



Quantitative Export Factsheet (QEF)

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Quantitative Export Factsheet

Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton **to** Italy

April 2023



Introduction

This Quantitative Export Factsheet provides essential and strategic information about exporting Men's or boys' trousers, bib and brace overalls, breeches and cotton shorts (excluding knitted or crocheted underpants and swimwear) HS code 620342 from Tajikistan to Italy. With recent data from trusted sources and a forward-looking view, this document describes market behaviours and regulations to comply with to access it by seizing -where available- any existing trade preferences.

Product



Jeans and brace's cotton overalls, breeches, and shorts are versatile and durable, making them a great addition to any wardrobe. Used by people of any gender, age, origin and welfare.

Opportunity summary

Exporting Tajikistan's textile products made from cotton to the Italian market could be a viable business idea due to several reasons:

Large Market: Italy is one of the largest importers of textile products made from cotton in the European Union

Favourable Market Access Conditions: Tajikistan is a member of the WTO and has preferential trade agreements with several countries, including Italy.

Competitive Labor Costs: Tajikistan has a low labour cost compared to Italy, which could make Tajik textile products more price-competitive in the Italian market.

| | |
|---|----------------|
| Total national production in 2022: | 70'000.000 USD |
| Total national exports in 2022: | 10'993.000 USD |
| Annual growth in value between 2021 and 2022: | 20 % p.a. |



Export potential:

Tajikistan has significant potential to increase its exports of textile products made from cotton. Cotton is one of the country's most important agricultural products, and the textile industry is a vital sector of its economy, accounting for approximately 17% of its GDP. Tajikistan has a competitive advantage in producing cotton textiles due to its abundant cotton fibre supply, low labour costs, and skilled workforce.

The remaining room for export growth of Men's trousers & shorts to the target market by 202market949 thousand USD.

According to the Export potential map tool, the markets with the greatest potential for Tajikistan's exports of Men's trousers & shorts cotton are the Russian Federation, Kyrgyzstan and Kazakhstan. Tajikistan has the closest export links with Uzbekistan. Germany is the market with the highest demand potential for this product.

In summary, Tajikistan has significant potential to increase its exports of textile products made from cotton, given its abundant supply of cotton fibre and competitive advantages in the textile industry.

Target market



| | |
|--------------------------------|---|
| Capital city: | Rome |
| Major cities: | Rome, Milan, Naples |
| Population: | 60 million (in 2023) |
| Currency: | EUR |
| Languages: | Italian |
| Main trade facts on imports of | Italy is one of the major importers of textile products made from cotton in the European Union. In 2020, Italy imported around \$6.7 billion of cotton- |

| | | |
|--|------------------------------------|---|
| | <p>this product:</p> | <p>based textile products, ranking fourth in the EU. The textile and clothing sector is vital to Italy's economy, accounting for over 4% of its GDP and employing over 400,000 people. In summary, the textile industry in Italy is an essential contributor to its economy.</p> |
| | <p>The dynamism of investment:</p> | <p>According to the UNCTAD, Italy attracted \$11.3 billion in FDI inflows in 2020, a 37% decrease from the previous year due to the COVID-19 pandemic.</p> <p>Italy's most significant sources of FDI are European countries, with France, Germany, and the Netherlands being the top investors.</p> <p>The most attractive sectors for FDI in Italy are manufacturing, finance, and insurance, followed by wholesale and retail trade.</p> <p>The Italian government has introduced various measures to attract FDI, including tax incentives, simplified regulations, and investment promotion agencies.</p> <p>In summary, Italy has been a popular destination for FDI due to its strategic location, highly skilled workforce, and strong industrial base.</p> |
| | <p>Country profile at:</p> | <p>https://www.worldbank.org/en/country/italy</p> |

Target product

| | |
|--------------------------------|---|
| HS code: | 62.03.42 |
| HS description: | Men's or boys' trousers, bib and brace overalls, breeches and shorts of cotton (excluding knitted or crocheted, underpants and swimwear) |
| National tariff code: | <p>6203421100 - Men's or boys' industrial and occupational trousers and breeches of cotton (excl. knitted or crocheted and bib and brace overalls)</p> <p>6203423100 - Men's or boys' trousers and breeches of cotton denim (excl. knitted or crocheted, industrial and occupational, bib and brace overalls and underpants)</p> <p>6203423300 - Men's or boys' trousers and breeches of cotton cut corduroy (excl. knitted or crocheted, industrial and occupational, bib and brace overalls and underpants)</p> <p>6203423500 - Men's or boys' trousers and breeches of cotton (excl. denim, cut corduroy, knitted or crocheted, industrial and occupational, bib and brace overalls and underpants)</p> <p>6203425100 - Men's or boys' bib and brace overalls of cotton, industrial and occupational (excl. knitted or crocheted)</p> <p>6203425900 - Men's or boys' bib and brace overalls of cotton (excl. knitted or crocheted, industrial and occupational)</p> <p>6203429000 - Men's or boys' shorts of cotton (excl. knitted or crocheted, swimwear and underpants)</p> |
| National tariff code in Italy: | <p>6203421100 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Trousers and breeches: Industrial and occupational</p> <p>6203423100 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Trousers and breeches: Other: Of denim</p> |



| | |
|---|---|
| | <p>6203423300 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Trousers and breeches: Other: Of cut corduroy</p> <p>6203423500 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Trousers and breeches: Other: Other</p> <p>6203425100 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Bib and brace overalls: Industrial and occupational</p> <p>6203425900 - Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches and shorts (other than swimwear): Trousers, bib and brace overalls, breeches and shorts: Of cotton: Bib and brace overalls: Other</p> |
| <p>These national tariff line codes refer to specific categories of men's or boys' clothing items made of cottons, such as suits, jackets, blazers, trousers, bib and brace overalls, breeches, and shorts. The codes differentiate between different types of cotton fabrics, such as denim or cut corduroy, and whether the clothing items are designed for industrial or occupational use. The codes also differentiate between trousers and breeches and whether the clothing item is a bib or brace.</p> | |

Size of the Market

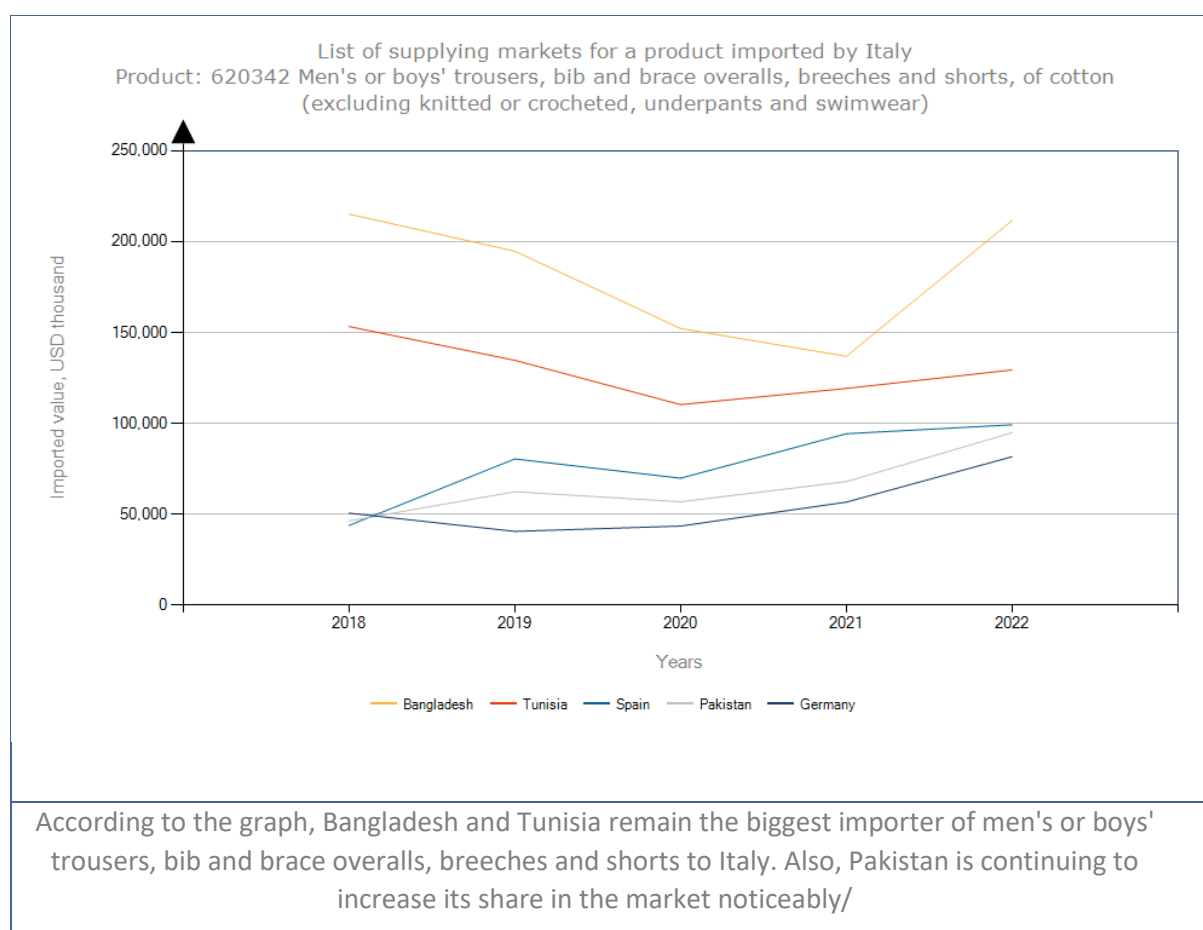
In 2021, Italy imported USD 896,000 thousand Men's or boys' trousers, bib and brace overalls, breeches and shorts from the world and was the 5th country in world imports of that product. Its total imports represented 4% of world imports of the product. In the same year, Italy imported USD 10,188 thousand of the's or boys' trousers, bib and brace overalls, breeches and shorts from Tajikistan, which means Tajikistan has a 1,1 % of Italy's imports.

The dynamism of the Market

Over the last five years, the value of Italy's imports from the world Men's or boys' trousers, bib and brace overalls, breeches and shorts decreased by -3 % per annum. This market performance was y the same as the world's growth in imports of Men's or boys' trousers, bib and brace overalls, breeches and shorts, which is also -3 %. However, Italy's share in world imports of Men's or boys' trousers, bib and brace overalls, breeches and shorts has been increasing, which now reminds 3.8%.

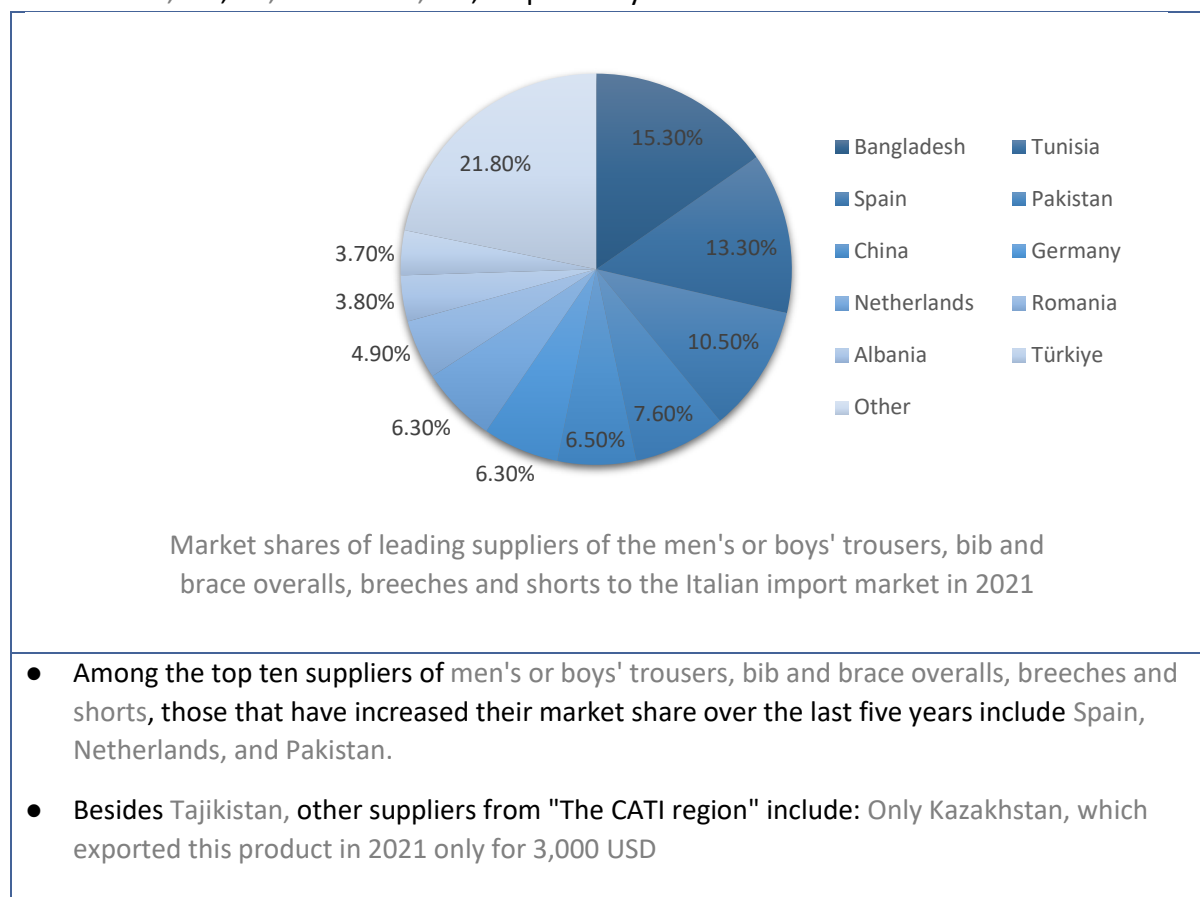
This dynamic continues to increase because, over 2020-2021, the growth rate of imports was 3%.

The value of Italy's imports from Tajikistan decreased by -12 % per annum over the last five years, which compared with the overall market growth of -3 %, Tajikistan is losing market share.



Competition

Supply to Italy's market for men's or boys' trousers, bib and brace overalls, breeches and shorts is concentrated, with the top three exporters, Bangladesh; Tunisia; Spain; having market shares of 15,3 %, 13,3 % and 10,5 %, respectively.



Unit Value

The situation of Italy's imports versus the world's imports

The average unit value of Italy's imports of men's or boys' trousers, bib and brace overalls, breeches and shorts in 2021 was 28,496 USD/ tons. This was more than the world unit value for the product, which was 24,004 USD/ tons

Over the last five years, Italy's unit value has been appreciating. Indeed, the annual reduction in value over this period (-3% p.a) was higher than the annual growth in quantity (-6 % p.a).

The situation of Tajikistan's exports to Italy

The unit value of Italy when importing from Tajikistan was 16,458 USD/ tons, which is lower than the average unit value in the market (24,026 USD). Tajikistan's unit value has depreciated by -12% in this market over the last five years.

Concerning the top ten suppliers, considering the wide range between the highest unit value of 47.236 USD/tons when trading with Romania and the lowest unit value of 15.320 USD/tons when trading with Bangladesh, we can presume that the men's or boys' trousers, bib and brace overalls, breeches and shorts market in Tajikistan is rather heterogeneous.

The heterogeneity may result from product quality, variety and/or branding differences.

Market Access

Tajikistan benefits from preferential market access in Italy for men's or boys' trousers, bib and brace overalls, breeches and shorts.

Relevant preferential trade agreements include: the EU for GSP Countries

The following table shows the tariffs applied to Tajikistan compared with those applied to the main competitors in Italy.

| Competitor | MFN tariffs | Effectively applied tariffs | Pref. Margin | Tariff year | # NTLC in the HS6 code | HS Revision | The export value in 2021 |
|-----------------------------|-------------|-----------------------------|--------------|-------------|------------------------|-------------|--------------------------|
| Bangladesh | 12.00% | 0.00% | 12.00% | 2023 | 7 | HS22 | 137380 |
| Tunisia | 12.00% | 0.00% | 12.00% | 2023 | 7 | HS22 | 119315 |
| Spain | 0.00% | 0.00% | 0.00% | 2023 | 7 | HS22 | 91092 |
| Pakistan | 12.00% | 0.00% | 12.00% | 2023 | 7 | HS22 | 67963 |
| China | 12.00% | 12.00% | 0.00% | 2023 | 7 | HS22 | 57927 |
| Netherlands | 0.00% | 0.00% | 0.00% | 2023 | 7 | HS22 | 55733 |
| Germany | 0.00% | 0.00% | 0.00% | 2023 | 7 | HS22 | 48876 |
| Albania | 12.00% | 0.00% | 12.00% | 2023 | 7 | HS22 | 33978 |
| France | 0.00% | 0.00% | 0.00% | 2023 | 7 | HS22 | 33129 |
| Türkiye | 12.00% | 0.00% | 12.00% | 2023 | 7 | HS22 | 32887 |

- Tajikistan does not have a preferential tariff advantage over key competitors in Italy for men's or boys' trousers, bib and brace overalls, breeches and shorts
- Apart from the top three suppliers, other competitors having preferential tariffs in Italy include Pakistan, Albania and Türkiye.

Certificate of origin:

To benefit from preferential market access to Italy, exporters from Tajikistan must comply with the Rules of Origin of the preferential trade agreement.

EU's Scheme of General System of Preferences (GSP) related Rules of Origin are accessible at this [Link](#).

Under the Generalised System of Preferences (GSP), there are specific rules of origin criteria that products must meet to qualify for preferential tariff treatment for products with HS code 620342 Men's or boys' trousers, bib and brace overalls, breeches and shorts from Tajikistan to Italy.

These criteria include:

The product must originate from Tajikistan, meaning it must have been either wholly produced or sufficiently transformed in Tajikistan.

The product must meet the specific rules of origin criteria in the EU's GSP regulations. These criteria include the value-added rule, which requires a certain percentage of the product's value to be added in Tajikistan. The value-added percentage varies depending on the product and can be found in the EU's GSP regulations.

The exporter must obtain a valid certificate of origin from the competent authorities in Tajikistan, certifying that the product meets the rules of origin criteria.

It's important to note that the GSP rules of origin can be complex and specific to each product, and it's always a good idea to verify the latest regulations with the relevant authorities before exporting any products.

Institutions in Tajikistan that can provide assistance, advise, or verify the eligibility:

- Chamber of Commerce and Industry of the Republic of Tajikistan 734012, Dushanbe, Republic of Tajikistan, 21 Valamatzoda Street
+992 37 221 52 84, +992 37 880 17 26, info.cci.tpp@gmail.com, <https://tpp.tj/>
- Export Agency under the Government of the Republic of Tajikistan
734012, Dushanbe, Republic of Tajikistan, 23 Mirzo Tursunzoda Street
+992372217003, info@export.tj www.export.tj
- TajInvest - Invest in Tajikistan
21 Tehron Street, Dushanbe, Republic of Tajikistan,
+992 (37) 221-87-32 <https://www.tajinvest.tj/ru>, info@tajinvest.tj
- Ministry of Economic Development and Trade
734001, Dushanbe, Republic of Tajikistan, 33 Sheroz str.,
+992 37 221 05 51, +992 37 227 75 56 <https://www.medt.tj/>, info@medt.tj
- Customs service under the Government of the Republic of Tajikistan
734000, Dushanbe, Republic of Tajikistan, 50/1 Bukhoro Avenue
+992 37 221 22 35 +992 37 221 46 30 helpdesk@customs.tj www.gumruk.tj

To export men's or boys' trousers, bib and brace overalls, breeches and shorts to Italy, exporters from Tajikistan must comply with compulsory market access requirements (non-tariff measures). Details are summarised as follows:

- Compulsory requirements: 8
- For example, *Labelling requirements Code P31*
"Labelling for textiles: Textile products may only be placed on the European Union (EU) market provided that they are labelled, marked or accompanied with commercial documents in compliance with Regulation (EU) No 1007/2011 of the European Parliament and of the Council (OJ L-272 18/10/2011) (CELEX 32011R1007). The main purpose of the Regulation is to ensure that consumers, when purchasing textile products, are given an accurate indication of their fibre composition "
For more information, see the [Link](#).
- For example, *Certification requirement Code P163*
This measure is related to the CE marking requirement (considered a certification requirement). CE marking: The CE marking has to be affixed to PPE before being placed on the market. It symbolises their conformity with the essential requirements. It shall be affixed in a visible, easily legible and indelible form to each piece of manufactured PPE or the packaging and be accompanied by the notified body's identification number in case of involvement in the product's control.
For more information, see the [Link](#)
- For example, *Inspection requirement Code B84*

See all 8 compulsory requirements: <https://catiportal.org/en/export-620342-from-tj-to-it/market-access>.

While there were no notifications about men's or boys' trousers, bib and brace overalls, breeches and shorts at the time of preparing this Quantitative Export Factsheet, exporters are advised to regularly check <https://epingalert.org> to identify possible new sanitary or phytosanitary measures (SPS) and technical barriers to trade (TBT) notified by Italy to the World Trade Organisation (WTO).

The compulsory requirements for exporting textile products from Tajikistan to Italy could present difficulties for exporters. Compliance with these requirements may require additional costs and time for exporters. However, exporters can mitigate these challenges by seeking assistance from trade specialists or lawyers to ensure compliance with regulations and avoid potential issues at the border.

Trade potential at the macro level

Exporters of men's or boys' trousers, bib and brace overalls, breeches and shorts can realise exports of:

- 949k USD to Italy by 2028, out of which 938 million USD is still unrealised.

In addition, exporters can realise exports of:

- 961k USD to Kazakhstan by 2028, out of which 961k USD is still unrealised.
- 331k USD to Germany by 2028, out of which 331k USD is still unrealised.

Sustainability and voluntary standards

Private standards for environmental protection, worker and labour rights, economic development, quality, and food safety, as well as business ethics, might be of interest to final consumers in Italy:

- **BRCGS Ethical Trade and Responsible Sourcing** - *The Standard's requirements span six principles, giving sites a framework to build their ethical trade and responsible sourcing management system.*
For detailed information, visit <https://www.standardsmap.org/en/factsheet/2099/overview?products=Clothing&origin=Tajikistan&destination=Italy>.
- **International Labour Organization Labour Standards** - The International Labour Organization (ILO) is a specialised agency of the United Nations, which promotes decent and productive work, focusing on freedom, equity, security and dignity. For detailed information, visit: <https://www.standardsmap.org/en/factsheet/181/overview?products=Clothing&origin=Tajikistan&destination=Italy>
- **SMETA** - Sedex Members Ethical Trade Audit is Sedex's social auditing standard that businesses can use to assess a supplier's working conditions across labour, health and safety, environment and business ethics.
For detailed information, visit <https://www.standardsmap.org/en/factsheet/128/overview?products=Clothing&origin=Tajikistan&destination=Italy>.
- **Social Accountability International - SA8000** - is a global non-governmental organisation advancing human rights at work. SAI's vision is of decent work everywhere – sustained by an understanding that socially responsible workplaces benefit businesses while securing fundamental human rights.
For detailed information, visit: <https://www.standardsmap.org/en/factsheet/58/overview?products=Clothing&origin=Tajikistan&destination=Italy>

Potential Business Partners

CATI Portal and TradeMap provide contact details and information on 4 organisations that are ready to facilitate you with importing men's or boys' trousers, bib and brace overalls, breeches and shorts in Italy from Tajikistan. Some examples are provided below:

| Company name | City | Website |
|---|----------|---|
| OJSC Bank Eshkata | Khujand | https://eshkata.com/en/ |
| Chamber of Commerce and Industry of Tajikistan | Dushanbe | https://tpp.tj/en/ |
| TajInvest - Invest in Tajikistan | Dushanbe | https://www.tajinvest.tj/ru/ |
| Ministry of Economic Development and Trade | Dushanbe | https://www.medt.tj/ |
| Export Agency under the Government of the Republic of Tajikistan | Dushanbe | www.export.tj |

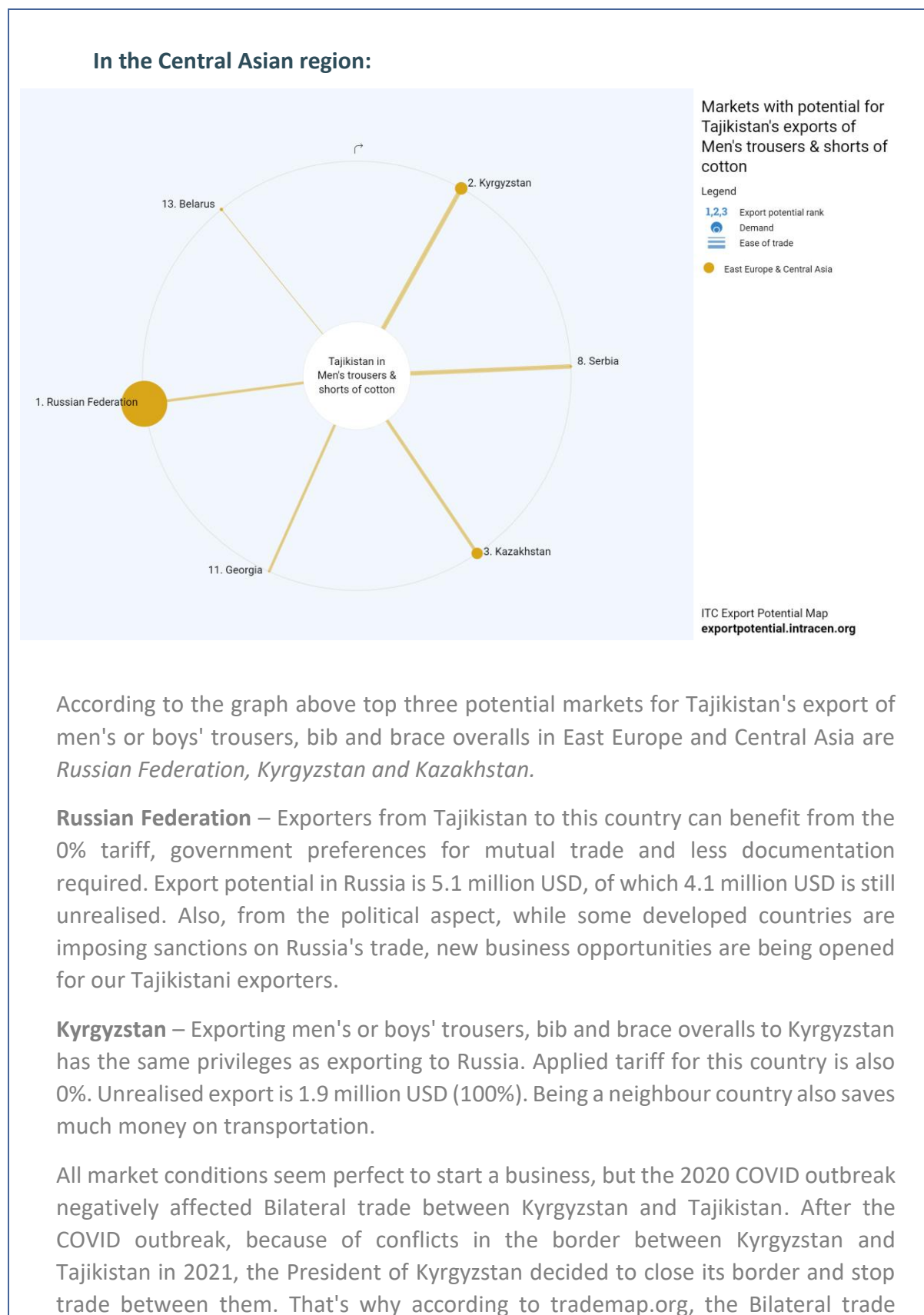
Visit <https://catiportal.org/en/export-620342-from-tj-to-it/business-partners> for more details.

Companies producing/exporting textile products from Tajikistan that can be considered as a potential business partner:

| Company name | Products | Target market | Websites |
|---------------------------------|---|-------------------------------|---|
| LLC Firuz | Sports kimono made of cotton | Russia Kazakhstan | https://firuz.all.biz/ |
| LLC Leader | Textile products and uniforms | CIS countries | https://amidgroup.tj/?page=textiles |
| LLC Ortex | Men's and children's shirts, trousers, jackets, shorts, bathrobes | Tajikistan | https://www.qoovee.com/ru/orteks/ |
| LLC "PO Nassochoi Tojik" | Textile products | 20 countries around the world | www.textil.tj |
| Joint Venture "Javoni" | Jeans and other clothing made from cotton | Italy | https://www.tajik-gateway.org/wp/industry/lyogkaya-promyshlennost/sovmetnoe-predpriyatie-dzhavoni/#google_vignette |

Table created by the author, data collected from different internet sources.

Other promising markets by 2028



between Kyrgyzstan and Tajikistan from 2020 to 2021 has decreased by more than 50%.

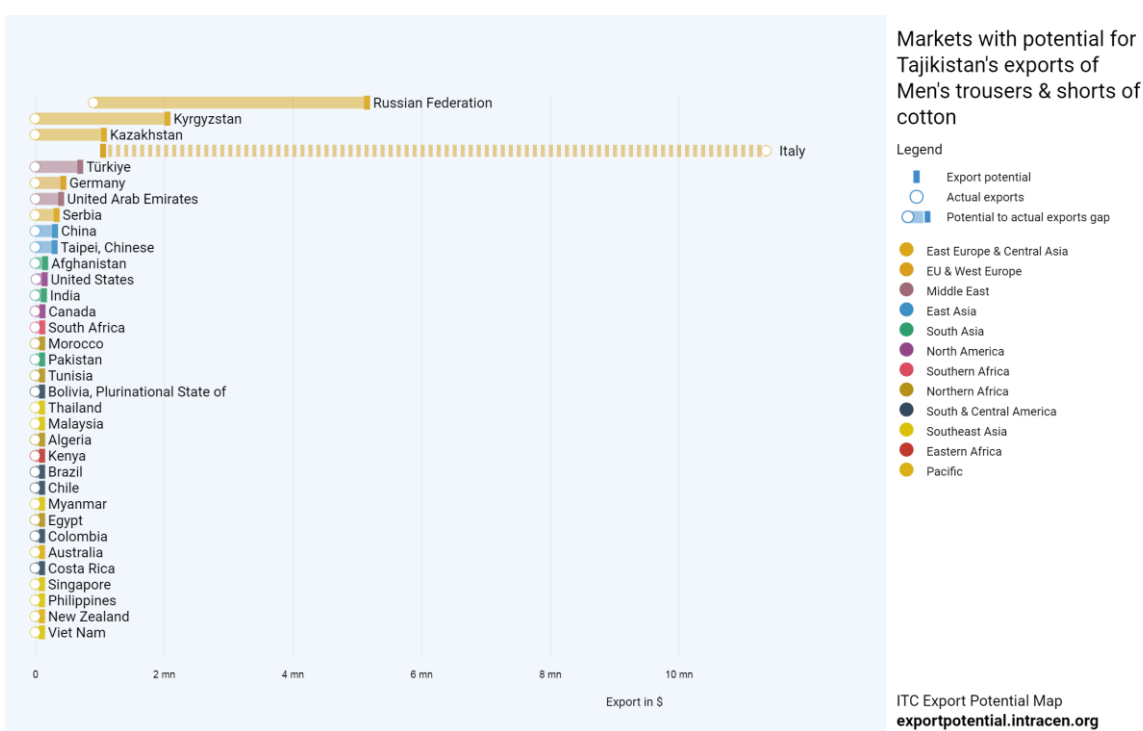
To summarise, we cannot include Kyrgyzstan as a promising market by 2028. But I do hope that soon the political situation will be stabilised and trade between Kyrgyzstan and Tajikistan will prosper as it used to.

Kazakhstan is a promising, big market with a sustainable economic and political situation country. Export potential for men's or boys' trousers, bibs and brace overalls is 961 thousand USD, and none of them is realised because Tajikistan is not exporting these products to Kazakhstan.

Regarding applied tariffs, exporters from Tajikistan can benefit from 0% applied taxes and government preferences for mutual trade between Kazakhstan and Tajikistan.

The distance between Kazakhstan and Tajikistan is 1076 km, making this market attractive.

In the world:



Germany can be a potential market for Men's trousers and shorts of cotton due to various reasons. Firstly, Germany is the largest economy in Europe and one of the largest in the world. As a result, it has a large population with high purchasing power, making it an attractive market for consumer goods.

Secondly, the market for men's trousers and shorts made of cotton in Germany has been growing in recent years. According to the International Trade Centre, the imports of this product into Germany increased by 10% between 2018 and 2019. This

growth indicates a positive trend and a potential market opportunity for businesses looking to enter this market.

Thirdly, Tajikistan, the country of origin for this product, has a tariff advantage in the German market. Under the Generalised System of Preferences (GSP) scheme, Germany provides duty-free access to goods from Tajikistan, which means that businesses from Tajikistan can export their products to Germany at lower costs. This tariff advantage can make Tajikistan's products more competitive in the German market, increasing their prospects.

Lastly, Tajikistan has been performing well in the German market for this product. According to the rules of origin database, Tajikistan was the 6th largest exporter of men's trousers and shorts made of cotton to Germany in 2019. This indicates that Tajikistan has already established a presence in the market and can use this experience to improve its prospects further.

In conclusion, Germany offers prospects as a potential market for the product HS 620342 Men's trousers and shorts made of cotton due to its large size, growing demand, tariff advantage, and the performance of Tajikistan in the market. Businesses looking to enter this market can benefit from these factors and should consider available opportunities.

Additional information

Tajikistan has preferential market access for men's or boys' trousers, bib and brace overalls, breeches, and shorts in Italy under the EU's GSP program. However, Tajikistan's unit value has depreciated by -12% in this market over the last five years, and it has a small market share of 1.1% in Italy's imports. Tajikistani companies may need to improve their product quality and competitiveness to increase their market share in Italy.

Italy is one of the EU's significant importers of cotton products made from cotton. The textile industry is a vital contributor to its economy, accounting for over 4% of its GDP and employing over 400,000 people. Therefore, Italian textile companies may have high standards and expectations for imported products.

Italy has been a popular destination for FDI due to its strategic location, highly skilled workforce, and strong industrial base. The most attractive sectors for FDI in Italy are manufacturing, finance, and insurance, followed by wholesale and retail trade.

Overall, businesses seeking to export to or invest in Italy should carefully evaluate market opportunities and their capabilities to compete effectively in the Italian market.

Data sources

Used sources:

- <https://tj.sputniknews.ru/20220407/tajikistan-tekstil-eksport-2022-1047436230.html>
- <https://www.worldometers.info/world-population/italy-population/>
- ITC calculations based on [UN COMTRADE](#) statistics
- <https://www.worldbank.org/en/country/italy>
- <https://tj.sputniknews.ru/20230306/tajikistan-prichina-snizheniye-eksport-tekstil-1055325763.html>
- <https://firuz.all.biz/>
- <https://amidgroup.tj/?page=textiles>
- <https://www.qoovee.com/ru/orteks/>
- www.textil.tj
- https://www.tajik-gateway.org/wp/industry/lyogkaya-promyshlennost/sovместnoe-predpriyatie-dzhavoni/#google_vignette

More questions on opportunities in the CATI region

The Central Asian Trade Intelligence Portal provides a network of resources in 4 partner countries which, in association with local institutions, give information to trade-related enquiries. Visit www.catiportal.org

For more information, please get in touch with us.



<http://qmc.tj/>



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