

Discussion Paper 2

***Export Competiveness of Cotton Yarn HS 520512:  
(Carded Cotton, >85% 8.27-5 25.41 Count)***



**GLOBAL  
TRADE  
ANALYSIS**

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## **Preface**

The Textiles Committee has been providing valuable databases on different facts of T&C industry to the industry stakeholders and policy makers for deriving well informed policy decision & business strategy. Due to the onslaught of RTA, FTA & Multilateral Trade Agreements under the framework of WTO, the competition among the textile exporting countries has also been growing giving rise to challenges in the form of price and quality competitiveness. To deal with the situation successfully countries, may requires comprehensive product wise database on production, export, import, cost competitiveness etc.

In order to support the trade & industry through analysis and dissemination, the Textiles committee is preparing a comprehensive database on the different facets of the textiles sector like production, demand, exports, cost of production, tariffs etc. , through Market Intelligence in Textiles (MIT).

This discussion paper “Export Competiveness of Cotton Yarn HS 520512: (Carded Cotton, >85% 8.27-5 25.41 Count)” attempts to delineate the global players in this product through their global exports, imports vis-e-vis India. Efforts are made to present the information in user friendly format. I hope this paper will be useful to the readers and help in understanding the international trade in Cotton Yarn (HS 520512) in a better way. The valued suggestions and comments from the readers are welcome.

I appreciate the efforts put in by Shri T.K Rout, Deputy Director, Ms Deepti Lahane, Research Associate and the team of researcher who have been instrumental to bring out this data base series.

Place: Mumbai

(Dr. P. Nayak)

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## I. Introduction

- The product: 520512 belongs to the carded cotton yarn segment having cotton content more than 85% and a count of 8.27-25.41, which is the most traded count in the cotton yarn segment.
- The importance of the Product in the cotton yarn basket can be clearly denoted by the fact that it contributes to about 1/4<sup>th</sup> of total cotton yarn imports across the globe. It has a percentage share of 25.50% in total cotton yarn imports in the world.
- Pakistan is the leading exporter of this product in the world with an export value of 1184.25 Mn USD and a market share of 38.78%. India stands at number 2 position with an export value of 346.35 Mn USD in 2012 and a market share of 11.34%

## II. Objective

1. To understand the importance of 520512 in world cotton yarn trade
2. To study the performance of Indian exports vis a vis competitors in top import markets of cotton yarn.
3. To find out India and competitors' performance in top export destinations for India in this product category.
4. To prepare a list of potential markets for India in this product category.

## III. Methodology

- To fulfil the above objectives, we will consider the parameters of CAGR, % Share, RCA and UVR. The period taken into consideration is from 2004-2012.
- The data has been collected from various secondary sources like WITS, ICAC, Ministry of Textiles, Office of Textile Commissioner etc.

## IV. Top Exporters

| Exporting Country  | Trade Value Mn USD | % share in total world import of 520511 |
|--------------------|--------------------|---|
| Pakistan           | 1184.25            | 38.78%                                  |
| <b>India</b>       | <b>346.35</b>      | <b>11.34%</b>                           |
| Vietnam            | 341.69             | 11.19%                                  |
| United States      | 226.62             | 7.42%                                   |
| Other Asia, nes    | 197.05             | 6.45%                                   |
| Turkmenistan       | 178.82             | 5.86%                                   |
| Uzbekistan         | 132.88             | 4.35%                                   |
| China              | 86.46              | 2.83%                                   |
| Turkey             | 68.53              | 2.24%                                   |
| Indonesia          | 62.53              | 2.05%                                   |
| Mexico             | 32.85              | 1.08%                                   |
| Rest of World      | 195.42             | 6.40%                                   |
| World Total Import | 3053.45            | 100.00%                                 |

**Table 1.2-Analysis for Importance of 520512 in Cotton Yarn Basket of top Importers: 2012**

| <b>Top 10 Cotton Yarn (CY) importers</b> | <b>Total CY Import Value</b> | <b>Total Import value of 520512</b> | <b>% Share of 520512 in Product Basket</b> | <b>Average Imports (2010-2013)</b> | <b>CAGR for World Imports</b> |
|--|------------------------------|-------------------------------------|--|------------------------------------|-------------------------------|
| China                                    | 4952.82                      | 1888.09                             | 38.12%                                     | 1306.98                            | 40.58%                        |
| Hong Kong                                | 1511.08                      | 148.01                              | 9.80%                                      | 152.95                             | -3.44%                        |
| European Union                           | 1116.23                      | 147.57                              | 13.22%                                     | 170.85                             | -3.04%                        |
| Korea Republic                           | 584.53                       | 72.01                               | 12.32%                                     | 87.51                              | -3.72%                        |
| Turkey                                   | 344.73                       | 137.58                              | 39.91%                                     | 155.59                             | 8.98%                         |
| Russia                                   | 288.75                       | 109.78                              | 38.02%                                     | 117.88                             | 25.96%                        |
| Japan                                    | 271.39                       | 64.32                               | 23.70%                                     | 58.04                              | 1.34%                         |
| Germany                                  | 248.67                       | 25.66                               | 10.32%                                     | 35.63                              | -7.40%                        |
| Egypt                                    | 238.27                       | 10.42                               | 4.37%                                      | 9.01                               | 32.37%                        |
| Guatemala                                | 212.84                       | 51.48                               | 24.19%                                     | 116.38                             | 5.32%                         |
| Portugal                                 | 211.41                       | 26.87                               | 12.71%                                     | 27.55                              | -6.61%                        |
| US                                       | 164.79                       | 20.59                               | 12.50%                                     | 34.29                              | -14.77%                       |
| El Salvador                              | 151.82                       | 69.87                               | 46.02%                                     | 83.95                              | 23.31%                        |
| Mexico                                   | 148.85                       | 113.43                              | 76.20%                                     | 97.23                              | 22.57%                        |
| Sri Lanka                                | 127.44                       | 6.61                                | 5.18%                                      | 6.12                               | 1.26%                         |
| Malaysia                                 | 126.62                       | 1.02                                | 0.80%                                      | 3.11                               | -0.76%                        |
| Spain                                    | 114.01                       | 18.76                               | 16.46%                                     | 17.91                              | -5.00%                        |
| Czech Republic                           | 112.05                       | 12.02                               | 10.73%                                     | 12.48                              | 3.77%                         |
| France                                   | 100.25                       | 8.58                                | 8.56%                                      | 9.59                               | -10.66%                       |
| World                                    | 11970.47                     | 3053.45                             | 25.50%                                     | 2677.08                            | 10.99%                        |

**Table 1.3-India's exports to top cotton yarn importers: 2012**

| Top 10 Cotton Yarn (CY) importers | India's exports to trade partners in 520512 (2012) | India's % Share in total Imports of 520512 (2012) | CAGR for Indian Imports |
|-----------------------------------|--|---|-------------------------|
| China                             | 226.16   | 11.98%  | 35.09%                  |
| Hong Kong                         | 4.7  | 3.18%   | 6.00%                   |
| European Union                    | 16.11  | 10.92%  | 11.47%                  |
| Korea Republic                    | 11.93  | 16.57%  | 0.77%                   |
| Turkey                            | 1.14   | 0.83%   | -18.32%                 |
| Russia                            | 0.08   | 0.08%   | 20.58%                  |
| Japan                             | 1.8  | 2.80%   | -3.57%                  |
| Germany                           | 2.2  | 8.57%   | 76.83%                  |
| Egypt                             | 7.49   | 71.89%  | 50.48%                  |
| Guatemala                         | 6.12   | 11.89%  | 10.03%                  |
| Portugal                          | 4.84   | 18.03%  | 63.41%                  |
| US                                | 2.17   | 10.52%  | 26.36%                  |
| El Salvador                       | 0.29   | 0.42%   | 46.10%                  |
| Mexico                            | NA   | NA  | -100.00%                |
| Sri Lanka                         | 5.23   | 79.19%  | 4.46%                   |
| Malaysia                          | 0.03   | 2.59%   | -46.59%                 |
| Spain                             | 2.48   | 13.22%  | 14.21%                  |
| Czech Republic                    | 0.37   | 3.07%   | 13.06%                  |
| France                            | 0.09   | 1.02%   | -18.56%                 |
| World                             | 346.35   | 11.34   | 15.35%                  |

**Table 1.4: Market Share of India and top Importers in top Import markets**

| Top Importers      | Total Import Mn USD | Top Exporters |          |         |       |        |              |               |
|--------------------|---------------------|---------------|----------|---------|-------|--------|--------------|---------------|
|                    |                     | India         | Pakistan | Vietnam | China | Turkey | Turkmenistan | United States |
| China              | 1888.09             | 11.98         | 51.68    | 16.31   |       |        |              |               |
| Hong Kong          | 148.01              | 3.18          | 50.04    |         | 33.64 |        |              |               |
| European Union     | 147.57              | 10.92         | 10.52    |         |       | 49.64  | 8.51         |               |
| Korea Republic     | 72.01               | 16.57         | 40.75    | 17.98   | 10.65 |        |              |               |
| Turkey             | 137.58              | 0.83          |          | 4.54    |       |        | 83.51        |               |
| Russian Federation | 109.78              | 0.07          |          |         |       |        | 13.56        |               |
| Japan              | 64.32               | 2.8           | 66.65    |         | 5.93  |        |              |               |
| Germany            | 25.66               | 8.57          | 5.9      |         |       | 23.15  |              |               |
| Egypt              | 10.42               | 71.88         |          |         |       | 8.13   |              |               |
| Guatemala          | 51.48               | 11.89         |          |         |       |        |              | 35.51         |
| Portugal           | 26.87               | 18.01         | 19.87    |         |       |        | 23.11        |               |
| United States      | 20.59               | 10.54         | 50.72    |         |       |        |              |               |
| El Salvador        | 69.87               | 0.42          |          |         |       |        |              | 96.76         |
| Mexico             | 113.43              | 0             |          |         |       |        |              | 98.75         |
| Sri Lanka          | 6.61                | 79.12         | 17.49    |         | 2.36  |        |              |               |
| Malaysia           | 1.02                | 2.94          | 43.33    | 28.67   | 11.62 |        |              |               |
| Spain              | 18.76               | 13.22         | 13.09    |         |       | 54.88  |              |               |
| Czech Republic     | 12.02               | 3.08          |          |         |       | 30.33  |              |               |
| France             | 8.58                | 1.05          |          |         |       | 30.18  |              |               |

| <b>UVR</b>         | <b>India</b> | <b>Pakistan</b> | <b>Vietnam</b> | <b>China</b> | <b>Turkey</b> | <b>Turkmenistan</b> | <b>United States</b> |
|--------------------|--------------|-----------------|----------------|--------------|---------------|---------------------|----------------------|
| China              | 2.70         | 2.85            | 3.38           |              |               |                     |                      |
| Hong Kong          | 2.50         | 3.05            |                | 3.81         |               |                     |                      |
| European Union     | 3.34         | 3.52            |                |              | 3.03          | 2.75                |                      |
| Korea Republic     | 2.91         | 3.05            | 2.96           |              |               |                     |                      |
| Turkey             | 3.06         |                 | 4.10           |              |               | 2.68                |                      |
| Russian Federation | 2.55         |                 |                |              |               | 2.24                |                      |
| Japan              | 3.03         | 3.06            |                | 4.83         |               |                     |                      |
| Germany            | 3.07         | 3.27            |                |              | 2.85          |                     |                      |
| Egypt              | 4.19         |                 |                |              | 4.19          |                     |                      |
| Guatemala          | 3.17         |                 |                |              |               |                     | 3.60                 |
| Portugal           | 3.19         | 3.58            |                |              |               | 2.82                |                      |
| United States      | 2.25         | 3.56            |                |              |               |                     |                      |
| El Salvador        | 3.68         |                 |                |              |               |                     | 3.23                 |
| Mexico             |              |                 |                |              |               |                     | 2.80                 |
| Sri Lanka          | 3.37         | 3.53            |                | 1.95         |               |                     |                      |
| Malaysia           | 3.32         | 3.16            | 3.32           | 2.20         |               |                     |                      |
| Spain              | 4.02         | 4.18            |                |              | 2.95          |                     |                      |
| Czech Republic     | 3.51         |                 |                |              | 3.17          |                     |                      |
| France             | 3.78         |                 |                |              | 3.88          |                     |                      |

| <b>Country</b>  | <b>2004</b> | <b>2005</b> | <b>2006</b> | <b>2007</b> | <b>2008</b> | <b>2009</b> | <b>2010</b> | <b>2011</b> | <b>2012</b> | <b>Analysis</b> |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------------|
| Pakistan        | 17.17       | 23.18       | 33.00       | 15.17       | 10.21       | 23.31       | 16.60       | 20.15       | 30.39       | All time RCA    |
| India           | 9.04        | 5.51        | 5.64        | 5.22        | 5.53        | 3.88        | 9.84        | 12.49       | 7.89        | All time RCA    |
| Vietnam         | 0.72        | 0.51        | 0.31        | 0.37        | 1.29        | 1.50        | 2.35        | 2.13        | 2.53        | RCD to RCA      |
| United States   | 1.55        | 3.45        | 2.93        | 3.55        | 4.28        | 5.68        | 3.51        | 5.28        | 3.35        | All time RCA    |
| Other Asia, nes | 2.27        | 3.10        | 3.40        | 3.42        | 2.91        | 5.08        | 4.69        | 4.19        | 6.29        | All time RCA    |
| Turkmenistan    | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA              |
| Uzbekistan      | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA          | NA              |
| China           | 0.34        | 0.32        | 0.46        | 0.39        | 0.36        | 0.27        | 0.16        | 0.12        | 0.08        | RCD             |
| Turkey          | 1.32        | 0.95        | 0.93        | 0.65        | 0.86        | 0.67        | 0.44        | 0.61        | 0.51        | RCA to RCD      |
| Indonesia       | NA          | NA          | NA          | NA          | NA          | NA          | 0.39        | 0.20        | 0.44        | RCD             |
| Mexico          | 0.16        | 0.17        | 0.21        | 0.37        | 0.40        | 0.37        | 0.55        | 0.52        | 0.48        | RCD             |



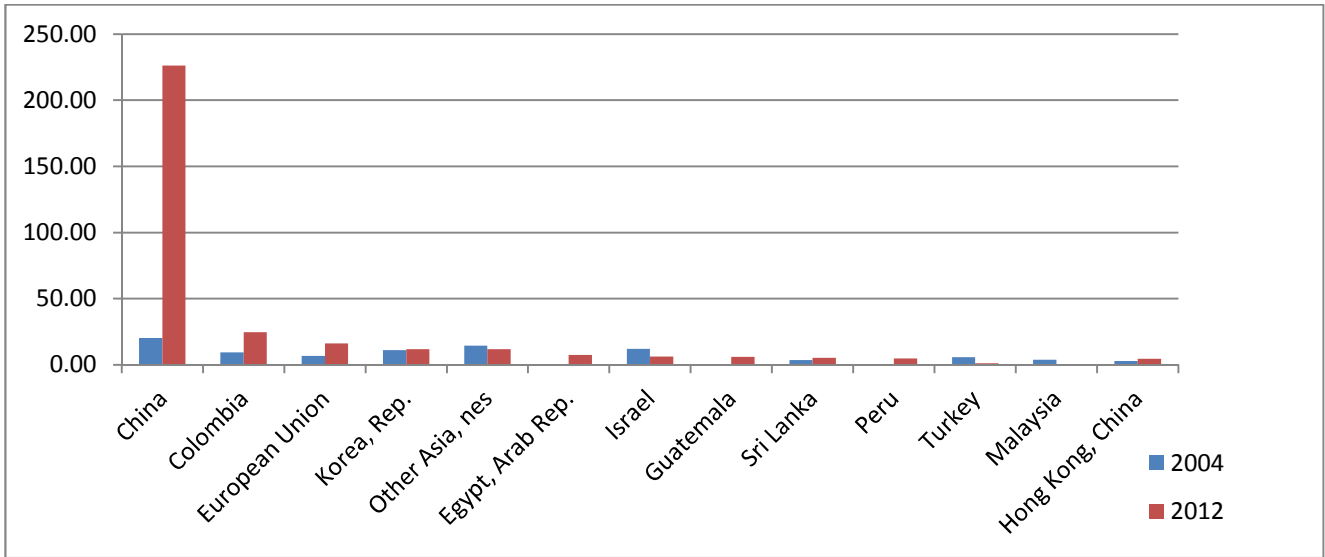
## India's Trade in Uncombed Cotton Yarn (520512)

| <b>Table 1.7-Top Importers of 520512 in the World</b> |                              |                       |                |
|---|------------------------------|-----------------------|----------------|
| <b>Importer</b>                                       | <b>Trade Value in Mn USD</b> | <b>Quantity in Kg</b> | <b>% Share</b> |
| China   | 1888.09                      | 657158345             | 58.98%         |
| Hong Kong, China                                      | 148.01                       | 45936705              | 4.62%          |
| European Union  | 147.57                       | 47634404              | 4.61%          |
| Turkey  | 137.58                       | 49939136              | 4.30%          |
| Mexico  | 113.43                       | 40447359              | 3.54%          |
| Russian Federation                                    | 109.78                       | 51321330              | 3.43%          |
| Korea, Rep.   | 72.01                        | 23039910              | 2.25%          |
| El Salvador   | 69.87                        | 21553068              | 2.18%          |
| Japan   | 64.32                        | 20422416              | 2.01%          |
| Guatemala   | 51.48                        | 13772119              | 1.61%          |
| Colombia  | 39.96                        | 13751155              | 1.25%          |
| Other Asia, nes                                       | 37.37                        | 12688478              | 1.17%          |
| REST OF THE WORLD                                     | 321.55                       | 96850239              | 10.5%          |

| <b>Table 1.8-India's export partners 2004</b> |                              |                       |
|---|------------------------------|-----------------------|
| <b>Importer</b>                               | <b>Trade Value in Mn USD</b> | <b>Quantity in Kg</b> |
| China   | 20.39                        | 10753592              |
| Other Asia, nes                               | 14.6                         | 4789265               |
| Israel  | 12.12                        | 5049155               |
| Korea, Rep.                                   | 11.22                        | 5377904               |
| Colombia                                      | 9.45                         | 4342113               |
| European Union                                | 6.76                         | 2011300               |
| Turkey  | 5.78                         | 2449565               |
| Malaysia                                      | 3.98                         | 1635378               |
| Sri Lanka                                     | 3.69                         | 1827173               |
| Hong Kong, China                              | 2.95                         | 1533436               |
| ROW   | 14.7                         | 5577037               |

| <b>Table 1.9-India's export partners 2012</b> |                              |                       |
|---|------------------------------|-----------------------|
| <b>Importer</b>                               | <b>Trade Value in Mn USD</b> | <b>Quantity in Kg</b> |
| China   | 226.16                       | 83822675              |
| Colombia                                      | 24.73                        | 8635985               |
| European Union                                | 16.11                        | 4818100               |
| Korea, Rep.                                   | 11.93                        | 4098635               |
| Other Asia, nes                               | 11.91                        | 3980053               |
| Egypt, Arab Rep.                              | 7.49                         | 1786150               |
| Israel  | 6.37                         | NA                    |
| Guatemala                                     | 6.12                         | 1929348               |
| Sri Lanka                                     | 5.23                         | 1554101               |
| Peru  | 4.85                         | 1520006               |
| ROW   | 41.61                        | 13652348              |

**Figure (b) - Comparative picture of India's top 10 trade partners in 2004 and 2012**



**Figure(c) - Top ten export destination pattern of growth in imports: Comparison 2004, 2008 & 2012**

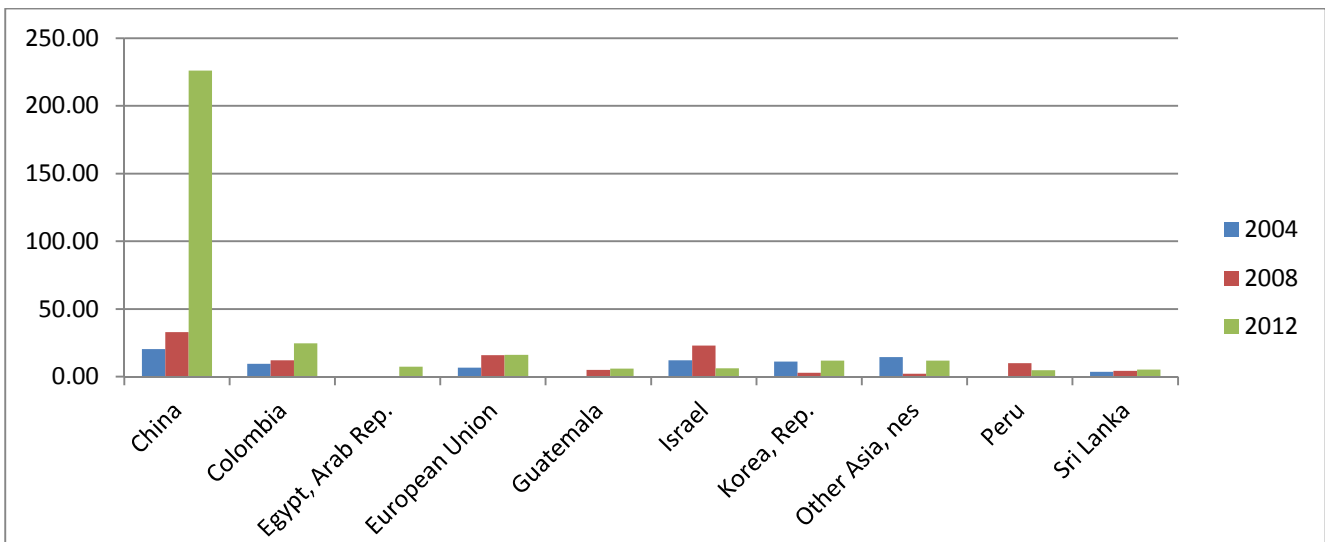
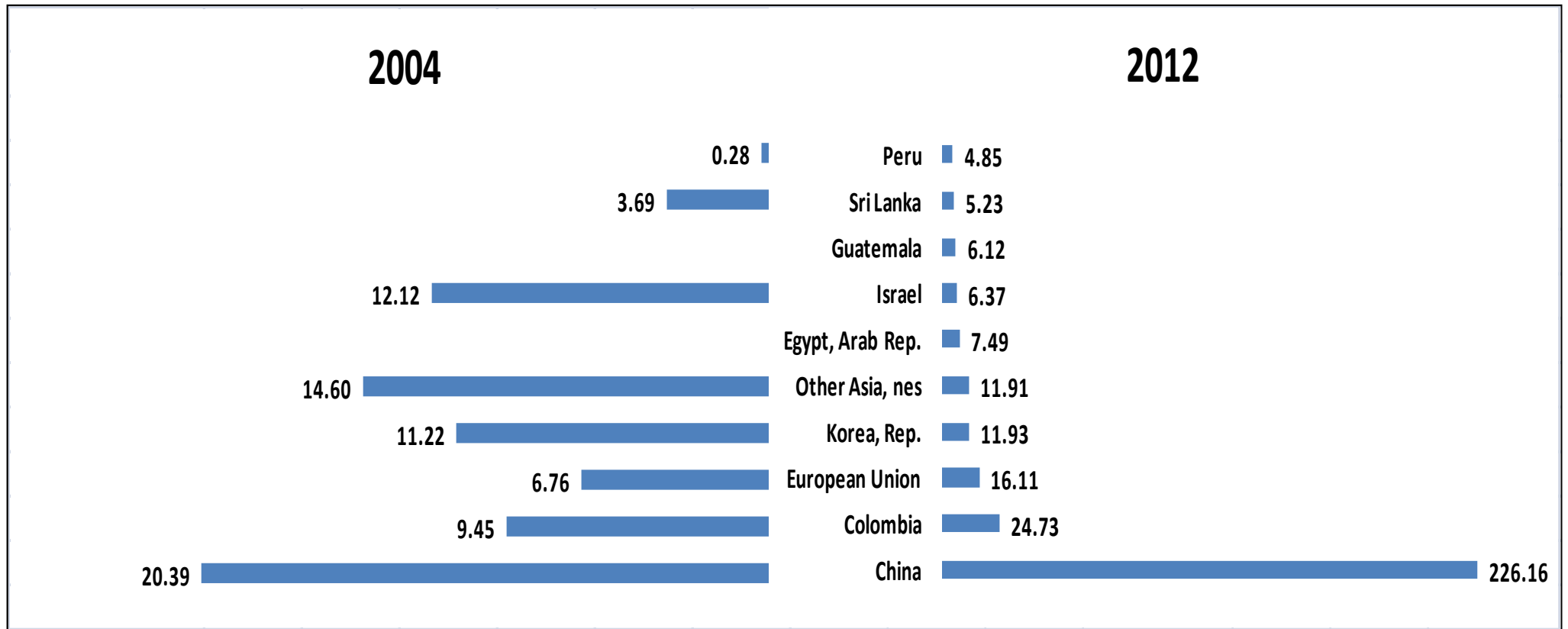


Figure (d)-Comparative Picture of India's Top 10 Trade Partners in 2004 and 2012



**Table 1.10- Top 10 Export Markets for India**

| <b>China</b>         | <b>Colombia</b> | <b>European Union</b> | <b>Korea</b>         | <b>Other Asia</b> |
|----------------------|-----------------|-----------------------|----------------------|-------------------|
| United Arab Emirates | Bolivia         | Albania               | United Arab Emirates | China             |
| Australia            | China           | United Arab Emirates  | China                | Hong Kong         |
| Benin                | Spain           | Burkina Faso          | Dominican Republic   | Indonesia         |
| China                | Honduras        | Bosnia & Herzegovina  | Guatemala            | <b>India</b>      |
| Ethiopia             | <b>India</b>    | Belarus               | Indonesia            | Italy             |
| Hong Kong, China     | Mexico          | Brazil                | <b>India</b>         | Pakistan          |
| Indonesia            | Nigeria         | Switzerland           | Italy                | Swaziland         |
| <b>India</b>         | Pakistan        | China                 | Japan                | Vietnam           |
| Iran                 | Panama          | Egypt, Arab Rep.      | Sri Lanka            |                   |
| Italy                | Peru            | Croatia               | Mauritius            |                   |
| Japan                | Singapore       | Indonesia             | Malaysia             |                   |
| Kazakhstan           | Turkey          | <b>India</b>          | Pakistan             |                   |
| Korea, Rep.          | United States   | Japan                 | Thailand             |                   |
| Macao                |                 | Kazakhstan            | Turkmenistan         |                   |
| Mexico               |                 | Kenya                 | United States        |                   |
| Myanmar              |                 | Korea                 | Uzbekistan           |                   |
| Mauritius            |                 | Lesotho               | Vietnam              |                   |
| Malaysia             |                 | Morocco               |                      |                   |
| Nigeria              |                 | Mexico                |                      |                   |
| Other Asia           |                 | Nigeria               |                      |                   |
| Pakistan             |                 | New Zealand           |                      |                   |
| Russian Federation   |                 | Pakistan              |                      |                   |
| Thailand             |                 | Peru                  |                      |                   |
| Tajikistan           |                 | Russian Federation    |                      |                   |
| Turkmenistan         |                 | Singapore             |                      |                   |
| Turkey               |                 | Special Categories    |                      |                   |
| Unspecified          |                 | Syrian Arab Republic  |                      |                   |
| United States        |                 | Thailand              |                      |                   |
| Uzbekistan           |                 | Tajikistan            |                      |                   |
| Vietnam              |                 | Turkmenistan          |                      |                   |
| Zimbabwe             |                 | Tunisia               |                      |                   |
|                      |                 | Turkey                |                      |                   |
|                      |                 | Tanzania              |                      |                   |
|                      |                 | Unspecified           |                      |                   |
|                      |                 | United States         |                      |                   |
|                      |                 | Uzbekistan            |                      |                   |
|                      |                 | Vietnam               |                      |                   |
|                      |                 | South Africa          |                      |                   |
|                      |                 | Zimbabwe              |                      |                   |

| <b>Egypt</b>         | <b>Israel</b> | <b>Guatemala</b> | <b>Sri Lanka</b>     | <b>Peru</b>   |
|----------------------|---------------|------------------|----------------------|---------------|
| Belgium              | Belgium       | Brazil           | United Arab Emirates | Bolivia       |
| China                | Switzerland   | China            | China                | China         |
| Germany              | China         | Colombia         | Indonesia            | Ecuador       |
| France               | <b>India</b>  | Egypt            | <b>India</b>         | Spain         |
| <b>India</b>         | Italy         | Hong Kong        | Pakistan             | Free Zones    |
| Israel               | Jordan        | Honduras         | United States        | <b>India</b>  |
| Italy                | Portugal      | Indonesia        |                      | Pakistan      |
| Syrian Arab Republic | Slovenia      | <b>India</b>     |                      | Turkey        |
| Thailand             | Turkey        | Korea            |                      | United States |
| Turkmenistan         | Ukraine       | Mexico           |                      |               |
| Turkey               | Uzbekistan    | Pakistan         |                      |               |
| Uzbekistan           |               | El Salvador      |                      |               |
|                      |               | Thailand         |                      |               |
|                      |               | Unspecified      |                      |               |
|                      |               | United States    |                      |               |
|                      |               | Vietnam          |                      |               |

| <b>Import Market</b> | <b>Import Quantity from world (Mn USD)</b> |
|----------------------|--|
| Botswana             | 1.73                                       |
| Hungary              | 1.91                                       |
| Macedonia, FYR       | 5.3  |
| Mexico               | 113.43                                     |
| Romania              | 4.04                                       |

| <b>Table 1.12-India's exports to major partners in Mn USD</b> |             |             |             |             |             |             |             |             |             | <b>Parameters</b> |             |                 |                     |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------------|-------------|-----------------|---------------------|
| <b>Export Destination</b>                                     | <b>2004</b> | <b>2005</b> | <b>2006</b> | <b>2007</b> | <b>2008</b> | <b>2009</b> | <b>2010</b> | <b>2011</b> | <b>2012</b> | <b>% Share</b>    | <b>CAGR</b> | <b>UVR 2012</b> | <b>RCA Analysis</b> |
| China   | 20.39       | 18.70       | 30.67       | 21.49       | 33.07       | 11.37       | 88.45       | 132.07      | 226.16      | 65.30%            | 35.09%      | 2.70            | RCA to RCD          |
| Colombia  | 9.45        | 4.56        | 5.60        | 7.04        | 12.11       | 5.08        | 11.44       | 19.71       | 24.73       | 7.14%             | 12.78%      | 2.86            | All time RCA        |
| European Union  | 6.76        | 7.04        | 10.33       | 13.18       | 15.99       | 8.61        | 17.48       | 28.13       | 16.11       | 4.65%             | 11.47%      | 3.34            | All time RCD        |
| Korea, Rep.   | 11.22       | 3.90        | 4.54        | 2.79        | 3.04        | 1.14        | 6.23        | 10.76       | 11.93       | 3.44%             | 0.77%       | 2.91            | RCD to RCA          |
| Other Asia, nes   | 14.60       | 8.96        | 5.17        | 4.27        | 2.30        | 1.06        | 4.08        | 5.15        | 11.91       | 3.44%             | -2.51%      | 2.99            | Cyclical            |
| Egypt, Arab Rep.  |             |             |             |             | 0.28        | 0.37        | 6.22        | 8.62        | 7.49        | 2.16%             | 92.29%      | 4.19            | All time RCA        |
| Israel  | 12.12       | 16.52       | 19.62       | 20.61       | 22.99       | 8.71        | 4.46        | 3.12        | 6.37        | 1.84%             | -7.73%      | NA              | All time RCA        |
| Guatemala   |             | 2.85        | 0.12        | 2.97        | 5.15        | 11.65       | 26.21       | 4.07        | 6.12        | 1.77%             | 11.54%      | 3.17            | RCD to RCA          |
| Sri Lanka   | 3.69        | 1.49        | 2.67        | 4.08        | 4.45        | 3.99        | 4.59        | 5.48        | 5.23        | 1.51%             | 4.46%       | 3.37            | All time RCA        |
| Peru  | 0.28        | 0.41        | 0.49        | 2.58        | 10.09       | 4.99        | 9.12        | 4.91        | 4.85        | 1.40%             | 42.59%      | 3.19            | All time RCA        |

## China Market

| <b>Competitors</b> | <b>2004</b>  | <b>2005</b> | <b>2006</b>  | <b>2007</b>  | <b>2008</b>  | <b>2009</b>  | <b>2010</b>  | <b>2011</b>   | <b>2012</b>   | <b>CAGR</b>   | <b>UVR</b> | <b>% Share</b> |
|--------------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|------------|----------------|
| Australia          | 0.35         | 0.59        | 1.84         | 2.68         | 0.91         | 1.84         | 1.18         | 0.56          | 2.14          | 25.35%        | 2.65       | 0.11%          |
| China              | 18.43        | 21.46       | 82.96        | 34.52        | 27.65        | 24.98        | 28.95        | 8.63          | 18.11         | -0.22%        | 3.15       | 0.96%          |
| Ethiopia           | -            | -           | -            | -            | -            | -            | -            | -             | 4             | NA            | 2.62       | 0.21%          |
| Hong Kong          | 5.09         | 6.45        | 9.56         | 9.81         | 10.3         | 8.26         | 6.31         | 8.53          | 7.83          | 5.55%         | 3.19       | 0.41%          |
| <b>India</b>       | <b>20.39</b> | <b>18.7</b> | <b>30.67</b> | <b>21.49</b> | <b>33.07</b> | <b>11.37</b> | <b>88.45</b> | <b>132.07</b> | <b>226.16</b> | <b>35.09%</b> | <b>2.7</b> | <b>11.98%</b>  |
| Indonesia          | 4.29         | 2.93        | 6.4          | 3.67         | 6.38         | 3.26         | 9.81         | 1.17          | 38.28         | 31.45%        | 3.03       | 2.03%          |
| Iran               | 0.27         | -           | -            | 0.02         | 0            | 0.17         | 1.01         | -             | 0.52          | 8.61%         | 3.76       | 0.03%          |
| Italy              | 0.82         | 0.42        | 0.24         | 0.02         | 0.03         | 0.06         | 0.04         | 0.11          | 0.16          | -18.86%       | 20.6       | 0.01%          |
| Japan              | 1.36         | 5.71        | 2.51         | 2.2          | 1.83         | 2.92         | 4.23         | 2.98          | 0.45          | -12.91%       | 13.49      | 0.02%          |
| Kazakhstan         | -            | -           | -            | -            | -            | -            | -            | 0.04          | 0.95          | NA            | 2.91       | 0.05%          |
| Korea              | 0.9          | 0.75        | 1.59         | 3.47         | 1.04         | 0.9          | 2.16         | 2.64          | 0.67          | -3.58%        | 3.36       | 0.04%          |
| Macao              | 0.01         | -           | -            | -            | -            | -            | -            | 0.01          | 0             | NA            | 8          | 0.00%          |
| Malaysia           | 0.04         | -           | 0            | 0.16         | 0.93         | 3.82         | 3.2          | 3.69          | 4.87          | 81.34%        | 2.65       | 0.26%          |
| Mauritius          | -            | 0.13        | 1.43         | 0.88         | 0.16         | 0.02         | 0.26         | 0.48          | 0.05          | NA            | 2.43       | 0.00%          |
| Mexico             | -            | -           | -            | -            | -            | -            | 10.61        | 7.74          | 21.16         | NA            | 3.78       | 1.12%          |
| Myanmar            | -            | -           | -            | -            | -            | -            | -            | -             | 0.14          | NA            | 2.59       | 0.01%          |
| Nigeria            | -            | -           | -            | -            | -            | -            | -            | -             | 0.1           | NA            | 2.55       | 0.01%          |
| Other Asia         | 12.09        | 21.47       | 35.92        | 38.91        | 22.87        | 57.89        | 97.41        | 118.05        | 182.05        | 40.35%        | 2.49       | 9.64%          |
| Pakistan           | 52.68        | 94.29       | 188.33       | 187.03       | 191.89       | 331.92       | 423.46       | 530.15        | 975.69        | 44.03%        | 2.85       | 51.68%         |
| Russian Federation | -            | -           | 0.05         | -            | -            | -            | 0.88         | 0.3           | 0.32          | NA            | 3.21       | 0.02%          |
| Tajikistan         | -            | -           | 0.39         | 0.21         | 0.07         | -            | 0.1          | 0.12          | 0.4           | NA            | 1.6        | 0.02%          |
| Thailand           | 1.61         | 3.6         | 2.51         | 2.65         | 2.87         | 3.05         | 19.15        | 21.05         | 19.56         | 36.62%        | 2.47       | 1.04%          |
| Turkey             | 2.94         | 1.14        | 1.33         | 0.28         | 0.22         | 0.22         | 0.47         | 0.36          | 2.55          | -1.74%        | 2.5        | 0.14%          |
| Turkmenistan       | 0.02         | 0.12        | 0.07         | 0.32         | -            | -            | 2.64         | 3.16          | 30.04         | 154.63%       | 2.74       | 1.59%          |

| Competitors          | 2004 | 2005 | 2006 | 2007 | 2008  | 2009  | 2010   | 2011   | 2012   | CAGR    | UVR  | % Share |
|----------------------|------|------|------|------|-------|-------|--------|--------|--------|---------|------|---------|
| United Arab Emirates | 0.02 | 0.28 | 0.36 | -    | 0.31  | 0.09  | 0.53   | 0.48   | 1.76   | 77.33%  | 2.83 | 0.09%   |
| United States        | 0.18 | 0.32 | 0.07 | 0.06 | 0.08  | 0.29  | 0.01   | 2.03   | 4.66   | 50.35%  | 2.68 | 0.25%   |
| Unspecified          | -    | -    | -    | -    | -     | -     | -      | -      | 0.07   | NA      | 3.76 | 0.00%   |
| Uzbekistan           | 0.14 | 0.27 | 0.13 | 0.02 | 0.82  | 6.19  | 52.14  | 18.53  | 33.58  | 98.56%  | 2.8  | 1.78%   |
| Vietnam              | 0.67 | 1.1  | 2.17 | 7.05 | 53.06 | 83.28 | 180.67 | 221.55 | 308.02 | 115.03% | 3.38 | 16.31%  |
| Zimbabwe             | -    | -    | -    | -    | -     | -     | -      | -      | 3.1    | NA      | 3.14 | 0.16%   |

### Korea Market

| Competitors          | 2004         | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        | 2011         | 2012         | CAGR         | UVR         | % Share       |
|----------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|-------------|---------------|
| China                | 3.51         | 4.31        | 5.85        | 6.86        | 5.15        | 3.78        | 4.66        | 7.90         | 7.67         | 10.26%       | 4.67        | 10.65%        |
| Dominican Republic   | 0.00         |             |             | 0.00        |             |             |             |              | 0.01         | 6.60%        | 1.75        | 0.01%         |
| Guatemala            | 0.00         |             |             |             | 0.00        |             | 0.00        |              | 0.00         | -34.10%      | 2.25        | 0.00%         |
| <b>India</b>         | <b>11.22</b> | <b>3.90</b> | <b>4.54</b> | <b>2.79</b> | <b>3.04</b> | <b>1.14</b> | <b>6.23</b> | <b>10.76</b> | <b>11.93</b> | <b>0.77%</b> | <b>2.91</b> | <b>16.57%</b> |
| Indonesia            | 9.34         | 3.75        | 3.36        | 5.59        | 12.07       | 8.69        | 8.10        | 6.96         | 3.40         | -11.86%      | 3.15        | 4.73%         |
| Italy                | 0.28         | 0.21        | 0.33        | 0.14        | 0.08        | 0.01        | 0.02        | 0.09         | 0.03         | -23.03%      | 50.54       | 0.05%         |
| Japan                | 0.04         | 0.05        | 0.03        | 0.01        | 0.01        | 0.01        | 0.13        | 0.03         | 0.04         | 0.09%        | 27.09       | 0.06%         |
| Malaysia             | 0.31         |             |             |             | 0.04        | 0.00        | 0.09        | 0.14         | 0.25         | -2.98%       | 2.62        | 0.34%         |
| Mauritius            |              |             |             |             | 0.07        |             | 0.20        | 0.23         | 0.26         | NA           | 2.35        | 0.36%         |
| Pakistan             | 59.08        | 53.77       | 49.02       | 52.99       | 35.95       | 29.76       | 33.57       | 53.68        | 29.34        | -8.38%       | 3.05        | 40.74%        |
| Sri Lanka            |              |             |             |             |             |             |             | 0.04         | 0.06         | NA           | 3.11        | 0.09%         |
| Thailand             | 0.04         | 0.06        | 0.02        | 0.10        | 0.02        | 0.13        | 0.26        | 0.62         | 1.72         | 62.37%       | 3.09        | 2.40%         |
| Turkmenistan         | 0.14         | 0.54        | 1.11        | 0.26        |             | 0.03        |             | 0.30         | 0.16         | 1.66%        | 2.26        | 0.22%         |
| United Arab Emirates | 0.11         |             |             |             |             |             |             | 0.24         | 0.16         | 3.92%        | 2.93        | 0.22%         |
| United States        |              |             |             | 0.03        | 0.00        |             |             |              | 0.00         | NA           | 10.27       | 0.00%         |
| Uzbekistan           | 4.74         | 4.92        | 3.16        | 1.69        | 2.13        | 3.40        | 4.47        | 4.31         | 4.04         | -1.98%       | 3.05        | 5.61%         |



| Competitors | 2004 | 2005 | 2006 | 2007 | 2008  | 2009  | 2010  | 2011  | 2012  | CAGR  | UVR  | % Share |
|-------------|------|------|------|------|-------|-------|-------|-------|-------|-------|------|---------|
| Vietnam     | 7.07 | 5.76 | 3.76 | 2.94 | 10.21 | 12.59 | 23.58 | 23.44 | 12.95 | 7.85% | 2.96 | 17.98%  |

### European Union Market

| Competitors          | 2004        | 2005        | 2006         | 2007         | 2008         | 2009        | 2010         | 2011         | 2012         | CAGR          | UVR         | % Share       |
|----------------------|-------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|---------------|-------------|---------------|
| China                | 0.03        | 0.11        | 0.87         | 0.80         | 1.23         | 1.14        | 0.98         | 1.35         | 1.18         | 60.15%        | 3.77        | 0.80%         |
| Croatia              | -           | 0.00        | 0.01         | 0.04         | 0.04         | 0.00        | -            | 0.01         | 0.01         | NA            | 5.04        | 0.00%         |
| Egypt, Arab Rep.     | 3.95        | 3.41        | 3.39         | 3.91         | 1.64         | 1.11        | 4.07         | 3.30         | 0.96         | -16.16%       | 4.46        | 0.65%         |
| <b>India</b>         | <b>6.76</b> | <b>7.04</b> | <b>10.33</b> | <b>13.18</b> | <b>15.99</b> | <b>8.61</b> | <b>17.48</b> | <b>28.13</b> | <b>16.11</b> | <b>11.47%</b> | <b>3.34</b> | <b>10.92%</b> |
| Indonesia            | 3.67        | 2.93        | 1.35         | 1.76         | 1.84         | 1.80        | 2.57         | 2.30         | 1.69         | -9.23%        | 3.50        | 1.15%         |
| Japan                | 0.09        | 0.04        | 0.02         | 0.04         | 0.02         | 0.05        | 0.09         | 0.15         | 0.04         | -8.60%        | 84.84       | 0.03%         |
| Kazakhstan           | -           | -           | 0.59         | 0.52         | 1.37         | 1.19        | 1.45         | 1.57         | 1.06         | NA            | 2.91        | 0.72%         |
| Kenya                | 1.06        | 1.36        | 2.19         | 1.34         | 0.44         | 0.41        | 0.22         | -            | 0.03         | -36.44%       | 2.89        | 0.02%         |
| Korea, Rep.          | 0.09        | -           | -            | 0.00         | -            | 0.07        | 0.14         | 0.06         | 0.14         | 5.76%         | 3.46        | 0.10%         |
| Lesotho              | -           | -           | -            | -            | -            | -           | 0.28         | 2.00         | 0.52         | NA            | 3.29        | 0.35%         |
| Mexico               | -           | -           | -            | -            | -            | -           | 0.00         | -            | 0.00         | NA            | 2.19        | 0.00%         |
| Morocco              | 2.05        | 2.15        | 1.68         | 2.52         | 1.58         | 0.42        | 0.27         | 0.55         | 0.68         | -12.79%       | 4.53        | 0.46%         |
| New Zealand          | -           | -           | -            | -            | -            | -           | 0.16         | -            | 0.04         | NA            | 4.23        | 0.03%         |
| Nigeria              | 7.51        | 3.68        | 0.27         | 0.02         | -            | 0.94        | 2.31         | 1.66         | 3.28         | -9.83%        | 2.58        | 2.22%         |
| Pakistan             | 14.82       | 19.82       | 18.77        | 18.55        | 16.06        | 15.45       | 13.95        | 23.92        | 15.53        | 0.59%         | 3.52        | 10.52%        |
| Russian Federation   | 0.51        | 0.46        | 0.68         | 1.93         | 0.96         | 0.37        | 0.93         | 1.86         | 1.01         | 8.91%         | 3.85        | 0.69%         |
| Singapore            | -           | -           | -            | -            | -            | -           | -            | -            | 0.18         | NA            | 3.04        | 0.12%         |
| South Africa         | 1.04        | 1.04        | 1.65         | 0.21         | 1.01         | 0.13        | 0.27         | 0.30         | 1.69         | 6.31%         | 2.64        | 1.15%         |
| Special Categories   | -           | -           | -            | -            | -            | -           | -            | -            | 0.79         | NA            | 2.83        | 0.53%         |
| Syrian Arab Republic | 32.07       | 16.79       | 18.51        | 13.24        | 14.90        | 8.02        | 17.36        | 37.62        | 6.17         | -18.62%       | 3.21        | 4.18%         |
| Tajikistan           | 0.89        | 1.65        | 2.10         | 2.46         | 1.81         | 1.05        | 0.09         | 0.29         | 0.10         | -23.84%       | 3.13        | 0.07%         |
| Tanzania             | 0.33        | 0.38        | 0.26         | 0.12         | 0.04         | 0.01        | 0.25         | 0.10         | 0.19         | -6.60%        | 3.21        | 0.13%         |

| Competitors          | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | CAGR    | UVR  | % Share |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|------|---------|
| Tunisia              | 0.80  | 1.56  | 0.84  | 0.23  | 0.53  | 1.52  | 2.00  | 2.93  | 2.91  | 17.49%  | 3.01 | 1.97%   |
| Turkey               | 73.08 | 58.85 | 60.36 | 58.37 | 60.54 | 53.57 | 61.27 | 87.19 | 73.25 | 0.03%   | 3.03 | 49.64%  |
| Turkmenistan         | 2.32  | 2.03  | 4.88  | 3.02  | 1.82  | 1.46  | 1.97  | 6.48  | 12.55 | 23.49%  | 2.75 | 8.51%   |
| United Arab Emirates | 0.67  | 0.23  | 0.12  | 0.26  | 0.35  | 0.22  | 0.33  | 0.67  | 0.18  | -15.01% | 3.39 | 0.12%   |
| United States        | 0.27  | 0.46  | 0.23  | 0.33  | 0.02  | 0.17  | 0.00  | 0.07  | 0.28  | 0.65%   | 3.93 | 0.19%   |
| Uzbekistan           | 19.16 | 15.52 | 13.88 | 18.67 | 14.50 | 9.92  | 16.35 | 11.04 | 4.27  | -17.10% | 2.97 | 2.90%   |
| Vietnam              | 0.08  | 0.20  | 0.04  | 0.33  | 0.02  | 0.10  | 0.60  | 0.20  | 2.13  | 51.26%  | 3.11 | 1.44%   |
| Zimbabwe             | 0.04  | -     | 0.08  | -     | -     | -     | 0.06  | -     | 0.06  | 4.26%   | 3.20 | 0.04%   |

### Other Asia Market

| Competitors  | 2004         | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        | 2011        | 2012         | CAGR          | UVR         | % Share       |
|--------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|---------------|-------------|---------------|
| China        | -            | -           | -           | -           | 0.06        | -           | 0.12        | 0.63        | 0.56         | NA            | 2.46        | 1.51%         |
| Hong Kong    | -            | -           | -           | 0.02        | 0.04        | 0.10        | 0.01        | -           | 0.35         | NA            | 2.54        | 0.94%         |
| Indonesia    | -            | -           | -           | -           | -           | -           | -           | -           | 1.86         | NA            | 2.99        | 4.96%         |
| <b>India</b> | <b>14.60</b> | <b>8.96</b> | <b>5.17</b> | <b>4.27</b> | <b>2.30</b> | <b>1.06</b> | <b>4.08</b> | <b>5.15</b> | <b>11.91</b> | <b>-2.51%</b> | <b>3.05</b> | <b>31.87%</b> |
| Italy        | -            | -           | 0.00        | -           | -           | -           | -           | -           | 0.00         | NA            | 231.23      | 0.01%         |
| Pakistan     | 14.22        | 17.00       | 18.44       | 19.97       | 15.61       | 17.64       | 23.56       | 27.04       | 22.55        | 5.93%         | 2.94        | 60.33%        |
| Swaziland    | -            | -           | -           | -           | -           | -           | -           | 0.02        | 0.01         | NA            | 0.50        | 0.03%         |
| Vietnam      | 2.80         | 1.84        | 1.58        | 1.32        | -           | 1.56        | 5.41        | 2.95        | 0.13         | -31.87%       | 3.60        | 0.35%         |

### Sri Lanka Market

| Competitors          | 2004        | 2005        | 2006        | 2007        | 2008        | 2009        | 2010        | 2011        | 2012        | CAGR         | UVR         | % Share       |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|---------------|
| China                | 0.02        | 0.01        | 0.00        | 0.01        | 0.02        | 0.02        | 0.04        | 0.07        | 0.16        | 31.44%       | 1.95        | 2.36%         |
| <b>India</b>         | <b>3.69</b> | <b>1.49</b> | <b>2.67</b> | <b>4.08</b> | <b>4.45</b> | <b>3.99</b> | <b>4.59</b> | <b>5.48</b> | <b>5.23</b> | <b>4.46%</b> | <b>3.37</b> | <b>79.19%</b> |
| Indonesia            | 0.03        | 0.02        | 0.09        | 0.15        | -           | 0.04        | -           | -           | 0.04        | 3.24%        | 2.38        | 0.63%         |
| Pakistan             | 0.53        | 0.21        | 0.11        | 0.23        | 0.27        | 0.51        | 0.34        | 0.94        | 1.16        | 10.15%       | 3.53        | 17.49%        |
| United Arab Emirates | -           | 0.00        | -           | -           | -           | -           | -           | -           | 0.00        | NA           | 0.37        | 0.03%         |

| Competitors   | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | CAGR | UVR  | % Share |
|---------------|------|------|------|------|------|------|------|------|------|------|------|---------|
| United States | -    | -    | 0.00 | -    | -    | -    | -    | -    | 0.02 | NA   | 2.30 | 0.31%   |

### Columbia Market

| Competitors   | 2004        | 2005        | 2006        | 2007        | 2008         | 2009        | 2010         | 2011         | 2012         | CAGR          | UVR         | % Share       |
|---------------|-------------|-------------|-------------|-------------|--------------|-------------|--------------|--------------|--------------|---------------|-------------|---------------|
| China         |             |             | 0.03        | 0.02        | 0.13         | 0.03        | 0.01         |              | 0.07         | NA            | 3.22        | 0.18%         |
| <b>India</b>  | <b>9.45</b> | <b>4.56</b> | <b>5.60</b> | <b>7.04</b> | <b>12.11</b> | <b>5.08</b> | <b>11.44</b> | <b>19.71</b> | <b>24.73</b> | <b>12.78%</b> | <b>2.86</b> | <b>63.29%</b> |
| Mexico        | 0.53        | 0.28        | 3.46        | 11.64       | 11.19        | 4.74        | 7.77         | 10.82        | 3.93         | 28.43%        | 3.72        | 10.05%        |
| Nigeria       | 0.11        | 0.38        | 0.19        |             |              | 0.45        | 0.16         |              | 0.31         | 13.48%        | 2.30        | 0.80%         |
| Pakistan      | 0.49        | 7.13        | 8.10        | 9.34        | 4.44         | 3.25        | 9.85         | 6.81         | 0.12         | -16.21%       | 2.95        | 0.30%         |
| Turkey        | 0.04        | 0.18        |             |             |              | 0.10        |              | 0.12         | 0.06         | 5.01%         | 3.16        | 0.16%         |
| United States | 9.94        | 2.48        | 7.06        | 9.88        | 3.49         | 1.55        | 0.50         | 0.70         | 9.86         | -0.11%        | 2.77        | 25.23%        |

### Egypt Market

| Competitors          | 2004 | 2005 | 2006 | 2007 | 2008        | 2009        | 2010        | 2011        | 2012        | CAGR           | UVR         | % Share       |
|----------------------|------|------|------|------|-------------|-------------|-------------|-------------|-------------|----------------|-------------|---------------|
| Belgium              |      |      |      |      |             |             |             |             | 0.06        | NA             | 4.19        | 0.53%         |
| China                |      |      |      |      | 0.03        | 0.04        | 0.13        | 0.10        | 0.17        | 55.44%         | 4.19        | 1.63%         |
| Germany              |      |      |      |      |             | 0.01        | 0.02        |             | 0.05        | NA             | 4.19        | 0.46%         |
| France               |      |      |      |      |             |             |             |             | 0.00        | NA             | 4.19        | 0.04%         |
| <b>India</b>         |      |      |      |      | <b>0.28</b> | <b>0.37</b> | <b>6.22</b> | <b>8.62</b> | <b>7.49</b> | <b>126.44%</b> | <b>4.19</b> | <b>71.89%</b> |
| Israel               |      |      |      |      |             |             |             |             | 0.11        | NA             | 4.19        | 1.07%         |
| Italy                |      |      |      |      |             | 0.01        | 0.25        | 0.12        | 0.00        | NA             | 4.18        | 0.01%         |
| Syrian Arab Republic |      |      |      |      | 0.32        | 0.00        | 0.18        | 0.14        | 1.31        | 42.75%         | 4.19        | 12.58%        |
| Thailand             |      |      |      |      |             | 0.06        |             |             | 0.10        | NA             | 4.19        | 0.92%         |
| Turkmenistan         |      |      |      |      |             |             |             |             | 0.25        | NA             | 4.19        | 2.38%         |
| Turkey               |      |      |      |      | 0.36        | 0.07        | 0.09        | 0.49        | 0.85        | 23.62%         | 4.19        | 8.13%         |

| Competitors | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | CAGR | UVR  | % Share |
|-------------|------|------|------|------|------|------|------|------|------|------|------|---------|
| Uzbekistan  |      |      |      |      |      |      |      |      | 0.04 | NA   | 4.19 | 0.36%   |

### Israel Market

| Competitors  | 2004         | 2005         | 2006         | 2007         | 2008         | 2009        | 2010        | 2011        | 2012        | CAGR          | UVR       | % Share       |
|--------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|---------------|-----------|---------------|
| Belgium      |              | 0.06         | 0.07         | 0.28         | 0.27         | 0.24        | 0.06        | 0.36        | 0.19        | NA            | NA        | 2.04%         |
| China        | 0.08         |              | 0.21         | 0.17         | 0.00         | 0.02        |             |             | 0.04        | -8.15%        | NA        | 0.42%         |
| <b>India</b> | <b>12.12</b> | <b>16.52</b> | <b>19.62</b> | <b>20.61</b> | <b>22.99</b> | <b>8.71</b> | <b>4.46</b> | <b>3.12</b> | <b>6.37</b> | <b>-7.73%</b> | <b>NA</b> | <b>68.05%</b> |
| Italy        | 0.88         | 0.99         | 0.51         | 0.07         | 0.02         | 0.04        | 0.00        | 0.16        | 0.00        | -50.81%       | NA        | 0.03%         |
| Jordan       | 0.12         |              |              | 0.00         |              |             |             | 0.72        | 0.64        | 23.80%        | NA        | 6.84%         |
| Portugal     |              |              | 0.06         | 0.07         | 0.04         |             |             |             | 0.00        | NA            | NA        | 0.01%         |
| Slovenia     |              |              |              |              |              |             |             |             | 0.09        | NA            | NA        | 0.99%         |
| Switzerland  | 0.01         | 0.66         | 0.54         | 1.44         | 0.80         | 0.55        | 0.47        | 0.48        | 0.08        | 23.75%        | NA        | 0.82%         |
| Turkey       | 2.48         | 2.10         | 2.13         | 2.57         | 1.06         | 0.30        | 0.14        | 1.65        | 1.27        | -7.98%        | NA        | 13.61%        |
| Ukraine      |              |              |              |              |              |             |             |             | 0.06        | NA            | NA        | 0.64%         |
| Uzbekistan   | 0.26         | 0.69         | 0.45         | 0.79         | 0.93         | 0.15        | 0.11        | 0.53        | 0.61        | 11.27%        | NA        | 6.53%         |

### Guatemala Market

| Competitors      | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | CAGR   | UVR   | % Share |
|------------------|------|------|------|------|------|------|------|------|------|--------|-------|---------|
| Brazil           |      |      |      | 0.01 | 0.01 | 0.01 | 0.01 | 0.03 | 0.03 | NA     | 12.90 | 0.05%   |
| China            |      | 0.61 |      | 0.99 | 1.53 | 3.08 | 0.27 | 0.37 | 1.06 | NA     | 4.02  | 2.06%   |
| Colombia         |      | 0.18 |      |      |      |      |      | 0.46 | 0.00 | NA     | 9.98  | 0.00%   |
| Egypt, Arab Rep. |      |      |      |      |      |      |      |      | 0.13 | NA     | 6.49  | 0.25%   |
| El Salvador      | 0.21 | 0.54 | 0.82 | 5.10 | 8.42 | 3.90 | 8.17 | 8.16 | 5.24 | 49.15% | 3.78  | 10.18%  |

| Competitors      | 2004  | 2005        | 2006        | 2007        | 2008        | 2009         | 2010         | 2011        | 2012        | CAGR          | UVR         | % Share       |
|------------------|-------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|-------------|---------------|-------------|---------------|
| Honduras         | 2.78  |             | 1.11        | 2.98        | 7.42        | 0.13         | 8.03         | 4.53        | 2.00        | -4.03%        | 3.03        | 3.89%         |
| Hong Kong, China | 0.00  |             |             | 0.14        | 0.71        | 0.00         | 2.01         | 0.07        | 0.49        | NA            | 4.13        | 0.94%         |
| <b>India</b>     |       | <b>2.85</b> | <b>0.12</b> | <b>2.97</b> | <b>5.15</b> | <b>11.65</b> | <b>26.21</b> | <b>4.07</b> | <b>6.12</b> | <b>11.54%</b> | <b>3.17</b> | <b>11.89%</b> |
| Indonesia        |       | 0.28        |             | 0.06        | 0.12        | 1.47         | 0.04         | 0.59        | 0.08        | NA            | 4.10        | 0.15%         |
| Korea, Rep.      |       | 5.26        | 0.01        | 2.86        | 4.97        | 3.53         | 5.88         | 12.22       | 8.30        | NA            | 4.50        | 16.12%        |
| Mexico           |       | 0.04        | 0.14        | 0.06        | 0.13        | 0.27         | 0.29         | 0.13        | 0.12        | NA            | 2.79        | 0.23%         |
| Pakistan         |       | 8.49        | 11.85       | 6.61        | 10.22       | 17.37        | 8.49         | 0.74        | 0.06        | NA            | 3.40        | 0.13%         |
| Thailand         |       |             |             |             |             |              |              | 0.19        | 0.18        | NA            | 4.34        | 0.35%         |
| United States    | 28.16 | 123.27      | 60.36       | 84.60       | 86.49       | 119.49       | 68.14        | 46.14       | 18.28       | -5.26%        | 3.60        | 35.51%        |
| Unspecified      | 0.08  | 0.00        |             | 60.79       | 65.51       |              | 60.39        | 29.37       | 9.25        | 79.96%        | 4.01        | 17.98%        |
| Vietnam          |       | 0.15        |             |             | 0.11        | 0.03         | 1.03         | 0.56        | 0.15        | NA            | 4.09        | 0.28%         |

### Peru Market

| Competitors   | 2004        | 2005        | 2006        | 2007        | 2008         | 2009        | 2010        | 2011        | 2012        | CAGR          | UVR         | % Share       |
|---------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|-------------|---------------|-------------|---------------|
| Bolivia       | 1.61        | 2.51        | 2.06        | 2.47        | 2.13         | 1.85        | 0.01        | 0.13        | 0.52        | -13.26%       | 3.06        | 6.06%         |
| China         |             |             |             | 0.00        |              | 0.02        | 0.04        | 0.16        | 0.24        | NA            | 2.85        | 2.81%         |
| Ecuador       |             |             |             |             |              |             | 0.00        |             | 0.12        | NA            | 3.07        | 1.44%         |
| Free Zones    |             |             |             |             |              |             |             |             | 0.00        | NA            | 1.18        | 0.01%         |
| <b>India</b>  | <b>0.28</b> | <b>0.41</b> | <b>0.49</b> | <b>2.58</b> | <b>10.09</b> | <b>4.99</b> | <b>9.12</b> | <b>4.91</b> | <b>4.85</b> | <b>42.59%</b> | <b>3.19</b> | <b>57.00%</b> |
| Pakistan      |             | 0.01        |             | 0.57        | 0.42         | 0.47        | 0.04        | 1.06        | 0.41        | NA            | 3.32        | 4.82%         |
| Spain         | 0.03        | 0.26        | 0.21        | 0.13        | 0.33         | 0.04        | 0.15        | 0.46        | 0.18        | 27.19%        | 3.43        | 2.06%         |
| Turkey        |             |             | 0.04        | 0.44        | 0.59         | 0.45        | 0.46        | 0.51        | 0.78        | NA            | 3.27        | 9.15%         |
| United States | 0.03        | 0.02        | 0.10        | 0.20        | 0.27         | 0.69        | 1.99        | 1.11        | 1.42        | 63.19%        | 2.91        | 16.65%        |