



EMP
MANUAL



EMP

1. THE NEW MEANING AND PURPOSE
 2. THE NEW LIFE FORCE
 3. THE NEW PSYCHE
 4. THE NEW AND POWERFUL DYNAMICS
- OF
- BCC

"I will measure every inch of EMP.
I will pick up every particle of EMP"

Agha Hasan Abedi

FUNDAMENTALS OF EMP

- 1) EXCLUSIVE EFFORT
- 2) CREATION OF A SALES FORCE
- 3) INSTITUTIONALISATION OF THE
PROCESS
- 4) DISCOVERING A NEW MARKET PLACE
WITHIN THE EXISTING MARKET PLACE

E M P

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PREFACE

This manual contains interpretation of the meaning as we have experienced it in our feelings on the subject of EMP. The development of EMP is a process which will continue to evolve through experience and greater clarity we acquire from its reality through time.

Accordingly our meaning and our ability to translate EMP will continue to change and acquire new dimensions necessitating the revision of this manual from time to time. We shall therefore continue to issue new editions as and when considered necessary.

Until the next edition is issued the present edition is to be read as the guide to all our common endeavours in the EMP process.

1st Edition - 6 September 1986

2nd Edition - 10 October 1986

CENTRAL EMP DIVISION

CSO

CONCEPT-MEANING-PURPOSE

CONCEPT-MEANING-PURPOSE

The extraordinary success we have achieved is primarily due to the power we generate by being both an agent and a beneficiary of change at the same time. We live with the inevitability of change and we feel it in anticipation. There are times in our lives when change takes on not only a special but an enormous significance. Such is the time for us now.

We have always prided ourselves on being a local bank wherever we are located and we shall zealously continue to do so. But in the process of its evolution the meaning and reality of the local market place has been changing and we must change ourselves to stay ahead. The time has come to redefine and rationalise our market place. We must change our perception and meaning. Today the global market place has penetrated and permeated the boundaries of our local market place and therefore we can market the global products from within our geographical boundaries. We must redefine not only the meaning of our market place (the market where each of our operating units is located; whether it is a region, a subsidiary or a branch) but also that of the products and service we sell.

Meaning is the product and interpretation of our purpose and needs. Meaning expands as our needs expand. This expanded meaning in turn enables us to make use of the market place more fully to satisfy our enlarged needs.

The meaning of any market place for a Region/Subsidiary/Branch will be equal to the dimension of the psychological, conceptual, functional and business needs that we perceive in that market place. One perception is for the Region/Subsidiary/Branch to use its market place for the generation of business and profit for its own books. This is the traditional perception, albeit rather limited. If, however, that same Region/Subsidiary/Branch has an instinct for total marketing and for the total needs of BCC, then it will expand its perception and use its market

place also for the generation of business and profits for the books of other Regions as well.

According to our new definition when a Region engages in marketing in its location for generation of business in its own books, the Region is performing 'Internal Marketing' in the Internal Market Place (IMP) of its local market. When a Region engages in marketing in its geographical location for generation of business for another Region then the Region is performing External Marketing (EMP) in its local market place. When the Region does both, it is engaged in Total Marketing.

Our present approach has been:

- a) Business generated by me in my market place for my branch
- b) Business generated by me in your market place for my branch
- c) Business generated by you in your market place for your branch
- d) Business generated by you in my market place for your branch

The new approach would need to add

- e) Business generated by me in my market place for your branch
- f) Business generated by you in your market place for my branch

- these (e & f) are the concept of EMP

The Total Marketing Concept requires a Region to live for itself through its Internal Marketing efforts and live for other Regions through its External Marketing efforts. In this concept we work for ourselves, work for others and let others work for us. We act as a part and reach beyond ourselves to contribute to Totality. The concept makes and permits one to be an officer of a branch and an officer of BCC Group simultaneously.

This concept is an effort to make use of our global network as our market place and view BCC as one Bank, one Region, one Subsidiary, one Branch operating in 72 countries.

ENERGY - PEOPLE

ENERGY-PEOPLE

By now we have become the meaning of ENERGY. Energy is in fact the element that will determine the success of EMP. We therefore must have every one and only those in EMP who can easily be identified as Energy.

Energy is the essence of existence - it is existence itself. It is prevalent in every aspect of the cosmic process from the macro to the micro (in its physical manifestation). To become Energy we need to experience its existence in every activity; and as such we cannot become Energy unless we interact and fuse with it.

In realising this crucial significance of Energy, we must relate its identity, application and management to the context of banking and to the context of EMP.

Energy is people and in people we must find Energy.

Energy is expressed as zeal, exuberance, zest, enthusiasm, ebullience, exhilaration, challenge and in a number of other ways.

We are also deeply aware of the imperative of the QUALITY OF ENERGY - quality in terms of the nature of Energy which contains all the qualities and their order and balance.

We need to inject in EMP people who are Energy and quality. We will ensure that Energy is not confined and that it is allowed to flow and translate itself into results. We would synergise its flow by drawing from all sources. We should draw it from each other and above all from the infinite and ultimate source - Totality - God. We shall endeavour our best to experience Totality and experience God.

The specifications and the organisation structure for the setting up of the Energy system for EMP has been described in detail elsewhere in this manual. We would however ensure that the allocation of Energy would be maximised and focused through the process of involving the maximum number of people and ensuring that such involvement is exclusive.

ORGANISATION AND MANAGEMENT STRUCTURE

ORGANISATION & MANAGEMENT STRUCTURE

INTRODUCTION

Having made the meaning of the EMP concept our instinct, the natural flow of the process would be the translation of our instinct into ACTION.

This ACTION (the flow and management of energy) must transform itself into an organised effort and would initially be directed towards the creation of an effective ORGANISATION AND MANAGEMENT STRUCTURE, through which the possibilities of the EMP process would be converted into tangible results, and profits.

This ORGANISATION and MANAGEMENT STRUCTURE will be responsible for the success of the EMP concept which is being created at CSO/Regions/Subsidiaries and Branch levels. This initial concept will be expanded and will evolve in the light of our experience and the future needs of the organisation as a whole.

The attached organogram is a diagrammatic representation showing the overall structure. The following notes may be read in conjunction with the attached diagram:

The Organisation and Management Structure will be established at 3 levels:

1. At CSO - through the formation of a new Division, a Management Committee and an Extended Management Committee.
2. At relevant Regions/
Subsidiaries through the set up of an exclusive responsibility centre.
3. At relevant countries/
branches "

ORGANISATION AND MANAGEMENT STRUCTURE AT CSO

CSO Division

A division called the Central EMP Division (EXTERNAL MARKET PLACE) will be created at CSO.

Central EMP Committee

The Senior Executives of the Division will form the CENTRAL COMMITTEE for the EMP and will be responsible and accountable for its day to day functioning and management, and for the overall EMP process.

Extended Committee

An EXTENDED COMMITTEE of the EMP would consist of the Central Committee, and Executives in-Charges of the other relevant main Divisions and Support Centres at CSO along with Regional General Managers and the Regional heads of EMP.

The extended committee would meet periodically - at least quarterly - to expand and create a common vision of the powerful concept of EMP - to provide overall leadership and direction to the EMP and assess achievements at Macro level.

Broad functions of the Central EMP Division

The functions of the EMP Division may be broadly defined as follows:

- a) To manage and ensure the quality and vitality of the dynamics of the EMP process.
- b) To ensure that the new perception for marketing and the meaning of EMP is clearly understood and becomes a part of our instinct and continues to reside in our psyche.

- c) To assess and monitor the global effort of the EMP process; to identify possibilities and to co-ordinate the efforts of EMP units for realising these possibilities.
- d) To assist in setting targets for all EMP locations and individuals in consultation with Regional EMP centres and to monitor the overall EMP operation.
- e) To ensure an effective and smooth relationship with related agencies of the Organisation.

Organisation of the Central EMP Division

To undertake and carry out the aforesaid functions, the Division will initially establish the following departments:

1. MANAGEMENT & DYNAMICS DEPARTMENT

This would be the pivot of EMP. Its members would be solely responsible for carrying out the functions stated above. Specifically however, these may be translated into the following action and responsibility areas:

- a) Responsible for explanation of the meaning of the concept of EMP.
- b) Responsible to convert the psyche of the people into the meaning of the concept.
- c) Responsible for reaching to the people the concept and energising the meaning within them.
- d) Responsible for providing research support.
- e) Responsible for providing training support.
- f) Responsible for co-ordinating the flows of information and effort.
- g) Responsible for maintaining the vitality and quality of EMP dynamics.

- h) Responsible for measurability, achievement and success.
- i) Responsible for the dual accountability of all individuals and units.
- j) Responsible for the organisation and institutionalisation of EMP.

2. MARKET RESEARCH & INFORMATION ANALYSIS DEPARTMENT

This department would be responsible for the following functions:

- a) Gathering and analysing of market intelligence and information to assist the marketing units in identifying specific products, the volume of these products in particular market places, and the recipient centres.
- b) To liaise with Research wings at Regional EMP locations in monitoring movements in the economy and products, and changes in regulations affecting the EMP process in the particular markets.
- c) Periodically undertaking cost benefit analysis of products identified and marketed to ensure their viability and overall profitability.

3. OPERATIONS DEPARTMENT

This department would be primarily responsible to support, monitor and measure the performance of EMP units.

ORGANISATION AND MANAGEMENT STRUCTURE AT REGIONAL/SUBSIDIARY/BRANCH LEVEL

Regional EMPs

Specified Regions/Countries have already been identified to set up an EMP Centre.

A set of charts along with other information appears in Section 7 showing a productwise break-up of the External Market Place in specified Regions and Countries. This guideline is a result of an initial and basic study and requires further detailed analysis by each identified Region to substantiate more specifically the extent and volume of possibilities in their respective locations.

Additionally, Regions/Countries that have not been designated as initially requiring an EMP centre, may on the basis of the guideline, also conduct further analysis and research to assess the need for setting-up an EMP centre in their location.

The following are general guidelines for the creation of the organisation and management structure at Regional/Subsidiaries/Branch level. This may vary from unit to unit according to size and need of the market place in relation to the volume of business available productwise.

Organisation and Management Structure at Regional/Country Level

1. A Senior Executive will be exclusively in charge of the EMP programme.
2. A Research and Information Analysis Wing may be established if deemed necessary.
3. The Department would also set up in due course of time an Operations Wing to assist in the collation of reports and dissemination of information.
4. Marketing officers will be directly attached to the Regional EMP Department.
5. Where it is considered advisable, part or full-time persons may be employed on a contract basis for marketing the EMP products.

Function of the Regional EMP Department

The broad functioning of the Regional EMP Department would be identical to the Central EMP Division except that the Department would in addition, be directly managing and conducting the marketing effort.

At Branch Level

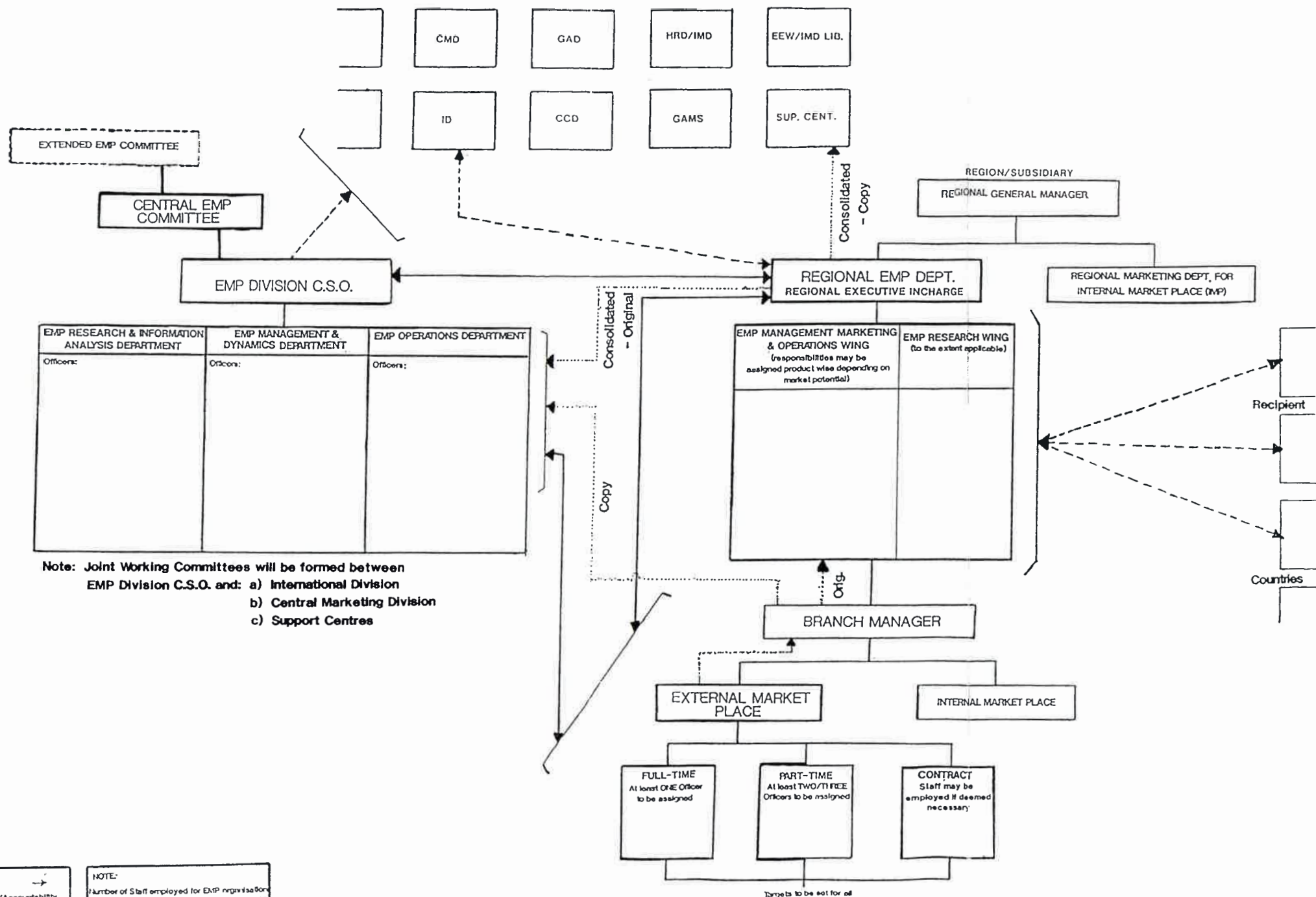
Dependent on the nature of the specific location and existing branch network, Regional EMP's will identify selected branches which will be involved in the EMP process.

The main purpose of involving a larger number of branches in the EMP program is to maximise the mobilisation of the energy available from our existing manpower resources.

The branch participation in the EMP process would therefore be as follows:

1. At each branch the Regional EMP in consultation with the branch manager will allocate one or more officers to work full time and exclusively for EMP marketing.
2. At each designated branch, one or more staff may be assigned to the function of EMP marketing on a part-time basis.
3. Specific targets for mobilisation of business for selling different products would be given to the staff nominated in paragraphs 1 and 2 above and such staff would be accountable for their achievement both to the branch manager and to the Regional EMP Department.

EXTERNAL MARKET PLACE (EMP) PROCESS – ORGANOGRAM



Targets to be set for all

MEASURABILITY

TARGETS REPORTING ACCOUNTABILITY

MEASURABILITY
TARGETS-REPORTING-ACCOUNTABILITY

TARGETS

Targets would be defined and identified product wise. While these would be allocated by each Region for their respective country/branch and each individual marketing officer, they would need to be realistic and reasonable and must relate to the extent of our capability both as it exists and as it will be expanded.

Accordingly targets would need to be set for 1986 and from 1987 through to 1990 on an annual basis.

The targets for 1987 would be set by end October 1986 and should be on a monthly basis.

REPORTING

Reporting in accordance with the targets, would be on a product basis.

Forms

Appropriate reporting formats are being designed and will be submitted separately.

Each marketing officer at branch and regional level will be required to submit a monthly report showing the extent of achievement.

At Branches

At branch level all officers, particularly in the EMP process will submit their reports to the Regional EMP through their Branch Manager, while a copy will be sent directly to the Central EMP Division.

At Regions

Regional EMP Departments will collate and consolidate the reports (productwise) of all marketing officers and submit the monthly consolidated report to the Central EMP Division with a copy to their Support Centres at CSO.

ACCOUNTABILITY

Our concept of accountability provides for dual accountability, where a person is equally accountable to himself and to the person to whom he is reporting. The latter person is also equally responsible for supporting the person who is reporting to him as well as being accountable to himself for the performance of that person.

We believe in joint accountability. The measurability and accountability are central to the dynamics and success of any operation and we shall all be subject to a rigorous accountability to self and each other for the success of the EMP process.

Normally any performance in business and banking is measured by the yardstick of profit in one's own balance sheet. In the light of the concept of accountability and measurability explained above and the nature of the EMP operation, performance of each individual/branch/region will be judged by each individual's intensity of effort he has put in, his quality of relationships and by the volume of business generated for the purpose of accountability. The reporting system would therefore be designed to fulfil these requirements.

PRODUCTS

INTRODUCTION

Each Region/Subsidiary/Country would be the best judge to identify, feel and in time become the size and reach the orbit of relevance of their respective external market place. In the process they would, identify the relevant product groups and determine their sizes and the extent of the potential that may be realised.

To facilitate the process of the EMP four product groups have been identified initially towards which our energy and efforts would be focused and directed:

PRODUCT GROUP 1

Non-Resident Accounts (Expatriate Accounts) NRA

- a) Accounts for any predetermined amount of expatriates and non-domiciled people in the local market place for account relationships with our overseas locations where specific deposit schemes for this purpose are available.

For example: Accounts of Bangladeshi, Indian and Pakistani expatriates in the Middle East to be opened with our operations in Dhaka, Bombay, Karachi.

- b) Accounts for any predetermined amount of domiciled persons or citizens of the local market place who by their lineage qualify for deposit schemes in their country of origin.

For example: Accounts of persons of Bangladesh, Indian and Pakistani origins but citizens of the UK to be opened with our Dhaka, Bombay and Karachi operations.

- c) Accounts of persons that fall outside the scope of high net worth individuals (HNWI) as described under product group 2a, i.e accounts of persons to be opened where ever applicable for amounts below \$50,000 or equivalent hard currency.

For example: Accounts of British expatriates in the Middle East to be opened with our Luxembourg or Grand Cayman operations.

NB The purpose and potential of marketing for this product cannot be overemphasised, as this would contribute to the Group's vital and important need for a hardcore, stable and broad based deposit.

PRODUCT GROUP 2

External Accounts EA

Establishing relationships with various people and bodies in the local market for the purpose of business relationships with our overseas operations which would meet the clients needs. Such markets may be subdivided into four specific categories for a focused marketing effort.

- a) High Net Worth Individuals (HNWI)

To allow for a clarity and focus in our marketing effort, the definition of High Net Worth Individual for our purpose would be as follows:

'Any individual who can open an account with a minimum deposit of \$50,000 or equivalent hard currency other than those that would fall into the category of product group 1a and 1b above.'

- b) Corporate bodies - Airlines, Shipping Companies, Embassies, other multi-nationals
- c) Specialised bodies - UN, World Bank, Development Banks, etc

- d) Foundations serving international causes

PRODUCT GROUP 3

Correspondent Banking Relationships and Business CBRB

Encashing on our relationships with local banks, and initiating new relationships where necessary, for generating business for BCC branches globally.

- a) Letters of Credit
- b) Travellers Cheques
- c) Current Accounts and Reimbursement Accounts
- d) Foreign Exchange Business and Placements
- e) Guarantees
- f) Collections
- g) Remittances

PRODUCT GROUP 4

Central Bank CB

Initiate and co-ordinate relationships with Central Banks and Regulatory Authorities for:

- a) Relationships at all levels in the interest of local operations and overall interest of the organisation as a whole.
- b) Account relationship, deposits and foreign exchange business with our operations overseas.

PRODUCT SALES

The success of the EMP process would be in the ability, the determination and the excitement that each member of the sales force would commit themselves to. This commitment includes the process of PRODUCT REDESIGNING. Towards this end, each EMP centre, department or unit would need to become their market place and comprehend the psychological and business needs of the relevant units that make up the constantly changing market place. Accordingly we would need to focus on the product and make it viable to meet the needs of the prospective and existing clients - to add to it an interesting flavour - to make it attractive - to make it such that the product becomes the need of the client.

Additionally, sales force members would be equipped to understand the market place and products and enhance their skills towards client interface and interaction. Both Central and Regional EMP s would support this development by providing the appropriate TRAINING AND DEVELOPMENT programmes.

STATISTICS AND INFORMATION ANALYSIS
FOR PRODUCT IDENTIFICATION

STATISTICS AND INFORMATION ANALYSIS
FOR PRODUCT IDENTIFICATION

The accompanying statistics and analysis are a result of an initial scan of world trade figures from which certain issues and conclusions have been drawn in order that our focus is brought to bear on our initial market thrust.

These issues and conclusions e g product availability, size, recipient countries, are only initial guidelines and indicators towards the magnitude and possibilities of the market place. It will require further research and analysis by the respective regions in order to obtain for themselves a clear perception of the possibilities and opportunities that these market places have to offer.

In part (b) of this section under the product CBRB not all recipient locations have been shown. These exclusions have resulted from a preliminary understanding that presence of corresponding international banks and trade finance methods may not justify an initial marketing thrust. Regions may therefore reassess these conclusions and redefine their market focus.

SECTION 7(a)

PRODUCT OVERVIEW COUNTRY-WISE

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

AFRICA I REGION

Cameroon	*	*	*
Cote d'Ivoire	*	*	
Cyprus		*	*
Djibouti			
France	*	*	*
Gabon	*	*	
Monaco			
Morocco	*	*	*
Niger			
Portugal		*	*
Senegal	*	*	*
Sudan	*		*
Togo		*	
Turkey	*	*	*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

AFRICA II REGION

Kenya		*	*	*
Liberia				*
Nigeria	*	*		*
Seychelles				*
Sierra Leone				*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

AFRICA III REGION

Botswana	*		*
Swaziland	*		*
Zambia	*		*
Zimbabwe	*		*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

CARIBBEAN REGION

Bahamas				*
Barbados		*		*
Jamaica		*		*
US - Florida, Texas and other adjoining states	*	*	*	*
Trinidad & Tobago				

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

FAR EAST REGION

Australia	*	*	*	*
Bangladesh		*	*	*
China		*	*	*
- Beijing				
- Shenzhen				
Hong Kong	*	*	*	
Indonesia		*	*	*
Japan		*	*	*
Korea (South)		*	*	*
Macau				
Malaysia		*	*	*
Philippines		*		*
Thailand		*	*	*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

INDIA REGION

India

*

*

*

Mauritius

*

*

*

*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

LATIN AMERICA REGION

Brazil	*	*	*
Cayman Islands			
Colombia	*		*
Panama	*	*	*
Paraguay	*		*
Uruguay	*	*	*
Venezuela	*	*	*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

LUXEMBOURG REGION

Luxembourg

*

*

Netherlands

*

*

*

*

W. Germany

*

*

*

*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

MIDDLE EAST REGION

Bahrain	*	*	*	*
Jordan		*	*	*
Oman	*	*	*	*
UAE	*	*	*	*
Yemen (North)		*		*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

SOUTH ASIA REGION

Maldives	*		
Pakistan	*	*	*
Sri Lanka	*	*	*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

UK REGION

Gibraltar

*

UK

*

*

*

*

- Isle of Man

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA

EA

CBRB

CB

WESTERN AMERICA REGION

USA - California and
other adjoining
states

*

*

*

* EMP potential product

SECTION 7(a)PRODUCT OVERVIEW COUNTRY-WISEBCC LOCATIONSEMP PRODUCTS

NRA	EA	CBRB	CB
-----	----	------	----

OTHER COUNTRIES

Argentina		*	*	*
Canada	*	*	*	*
Egypt		*	*	*
Ghana		*		*
Italy		*	*	*
Kuwait	*	*	*	*
Lebanon		*	*	*
Netherlands Antilles				
Oman - NBO	*	*	*	*
Spain		*	*	*
Switzerland				
UAE - Emirates	*	*	*	*
USA - New York & Chicago	*	*	*	*
USA - Washington	*	*	*	

* EMP potential product

SECTION 7(b)

EMP-IMP LOCATIONS OVERVIEW - PRODUCT-WISE

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>AFRICA I REGION</u>		
Cameroon	NRA	-
	EA	London, Paris, Switzerland
(Total Imports 1,238.60)	CBRB	France (587.5), Germany W. (77.5), Japan (64.6), Pakistan (17.3), Spain (34.8)
	CB	BEAC
Cote d'Ivoire	NRA	-
	EA	London, Paris, Switzerland
(Total Imports 1,647.10)	CBRB	W. Germany (52.6), Netherlands (69.6), Spain (45.1), UK (36.9)
	CB	-
Cyprus	NRA	-
	EA	-
(Total Imports 1,381.70)	CBRB	Hong Kong (15.8), Korea (8.5), Turkey (5.1), France (173.2), W. Germany (96.6), Japan (126.1), Netherlands (29.1), Spain (31.3), USA (67.5), UK (171.9)
	CB	Central Bank of Cyprus
France	NRA	-
	EA	London, Luxembourg, Switzerland
(Total Imports 103,737.00)	CBRB	Bangladesh (22), Colombia (107), Ghana (18), Hong Kong (334), Jamaica (97), Japan (2,736), Kenya (35), Korea (310), Mauritius (64), Oman (28), Pakistan (74), Sri Lanka (34), Sudan (32), Turkey (276), UAE (935), Zambia (67)
	CB	Banque de France

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Gabon	NRA	-
	EA	London, Paris, Switzerland
(Total Imports 762.20)	CBRB	Belgium/Luxembourg (21.5), France (420.4), Germany W. (35.4), Japan (41.1), Netherlands (19.9), UK (30.3), USA (38.1)
	CB	-
Morocco	NRA	-
	EA	London, Paris, Switzerland
(Total Imports 4,063.70)	CBRB	Canada (62), W. Germany (182.6), Japan (130), Netherlands (63.8), UK (100.9), USA (477.9)
	CB	Banque du Maroc
Portugal	NRA	-
	EA	-
(Total Imports 7,765.80)	CBRB	Turkey (55), UAE (174.1), Canada (53.2), France (614.6), W. Germany (776.4), Netherlands (268.5) UK (530.8), Japan (193.9)
	CB	Banco de Portugal
Senegal	NRA	-
	EA	London, Paris, Switzerland
(Total Imports 1,111.28)	CBRB	China (27.2), Cote d'Ivoire (35.1), France (306.4), Germany W. (32.0), Spain (58.0), UAE (41.3), UK (23.3), USA (104.2)
	CB	BCEAO

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Sudan	NRA	-
	EA	London, Switzerland
(Total Imports 1,417.00)	CBRB	-
	CB	Bank of Sudan
Togo	NRA	-
	EA	-
(Total Imports 402.02)	CBRB	Belgium/Luxembourg (25.5), China (16.6), France (95.6), Germany W. (24.0), Hong Kong (12.6), Netherlands (60.5), UK (25.4)
	CB	-
Turkey	NRA	-
	EA	London, Switzerland
(Total Imports 10,499.60)	CBRB	Belgium/Luxembourg (202.2), Canada (137.4), France (249.8), Germany W. (1,131.6), Japan (380.8), Netherlands (227.0), Spain (323.1), Switzerland (231.6), UK (456.5), USA (1,106.4)
	CB	Central Bank of the Republic of Turkey

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>AFRICA II REGION</u>		
Kenya	NRA	-
	EA	London, Switzerland
(Total Imports 1,679.30)	CBRB	Belgium/Luxembourg (34.3), Canada (20.8), France (73.4), W. Germany (128.1), Japan (165), Netherlands (46.4), Oman (41.1), UAE (117.6)
	CB	Central Bank of Kenya
Liberia	NRA	-
	EA	-
(Total Imports 1,834.0)	CBRB	-
	CB	National Bank of Liberia
Nigeria	NRA	India
	EA	London, Switzerland
(Total Imports 7,059.00)	CBRB	-
	CB	Central Bank of Nigeria
Seychelles	NRA	-
	EA	-
(Total Imports 86.20)	CBRB	-
	CB	Seychelles Monetary Authority
Sierra Leone	NRA	-
	EA	-
(Total Imports 171.59)	CBRB	-
	CB	Bank of Sierra Leone

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>AFRICA III REGION</u>		
Botswana (Trade Statistics Unavailable)	NRA	-
	EA	London, Switzerland
	CBRB	-
	CB	Bank of Botswana
Swaziland (Trade Statistics Unavailable)	NRA	-
	EA	London, Switzerland
	CBRB	-
	CB	Central Bank of Swaziland
Zambia (Total Imports 548.90)	NRA	-
	EA	London, Switzerland
	CBRB	-
	CB	Bank of Zambia
Zimbabwe (Total Imports 760.60)	NRA	-
	EA	London, Switzerland
	CBRB	-
	CB	Reserve Bank of Zimbabwe

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>CARIBBEAN REGION</u>		
Bahamas	NRA	-
	EA	-
(Total Imports 2,513.80)	CBRB	-
	CB	Central Bank of the Bahamas
Barbados	NRA	-
	EA	London, Miami, Switzerland
(Total Imports 629.48)	CBRB	-
	CB	Central Bank of Barbados
Jamaica	NRA	-
	EA	London, Miami, Switzerland
(Total Imports 1,296.10)	CBRB	-
	CB	Bank of Jamaica
USA - Florida, Texas and other adjoining states	NRA	India, Pakistan
	EA	London, Switzerland
(Total USA Imports 341,170.00)	CBRB	Bangladesh (159), Botswana (58), Canada (66,911), Colombia (1,253), Ghana (51), Hong Kong (8,899), Japan (60,371), Korea (10,027) Macau (339), Oman (170), Pakistan (268), Spain (2,628), Sri Lanka (302), Turkey (464)
	CB	Federal Reserve Bank of Miami

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>FAR EAST REGION</u>		
Australia (Total Imports 23,423.00)	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
	CBRB	Hong Kong (532), Korea (384), UAE (219)
	CB	Reserve Bank of Australia
Bangladesh (Total Imports 2,870.30)	NRA	-
	EA	Hong Kong, London, Switzerland
	CBRB	Canada (133.8), France (79.3), W. Germany (86), Japan (287.9), Hong Kong (50.8), Korea (32.8), Netherlands (75), UAE (114.1), UK (91), USA (324.6)
	CB	Bangladesh Bank
China (Total Imports 25,953.00)	NRA	-
	EA (focus on Chinese companies operating abroad)	Middle East, Africa
	CBRB	Canada (1,062), Egypt (50), Japan (8,057), Jordan (29), Netherlands (166), Pakistan (47), Spain (201), Sri Lanka (58), Sudan (39), Turkey (39), Zambia (45)
	CB	Peoples Bank of China

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Hong Kong (Total Imports 28,563.00)	NRA	India, Pakistan
	EA	London, Switzerland, USA (Los Angeles, San Francisco, New York)
	CBRB	Belgium/Luxembourg (231), Canada (167), India (168), Macau (263), Pakistan (35), France (388), W. Germany (705), Netherlands (207), Spain (83), Switzerland (428), USA (3,121)
	CB	-
Indonesia (Total Imports 13,880.00)	NRA	-
	EA	London, Switzerland
	CBRB	Belgium/Luxembourg (102), Canada (319), France (432), W. Germany (820), Hong Kong (86), India (58), Japan (3,308), Jordan (26), Korea (214), Spain (71), Switzerland (93), UK (297), USA (2,560)
	CB	Bank Indonesia
Japan (Total Imports 136,142.00)	NRA	-
	EA (focus on Japanese companies operating abroad)	Middle East, Africa
	CBRB	Bangladesh (78), Cameroon (22), Colombia (152), Ghana (71), India (1,133), Ivory Coast (65), Jordan (27), Korea (4,205), Oman (2,413), Pakistan (240), Spain (419), Sri Lanka (80), Sudan (49), Turkey (49), UAE (7,704), Zambia (202), Zimbabwe (71)
	CB	Bank of Japan

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
South Korea (Total Imports 30,796.00)	NRA	-
	EA	Hong Kong, London, New York, Switzerland
	CBRB	Colombia (72), Egypt (100), Canada (642), Hong Kong (487), India (406), Japan (7,656), Netherlands (299), Oman (771), Pakistan (32), UAE (416), France (363), W. Germany (794)
	CB	Bank of Korea
Malaysia (Total Imports 14,097.00)	NRA	-
	EA	Switzerland, UK
	CBRB	Canada (131), France (340), W. Germany (580), India (108), Korea (261), Japan (3,663), Netherlands (133), USA (2,264)
	CB	Bank Negara Malaysia
Thailand (Total Imports 10,347.80)	NRA	-
	EA	London, New York, Switzerland
	CBRB	Canada (123.2), France (162.6), W. Germany (440.2), Hong Kong (128.3), Japan (2,786), Korea (294), Netherlands (114), Oman (60.3), Sudan (46.1), Switzerland (100.5), UK (242.3)
	CB	Bank of Thailand

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS</u> <u>(EXTERNAL MARKET PLACE)</u>	<u>EMP</u> <u>PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS</u> <u>(RECEIVING COUNTRY)</u>
Philippines	NRA	-
	EA (focus on Asian Development Bank)	Korea
(Total Imports 6,262.10)	CBRB	-
	CB	Central Bank of the Philippines

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS</u> <u>(EXTERNAL MARKET PLACE)</u>	<u>EMP</u> <u>PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS</u> <u>(RECEIVING COUNTRY)</u>
<u>INDIA REGION</u>		
India	NRA	-
	EA	London, Switzerland
(Total Imports 17,502.00)	CBRB	Canada (401), France (422), W. Germany (1,014), Hong Kong (110), Japan (1,283), Jordan (74), Korea (1,050), Netherlands (274), Oman, Spain (141), Switzerland (174), Turkey (21), UAE (304), UK (1,147), USA (1,727)
	CB	Reserve Bank of India
Mauritius	NRA	India
	EA	London, Switzerland
(Total Imports 448.46)	CBRB	Hong Kong (31.4), Japan (25.8), France (53.5), W. Germany (19.7), UK (35.6)
	CB	Bank of Mauritius

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>LATIN AMERICA REGION</u>		
Brazil	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 15,210.00)	CBRB	Belgium/Luxembourg (85), Canada (582), France (397), W. Germany (682), Japan (609), Netherlands (156), Switzerland (190), UK (304), USA (2,526)
	CB	Banco Central do Brasil
Colombia	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 4,554.90)	CBRB	-
	CB	Banco de la Republica
Panama	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 2,385.00)	CBRB	Canada (19.8), France (21.4), Germany W. (34.8), Hong Kong (34.0), Korea (85.7), Japan (732.7), Spain (25.0), Switzerland (51.5), USA (498.3)
	CB	Banco Nacional de Panama
Paraguay	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 564.32)	CBRB	-
	CB	Banco Central del Paraguay

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Uruguay	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 810.90)	CBRB	France (18.0), Germany W. (66.6), Spain (17.0), UK (20.2), USA (87.9)
	CB	Banco Central del Uruguay
Venezuela	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 6,843.00)	CBRB	Belgium/Luxembourg (57), Canada (216), France (287), W. Germany (311), Japan (347), Netherlands (114), Switzerland (87), UK (135), USA (3,377)
	CB	Banco Central de Venezuela

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>LUXEMBOURG REGION</u>		
W. Germany (Total Imports 153,004.00)	NRA	Pakistan
	EA	Focus on multinationals for various locations
	CBRB	Bangladesh (25), Botswana (23), Cameroon (171), Colombia (556), Gabon (89), Ghana (47), India (502), Ivory Coast (266), Kenya (156), Korea (839), Macau (108), Pakistan (145), Sri Lanka (85), Sudan (50), Turkey (874), UAE (281), Zimbabwe (87)
	CB	Deutsche Bundesbank
Luxembourg (Total Belgium/Luxembourg Imports 55,818.00)	NRA	-
	EA	-
	CBRB	Cameroon (102), Canada (341), China (115), Colombia (76), Egypt (102), Hong Kong (167), India (189), Korea (73), Sierra Leone (50), Spain (653), Turkey (113)
	CB	IML Authority
Netherlands (Total Imports 62,308.00)	NRA	Pakistan
	EA	Focus on multinationals for various locations
	CBRB	Bangladesh (20), Cameroon (308), Colombia (139), Gabon (50), India (271), Ivory Coast (220), Kenya (55), Korea (232), Pakistan (36), Sri Lanka (29), Togo (29), Turkey (119), Zimbabwe (21)
	CB	De Nederlandsche Bank NV

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>MIDDLE EAST REGION</u>		
Bahrain (Total Imports 2,921.80)	NRA	Bangladesh, India, Pakistan, Egypt
	EA	London, New York, Switzerland
	CBRB	France (42.6), Hong Kong (15.4), W. Germany (129.6), India (27.2), Japan (300.7), Korea (27.5), Netherlands (49.8), Pakistan (15.8)
	CB	Bahrain Monetary Agency
Jordan (Total Imports 3,277.80)	NRA	-
	EA	London, Switzerland
	CBRB	Hong Kong (13), Japan (207.7), Netherlands (63.7), Sri Lanka (12.6),
	CB	Central Bank of Jordan
Oman (Total Imports 2,748.20)	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
	CBRB	Hong Kong (14), India (62.4), Korea (18.7), Pakistan (31.4), Belgium/Luxembourg (23.9), France (80.7), W. Germany (262.1), Japan (585.2), Netherlands (85.3), Switzerland (26.1), UK (455.4), USA (207.6)
	CB	Central Bank of Oman
UAE (Total Imports 7,030.00)	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
	CBRB	Canada (22), France (311), W. Germany (475), Hong Kong (194), India (204), Japan (1,237), Korea (64), Netherlands (193), Pakistan (150), Spain (72), Switzerland (192)
	CB	UAE Central Bank

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Yemen (North)	NRA	-
	EA	London, Switzerland
(Total Imports 1,559.90)	CBRB	-
	CB	Central Bank of Yemen

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>SOUTH ASIA REGION</u>		
Maldives	NRA	-
	EA	London, Switzerland
(Total Imports 70.00)	CBRB	-
	CB	-
Pakistan	NRA	-
	EA	London, Switzerland
(Total Imports 5,851.80)	CBRB	Hong Kong (25.6), Jordan (29.2) Korea (84), Sri Lanka (36), UAE (332.7), Belgium/Luxembourg (58.3), Canada (69.4), France (104), W. Germany (329.3), Netherlands (62.6), Spain (66.8), Switzerland (90.5), USA (636.5)
	CB	State Bank of Pakistan
Sri Lanka	NRA	-
	EA	London, Switzerland
(Total Imports 1,845.60)	CBRB	Hong Kong (59), Korea (39.1), Turkey (18.7), Canada (26.6), France (22.2), W. Germany (88.1), Netherlands (25.9), USA (164)
	CB	Central Bank of Ceylon

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7 (b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>UK REGION</u>		
Gibraltar	NRA	-
	EA	Luxembourg, Switzerland
	CBRB	-
	CB	-
UK - Isle of Man	NRA	Bangladesh, India, Pakistan
	EA	Gibraltar, Isle of Man, Luxembourg, Switzerland,
(Total UK Imports 104,721.00)	CBRB	Bangladesh (61), Cameroon (168), Colombia (107) Egypt (196), Gabon (92), Ivory Coast (126), Jamaica (106), Kenya (275), Macau (54), Mauritius (213), Oman (112), Pakistan (124), Turkey (270), UAE (120)
	CB	Bank of England

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS</u> <u>(EXTERNAL MARKET PLACE)</u>	<u>EMP</u> <u>PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS</u> <u>(RECEIVING COUNTRY)</u>
<u>WESTERN AMERICA REGION</u>		
USA - California and other adjoining states (Total Imports 341,170.00)	NRA	Hong Kong, India, Pakistan
	EA	All BCC branches
	CBRB	Bangladesh (159), Botswana (58), Canada (66,911), Colombia (1,253), Ghana (51), Hong Kong (8,899), Japan (60,371), Korea (10,027), Macau (339), Oman (170), Pakistan (268), Spain (2,628), Sri Lanka (302), Turkey (464)
	CB	-

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
<u>OTHER COUNTRIES</u>		
Argentina	NRA	-
	EA	London, Miami, New York, Switzerland
(Total Imports 4,781.40)	CBRB	Belgium/Luxembourg (92.4), Canada (72.5), France (235.8), W. Germany (528), Japan (364.6), Netherlands (69.5), Switzerland (100.2), USA (883.7)
	CB	Banco Central de la Republica Argentina
Canada	NRA	India, Pakistan
	EA	London, Switzerland
(Total Imports 76,152.00)	CBRB	Colombia (85), Hong Kong (745), India (114), Ivory Coast (30), Japan (4,402), Korea (889), Pakistan (41), Sri Lanka (26), Spain (243),
	CB	Bank of Canada
Egypt	NRA	-
	EA	London, Switzerland
(Total Imports 14,595.60)	CBRB	Bangladesh (29), Canada (251.3), France (1,046.1), Hong Kong (74.2), India (60.6), Japan (1,071.3), Korea (236.6), Netherlands (382.6), Sri Lanka (102.4), UK (630.6),
	CB	Central Bank of Egypt
Ghana	NRA	-
	EA	London, Switzerland
(Total Imports 680.5)	CBRB	-
	CB	Bank of Ghana

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
Italy (Total Imports 84,216.00)	NRA	-
	EA	London, New York (FA and other agencies)
	CBRB	Bangladesh (76), Cameroon (137), Colombia (120), Gabon (38), Hong Kong (195), India (250), Ivory Coast (239), Jordan (33), Kenya (28), Korea (178), Macau (31), Pakistan (110), Senegal (26), Sudan (69), Turkey (542), UAE (385), Zambia (76), Zimbabwe (70), Japan (1,348)
	CB	Banca d'Italia
Kuwait (Total Imports 7,641.00)	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
	CBRB	Egypt (18), Hong Kong (95), India (134), Jordan (36), Korea (561), Pakistan (44), Sri Lanka (15), Turkey (104), Canada (57), France (788), W. Germany (698), Netherlands (129), Switzerland (92), USA (699), Japan (1,572)
	CB	Central Bank of Kuwait
Lebanon (Total Imports 2,999.60)	NRA	-
	EA	London, Switzerland
	CBRB	Belgium/Luxembourg (120.4), China (25.8), Cyprus (92.5), France (266.9), Germany W. (186.8), Hong Kong (35.6), Japan (158.1), Netherlands (82.5), Spain (110.7), Switzerland (67.3), Turkey (125.6), UK (110.5)
	CB	Banque du Liban

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS</u> <u>(EXTERNAL MARKET PLACE)</u>	<u>EMP</u> <u>PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS</u> <u>(RECEIVING COUNTRY)</u>
Oman - NBO	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
(Total Imports 2,748.20)	CBRB	Hong Kong (14), India (62.4), Korea (18.7), Pakistan (31.4), Belgium/Luxembourg (23.9), France (80.7), W. Germany (262.1), Japan (585.2), Netherlands (85.3), Switzerland (26.1), UK (455.4), USA (207.6)
	CB	Central Bank of Oman
Spain	NRA	-
	EA	London, Switzerland
(Total Imports 28,832.00)	CBRB	Cameroon (57), Colombia (95), Gabon (257), Hong Kong (87), India (39), Ivory Coast (85), Japan (881), Korea (46), Pakistan (26), Turkey (44), UAE (1,072), Zimbabwe (31),
	CB	Banco de Espana
UAE - Emirates	NRA	Bangladesh, India, Pakistan
	EA	London, Switzerland
(Total Imports 7,030.00)	CBRB	Canada (22), France (311), W. Germany (475), Hong Kong (194), India (204), Japan (1,237), Korea (64), Netherlands (193), Pakistan (150), Spain (72), Switzerland (192)
	CB	UAE Central Bank

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(b)EMP-IMP LOCATIONAL OVERVIEW - PRODUCTWISE

<u>SUGGESTED EMP LOCATIONS (EXTERNAL MARKET PLACE)</u>	<u>EMP PRODUCTS</u>	<u>MAIN IMP RECEIVING LOCATIONS (RECEIVING COUNTRY)</u>
USA - New York Chicago	NRA	Bangladesh, India, Pakistan
	EA	USAID, UN, World Bank and other agencies
(Total USA Imports 341,170.00)	CBRB	Bangladesh (159), Botswana (58), Canada (66,911), Colombia (1,253), Ghana (51), Hong Kong (8,899), Japan (60,371), Korea (10,027), Macau (339), Oman (170), Pakistan (268), Spain (2,628), Sri Lanka (302), Turkey (464)
	CB	The Federal Reserve Bank of the United States of America
- Washington	NRA	Bangladesh, India, Pakistan
	EA	USAID, UN, World Bank and other agencies
(Total USA Imports 341,170.00)	CBRB	Canada (66,911), Colombia (1,253), Ghana (51), Hong Kong (8,899), Japan (60,371), Korea (10,027), Macau (339), Oman (170), Pakistan (268), Spain (2,628), Sri Lanka (302), Turkey (464)
	CB	-

EXCLUSIONS

BCP Switzerland
(Total Imports 29,515.00)

Netherlands Antilles
(Total Imports (5,936.40)

Figures in brackets denote volume of imports from BCC countries. Figures in US\$ millions.

SECTION 7(c)

IMPORT STATISTICS - BCC COUNTRY WISE

SECTION 7(c)IMPORT STATISTICS - BCC COUNTRY WISEWORLD TRADE FIGURES FOR 1984

BCC COUNTRIES	TOTAL IMPORTS (US\$M)	OF WHICH IMPORTS FROM BCC COUNTRIES (US\$M)
1. Argentina	4,781.40	3,840.30
2. Australia	23,423.00	19,019.00
3. Bahamas	2,513.80	1,533.20
4. Bahrain	2,921.80	1,390.60
5. Bangladesh	2,870.30	1,816.70
6. Barbados	629.48	533.46
7. Belgium/Luxembourg	55,818.00	47,178.00
8. Brazil	15,210.00	8,581.00
9. Cameroon	1,238.60	1,141.60
10. Canada	76,152.00	68,971.00
11. China	25,953.00	21,741.00
12. Colombia	4,554.90	3,853.10
13. Cyprus	1,381.70	957.70
14. Djibouti	302.90	268.40
15. Egypt	14,595.60	11,693.80
16. France	103,737.00	79,725.00
17. Gabon	762.20	729.51
18. Germany (W)	153,004.00	112,456.00
19. Ghana	680.50	613.20
20. Hong Kong	28,563.00	23,635.00
21. India	17,502.00	11,362.00
22. Indonesia	13,880.00	9,735.00
23. Italy	84,216.00	57,438.00
24. Ivory Coast	1,647.10	1,294.71
25. Jamaica	1,296.10	1,169.10
26. Japan	136,142.00	96,243.00
27. Jordan	3,277.80	2,190.50
28. Kenya	1,679.30	1,257.40
29. Korea	30,796.00	24,549.00
30. Kuwait	7,641.00	6,740.00
31. Lebanon	2,999.60	2,301.50
32. Liberia	1,834.00	1,758.60
33. Macau	793.32	737.57
34. Malaysia	14,097.00	10,554.00
35. Maldives	70.00	34.20

SECTION 7(c)IMPORT STATISTICS - BCC COUNTRY WISEWORLD TRADE FIGURES FOR 1984

BCC COUNTRIES	TOTAL IMPORTS (US\$M)	OF WHICH IMPORTS FROM BCC COUNTRIES (US\$M)
36. Mauritius	448.46	378.76
37. Morocco	4,063.70	2,792.10
38. Netherlands	62,308.00	47,900.00
39. Netherlands Antilles	5,936.40	5,533.50
40. Niger	303.40	249.19
41. Nigeria	7,059.00	5,936.00
42. Oman	2,748.20	2,558.40
43. Pakistan	5,851.80	4,715.70
44. Panama	2,385.00	1,790.10
45. Paraguay	564.32	405.99
46. Philippines	6,262.10	5,273.30
47. Portugal	7,765.80	5,789.20
48. Senegal	1,111.28	1,017.91
49. Seychelles	86.20	68.80
50. Sierra Leone	171.59	142.79
51. Spain	28,832.00	18,722.00
52. Sri Lanka	1,845.60	1,186.80
53. Sudan	1,417.00	981.00
54. Switzerland	29,515.00	24,665.00
55. Thailand	10,347.80	7,531.10
56. Togo	402.02	360.39
57. Trinidad & Tobago	1,878.00	1,649.60
58. Turkey	10,499.60	5,632.30
59. UAE	7,030.00	6,197.00
60. United Kingdom	104,721.00	77,440.00
61. Uruguay	810.90	604.90
62. USA	341,170.00	225,555.00
63. Venezuela	6,843.00	6,227.00
64. Yemen Arab Republic	1,599.90	1,177.80
65. Zambia	548.90	405.60
66. Zimbabwe	760.60	545.30
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TOTAL	1,492,250.97	1,100,474.68
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OTHERS (Trade Statistics unavailable)

- 67. Botswana
- 68. Cayman Islands
- 69. Gibraltar
- 70. Isle of Man
- 71. Monaco
- 72. Swaziland

Source: IMF Year Book 1985