

# The Potential of Vietnam's Agricultural Exports to the Indian Market: Analysis of Supply and Demand Factors

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## Abstract

To assess the potential of Vietnam's agricultural exports to the Indian market through the analysis of trade indicators from analyzing Vietnam's supply factor and India's demand factor, the study using Revealed Comparative Advantage (RCA), Export Propensity Index (EPI), Import Penetration Index (IPI) and balance of trade (BOT) on agricultural products in subheadings (6-digit HS code) specified from chapter 1 to chapter 24. The study indicates that Vietnam's agricultural products with great potential for export to the Indian market are (1) Pepper of the genus Piper, neither crushed nor ground (HS090411); (2) Juniper berries and seeds of anise, badian, caraway, or fennel, neither crushed nor ground (HS090961); (3) Plants, parts of plants, incl. seeds, and fruits, used primarily in perfumery, in pharmacy or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excluding ginseng roots, coca leaf and poppy straw) (HS121190); (4) Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk) (HS220290); (5) Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale) (HS230990). As a result, Vietnamese businesses interested in exporting to India could explore these items.

**Keywords:** Potentials, Agricultural product, Vietnam, India, RCA

**JEL:** Q11, Q17

## 1. Introduction

Vietnam aspires to diversify its markets and economic partners to reduce reliance on a single

partner and risks. Agricultural product exports from Vietnam to China, in particular, have recently been threatened. Exploring new markets for Vietnamese agricultural products is becoming increasingly important.

With a population of 1.4 billion people (World meter, 2022) and rising living standards and incomes, the Indian market is a potential consumer market. Furthermore, with 42 Free Trade Agreements signed with numerous partners throughout the world, extending business activity with India also means expanding trade chances with numerous Indian partners. Trade is an important pillar in Indo-Vietnam relations. In recent years, bilateral trade relations have been promoted by the two countries. According to India's statistics, in 2016-2019, Vietnam has always been in the top 10 leading agricultural exporters to India; in 2018-2019 it accounted for about 2.3% of total agricultural product imports from India (Indonesia is India's largest agricultural product import market - accounting for approximately 20%). Currently, India is implementing many policy reforms to make it self-reliant in food production. In recent years, the Government of India has encouraged the import of agricultural products, especially grains, namely wheat, corn, and rice (Ajeet Singh, Jitendra, 2018).

It can be seen that there is huge consumer demand for Indian agricultural products, however, to determine Vietnam's potential agricultural products to export to India, it is important to analyze agricultural products based on market supply and demand factors. This study includes the following parts: literature review; methodology; result & evaluation; and conclusion.

## **2. Literature Review**

### *2.1 Demand for Export Diversification*

Export diversification has a direct influence on export growth, which in turn has an impact on a country's economic growth. (Aditya, 2013). The analysis results of a sample of 65 countries in the period 1965-2005 estimated that export diversification is an important determinant of economic growth, in terms of controlling for other variables such as income, investment, and infrastructure. Focusing on export specialization leads to higher economic growth. High-tech export growth also contributed to output growth, a relationship stronger for countries with a larger-than-world average share of exports to gross domestic product. This reaffirms the link between boosting exports and increasing product diversification, both of which will boost domestic economic development.

Export diversification which can help avoid vulnerability to external shocks, export diversification, has been identified as one of the expansionary trade strategies (Odularu, 2009), helping to stabilize and increase per capita income. However, the process of export diversification also poses various challenges, especially in developing export promotion and communication strategies.

The structure of domestic production, natural resources, and infrastructure play an important role in export diversification in developing and underdeveloped countries (Hesse, 2009). The diversification of the production structure and providing better access to infrastructure and services are essential to promoting export diversification, and natural resources.

Export diversification can lead to higher growth (Osakwe, Kilolo, 2018; Ali, Alwang, Siegel, 1991). In particular, developing countries should diversify their exports to overcome export instability when focusing on key products only. The process of economic growth is often a process of structural transformation, in which countries move from producing goods from poor countries to rich countries. Export diversification plays an important role in this process, but it also helps in per capita income growth. While developing countries should expand export diversification, developed countries should focus on export specialization.

## *2.2 Export Potential Assessment through Supply and Demand Analysis*

The supply-demand analysis is frequently used by researchers and analysts to evaluate the prospects for international commerce. Revealed comparative advantage is a measure used by various researchers and analysts in several studies to estimate export potential (Bhattacharyya, Prithwis, 2000; Das, 2015) to analyze groups and products with export potential by selecting products with RCA value  $>1$ .

RCA index (Anand et al., 2015) has classified India's export basket into 4 groups "Classic", "Marginal", "Disappearing", and "Emerging". In which the "Classic" group is defined as the products whose share of India's total exports in the period 2008-2011 exceeds the share of exports of the same product on the world market at the beginning and the end of the study period ( $RCA > 1$ ). The "Marginal" group is a group of products with  $RCA < 1$  value in the whole research period. The "Disappearing" commodity group is a group of products with  $RCA > 1$  at the beginning and  $RCA < 1$  at the end of the research period. The "Emerging" group is defined as products with an  $RCA > 1$  at the end of the research period. Using this classification, the author has classified commodities according to different export potentials.

The International Trade Center (ITC) develops a method to assess export potential based on the analysis of supply and demand. Export Potential Assessment Methodology (Decreux, Spies, 2016) has developed an econometric method for analyzing export potential based on market access and detailed trade information, allowing them to identify the two sides of supply and demand, identify products with high export potential and have the opportunity to diversify export products in a target market through Export Propensity Index (EPI) and product diversification indicator (PDI). EPI measures supply availability through current export performance, combined with evolving trends in demand markets, and estimated typical trade costs between the exporting country and the target market. PDI measures supply capacity using a product space approach, which suggests developing new products that require capacity similar to the capacity required for the current export basket.

Export diversification at the 8-digit HS code level (Bhattacharyya and Prithwis, 2000) analyzes the potential for product diversification at a lower level (specified product codes). Which, export diversification is classified into 3 different segments: products with high, medium, and low export potential. This classification is based on three types of barriers to market entry: Most Favoured Nation (MFN), import penetration rate, and non-tariff barriers.

Trade potential is also calculated using the gravity model approach in many studies (Egger,

2002; Trung et al., 2018) The results show that countries with proximity to each other have higher commercial potential thanks to the reduction of transportation costs leading to lower prices, increasing competitive advantage in price. In this study, I believe that distance is also an important factor of India- Vietnam trade potential.

In addition to the supply-demand factor that has a direct impact on trade relations, the process of product diversification is influenced by the relationship between countries, geographical distance, political relations, and international trade factors, according to Ron Boschma and Gianluca Capone (2014) in their report. Dam Hai Van (2019) offered solutions to promote Vietnam's exports in the context of the volatile global economy, while India's import policy was adjusted multiple times, trade barriers were increasingly strengthened, causing difficulties for Vietnamese enterprises when participating in the Indian market. SWOT analysis shows the strengths - weaknesses, opportunities - threats in exporting to the Indian market. This research document provides supporting qualitative comments combined with quantitative methods, identifying and evaluating Vietnam's export potential to India.

### 3. Methodology

To determine the export potential, most studies are based on two side's market supply and demand. Many studies have utilized metrics including the comparative advantage index, trade intensity index, gravity model, and complementary trade index to assess export potential. To identify potential export products from Vietnam to India, we used trade analysis indicators such as Revealed Comparative Advantage (RCA), Balance of Trade (BOT), Export Propensity Index (EPI), and Import Penetration Index (IPI) to determine the trade potential based on supply and demand analysis.

This article uses the trade data from the database of the International Trade Center (trademap.org) for the period of 5 years (2016-2020), in addition to other information on GDP and the proportion of economic sectors in Vietnam and India obtained from The World Factbook (an annual publication of the US CIA).

#### 3.1 Supply-side Indicators (Vietnam)

The Revealed Comparative Advantage (RCA) index compares the proportion of exports of commodity groups to the total export value of Vietnam compared to the world. RCA value greater than 1 means that Vietnam has an advantage in exporting product k compared to the world.

$$RCA_{vk} = \frac{\frac{\text{Vietnam's export of product k (HS code 6 digits)}}{\text{Vietnam's export of sector (HS code 2 digits)}}}{\frac{\text{World export of product k (HS code 6 digits)}}{\text{World export of sector (HS code 2 digits)}}}$$

The export Propensity Index (EPI) considers the ratio of good exports to the total structure of GDP, products with a high EPI ratio mean that most of the domestic production is used for domestic consumption export demand, but little use for domestic consumption. The export Propensity Index (EPI) considers the ratio of goods exported to the total structure of GDP, products with a high EPI ratio mean that most domestic production is under export demand,

but has little use for domestic consumption.

$$EPI = \frac{X_{ik}}{\text{Contribute GDP}_i} * 100$$

In which:  $X_{ik}$  is the export value of Vietnam in goods k

Contribute GDP is the contribution value of that item in the total GDP structure, which is estimated by GDP value\*% of industry.

### 3.2 Demand-side Trade indicators (India)

The Import Penetration Index (IPI) measures domestic consumer demand satisfied by imports. A high IPI value means that domestic consumption highly depends on imports. At the product level, this rate is also known as the self-sufficiency rate.

$$IPI = \frac{\text{Import}}{\text{Domestic demand}} * 100$$

From reviewing data from the Trademap source, calculate the value of RCA of Vietnam, RCA of India, and the balance of trade (BOT) of India in each product (HS 6-digit). As defined by the RCA, the RCA in goods is greater than 1, which means that the country has a comparative advantage in that respect. If the BOT is negative, exports are larger than imports for a particular commodity. Vietnamese exporters should not look at products for which India has a positive trade balance unless both countries have a comparative advantage in the same commodity. In addition, using other indicators such as Vietnam's EPI (measurement of Vietnam's ability to supply goods), India's IPI measures consumer demand for products in the Indian market. On that basis, identify products with high export potential from Vietnam to India.

The definition and calculation of the EPI of Vietnam and the IPI of India are described in detail in the context of research methods. The range of EPI and IPI is from 1 to 100, the high value of EPI Vietnam means high dependence of domestic manufacturers on exporting that item, while the high value of IPI means a great dependence on imports to meet domestic demand, which means that domestic production in that commodity is less developed. In the list of items with 6-digit HS codes with thousands of products, the range of EPI, and IPI is varied, for this reason, the study gives a limit to choose the value of EPI and IPI as 1%.

Based on using 5 indicators RCA of Vietnam, RCA of India, BOT of India, EPI of Vietnam, and IPI of India, study and develop three scenarios to determine the export potential of agricultural products with a 6-digit HS code, the product set included in the analysis is the products in the chapter list in the range 01-24 (2-digit HS), and the analysis is at the 6-digit HS level.

The list of products that satisfy all 5 conditions in each scenario is given in Table 1. Accordingly, the products in scenario A are the products in which Vietnam has a comparative advantage ( $RCA > 1$ ) when India does not have a comparative advantage ( $RCA < 1$ ), these are the products that Vietnam has the advantage to export to India. Products satisfying scenario B

are those in which both Vietnam and India have a comparative advantage (RCA are  $>1$ ), but India's trade balance is negative (India has import demand). Finally, for products that satisfy scenario C, both Vietnam and India have a comparative advantage (RCA $>1$ ), and BOT of the India is positive, in this scenario, Vietnam and India have the potential ability to cooperate in the supply of raw materials.

Table 1. Three scenarios determine the export potential of Vietnam's agricultural products (HS6) to India

Scenario	Vietnam's RCA	India's RCA	India's BOT	Vietnam's EPI	India's IPI
A	$RCA_v > 1$	$RCA_i < 1$	$BOT_i < 0$	$EPI_v > 1\%$	$IPI_i > 1\%$
B	$RCA_v > 1$	$RCA_i > 1$	$BOT_i < 0$	$EPI_v > 1\%$	$IPI_i > 1\%$
C	$RCA_v > 1$	$RCA_i > 1$	$BOT_i > 0$	$EPI_v > 1\%$	$IPI_i > 1\%$

#### 4. Results and Evaluation

Based on developing scenarios to determine the export potential of Vietnamese agricultural products to the Indian market. Based on the calculation of data on the database of the International Trade Center (trademap.org) and other data sources to determine the GDP of countries, the analysis of thousands of different agricultural products (HS code 6 digits), the research shows 11 products that satisfy the conditions in each scenario outlined in Table 1 are presented in Table 2 (detailed product description is in the appendix).

Table 2. List of products that satisfy the table requirements

HS 6 Digits	Vietnam's total export value in 2020 (Thousand USD)	Vietnam's EPI	India's total imports value in 2020 (ngh ã USD)	India's BOT in 2020 (Thousand USD)	India's IPI	Vietnam's RCA	India's RCA
<b>A</b>		<b><math>EPI_v &gt; 1\%</math></b>		<b><math>BOT_i &lt; 0</math></b>	<b><math>IPI_i &gt; 1\%</math></b>	<b><math>RCA_v &gt; 1</math></b>	<b><math>RCA_i &lt; 1</math></b>
'090411	510.855	1,269	85.570	(48.206,00)	0,0178	5,08	0,32
'090619	96.200	0,239	98.947	(97.912,00)	0,0206	3,09	0,03
'140110	13.395	0,033	83.992	(83.473,00)	0,0175	6,88	0,20
'150790	6.397	0,016	211.535	(198.033)	0,0440	1,72	0,64
'220290	95.235	0,237	93.546	(79.370)	0,0195	3,71	0,41
'220720	10.758	0,027	305.465	(304.526)	0,0635	2,54	0,16
'230990	357.337	0,888	371.433	(150.020)	0,0773	2,18	0,73
<b>B</b>		<b><math>EPI_v &gt; 1\%</math></b>		<b><math>BOT_i &lt; 0</math></b>	<b><math>IPI_i &gt; 1\%</math></b>	<b><math>RCA_v &gt; 1</math></b>	<b><math>RCA_i &gt; 1</math></b>
'090961	41.905	0,104	55.954	(21.611)	0,0116	2,36	1,67
'151590	12.407	0,031	112.896	(36.903)	0,0235	2,75	2,96
<b>C</b>		<b><math>EPI_v &gt; 1\%</math></b>		<b><math>BOT_i &gt; 0</math></b>	<b><math>IPI_i &gt; 1\%</math></b>	<b><math>RCA_v &gt; 1</math></b>	<b><math>RCA_i &gt; 1</math></b>
'121190	46.862	0,116	102.162	245.153	0,0213	10,91	9,19
'120740	20.616	0,051	183.904	263.939	0,0383	3,10	7,64

Source: Author's calculation based on data from trademap.org

#### *HS 090411: Pepper of the genus Piper, neither crushed nor ground*

Vietnam's exports of Pepper of the genus Piper, neither crushed nor ground to India reached US\$23.2 million, ranking second after Sri Lanka, accounting for 27.2% of India's total import

value, and accounts for 5.5% of Vietnam's total export value. When compared to competitor Sri Lanka, although subject to a higher tax rate (49.6%) than the rate (8% that Sri Lanka has to pay), Vietnam's price is lower, only half of that of Sri Lankan prices. However, Sri Lanka has an advantage over Vietnam in terms of geography, cost, and faster transit time. In 2020, the total export value of this item in Vietnam will reach 510 million USD, while India is the world's third largest importer of this item. Vietnam has many advantages to expanding this item's export to the Indian market.

*HS 090619: Cinnamon "Cinnamomum zeylanicum Blume" (excluding crushed and ground)*

For Cinnamon "Cinnamomum zeylanicum Blume" (excluding crushed and ground), currently, Vietnam's export value to India has reached 91.4 million USD (accounting for 92.4%) of the total import value of India, and at the same time accounted for 70% of the total import value. export importance of Vietnam. India's imports account for 28% of the world's total imports, topping the list of imports for this item. In this product, it can be seen that Vietnam has made good use of its available advantages, finding the right partner in the Indian market. The supply level of Vietnam is close to the demand of India. Therefore, there is not much potential for Vietnam to expand this product in the Indian market. However, when comparing product prices, Vietnam's product prices are nearly twice as high as those of China. Vietnamese enterprises face the risk of price competition from competitors from China. Vietnamese businesses need to pay close attention to maintain their current advantages.

*HS 140110: Bamboos*

For bamboo products, India mainly imports from two markets, China and Vietnam, accounting for 80% and 19% respectively. Besides, India's imports from Vietnam in 2020 account for 90% of Vietnam's total export value. It shows that Vietnam does not have much potential in expanding the export of this item in the Indian market.

*HS 150790: Soya-bean oil and its fractions, whether or not refined (excluding chemically modified and crude)*

For soya-bean oil, India has high consumer demand for vegetable oil products, due to the Indian people's demand for vegetarian food. In 2020, India imported 211 million USD of this item. These imports are mainly from two South Asian countries, Nepal and Bangladesh, accounting for 98% and 1.5% of India's total import value, respectively. For this item, Vietnam does not export to India, and Vietnam's total export value in 2020 is also low, only 6 million USD. Vietnam does not have many advantages to expand the export of this item in the Indian market.

*HS 220290: Non-alcoholic beverages (excluding water, fruit or vegetable juices, and milk)*

In 2020, India's non-alcoholic beverages imports reached 93 million USD. Which, India mainly imports from the markets of Nepal, Germany, Bangladesh, and the Netherlands with a proportion of 30% respectively; 19%; 16%, and 8%. Meanwhile, Vietnam's export of this item ranks 18th with only 0.3% of India's total import value and 0.2% of Vietnam's total export value. In 2020, the total export value of Vietnam in this item will reach 95 million

USD, of which are mainly exported to the US and China markets (accounting for 18% and 16% respectively). Hence, to expand this market, manufacturers and exporters can research the Indian market.

*HS 220720: Denatured ethyl alcohol and other spirits of any strength*

Indian market owns a high demand for alcohol and spirits products. This is reflected in India's import value of this item. In 2020, India imported 305 million USD for this item, mainly imported from the US with a total value of up to 302 million USD, accounting for 98.9% of the total import value of India. However, Vietnam's supply capacity for this item is low, specifically in 2020, the total export value of this item in Vietnam is only 10 million USD. Therefore, it can be assessed that although India's consumer demand is high, Vietnam cannot meet its demand and expand to India's market.

*HS 230990: Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale)*

Export of Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale) from Vietnam to India in 2020 ranks second after Sri Lanka. In 2020, Sri Lanka's exports of this item to the Indian market reached 73 million USD, accounting for 19.7% of India's total import value. Next is Vietnam with 69 million USD, accounting for 18.7%. Comparing prices with competitors from Sri Lanka, Vietnam has an outstanding advantage. On average, the price of Vietnam is only half of the price of Sri Lanka. In addition, Vietnam has a large supply capacity, specifically in 2020, the total export value of this item in Vietnam will reach 357 million USD. Therefore, with this product, Vietnam has the opportunity to expand exports to the Indian market.

*HS 090961: Juniper berries and seeds of anise, badian, caraway, or fennel, neither crushed nor ground*

In 2020, India's anise imports reached 55 million USD, of which Vietnam is the main export partner with 32 million USD, accounting for nearly 58.5% of India's total import value, and accounting for 63% of the total export value of Vietnam. Next is Afghanistan with \$21 million, accounting for 37.7% of India's total import value, and 99.3% of Afghanistan's total export value. Compared with Vietnam, Afghanistan has more advantages in terms of terrain, which can be easily exported to India. However, the country has many political instability problems. Therefore, Vietnamese businesses can monitor the political situation in Afghanistan, grasp the situation, and can fill in the gap in the event of fluctuations in the Afghan market.

*HS 151590: Fixed vegetable fats and oils and their fractions, whether or not refined, but not chemically modified (excluding soya-bean, groundnut, olive, palm, sunflower-seed, safflower, cotton-seed, coconut, palm kernel, babassu, rape, colza and mustard, linseed, maize, castor, and sesame oil)*

India's imports of vegetable fats and oils in 2020 reached US\$112 million, of which mainly came from the Bangladesh market with US\$110 million, accounting for 97.6% of India's total



import value. Bangladesh has geographical advantages and competitive prices compared to other competitors (such as China, Germany, France, etc.) to export this item to the Indian market. Besides, considering Vietnam's export value in 2020 is low, only reaching 12 million USD. Therefore, Vietnam does not have many opportunities to export this item to the Indian market.

*HS 121190: Plants, parts of plants, incl. seeds, and fruits, used primarily in perfumery, in pharmacy or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excluding ginseng roots, coca leaf, and poppy straw)*

Import of plant products and plant parts (used for processing perfumes, pharmaceuticals, etc) of India in 2020 reached 102 million USD. Vietnam is the leading partner in the list of exporters to India with nearly 25 million USD, accounting for 24.4% of India's total import value, and 34.8% of Vietnam's total export value. Followed by other South Asian markets such as Nepal and Afghanistan, respectively, with exports of 13.6 and 13.3 million USD. In 2020, Vietnam's export of this item will reach 46 million USD. When comparing prices, Vietnam has an advantage over rival countries. Therefore, Vietnamese manufacturers and exporters can expand the export market of this item to the Indian market.

*HS 120740: Sesamum seeds, whether or not broken*

Sesamum's import demand ranks fourth in the world, with an import value of 183 million USD in 2020. India's main partners are the African market such as Sudan, Nigeria, Togo, and Tanzania. Which, imports from Sudan accounted for the largest proportion with more than 45% (worth 84 million USD), followed by Nigeria with 28% (worth 51 million USD). In 2020, Vietnam's export of this item will reach 20 million USD. India is a country with a comparative advantage for this item, specifically, India's RCA is at 7.6, in 2020, and India's export of this item will reach 447 million USD. Therefore, it can be seen that Vietnam does not have much potential in expanding the export of this item in the Indian market.

## **5. Conclusion**

The research assessed Vietnam's agricultural export potential based on an assessment of supply capacity from the Vietnamese side (RCA Vietnam, EPI Vietnam); consumption demand from the Indian side (RCA India, IPI India, BOT India); and competitive factors in the market such as price, geographical distance, and applicable import tax bracket. In particular, Vietnam has several advantages when it comes to expanding exports to India of dried and ground pepper (genus Piper) (HS 090411); anise (HS 090961); plants, plant parts (used for perfumery, pharmaceuticals, etc.) (HS 121190); non-alcoholic beverages (HS 220290); and preparations used in livestock production (HS 230990). Furthermore, firms must be aware of severe rivalry from other competitors such as cinnamon, cinnamon products, and other Vietnamese products that dominate the Indian market.

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## Appendix

## Vietnam and rival countries in the Indian market

No.	Exporters	Value imported in 2020 (USD thousand)	Share in India's imports (%)	Share of India in the partner's exports (%)	Unit value (USD/unit)	Growth in imported value between 2016-2020 (% , p.a.)	Growth in imported value between 2019-2020 (% , p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Average distance between partner countries and all their importing markets (km)	Average tariff (estimated) applied by India (%)	Number of Non tariff measures required by India	Final landing price USD/unit)
<b>090411: Pepper of the genus Piper, neither crushed nor ground</b>													
India's imports represent 7.4 % of world imports for this product, its ranking in world imports is 3 The average distance of supplying countries is 4194 and the market concentration is 0,28													
	WORLD	85570	100		3127	-19	-8		100			522	3127
1	Sri Lanka	35916	42	82.2	5941	-13	3	5	2.9	2677	8	522	6416,28
2	Viet Nam	23273	27.2	5.5	2247	-26	-25	2	28.4	7026	49,6	522	3361,512
3	Indonesia	12569	14.7	10	2667	-26	-16	4	8.6	5787	49,6	522	3989,832
4	Brazil	9277	10.8	4.6	2126	7	12	3	10.3	10210	65,6	522	3520,656
5	Ecuador	2200	2.6	27.2	2285	17	-9	20	0.4	9032	65,6	522	3783,96
<b>090619: Cinnamon "Cinnamomum zeylanicum Blume" (excluding crushed and ground)</b>													
India's imports represent 28 % of world imports for this product, its ranking in world imports is 1 The average distance of supplying countries is 3326 and the market concentration is 0,86													
	WORLD	98947	100		2798	21	26		100			112	2798
1	Viet Nam	91415	92.4	70.1	2926	23	29	3	17.3	4312	0	112	2926
2	China	3886	3.9	3	1140	-8	-9	1	51.2	3925	30	112	1482
3	Indonesia	3579	3.6	1	5150	20	4	4	6.4	11097	0	112	5150
4	United Arab Emirates	48	0	82.8	3200		-16	31	0.01	2729	30	112	4160
5	Sri Lanka	18	0	56.1	9000		-81	10	0.2	5108	0	112	9000
<b>140110: Bamboos</b>													
India's imports represent 41.8 % of world imports for this product, its ranking in world imports is 1 The average distance of supplying countries is 3893 and the market concentration is 0,68													
	WORLD	83992	100		1110	30	80		100			3	1110
1	China	67272	80.1	0	1117	35	58	1	56.3	7164	30	3	1452,1
2	Viet Nam	16228	19.3	90.7	1088	19	321	3	11.3	3356	30	3	1414,4
3	Hong Kong, China	473	0.6		889		56	23	0.1	12564	30	3	1155,7
4	Canada	19	0		950			28	0.05	6149	30	3	1235
<b>150790: Soya-bean oil and its fractions, whether or not refined (excluding chemically modified and crude)</b>													
India's imports represent 11 % of world imports for this product, its ranking in world imports is 1													

No.	Exporters	Value imported in 2020 (USD thousand)	Share in India's imports (%)	Share of India in the partner's exports (%)	Unit value (USD/unit)	Growth in imported value between 2016-2020 (%. p.a.)	Growth in imported value between 2019-2020 (%. p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Average distance between partner countries and all their importing markets (km)	Average tariff (estimated) applied by India (%)	Number of Non tariff measures required by India	Final landing price USD/unit)
The average distance of supplying countries is 911 and the market concentration is 0,96													
	WORLD	211535	100		1230	433	269		100			116	1230
1	Nepal	207441	98.1	100	1227		277	2	10.4	871	0	116	1227
2	Bangladesh	3196	1.5	100	1231		115	40	0.2	1107	0	116	1231
3	United States of America	371	0.2	0.2	2441	27	13	3	8.7	3439	32,5	116	3234,325
4	Germany	270	0.1	1.1	5870	-8	106	19	1.6	1234	32,5	116	7777,75
5	Belgium	177	0.1		4658		-33	11	3.2	5892	32,5	116	6171,85
18	Viet Nam							32	0.3	1240	32,5	116	0
<b>220290: Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)</b>													
India's imports represent 0.9 % of world imports for this product, its ranking in world imports is 26													
The average distance of supplying countries is 3117 and the market concentration is 0,17													
	WORLD	93546	100		707	-6	-27		100			N/A	707
1	Nepal	28215	30.2	100	601	-27	-31	37	0.2	871			601
2	Germany	17727	19	0	1154	397	-29	4	9	1677			1154
3	Bangladesh	15096	16.1	73.3	532	51	-27	43	0.2	2757			532
4	Netherlands	7586	8.1	0.3	1068	225	4	3	9.4	2733			1068
18	Viet Nam	286	0.3	0.2	1021	71	-48	22	0.8	5457			1021
<b>220720: Denatured ethyl alcohol and other spirits of any strength</b>													
India's imports represent 9.1 % of world imports for this product, its ranking in world imports is 2													
The average distance of supplying countries is 12978 and the market concentration is 0.98													
	WORLD	305465	100		552	12	-3		100			35	552
1	United States of America	302149	98.9	9	550	18	4	1	58.4	5185	30	35	715
2	Singapore	1394	0.5		634		-79	31	0.2	1350	0	35	634
3	China	495	0.2	2.6	1904			16	0.8	4720	30	35	2475,2
4	Sri Lanka	422	0.1		802		99	86	0	2378	5	35	842,1
5	Pakistan	343	0.1		835	-43	-73	7	2.1	3646	5	35	876,75
6	Japan	176	0.1		5176	60	6	56	0.02	4790	30	35	6728,8
<b>230990: Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale)</b>													
India's imports represent 2 % of world imports for this product, its ranking in world imports is 15													
The average distance of supplying countries is 4254 and the market concentration is 0.12													

No.	Exporters	Value imported in 2020 (USD thousand)	Share in India's imports (%)	Share of India in the partner's exports (%)	Unit value (USD/unit)	Growth in imported value between 2016-2020 (%. p.a.)	Growth in imported value between 2019-2020 (%. p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Average distance between partner countries and all their importing markets (km)	Average tariff (estimated) applied by India (%)	Number of Non tariff measures required by India	Final landing price USD/unit)
	WORLD	371433	100		1951	8	-7		100			24	1951
1	Sri Lanka	73076	19.7	95.7	4132	15	-2	32	0.5	1518	0	24	4132
2	Viet Nam	69630	18.7	20.7	786	17	19	12	2.1	2168	30	24	1021,8
3	China	57873	15.6	2.5	1888	10	3	6	6.2	6152	30	24	2454,4
4	Thailand	35903	9.7	10.3	2945	3	-14	14	1.9	2363	30	24	3828,5
5	Singapore	31703	8.5	2.5	7390	40	-33	15	1.6	2720	30	24	9607
<b>090961: Juniper berries and seeds of anise, badian, caraway or fennel, neither crushed nor ground</b>													
India's imports represent 18.8 % of world imports for this product, its ranking in world imports is 1													
The average distance of supplying countries is 2703 and the market concentration is 0.48													
	WORLD	55954	100		5043	18	3		100			568	5043
1	Viet Nam	32734	58.5	63	5903	19	16	2	13.2	5514	0	568	5903
2	Afghanistan	21074	37.7	99.3	5647	17	-5	6	6.7	1574	0	568	5647
3	Finland	1290	2.3		989	32	-45				30	568	1285,7
4	China	204	0.4	0.1	1457	80	81	1	19.9	4446	30	568	1894,1
5	Turkey	152	0.3	1.6	3040	30	92	9	3.6	5400	30	568	3952
<b>151590: Fixed vegetable fats and oils and their fractions, whether or not refined, but not chemically modified (excluding soya-bean, groundnut, olive, palm, sunflower-seed, safflower, cotton-seed, coconut, palm kernel, babassu, rape, colza and mustard, linseed, maize, castor and sesame oil)</b>													
India's imports represent 4.4 % of world imports for this product, its ranking in world imports is 6													
The average distance of supplying countries is 1246 and the market concentration is 0.95													
	WORLD	112896	100		1041	133	74		100			372	1041
1	Bangladesh	110171	97.6	99.1	1022	308	83	8	4.6	1159	0	372	1022
2	China	657	0.6	2.5	7141	-3	-13	11	4	6721	12,5	372	8033,625
3	Germany	428	0.4	0.5	4809	143	-23	15	2.6	2339	12,5	372	5410,125
4	France	355	0.3	0.4	3381	18	10	9	4.4	4087	12,5	372	3803,625
5	Netherlands	342	0.3	0.2	4886	91	13	10	4.3	2317	12,5	372	5496,75
6	Viet Nam			0				28	0.5	3969	8,3	372	0
<b>121190: Plants, parts of plants, incl. seeds and fruits, used primarily in perfumery, in pharmacy or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excluding ginseng roots, coca leaf and poppy straw)</b>													
India's imports represent 4.9 % of world imports for this product, its ranking in world imports is 5													
The average distance of supplying countries is 4298 and the market concentration is 0.11													
	WORLD	102162	100		1109	22	26		100			2,109	1109
1	Viet Nam	24977	24.4	34.8	421	61	178	11	2.1	3116	0	2,109	421
2	Nepal	13849	13.6	86.5	3098	39	171	29	0.7	1113	0	2,109	3098
3	Afghanistan	13587	13.3	81.7	1565	31	49	27	0.7	1485	0	2,109	1565

No.	Exporters	Value imported in 2020 (USD thousand)	Share in India's imports (%)	Share of India in the partner's exports (%)	Unit value (USD/unit)	Growth in imported value between 2016-2020 (% p.a.)	Growth in imported value between 2019-2020 (% p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Average distance between partner countries and all their importing markets (km)	Average tariff (estimated) applied by India (%)	Number of Non tariff measures required by India	Final landing price USD/unit)
4	Indonesia	7937	7.8	3.8	2716	29	-32	26	0.7	10212	0	2,109	2716
5	United States of America	5651	5.5	2.5	6688	57	186	10	2.4	6427	30	2,109	8694,4
<b>120740: Sesamum seeds, whether or not broken</b>													
India's imports represent 5 % of world imports for this product, its ranking in world imports is 4													
The average distance of supplying countries is 8287 and the market concentration is 0.3													
	WORLD	183904	100		1233	53	-6		100			106	1233
1	Sudan	84237	45.8	12.8	1240	55	-27	1	18.8				1240
2	Nigeria	51574	28	9.5	1267	73	29	6	8.2	9711	30	106	1647,1
3	Brazil	14404	7.8	24.6	1010	125		11	2	11333	30	106	1313
4	Togo	11489	6.2	0.3	1311	334	80	39	0.09	11746	30	106	1704,3
5	Tanzania, United Republic of	4428	2.4	2.8	1045	67	463	7	4.3	9472	30	106	1358,5
4	Viet Nam							23	0.6	2583	30	106	0
6													

Source: Author's calculation based on data from trademap.org

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