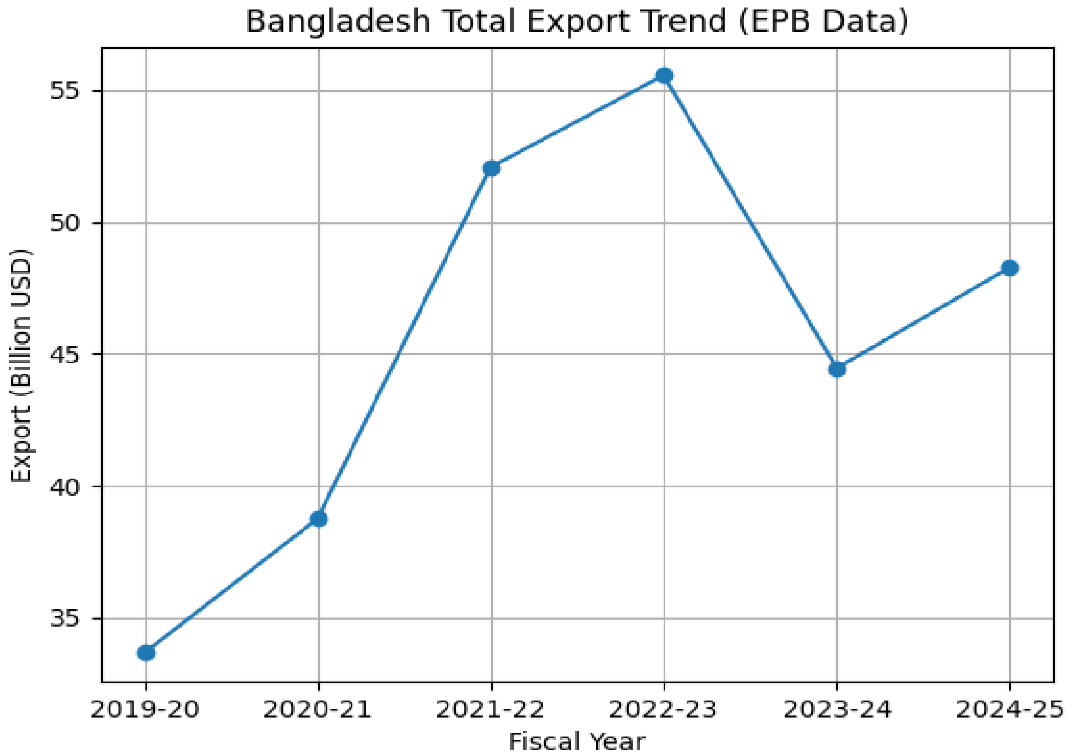


Figure 6.4: *Bangladesh Total Export Trend Line (EPB Data)*

Explanation: The figure demonstrates the trajectory of total exports across fiscal years, emphasizing long-term trends and short-term shocks.

6.3 Findings

The findings derived from the analysis of EPB export data indicate that the Ready-Made Garments (RMG) sector continues to play a dominant role in Bangladesh's export economy. Both monthly and yearly data confirm that RMG exports contribute the largest share to total export earnings, demonstrating the sector's critical importance to national economic performance. Despite short-term fluctuations, the overall export structure remains heavily dependent on RMG products.

The analysis further reveals that knit garments have consistently performed better than woven garments in terms of export growth and stability. The higher growth rate of knit exports can be attributed to stronger global demand, competitive pricing, shorter production cycles, and increasing preference for casual and comfort wear in major export markets. Knit garments also show greater resilience during periods of economic uncertainty, which explains their relatively stronger performance compared to woven garments.

Monthly export patterns highlight clear seasonal variations in RMG exports. Export earnings tend to increase during the months of October, November, and December, which coincide with peak retail seasons in Western markets. This suggests that Bangladesh's export performance is closely linked to international consumer demand cycles. On the other hand, lower export performance in months such as February, April, and June reflects seasonal slowdowns, order gaps, and possible logistical and production-related challenges.

A significant finding from the comparative growth analysis is the recent slowdown in export growth during FY 2025–26. The negative growth rates for woven, knit, and total RMG exports indicate increasing pressure on the export sector. This decline is likely caused by global economic uncertainty, inflation in major importing countries, reduced consumer spending, and increased production costs faced by exporters. These factors have collectively weakened export momentum in the short run.

The long-term export comparison and trend analysis reveal that although Bangladesh's exports experienced a notable decline after reaching a peak in FY 2022–23, the overall trend remains positive. The partial recovery observed in FY 2024–25 demonstrates the resilience of the export sector and its ability to respond to adverse economic conditions. This suggests that while external shocks can temporarily disrupt export growth, Bangladesh's export sector retains strong recovery potential in the long run.

7.4 Conclusion

In conclusion, this study demonstrates that Bangladesh's export performance, particularly in the Ready-Made Garments (RMG) sector, shows both strength and vulnerability when analyzed using EPB data. The analysis reveals that RMG exports remain the backbone of the country's export earnings, with knit garments playing a comparatively stronger role than woven garments. Monthly export data highlights seasonal variation that is closely linked to global market demand, while year-on-year comparison indicates a recent slowdown in growth due to adverse global economic conditions. Despite this short-term decline, long-term export trends suggest resilience and recovery potential within the sector. Therefore, it can be concluded that although external challenges continue to affect export performance, Bangladesh's export sector retains the capacity to sustain growth with appropriate strategic and policy support.

Chapter 7:
Recommendations & Conclusion

7.1 Recommendations

Based on the analysis of Export Promotion Bureau (EPB) data, several strategic recommendations can be proposed to strengthen Bangladesh's Ready-Made Garments (RMG) export performance and reduce sectoral vulnerabilities.

First: The heavy dependence on RMG exports necessitates diversification within the product base. Although knit garments show higher growth and resilience, over-reliance on a limited product category increases exposure to external demand shocks. Therefore, exporters should expand into high-value-added segments such as technical textiles, man-made fiber (MMF)-based apparel, and sustainable fashion products, which are gaining demand in global markets.

Second: The consistent seasonal export pattern—characterized by peaks in October to December—indicates demand concentration in Western retail cycles. To reduce volatility during off-peak months (February, April, June), firms should adopt market diversification strategies, targeting emerging markets in Asia, the Middle East, and Latin America. This would help stabilize export earnings throughout the year.

Third: The recent decline in FY 2025–26 highlights the impact of global economic pressures and reduced consumer spending. To remain competitive, Bangladesh's RMG sector must focus on cost efficiency and productivity enhancement*. Investment in automation, digital supply chain management, and worker skill development can help offset rising production costs and maintain price competitiveness.

Fourth: Given the stronger performance of knit garments, policymakers and industry stakeholders should support backward linkage industries, especially in yarn and fabric production. Strengthening domestic supply chains will reduce lead time, lower dependency on imports, and enhance competitiveness in fast-fashion markets.

Fifth: The observed fluctuations due to logistical and external disruptions emphasize the need for improved trade facilitation and infrastructure development. Enhancing port efficiency, reducing shipment delays, and ensuring smoother customs procedures can significantly improve export reliability.

Finally: Considering the increasing importance of sustainability in global trade, Bangladesh should prioritize compliance with environmental and social standards. Expanding green factory initiatives and ensuring ethical labor practices will improve market access, particularly in major destinations like the EU and USA.

7.2 Conclusion

The analysis of Bangladesh's export performance, based on EPB data, reveals a sector that is both robust and vulnerable. The Ready-Made Garments (RMG) industry continues to serve as the backbone of the country's export economy, contributing the largest share to total export earnings. The comparative analysis shows that knit garments outperform woven garments in terms of growth and stability, reflecting changing global consumer preferences toward casual and comfort wear.

Monthly export trends demonstrate a clear seasonal pattern, closely aligned with international retail cycles, while year-on-year comparisons indicate a recent slowdown in export growth during FY 2025–26. This decline underscores the sector's sensitivity to global economic conditions, including inflation, reduced consumer demand, and rising production costs.

However, the long-term trend analysis suggests that despite temporary downturns, Bangladesh's export sector possesses strong recovery capacity. The rebound observed after previous declines indicates structural resilience and adaptability.

In conclusion, while Bangladesh's RMG sector remains a strong driver of economic growth, its sustainability depends on strategic transformation. Diversification, productivity improvement, market expansion, and compliance with global standards are essential to ensuring long-term stability. With appropriate policy support and industry adaptation, the sector is well-positioned to overcome current challenges and maintain its competitive position in the global market.

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Commercial invoices, packing lists, and shipment-related documents used in export operations of the organization.
Official reports, publications, and records provided by the concerned department of the internship organization.
Practical knowledge and professional experience gained through direct involvement, observation, and participation in day-to-day activities during the internship period.