

## *Quarterly Review on RMG: July-September FY19<sup>1</sup>*



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# *Quarterly Review on RMG*

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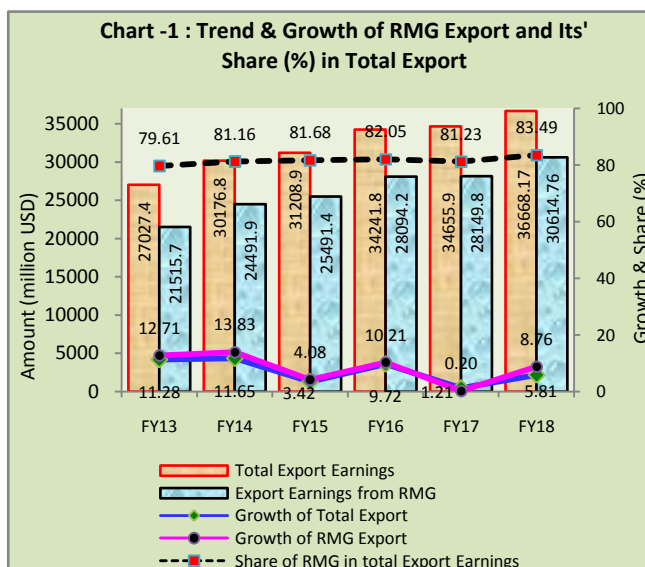
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# Quarterly Review on RMG: July-September FY19

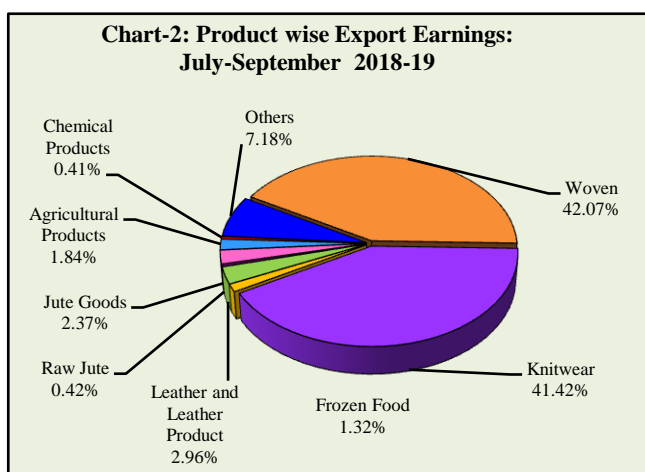
## Introduction

Readymade Garments (RMG) sector of Bangladesh has risen as the big earner of foreign currency. This sector creates about 4 million employment opportunities and contributes significantly to the GDP. Readymade garment (RMG) sector of Bangladesh is powered by young workers, where most of them are women. There is a great opportunity to have much market coverage and market diversification.

Country's total export earning has increased over the time with continued high share of RMG (Chart.1). The RMG sector of Bangladesh has earned USD 30614.76 million in FY18 with 8.76 percent growth from the previous fiscal year<sup>1</sup>). Despite high price decline in international market, exporters and analysts have attributed this growth to political calmness during the year, diversion of the Chinese production from



the RMG, increased productivity, entrepreneurs' resilience and improvement of workers' safety standards in factories. Of the total earnings, woven garments and knitwear constituted USD 15426.25 million and USD 15188.51 million respectively in FY18. Bangladesh received more than three fourth (about 83.49%) of total export earnings from RMG (Woven and Knitwear) during the FY18 (Chart.2). Total export earnings from RMG during July-September FY19 increased by 5.29 percent as compared to the previous quarter and 14.66 percent compared to the corresponding quarter of previous fiscal year. During July-September FY19, total export earnings from RMG stood 4.75



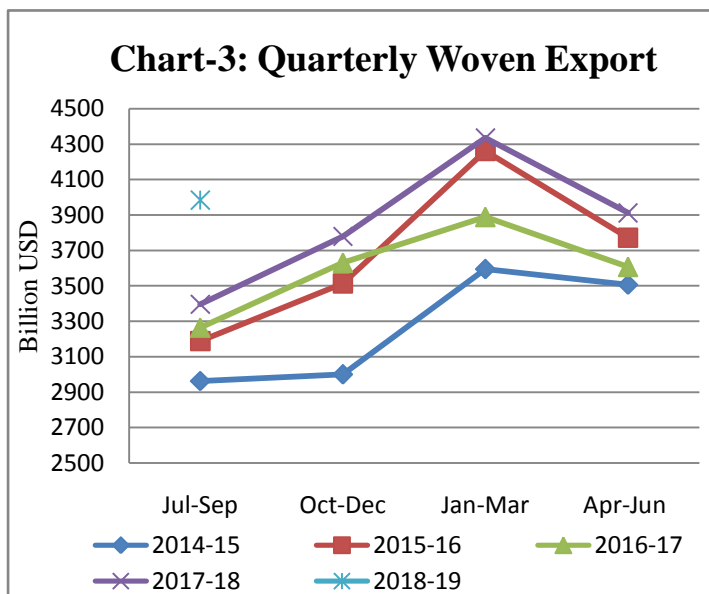
<sup>1</sup> Source : Export Promotion Bureau (EPB)

percent higher than the target of that quarter. Data on product-wise export earnings in the first quarter of FY19 showed that 40.09 percent and 42.32 percent of total export earnings were received from woven garments and knitwear respectively. These shares were 39.22 percent and 43.25 percent respectively in the same quarter of the corresponding year (Table-1).

## Quarterly Performance of RMG: July- September FY19

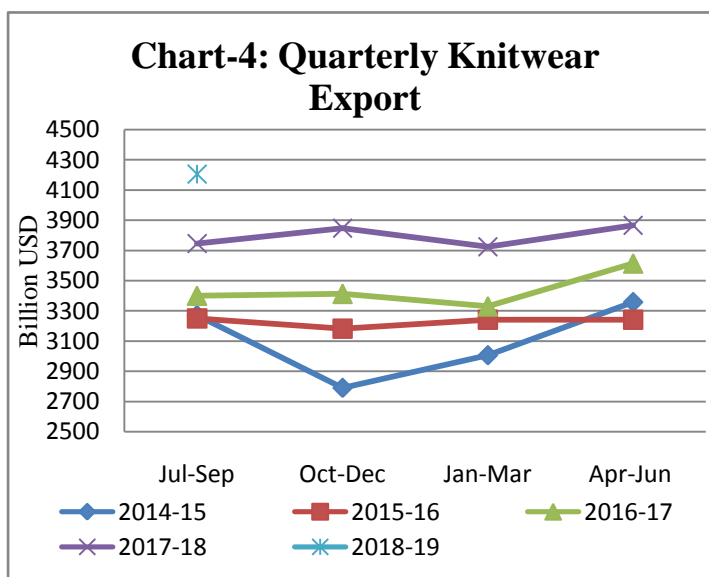
### Woven Garments

Export earnings from woven garments stood at USD 3984.82 million during the first quarter of FY19, which is 1.84 percent and 17.30 percent higher than the previous quarter and the same quarter of the previous year respectively. Moreover, it is 0.71 percent higher than the export target of that period (Table-1). Quarterly export earnings from woven garments are depicted in Chart-3.



### Knitwear

Export earnings from knitwear stood at USD 4206.85 million during the first quarter of FY19, which is 8.78 percent and 12.27 percent higher than the previous quarter and the same quarter of the previous year respectively and 8.88 percent higher than the export target for the quarter under report (Table-1). Quarterly export earnings from Knitwear are shown in Chart-4.



**Table-1: Export of Readymade Garments  
(From FY10 to FY18)**

(Million USD)

FY	Total Export	Woven Garments		Knitwear		Total RMG (Woven + Knitwear)	Percentage Share of Export (%)		
		Target	Received	Target	Received		Woven Garments	Knitwear	Total
1	2	3	4	5	6	7	8=(4÷2)	9=(6÷2)	10=(8+9)
FY10	16204.65	6687.92	6013.43	7297.21	6483.29	<b>12496.72</b>	37.11	40.01	77.12
FY11	22924	6614.77	8432.4	7131.62	9482.06	<b>17914.5</b>	36.78	41.36	78.15
FY12	24287.7	9559.98	9603.34	10800.1	9486.39	<b>19089.7</b>	39.54	39.11	78.6
FY13	27027.36	10927.37	11039.85	10610.89	10475.88	<b>21515.73</b>	40.85	38.76	79.61
FY14	30176.8	12571.46	12442.07	11575.85	12049.81	<b>24491.88</b>	41.23	39.93	81.16
FY15	31208.94	13681.77	13064.61	13215.61	12426.79	<b>25491.4</b>	41.86	39.82	81.68
FY 16	34241.82	14105.42	14738.74	13266.21	13355.42	28094.16	43.04	39	82.05
<b>FY17</b>	<b>34655.92</b>	<b>16210</b>	<b>14392.59</b>	<b>14169</b>	<b>13757.3</b>	<b>28149.89</b>	<b>41.53</b>	<b>39.7</b>	<b>81.23</b>
July-Sept 18	8662.73	3580.67	3397.17	3590.18	3746.95	7144.12	39.22	43.25	82.47
Oct-Dec 18	9253.29	3597.93	3780.35	3607.49	3848.32	7628.67	40.85	41.59	82.44
Jan-March 18	9535.53	3888.29	4335.78	3898.62	3725.87	8061.65	45.47	39.07	84.54
April-June 18	9216.62	3993.11	3912.95	4003.71	3867.37	7780.32	42.46	41.96	84.42
<b>FY18</b>	<b>36668.17</b>	<b>15060</b>	<b>15426.25</b>	<b>15100</b>	<b>15188.51</b>	<b>30614.76</b>	<b>42.07</b>	<b>41.42</b>	<b>83.49</b>
<b>July-Sept FY19</b>	<b>9940.6</b>	<b>3956.64</b>	<b>3984.82</b>	<b>3863.58</b>	<b>4206.85</b>	<b>8191.67</b>	<b>40.09</b>	<b>42.32</b>	<b>82.41</b>

Source: Export Promotion Bureau, Bangladesh

## Employment and Factories in RMG Sector

About 4 million of total manpower is working in 4560 garments factories in Bangladesh. Employment in RMG sector increased from 2 million to 4 million in FY12 compared to FY05 and remained unchanged until FY18, where the number of factories declined from 5876 to 4222 in FY14 compared to FY12 (Table-2). But the number of factories increased from 4482 to 4560 in FY18 compared to FY17.

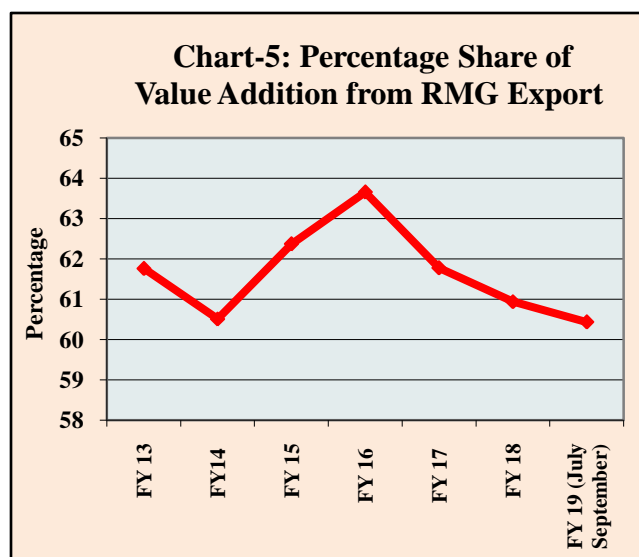
**Table-2 Number of Factories and Employment**

FY	Number of Factory* (Cumulative)	Number of Employment (Cumulative) (In Million)
2004-05	4107	2.00
2005-06	4220	2.20
2006-07	4490	2.40
2007-08	4743	2.80
2008-09	4925	3.50
2009-10	5063	3.60
2010-11	5158	3.60
2011-12	5876	4.00
2012-13	5600	4.00
2013-14	4222	4.00
2014-15	4296	4.00
2015-16	4328	4.00
2016-17	4482	4.00
2017-18	4560	4.00

Source: BGMEA Website. \* Including BGMEA Member List.

## Import of Raw Materials

During FY19 (July-September), import price of raw materials (Raw cotton, Synthetic/Viscose Fibre, Synthetic/Mixed Yarn, Cotton Yarn and Textile Fabrics and Accessories for Garments) stood at USD 3240.83 million, which is 39.56 percent of total export earnings from RMG sector. Therefore, the gross value addition from this



sector stood at 60.44 percent (Table-3). The yearly data on RMG export and raw materials import shows that the average value addition from FY13 to FY19 (July-September)(Chart-5).

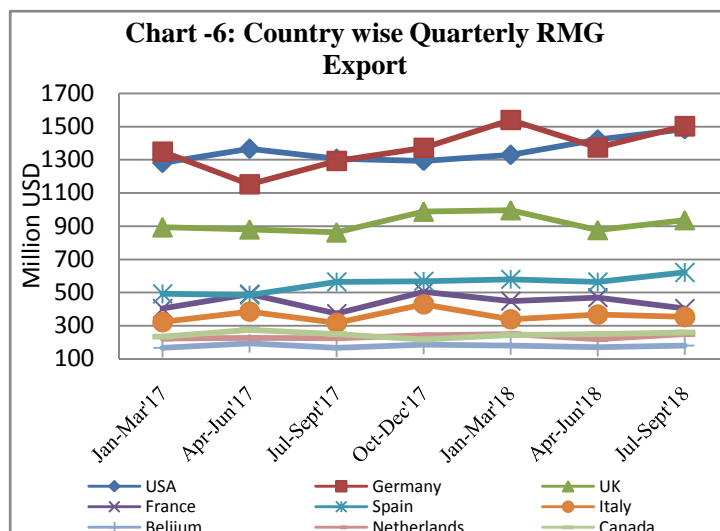
**Table-3: Trends of Value Addition from RMG Export in context of Raw Materials Import (Million USD)**

FY	Total Export <sup>A/</sup>	RMG Export	Raw Materials Import <sup>B/</sup>	Raw Materials Import as percentage of total RMG Export	Value Addition (Percentage Share)
FY 13	27027.36	21515.73	8226.97	38.24	61.76
FY 14	30176.80	24471.88	9663.53	39.49	60.51
FY 15	31208.94	25491.40	9591.72	37.63	62.37
FY 16	34241.82	28094.16	10210.63	36.34	63.66
FY 17	34655.92	28149.89	10760.12	38.22	61.78
FY 18	36668.17	30614.76	11957.80	39.06	60.94
<b>FY19 (July-September)</b>	<b>9940.60</b>	<b>8191.67</b>	<b>3240.83</b>	<b>39.56</b>	<b>60.44</b>

Note: <sup>A/</sup>Export Promotion Bureau. <sup>B/</sup>Amount of L/C Settlement Foreign Exchange Operation Department, Bangladesh  
 \*\*From July- September 2018, We have considered the main head value of the components (Raw cotton, Synthetic/Viscose Fibre, Synthetic/Mixed Yarn, Cotton Yarn and Textile Fabrics and Accessories for Garments) instead of Back to Back L/Cs Raw materials

## Destination of RMG

The major importer countries of Bangladeshi RMGs are USA, Germany, UK, France, Spain, Italy, Belgium, Netherlands and Canada (Chart-6). During July-September of 2018, total export to these nine countries stood at USD 6624.27 million, of which 90.49 percent or USD 5994.04 million is from the RMG (woven 44.63% and knitwear



45.85%) export (Table-4). During the quarter under report, RMG export to these nine countries increased by 4.79 percent compared to the previous quarter and 11.81 percent higher than the corresponding quarter of previous fiscal year (Table-5).

**Table-4: Country wise RMG Export in July-September 2018**

(Million USD)

Countries	Total Export	Woven Garments	Knitwear	Total RMG (Woven + Knitwear)	Woven Garments (%)	Knitwear (%)	Percentage Share of RMG in Total Export (%)	Others (%)
1	2	3	4	5	6=(3÷2)	7=(4÷2)	8=(6+7)	9
<b>USA</b>	1660.54	1097.08	387.07	1484.15	66.07	23.31	89.38	10.62
<b>Germany</b>	1587.4	616.74	886.02	1502.76	38.85	55.82	94.67	5.33
<b>UK</b>	1020.71	401.29	535.98	937.27	39.31	52.51	91.83	8.17
<b>France</b>	441.29	154.19	250.16	404.35	34.94	56.69	91.63	8.37
<b>Spain</b>	667.59	254.48	366.9	621.38	38.12	54.96	93.08	6.92
<b>Italy</b>	386.83	109.97	243.6	353.57	28.43	62.97	91.40	8.60
<b>Belgium</b>	231.08	81.17	99.58	180.75	35.13	43.09	78.22	21.78
<b>Netherlands</b>	334.56	110	140.58	250.58	32.88	42.02	74.90	25.10
<b>Canada</b>	294.27	131.66	127.57	259.23	44.74	43.35	88.09	11.91
<b>Sub-Total</b>	<b>6624.27</b>	<b>2956.58</b>	<b>3037.46</b>	<b>5994.04</b>	<b>44.63</b>	<b>45.85</b>	<b>90.49</b>	<b>9.51</b>
<b>Others</b>	3316.33	1028.24	1169.37	2197.61	31.01	35.26	66.27	33.73
<b>Total</b>	9940.6	3984.82	4206.83	8191.65	40.09	42.32	82.41	17.59

Source: Export Promotion Bureau, Bangladesh

**Table-5: Comparative Statistics on Country-wise RMG Export**

(Million USD)

Countries	July-Sept '17	Oct-Dec '17	Jan-March '17	April-June '18	July-Sept '18	Quarterly Growth (%)	Yearly Growth (%)
<b>USA</b>	1306.38	1293.86	1329.16	1422.67	1484.15	<b>4.03</b>	<b>13.61</b>
<b>Germany</b>	1293.09	1372.02	1539.78	1374.63	1502.76	<b>9.32</b>	<b>16.21</b>
<b>UK</b>	862.28	987.90	996.89	877.18	937.27	<b>6.85</b>	<b>8.70</b>
<b>France</b>	374.11	504.24	449.46	470.12	404.35	<b>-13.99</b>	<b>8.08</b>
<b>Spain</b>	565.23	568.32	580.62	563.61	621.38	<b>10.25</b>	<b>9.93</b>
<b>Italy</b>	317.40	429.49	339.20	367.95	353.57	<b>-3.91</b>	<b>11.40</b>
<b>Belgium</b>	168.05	185.60	180.67	171.25	180.75	<b>5.55</b>	<b>7.56</b>
<b>Netherlands</b>	224.10	241.94	250.93	218.41	250.58	<b>14.73</b>	<b>11.82</b>
<b>Canada</b>	250.20	218.07	244.74	250.14	259.23	<b>3.63</b>	<b>3.61</b>
<b>Sub-Total</b>	<b>5360.84</b>	<b>5801.44</b>	<b>5911.45</b>	<b>5719.96</b>	<b>5994.04</b>	<b>4.79</b>	<b>11.81</b>
<b>Others</b>	1783.28	764.14	2150.20	2064.36	2197.61	6.66	23.23
<b>Total</b>	<b>7144.12</b>	<b>6565.58</b>	<b>8061.65</b>	<b>7780.32</b>	<b>8191.65</b>	<b>5.29</b>	<b>14.66</b>

Source: Export Promotion Bureau, Bangladesh

## **Measures taken by Government**

The Government has taken various steps to improve overall work place safety and compliance and made some commitments to international community. These commitments include adoption of a National Tripartite Plan of Action by the constituents, implementation of the Sustainability Compact, and the US Action Plan focusing on legislation and policy reform, administration and practical actions.

***Amendment of Labour Law:*** The Bangladesh Labour Act, 2006 has been amended on 16th July 2013 to ensure workers' safety, welfare and rights and promoting trade unionism and collective bargaining. In line with this, the National Occupational Health and Safety Policy has been adopted by the Government in 2013. During amendment of Labour Law total of 76 sections were amended and 8 new sections were incorporate in the Act.

***Trade union registration:*** After amendment of Labour Act, 2006 trade union registration process in the RMG sector has gained significant momentum. For example, after amendment of Labour Act a huge number of new trade unions have been registered in the RMG sector. ILO has started training program for the office bearers of newly formed unions.

***Publicly Accessible Database:*** The Department of Inspection for Factories and Establishment (DIFE) with support of ILO has developed a publicly accessible database of 3746 export -oriented RMG factories on 30 March 2014. The database is available at the website of the DIFE (<http://database.dife.gov.bd/>). It includes related information of all export-oriented RMG factories including names and addresses, number of workers etc. It also includes summary safety assessment reports for 2804 factories (ACCORD of 712factories; ALLIANCE of 543 factories and National Initiative of 1549 factories) which may be viewed at the website of DIFE (<http://database.dife.gov.bd/reports/safety-assessment-reports>)

***Hot line (help line):*** Department of Inspection for Factories & Establishments has setup a help line, on pilot basis, in RMG prone area at Ashulia, Dhaka on 15<sup>th</sup> March 2015. The number of the help line is 0800-4455000.



**Minimum Wages:** The Government has declared the minimum wages for the workers of the readymade garments industry with an increase of 77%. It has been implemented since 01 December 2013. Now the minimum wage of garments workers is Tk 5300/- which is about USD 68.

**Inspection Plan and Inspection Policy:** Annual inspection plan for 2015 for the DIFE has been developed and formulation of inspection policy is underway.

**Tripartite National Plan of Action:** A Tripartite National Plan of Action on Fire Safety and Structural Integrity in the RMG Sector has been adopted with the assistance of International Labour Organization (ILO). To implement the Plan of Action a sixteen members Tripartite Committee headed by Ministry of Labour & Employment Secretary has been formed. In line with the Plan of Action ILO has been implementing a project "Improving Working Condition in the RMG Sector of Bangladesh" of \$24.5 million under the Ministry of Labour & Employment. The following areas of intervention have been identified in the project:

- (a) Verification of building and fire safety of the factories;
- (b) Strengthening inspection activities;
- (c) Training on Occupational Safety and Health;
- (d) Rehabilitation of the disabled and injured persons;
- (e) Implementation of Better Work Program.

**Training activities by Directorate of Labour:** Under a project on "Promoting Fundamental Principles and Rights at Work in Bangladesh (FPRW)" funded by USDoL and implemented by the ILO, several training programmes have been conducted for the workers, trade union leaders and employers for capacity building of trade union representatives and employers' organizations and promoting effective labour-management relations. The Government is working to raise awareness of the employers and workers regarding the trade union rights and responsibilities by organizing training and education programme through 4 Industrial Relations Institutes (IRI) under the Department of Labour.

**Cooperation agreement with Germany:** A cooperation agreement has been signed on 9 December 2014 among Bangladesh Labour Welfare Foundation (BLWF) of Ministry of Labour & Employment, The Deutsche Gesetzliche Unfallversicherung (DGUV) of Germany

and the Deutsche Gesellschaft für Internationale Zusammenarbeit Bangladesh (GIZ) to establish a legal framework on National Employment Injury Insurance System in Bangladesh.

***Cooperation agreement with Sweden:*** A cooperation agreement has been signed on 26 September 2015 at New York between the Government of Peoples Republic of Bangladesh and the government of Sweden and the International Labour Organization on developing and launching a project entitled 'Promoting Social Dialogue and Harmonious Industrial Relations in Bangladesh Ready-Made Garments Industry'.

### **Measures taken by Government, Bangladesh Bank and other relevant stakeholders:**

***1. Sustainability Compact:*** Bangladesh, European Union, United States of America and International Labour Organization (ILO) have jointly adopted “Sustainability Compact” with a view to take joint initiatives to improve labour welfare and safety of working environment in the RMG sector. A meeting held on 30<sup>th</sup> October 2014 in Brussels to review the progress of Sustainability Compact.

***2. Bangladesh Action Plan:*** “Bangladesh Action Plan 2013” was proposed by United States of America to improve building and fire safety and working environment. ILO, Development Partners and the foreign buyers have jointly taken the following initiatives:

- (i) Accord on Fire and Building Safety in Bangladesh signed by European buyers;
- (ii) Bangladesh Safety Alliance signed by North American buyers;
- (iii) Improving working conditions in the Ready-Made Garments Sector Project of \$24.5 million proposed by ILO;
- (iv) A project of Tk. 100 crore of JAICA for factory building inspection and relocation;
- (v) 205 million project of the United State of America to ensure workers right and improve fire safety;

- (vi) A project by GIZ to rehabilitate the disabled workers affected by Rana Plaza collapse.

**3. Cabinet Committee on Garments Sector:** Government formed an eleven member Cabinet Committee on Garments Sector headed by the Honourable Minister, Ministry of Labour & Employment. The committee has formed 2 Task Forces named “Task Force in Building and fire safety in Ready Made Garments Industry” and “Task Force on Expansion and Simplification of related laws of Ready Made Garments Industry”.

**4. Committee on RMG factory improvement:** An eighteen-member committee headed by Honourable Minister for Jute & Textile has submitted their report with recommendation to protect safe working environment, prevention of accidents and ensure labour welfare in the RMG factories. Government has already taken steps to implement the recommendations of the committee.

**5. Tripartite Standing Committee:** A tripartite standing committee headed by the Secretary, Ministry of Commerce to provide all out support to the Cabinet Committee on Garments Industry has been formed.

**6. 3+5 Committee:** Three secretaries of Commerce Ministry, Labour Ministry and Foreign Ministry and five ambassadors/high commissioners of USA, Canada, EU, UK and the Netherlands have constituted 3+5 Committee. The committee holds regular meetings to assess the progress of the Government’s commitment in improving working conditions and labour welfare in Bangladesh.

**7. Garments Industry Village:** A committee headed by a Director General of the Prime Minister’s office is functioning to establish a Garments Industry Village on 530 acres of land at Baushia under Gajaria upazilla in Munshiganj district.

**8. Activities of Department of Fire Service & Civil Defence:** The Ministry of Home Affairs has approved in principle the proposal of establishing nine new fire stations for Department

of Fire Service & Civil Defence. The number of inspectors has been increased from 50 to 268 in the Department of Fire Service and Civil Defence by the Ministry of Home Affairs.

**9. Increase of Inspectors of RAJUK and CDA:** Two different proposals to increase the number of inspectors in the Rajdhani Unnayan Kartipakshya (RAJUK) and Chittagong Development Authority (CDA) have been approved by Ministry of Housing & Public Works. Recruitment of 91 new inspectors and related engineers in RAJUK is at final stage.

**10. Reduction of Tax & Duty:** A minimum rate of tax was settled by the Govt. regarding import of fire extinguishing equipment in the fiscal year 2013-2014. Government has also made provision for duty free import of prefabricated building materials, fire resistant doors, sprinkler system and equipment, emergency light with exit sign double head etc.

**11. Study by BIDS:** A study has been conducted by BIDS with government financing under the Ministry of Labour & Employment to determine the number of factories on the basis of locality, the number of workers and employees working and to identify the existing problem and measures to promote this sector further in the coming year. The Government is taking steps to implement the recommendations of the study.

**12. Housing Loan:** A Memorandum of Understanding has been signed between Housing Fund of Bangladesh Bank & BGMEA to provide loan at the rate of 2% interest from the fund to the owners of the RMG factories for construction of Dormitory for the workers.

**13. Two Step Loan Fund<sup>2</sup>:** With a view to develop the work environment of RMG employees the SME and Special programmes Department of Bangladesh Bank has initiated a project titled "RMG sector Safe Working Environment Program " under the MoU signed by JICA, Bangladesh Bank, BGMEA, BKMEA and Ministry of Housing and Public Works. Under this MOU, the RMG factories with 100-2000 labours, which are the members of BGMEA and BKMEA and have ownership of the factory building by the entrepreneur, may take a credit facility up to Tk 10 crore for rebuilding or re-establishment of the building.

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<sup>2</sup> SMESPD Circular Letter No. 02/2013, Date 22 October, 2013, SME and Special Programs Department

They may also avail 100 percent sub-loan as Pre-finance from Two Step loan (TSL) fund under FSPDSME project. Selected RMG and Knitwear sector will get the pre-finance facility in three instalments subject to the availability of certificates from the engineers of Public works Department (PWD) and Participating Financial Institutions (PFI).

After implementation of these activities, the situation of working environment in RMG and Knitwear sector will be improved and labour unrest will be minimized. Consequently, it is expected that having a better situation in the RMG sector through increased motivation will result in increased productivity.

**14. *The Step Up project:*** A workshop on 'Practical Aspects of Productivity Improvement' was organized by Reed Consulting Bangladesh Ltd. at a hotel in Dhaka on 19 January 2017. In the workshop BGMEA signed an MoU with Dansk Fashion and Textile to improve CSR and productivity in the value chain alongside improving working and living conditions of workers in the Bangladeshi garment and textile sector through a pilot project named “The Step Up”.

**15. *Cheques handover:*** On 10 January 2017, BGMEA handed over the cheques of group insurance to the nominees of 13 workers of RMG factories who died during their service.

**16.** Chittagong BGMEA Institute of Fashion and Technology (CBIFT) and Sri Lanka Institute of Textile and Apparel (SLITA) has signed a memorandum of understanding (MoU) for academic collaboration and affiliation between them.

**17.** During the FY2017-18, to encourage the country’s export trade, export subsidies or cash incentives have been given for some export items to be effective from 1 July 2017 to 1 June 2018. Such as:4%, 4% and 3% cash incentives have fixed for export oriented garments sector, small & medium industry of garments sector and to help for expand the new market or new items of garments sector (excluded USA, Canada, UAE) respectively and 2% cash incentive determined for the exporters of garments sector of EURO zones, etc.

**18.** Under the decision of Bangladesh Bank, export oriented composite garment industries of the country will get alternate cash incentive instead of duty bond and duty-draw-back against their exported RMG made by the yarn taken from the members' mill of BTMA through internal back-to-back L/C.

**19.** Bangladesh Garment Manufacturers and Export Association (BGMEA) and Bangladesh Economic Zone Authority (BEZA) signed a Memorandum of Understanding (MoU) to lease out 500 acres of land at Mirsarai economic zone in Chittagong for developing a garment park.

**20.** With a view to provide the financial support for the family members of deceased or handicapped labors who were employed in hundred percent export oriented garments industry and have fallen victim to work related accident or disease, to provide scholarship to the meritorious students of the garment labors and to support the maternal welfare of the female labors a fund named 'Central Fund (RMG sector)' has been created under the initiative of Ministry of Labour and Employment (MoLE). According to the mandate of the MoLE and circular letter of Bangladesh Bank, all authorized dealer banks have to deduct 0.03% from the export earnings of the export oriented garment industries and must deposit to a certain account in Sonali Bank. This fund will be used for the welfare of the above mentioned group and so far the fund has been successfully used on a number of occasions to aid the deceased or handicapped labors and their families and to pay the salaries to the labors of a certain garment industry.

However, recently it has come to the attention that some of the banks are not following the directive properly and as such, Bangladesh Bank has instructed all scheduled banks to provide a confirmation letter with evidence to Ministry of Labor by the 7<sup>th</sup> of each month that 0.03% of all export earnings of export oriented RMG industries have been deducted and duly deposited in the specified Sonali Bank account.

## **Conclusion**

RMG is a major item of export in Bangladesh, generating 82.41 percent of our total export and 86.13 percent of industrial product export during first quarter of FY19. In April-June 2018, these shares were 90.34 percent and 92.59 percent respectively. In context of several recent disasters in RMG factories, USA and EU countries have shown their reservation to import from Bangladesh as well as for some cases imposed various RMG factories and labor securities related rules and instructions. The Government and the BGMEA have signed various contracts with some international organizations and taken a number of measures for ensuring securities and modernization of the RMG Sector, to engage strong lobbyist in different RMG markets in the USA in order to encourage favorable treatment of the US administration for Bangladeshi RMG import. And build up good relationship between the employer and the employees.

Through all these initiatives stated above, it is expected that the RMG sector of Bangladesh will be able to provide a boost in our export earnings and make a significantly higher contribution to GDP.