



Internship Report
On
“Prospects of backward linkage in RMG sector: A study on ARK
IMPEX LTD”.

Submitted to:

Mahamudul Hasan

Senior Lecturer

Department of Business Administration

Uttara University.

Submitted by:

MD. Atikur Rahman Khan

MBA for BBA- Regular

ID# 2193061023

Batch: 50th

Date of Submission: 30 August, 2020.

***“PROSPECTS OF BACKWARD LINKAGE IN RMG
SECTOR: A STUDY ON ARK IMPEX LTD”.***

Letter of Transmittal

30 August, 2020.

The Supervisor

Mahamudul Hasan

Senior Lecturer

Department of Business Administration

Uttara University

Subject: Submission of Internship Report on “Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD”.

Dear Sir,

With due respect, I am submitting my Internship report on the topic titled on “*Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD*”. as a partial fulfillment of my MBA Program.

I would like to thank you for giving me the opportunity to work on this assigned topic to enhance my knowledge in the practical field of Marketing. This report explores the operational activities done by ARK IMPEX LTD. The Internship report has been prepared based on the practical experience, discussion and interview which have been carried out among the selected employees of operations team of ARK IMPEX LTD. I hope you will find it worthy.

Therefore, I sincerely hope that you will appreciate my effort.

Sincerely yours,

Md. Atikur Rahman Khan.

Id# 2193061023.

Student's Declaration

I, Md. Atikur Rahman Khan student of Uttara University hereby declare that the internship report work entitled “*Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD*”, submitted to Uttara University as a part of my MBA curriculum is a report of an original work done by me under the supervision of *Mahamudul Hasan* (Senior Lecturer, Uttara University).

This report has not been previously submitted for any purpose like examination, journal etc.



Md. Atikur Rahman Khan

ID# 2193061023.

Batch – 50th

MBA for BBA

Department of Business Administration;

Uttara University.

Date: 30 August, 2020.

Supervisor's Declarations

30 August, 2020.

Md. Atikur Rahman Khan

ID– 2193061023

MBA for BBA

Department of Business Administration

Uttara University.

Subject: Supervisor's declarations.

Dear student,

I am, *Mahamudul Hasan* certify that Md. Atikur Rahman Khan, ID- 2193061023, Batch-50th , Major- Marketing was assigned by the Department of Business Administration, Uttara University under my supervision to fulfill his internship report. He joined ARK Impex Ltd. to complete his three months of internship. His internship topic is *“Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD”* I'd also like to thank ARK IMPEX Ltd. for giving him the opportunity to complete his internship at their organization. This internship report is prepared under my supervision and has not been submitted to anywhere for any other purpose. I hope this study and experiences that he gathered will help him in building up his career.

Mahamudul Hasan.

Senior Lecturer

Department of Business Administration

Uttara University

Acknowledgements

I would like to mention some people with due respect and honor who assisted me, without any hesitation to complete my internship report within the due time. Therefore, I would like to thank them a lot all from the bottom of my hearts. In this procedure, at first, I would like to thank my faculty supervisor *Mahamudul Hasan* sir for his kind effort to supervise me on the right direction to accomplish my internship goal.

Most importantly I would like to give my thanks to honorable Coordinator **Md. Afsar Kamal** sir who were always helpful and ready to guide to the right path if I've faced any difficulties during the period of my internship.

I also express my deep gratefulness to those employees and employers of ARK Impex Ltd. who helped me during this period by their valuable speech, time, hospitality & co-operation to complete the report.

Without their assistance it would not possible for me to complete the report successfully.

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Executive Summary

The RMG part of Bangladesh is the biggest supporter of Gross domestic product around 81% in the 2015 financial year. This RMG industry has expanded in huge sum since 1978. The development of this division has leaded Bangladesh to wind up one of the center acquiring nations of the world by 2021. Be that as it may, this segment has constantly confronted a few issues to face its actual potential. The consistence issue of the RMG part was the principal, now step by step the quantity of dangers is expanding quickly. The hugest risk to this area is its regressive linkages. Despite the fact that the ventures forward linkage, the generation unit has made its ground appropriately yet the crude material creation of this part is route beneath to the aggregate request. The regressive linkage industry of Bangladesh in RMG segment is 5-8% to the aggregate request. Consequently, the crude materials like texture, trims and adornments are being foreign made from different nations. A colossal measure of crude materials is being sourced from outside market. To buy the crude materials 60-70% of item cost leave in abroad market and the benefit pick up from these generations arrange is less. Buying crude materials from different nations takes a considerable measure time. There is a great deal of components is considered when buying the crude materials. The principle issue is confronted is making protection of lead time gave by the purchaser. At the point when the crude materials are being obtained from the remote market the

maker needs to ensure the planning of the crude materials landing in light of the fact that if the crude materials are not in-housed in time the generation and shipment of purchaser won't be on time. In this way, when the items are not conveyed on time the purchaser change the industrial facility of request or the nation. So, keeping up the lead time has turned out to be vital for contending in the worldwide market. Bangladesh RMG industry has numerous contenders and a considerable lot of the contender's state of in reverse linkages are more grounded than that of Bangladesh. In this way, to manage in the worldwide market. Bangladesh needs to build up its material part more and guarantee the crude materials emergency to be understood. On the off chance that the issue of crude material isn't comprehended Bangladesh will go into a predicament they are currently. Along these lines, to beat the issue Bangladesh should take activities to take care of the issue.

Chapter-1 Introduction.

1.1 Origin of the study:

This is the age of competition in anywhere at any place. From that reason Education is one of the most competitive sectors of a human life. According to standard of teaching different universities in our country upgrade their procedure & teaching pattern. To respect that, internship is a mandatory part of the MBA to fulfill this program which offered by University. So, my respected teacher gives me a topic about RMG sector that is “Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD”.

1.2 Rationality:

MBA program objective is link between two things one is theoretical knowledge and another one is practical knowledge. Books or subject gives us theoretical knowledge and internship gives us practical knowledge. After completing this program, I can able to setup a bridge between corporate world and academic world.

1.3 Background of the study:

In ARK IMPEX LTD. during my internship period, I got the opportunity to work with their commercial team. I was working there last two month & my work was related with backward linkage of this company. This company is 100% export-oriented company. My most of the assigned work is related with export process of this company.

The internship program at ARK IMPEX LTD has given me the opportunity to learn about the organizational behavior through corporate environment as well as given me an insight of office environment through increasing my practical knowledge. My experience involves with the backward linkage of this company, so that I have selected the topic “Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD.

1.4 Objective of the study:

Garments industry is the fastest growing sector in Bangladesh. Most of the garments company are export oriented now a day. To export something, organization need a strong backward linkage.

Primary objective:

- To completing of graduate MBA program.
- To ready internship report based on my job experience.

Secondary objective:

- To evaluate the backward linkage of RMG sector in Bangladesh.
- To study the problems, prospect of backward linkage in RMG sector.
- To opportunity of backward linkage in RMG sector.
- To Importance & Present Market of Backward Linkage in RMG Sector of Bangladesh.

1.5 Limitations of the study:

- There have been few constraints faced for collecting data. (Covid -19 Issue)
- Printed data are not available.

- The website of the company was not much rich to collect data.
- The employee of the company was so much busy with their jobs, which lead a little time to consult with me.

1.6. Rationality:

MBA program objective is link between two things one is theoretical knowledge and another one is practical knowledge. Books or subject gives us theoretical knowledge and internship gives us practical knowledge. After completing this program, I can able to setup a bridge between corporate world and academic world.

1.7. Ethical Considerations:

This practicum report is fully prepared by me. I have used many information's and documents from internet and different paper. The Assistant manager gives permits to use the company information in my report. I have collected the information from the employees, some of officers of ARK Impex Ltd. They provide me some brief and data while making this report. While conducting the survey the labors of the garments also help me to prepare this report through giving their opinions.

Chapter-2: Overview of The Company.

2.1 Introduction:

ARK Impex Ltd. started its journey in 1984 with its composite Knit unit named Shafi Processing Industries Ltd, Mavis Garments Ltd, having 28 years of business experience has gathered immense reputation at home and abroad. Innovative business approach, sustainability, resource mobilization, quality assurance and superior service have been the factors of our success.

Presently all the factories of the group operating from its own building at Saver, which complies with all building codes & all compliance requirements. The annual production capacity of the group is 1 million garments & annual turnovers around US\$ 25 Million.

ARK Impex Ltd. is well responsive about the compliance issues from the beginning. All the production units are firmly maintaining the social compliance issues. So they strictly follow local laws & standard labor laws to provide wages & overtimes & other benefits. Also for the workers they provide good working condition as wide & open space in the factories, Dining & Canteen facilities, group insurance, free medical service, day care center, transport facilities to keep their moral high.

2.2. ARK Impex Ltd.:

ARK Impex Limited is managed by a group of professionals including expatriates and aims at producing high quality knit garments through an effective quality control system right from sourcing of fabric to end product. The number of employees at the mid of year 2008 is 690. And now their present number of employees is 572.

2.3. Corporate Information of ARK Impex Ltd.:

Group Name	: ARK Group.
Name Of The Company	: ARK Impex Ltd.
Contact Person	: Juwel Mahamud – Chairman.
Location	: Corporate Office: Rony House, Level-4 th , Plot-153, Motijheel C/A Dhaka-1000, Bangladesh.
Factory	: Plot-3, Word-5, Block-B,1 No- Anowar Jong Road, Ashulia-Savar, Dhaka-Bangladesh.
Phone	: Office : 02-9551623
Fax	: 88-02-956728.
Year Of Establishment	: 1984.
Type Of The Company	: Private Ltd.
Commencement Of Production: 1984	
Type Of Factory	: 100% export oriented knit, dyeing and sewing, Printing, RMG Accessories factory.
Total Area	: 475200 SFT.
Floor Area	: 205,573 SFT.
Production Area	: 104210 SFT.

Warehouse	: 22636 SFT.
Utility	: 17454 SFT.
Product	: Garment; T-shirt, Polo shirt, Tank top, Cut and sewn T-shirts and polo shirts, Sweat shirt, Jackets, Hoody, Turtle neck, Strap Tee, Shorts, Trouser and other fancy dresses.
Certified	: Oekotex Fabric BSCI ISO 9000:2008 WRAP

2.4 Vision:

Our vision is to be the best company in clothing industry. This means satisfying our customers in a distinctly superior manner providing quality products with the highest price-to- value ratio, reaching company financial goals and developing our most valuable resources, our people.

2.5 Mission:

- Establishing ARK as a one stop source for the global Knit Apparel market.
- Satisfying customer's expectation by developing and delivering products and services in timely manner. Which offer value in terms of quality, price and time.
- Assuring complete compliance with global quality standards.
- Providing employees' congenial working environment with all standard facilities.
- Promoting development and best use of human resources & equal opportunity employment.
- Attaining highest level of competence through continuous development of the professional management system.

2.6. ARK Impex Ltd. Key asset:

ARK Impex Ltd. key assets its employees. Employees are highly motivated to provide superior customer value. Around 10,000 employees are like family members. Its other key assets are;

- *Product design & development:* A fantastic designer group upgrade their product design consistently according to R&D teams.
- *Information and communications technology:* Strong online based order placement and information & technology-based system operation help to provide fastest service.
- *Customer care and marketing:* A professional team work behind it. They analyze customer fashion trends & market. They also track production & monitor till customer warehouse.
- *Quality management:* ARK Impex Ltd. always emphasize to ensure their product quality. And it's happened when quality management team independent.

2.7. Corporate Management:

Juwel Mahmud – Chairman.

ARK Group.

Mr. Juwel Mahamud, the Chairman of ARK Group is one of the pioneers of garments industry in Bangladesh. Highly educated and well respected, Mr. Juwel Mahamud is not only a visionary businessman but also a social worker. He played a vital role in the political and the early years to provide a strong footing of this industry. Mr. Juwel Mahamud, strong believer of CSR is involved with many social organizations which in turn helping workers of this industry.

Nasir Hossain- Managing director.

ARK Group.

Mr. Nasir Hossain has completed his Master degree in Management from Dhaka University. He has started his carrier in garment industry from 1982 & became the business emblem of the industry. He has been elected trice in Bangladesh Garment Manufacturer & Exports Association as a director. Nasir Hossain is the Managing Director of Giant Group.

2.8. ARK Impex Ltd. Operation and Design:

A full-package service provides to its customers. Detailed operation includes;

- Product design & development

- Yarn dyeing & spinning
- Fabric knitting, dyeing & finishing
- Cutting & sewing
- Printing
- Embroidery
- Garment wash and dyeing
- Landed delivery into distribution centers

2.9. Customer Details:

Sl	Customer/Buyer	Country	%	Product
1.	CV	Switzerland	50	Men's & Ladies T-Shirt, Polo Shirt, Top
2.	Tally			Men's & Ladies T-Shirt, Polo Shirt, Top
3.	Carrefour	France		Children T-Shirt , Trouser, Polo Shirt
4.	Lolly togs	USA		Children School Polo Shirt
5.	LPP	Poland		Men's & Ladies T-Shirt, Polo Shirt, Top
6.	ALDI	Germany		Men's Jacket Trouser
7.	Auchan	France		Men's T-Shirt Polo Shirt, Trouser

Table No- 01: Customer Details. (Source –HR Manual)

Lead Time : 90 days after receive the L/C.

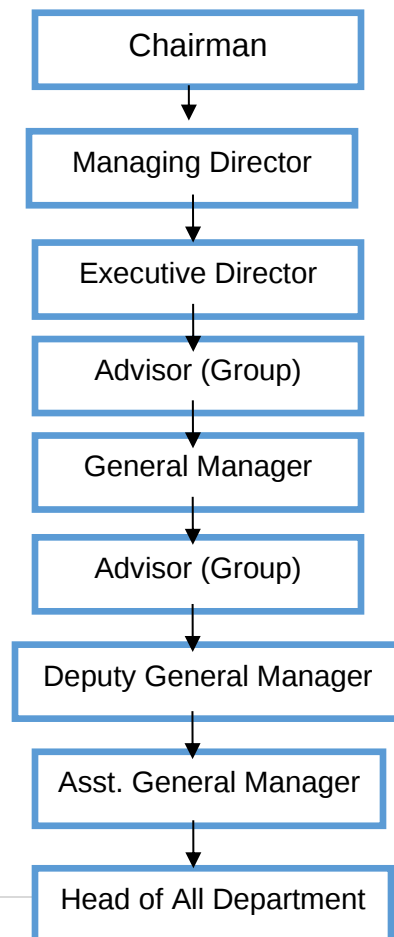
2.10. ARK Impex Ltd. Department:

In head office of ARK Impex Ltd. (Dhaka) there have five departments. Such as;

- *Finance, Accounts & Audit Department:* This department deal with all financial activities of ARK Impex Ltd. They also audit all the departments activities every year. This department is the blood of this company.
- *Commercial Department:* Commercial department deal with all kind of export-import related activities. This team is the backbone of this company.
- *Purchase Department:* This department operate all purchase related activities for the factory operation & production.
- *Accessories Department:* Accessories department deal with all kind of production related accessories and equipment which needed in the factory.
- *Admin & HR Department:* This department responsible for providing administrative aid in information management systems, payroll, and human resource.

2.11 Management hierarchy of ARK Impex Ltd.:

The company Human Resources Manual for Employees is to be distributed as follows:



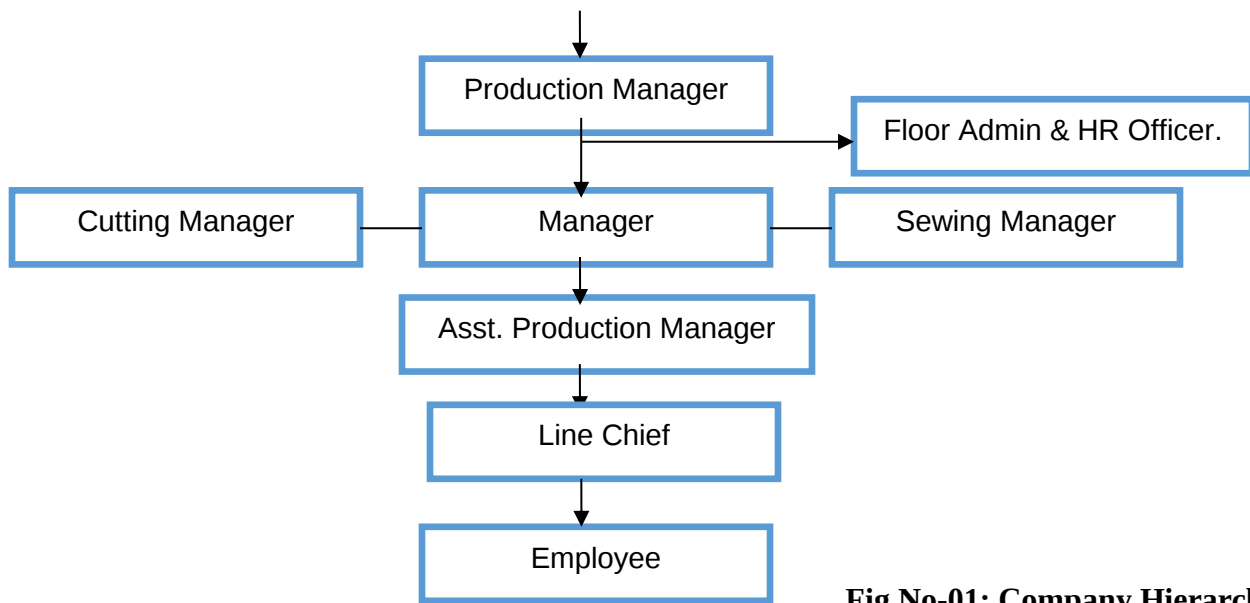


Fig No-01: Company Hierarchy.

2.12. Porter's Five Forces:

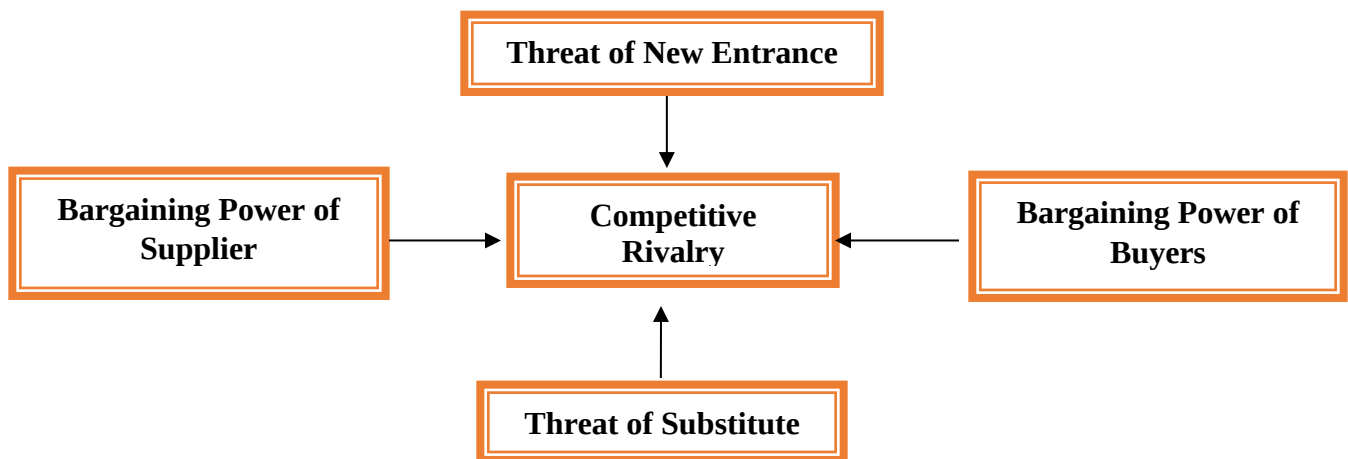


Fig No- 02: Companies Porter's Five Forces

- **2.9.1. Threat of substitute (low):**
Germens substitute product is leather, fiber-jute etc. cloth., and its production cost is so high. But garments production cost is very cheap. So threats of substitute are low.
- **Bargaining power of buyers (Moderate):**
ARK Impex Ltd. bargaining power of buyer is High. Most of their customers are foreigner. They receive order from Italy, Germany, Nederland and UK.
- **Bargaining power of supplier (High):**

ARK Impex Ltd. is part of ARK group. ARK group have many types business organization and most of them are garments industry and their demand amount is huge. Supplier have the price making power. Because most of the crude material coming form foreign country.

- **Threat of New entrance (Moderate):**

ARK Impex Ltd. has medium risk of new entry threats, because of their strong brand name and good financial condition.

- **Competitive rivalry (High):**

In competitive RMG sector AKM group have already strong brand name. But in Bangladesh there are many popular garment company as like Hamim Group, Natural Danim etc.

2.14. SWOT:

SWOT analysis are all about company internal & external ability & lacking's. Here below ARK Impex Ltd. strength, weakness, opportunities & threats;

Strengths

- A leading vertically integrated garments manufacturer in the world.
- 100% Export oriented.
- All type of garments item produced according to order.
- Increase garments production line.
- AKM increase their infrastructure.
- Qualified standard lab.
- Strong tele communication of email, internet, currier & cellular network.
- Outstanding marketing support provided from marketing team.
- Merchandising team maintain a good relation with foreign buyers.
- Update machineries used in the factory.

Weakness

- Poor merchandising team.
- Merchandising team controlling their activities from Mauritius.
- Small number of merchandising team.
- Poor marketing tactics.
- Arise communication gap between staff and owner because of incomplete knowledge of English.
- Lack of training program for factory workers & their supervisors.
- Lack of investors.
- Working facilities not so well.

Opportunities

- Knitwear demand increase day by day.
- Large Europe & middle east market demand.
- Bangladesh government increase opportunity to invest in RMG sector.
- Modern machineries & equipment set up in new division.
- Raw materials price increase in china market & it can be create opportunity for Bangladesh.

Threats

- Political environment of Bangladesh is not stable.
- Bangladesh natural resources reduce day by day.
- Subject of natural calamities.
- Always maintain a standard quality.
- Improvement of fire protection is very slow.

Fig No-03: SWOT of ARK Impex Ltd.

Chapter- 3: Data Collection & Processing.

3.1. Methodology of the study:

This report information is based on both type of sources primary data sources and Secondary data sources.

Primary data: Primary data of this report is collect from face to face interview with officials. Their information is very crucial for this report.

Secondary data: Secondary data collect from Website, their Official Paper & Relevant Articles.

3.2 Report Analysis Method:

In this report I follow two methods, one is *Observation* and another is *Experiment*. Because, we know the present situation is very much vulnerable. So, Survey Question, Face to Face Interview is not possible. That's why, my practically job knowledge, daily work knowledge, Website Data research and SWOT analysis are my report analysis method.

3.3. Data Processing:

To process the data, I took help of several software's like Microsoft Excel, Microsoft Word, Power Point tools etc. To process the raw data into information I had to go record data regularly in my note book and find the linkage of data every day.

Chapter-4: Desiccation of The Objective.

Objective 1- Evaluate the backward linkage prospects of RMG sector in Bangladesh.

4.1 What is Backward Linkage?

Basically, there are two types of linkage works behind an industry. One is backward linkage and another one is forward linkage. In my language backward linkage means all the purchase & production activities which support the factory production to produce final goods. And forward linkage means link between company and its customer. So, we can say for an industry, backward linkage is the link between garments and its suppliers.

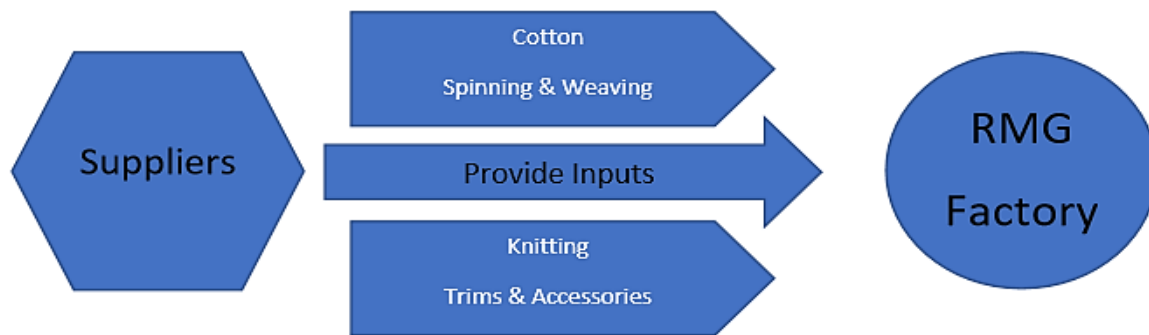


Figure-04: Backward linkage of a Garments factory.

4.2 Backward linkage in Bangladesh:

In Bangladesh RMG sector is the largest contributor of national export earnings. Most of the garments are export oriented. And in Europe & USA demand of Bangladeshi garments increase day by day. RMG sector is the heart of our economy. Almost 80% foreign currencies earn from this sector. Undoubtedly this sector emphasis on our economy beyond our imagination. So, improvement & well monitoring for this sector is mandatory. In this study we are able to know our improvement site of backward linkage in RMG sector.

From a statistic;

Bangladesh Export Earnings from RMG	
Fiscal Year	Amount
FY 2003-04	USD \$5,686.06 million
FY 2004-05	USD \$6,417.67 million
FY 2005-06	USD \$7,900.80 million
FY 2006-07	USD \$9,211.23 million
FY 2007-08	USD \$10,699.80 million
FY 2008-09	USD \$12.35 billion
FY 2013-14	USD \$24.49 billion
2016	USD \$211.16 billion

Table-02 Bangladesh Export Earning Overview.

In RMG sector required raw materials are insufficient in our country. Other side customer demand increases and lead time of production decrease. To fill-up this gap almost every garment depends on import of raw materials. Most of the raw materials comes from CHINA, VIETNAM & SHANGHAI. It takes very time to come. So that this industry faces lots of problem.

The backward linkage of RMG sector are;

- Spinning mill;
- Weaving mill;
- Knitting mill;
- Fabric dyeing mill;
- Printing mill;
- Interlining and lining manufacturer;
- Poly bag manufacturer;
- Sewing thread manufacturer;
- Zipper manufacturer;
- Button manufacture;
- Label manufacturer;
- Embroidery factory;
- Washing factory;
- Elastic manufacturer;

- Carton manufacturer;
- Hanger manufacturer etc.

Bangladesh Export Earnings from RMG Fiscal Year Amount FY 2003-04 USD \$5,686.06 million FY 2004-05 USD \$6,417.67 million FY 2005-06 USD \$7,900.80 million FY 2006-07 USD \$9,211.23 million FY 2007-08 USD \$10,699.80 million FY 2008-09 USD \$12.35 billion FY 2013-14 USD \$24.49 billion 2016 USD \$211.16 billion.

4.3 Cotton:

Cotton is the basic raw material to make yarn & fiber. To produce cotton, need large amount of land. But Bangladesh is a small country & we have shortage of land. Approximately 95% apparel all over the world made from cotton. So, cotton demand is very high in the market. Other side Bangladesh farmer also not so good to farming cotton. Cotton quality is not so well from imported ones. So large amount of cotton imported from overseas market every year. And lots of money go away in overseas market. Bangladesh mainly import cotton from China, Turkey, Pakistan, America, Egypt & India.

According to USDA (United States Department of Agriculture) Bangladesh is the largest importer in 2016-17 & China is the 3rd in the World.

YEAR	2012/13	2013/14	2014/15	2015/16
BANGLADESH	1.1	1.2	1.2	1.2
VIETNAM	0.5	0.7	0.9	1
CHINA	4.4	3.1	1.8	0.9
TURKEY	0.8	0.9	0.8	0.8
INDONESIA	0.7	0.7	0.7	0.6
PAKISTAN	0.4	0.3	0.2	0.7
REST OF THE WORLD	2.7	2.4	2.4	2.4
WORLD TOTAL	10.4	9.0	7.8	7.4

Table- 03 World Cotton Imports (MILLION METRIC TON) Source- USDA

Now china dominant the whole cotton consumption market but USDA report shows India is top to produce cotton. Now china following India and they also going to cotton production. Bangladesh also depends on Indian cotton. Bangladesh import 50% cotton from India. India cotton production increase significantly day by day.

YEAR	2012/13	2013/14	2014/15	2015/16
INDIA	6.2	6.7	6.4	5.8
CHINA	7.6	7.1	6.5	5.2
UNITED STATES	3.8	2.8	3.6	2.8
PAKISTAN	2	2.1	2.3	1.5
BRAZIL	1.3	1.7	1.5	1.4
UZBEKISTAN	1	0.9	0.8	0.8
TURKEY	0.6	0.5	0.7	0.6
AUSTRALIA	1	0.9	0.5	0.5
REST OF THE WORLD	4.8	4.3	4.9	4.2
WORLD TOTAL	27	26.2	25.9	21.7

Table- 04 World Cotton Production (million metric tons) Source- USDA

Bangladesh is only one country still depends on raw cotton to make yarn & fabrics. Other country uses manmade fibers like filament, polyester & viscose. For these reason consumptions of cotton decline resent year.

In resent year cotton consumption is higher than its production. In Bangladesh scenario also not different. Bangladesh production of cotton is much less than its consumption.

4.4 Spinning Mills:

Spinning is the process which converting cotton to yarn. Spinning mills are produce yarn from cotton. Mainly there are two types of spinning mills in our country. Such as; • Cotton spinning mills • Synthetic fiber spinning mills

In cotton spinning mills raw materials is natural cotton. And another side synthetic spinning mill raw material are manmade fibers. Here synthetic fibers are;

- Polyester
- Viscose
- Filament
- Nylon
- Acrylic etc.

Year	Number of Spinning Mills	Spindle Capacity (KG)	Growth of spindle capacity (Percentage)
2006	260	55,00,000	11.39
2007	283	60,00,000	9.09
2008	341	72,00,000	20
2009	350	76,00,000	5.6
2010	373	87,00,000	14.5
2011	392	96,00,000	10.3
2012	392	98,00,000	2.1
2013	394	98,00,000	--
2014	407	10,30,000	5.1
2015	413	11,05,000	7.28
2016	424	11,65,000	8.28

Table-05 Structure of Spinning Mills in Bangladesh (Source- BTMA)

According to BTMA today there are 424 spinning mills in our country which are the member of Bangladesh Textile Mills Association. Without membership there are also so many small spinning mills in our country.

Here the name of top 10 spinning mills in our country which have the exporting capabilities & suitable environment. Such as;

1. Naheed Cotton Mills Ltd.
2. Bhai Bhai Spinning Mills Ltd
3. Mosharaf Composite Textile Mills Limited.
4. Kamal Yarn Limited.
5. AA Yarn Mills Limited.

6. N. Z Textile Ltd.
7. Naheed Composite Textile Mills Ltd.
8. Bangladesh Export Import Company Limited (Beximco)
9. Shah Fatehullah Textile Mills Ltd.
10. Zaber Spinning Mills Limited.

Primary Textile Sector (PTS) meet up yarn & fabric demand of our RMG sector. Basically, PTS is the back born of our RMG sector because PTS provide the backward linkage for both woven & knit sector. We are now able to export fabrics in the overseas market.

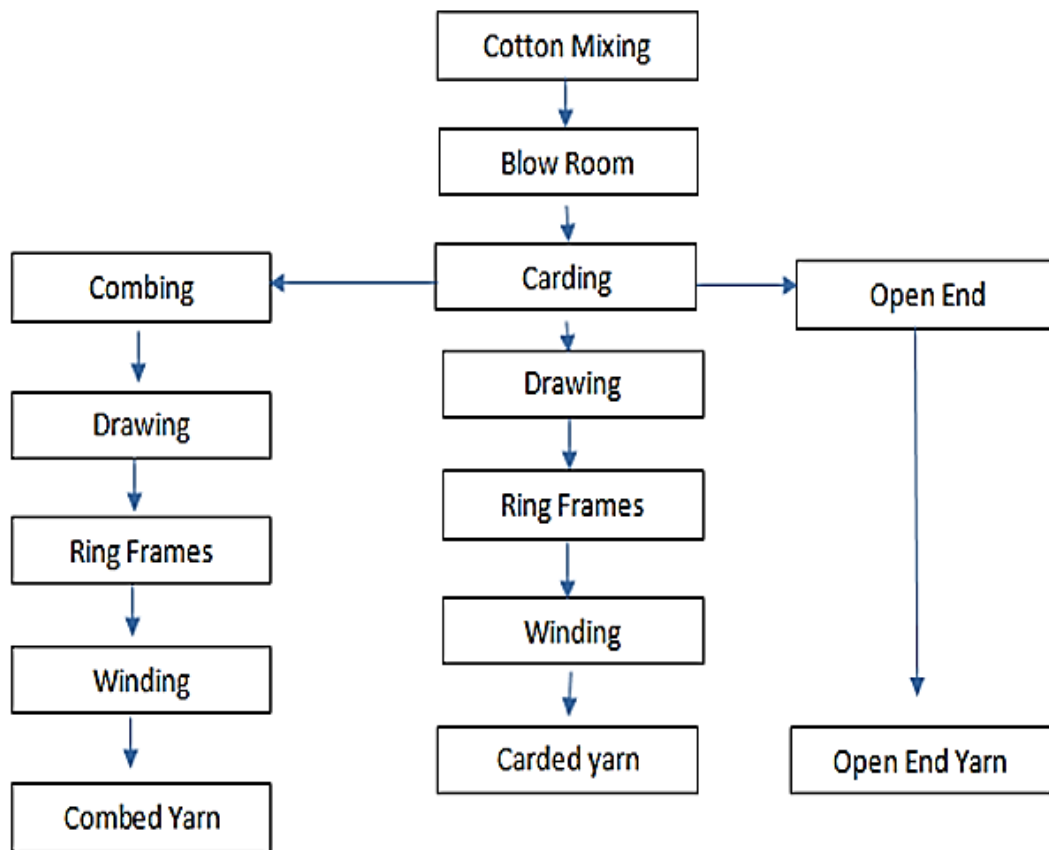


Figure-05 Flow chart of yarn manufacturing.

4.5 Weaving:

Weaving is the process where making woven fabrics. In Bangladesh woven manufacturing condition not so well. To build a woven composite mill it will take approximately \$35 million dollars.

The market value is losing of this sector because of so much investment. To run this sector huge amount of woven fabric imported every year. Basically, it has two reasons; • Demand is so high because of insufficiency of our local market supply. • And buyer requirement of standard woven.

Every year a huge amount of woven fabric is imported from China, Vietnam & Shanghai. Our import processing not so easy task. At first industry need to find a reliable source who provide them standard fabric, then purchasing the order through back to back L/C. it takes lot of time to take the order. Industry carry huge amount of cost. Importing of woven fabric cost almost 75% of the total order cost. To importing woven fabric our country, face huge price challenge. We know woven fabric market demand is so high rather than its supply. It takes lot of money from our country.

In our country there are 4321 woven factories which are registered in BGMEA. According to the BTMA there are 302 weaving mills in Bangladesh which are very low registered factories. The lead time of finishing an order is 40 days provide by buyer which is very short time. Here some name of woven composite factories;

- CAMARINA COMPOSITE LTD;
- Rahman Leathers Trade (CREATIVE GROUP) ;
- John & Aaron International;
- ZAMS Fashions Industry;
- Apparel Fit & Resource Ltd;
- Pinkex Apparels • Familytex(Bd) Ltd ;
- Latest Style Ltd.
- AXON FASHION INTERNATIONAL;
- Gulshan Apparels and Fashion;
- weartex international etc.

We need a lot of investment in the woven sector in Bangladesh as backward linkage of garment industry. Without strong support of raw materials, we are not able to do well in this sector. To

survive in this competitive market, we need to make sure competitive price, product quality & superior customer service.

4.6 Knitting:

By interloping of yarn knitwear factory produce fabrics. This industry is the leading market contributor. Because of low cost machineries knitting and available up gradation this industry has merged in huge amount. There is lot composite knit garments industries in Bangladesh in the last decade.

National Export Earnings		39.81% of total export earnings
Direct contribution in GDP		Almost 7%
Backward linkage contribution of this sector		2% of GDP

Table- 06 The contribution of knitwear Sector.

How much power of this industry the statistics shows that? Bangladesh is now number two position to exporting knitwear items & China is number one. Very soon Bangladesh will be champion in this sector.

Year	1994	2000	2008	2012	2013	2014
Value Addition	50%	70%	75%	72%	75%	75%
Net Retantion	40%	55%	61%	53%	50%	48%

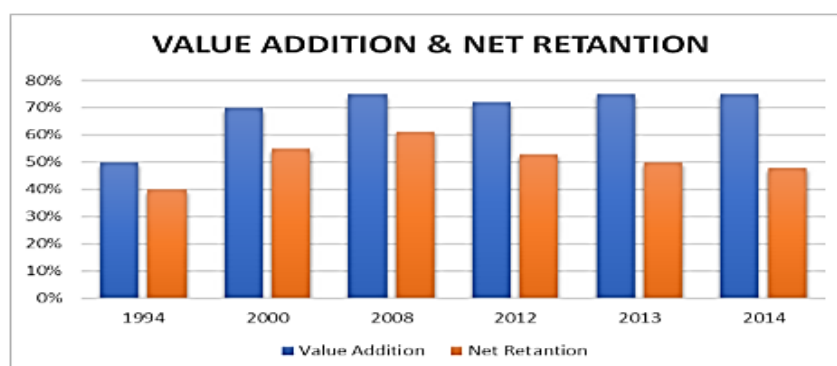


Table- 07 Value addition & net retention of Bangladesh knitwear sector.

Bangladesh knitwear industry provides some extremely value-added quality full products which demands are full in Europe and America.

Brand Name	Country
H & M	Sweden
Walmart	USA
C & M	Belgium
Zara	Spain
Gap	USA
Target	USA
Tesco	UK
Li Fung	Hongkong
Carrefour	France
Levi's	USA
JC Penney	USA
Kmart	Australia
Adidas	Germany
Puma	Germany
Jockey	Australia
Bonds	Australia
GU	Japan

Table- 08: Top retailers & fashion brands importing from Bangladesh.

Every moment worldwide demand patter changing significantly. So many brands are very attractive to import our knitwear product. Now after china Bangladesh is the largest knitwear exporter in the global market. It creates a positive impression of Bangladesh toward the world.

4.7 Trims & Accessories:

Demand of raw materials grow rapidly in our country. Our trims & accessories industry is very much top level. Our produce trims & accessories quality is remarkable. The growth of this industry is very much sufficient in our country. To meet up large amount of demand approximately there are 1327 trims & accessories industry in our country. Now Bangladesh meeting challenge by the global market & provide quality full product.

Here are static showings the growth of trims and accessories industry in Bangladesh;

Source- BGAPMEA

Serial no	Year	Total number of members
1	1991	17
2	1996	109
3	2001	508
4	2006	764
5	2011	1075
6	2015	1397

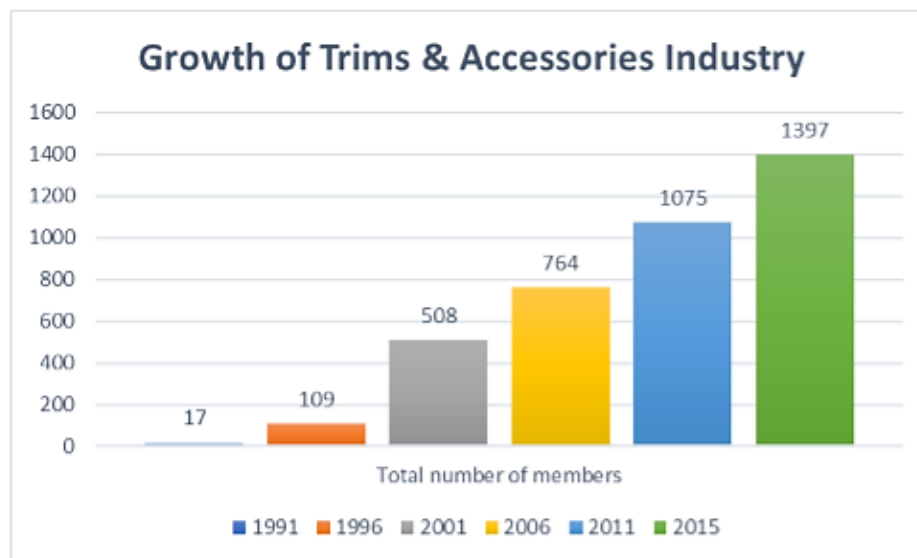


Table-09 The growth of Trims & Accessories in Bangladesh.

The above data collected from Bangladesh Garments Accessories and Packaging Manufacturers and Exporters Association (BGAPMEA). Here we can see in 1991 the number of trims and accessories industries was 17, later in 2001 the number was 508, then it increased in 2011 to 1075 number and now in 2016 there are almost 1400 trims and accessories industries in Bangladesh which is really remarkable. Above all we can say with the enormous growth of RMG industry the demand for the trims and accessories has increased and the capability of Bangladesh to meet the demand of trims and accessories is quite sufficient. From the table above shows the growth and statics of Bangladesh trims and accessories of garments consist of the following product like button, zipper, main label, price label, care label, size label, hang tag, bar tag etc. Bangladesh RMG industry is capable of meeting all the products demand and quality. Here some data of item wise accessories industry in Bangladesh.

Serial No.	Items name	No of Members
1	Button	26
2	Chemical	01
3	Corrugated Carton	666
4	Elastic & drawstring	116
5	Embroidery	03
6	Gum Tape	04
7	Interlining	08
8	Multi items	238
9	Hanger	10
10	Packaging	28
11	Padding	03
12	Poly	140
13	PP Band	02
14	Labels	46
15	Quilting & Padding	01
16	Resin	01
17	Sewing Thread	74
18	Screen Print	06
19	Zipper	24

Table-10: Item wise BGAPMEA members, Source- BGAPMEA

Every year large amount of trims & accessories Bangladesh export in the global market. The amount is tremendously increase day by day. The success of trims & accessories industry is increasing last five years.

Year	Total Export Earning	RMG Export Earning	Percentage & growth rate of RMG, Packaging & Accessories sector	Backward/deemed export of packaging & accessories
2005-07	22704.02	17112.03	75.37	2566.80
2007-09	29675.99	23047.57	77.67	3457.14
2009-11	36833.38	31110.61	84.46	3670.64
2011-13	50731.55	41875.78	82.25	7175
2013-15	61395.56	49983.28	81.41	10350

Table-11: Growth Rate of Total Export Earnings, RMG & garment Accessories & Packaging Sector of Bangladesh (in million US\$), Source- Export promotion bureau.

Objective -2: The problems prospects of backward linkage in RMG sector.

4.8. Problems of Backward Linkage in RMG sector:

Bangladesh RMG industry growth is remarkable last few years. Under this industry there are lots of export-oriented garments. They meet up large amount of global demand every year. But it is brutal truth Bangladesh face lots of problem in this time. Let's see present condition of RMG sector.

- Raw materials unavailability: When you are in the leading position and meet up large amount of market demand then you have to availability of resources. Unfortunately, Bangladesh suffer lots of problem to manage their raw materials. In RMG sector main raw materials is cotton. Local market is not able to meet up the demand. Every year Bangladesh large amount of cotton import from global market. We spend our lots of currencies here. And another threat is the quality of raw materials.

- **Political issue:** Political uncertainty is another major issue for this sector. Continues strikes hamper the RMG sector last few years. In 2013 election one-month continuous strike happened by the opposition party. The democracy of our country is threatening stage. Before every election period RMG sector face lot of problems. The foreign buyers are suspending Bangladeshi product & they meet up their demand from another country. If the problems are not solved Bangladesh garments face lot of damage.
- **Labor safety:** Labor safety issue one of the greatest problems in our country. All organization need to step on ensuring safety of worker. Last few year lot of incident happened in our RMG sector. In 2012 “Tazreen Fashion” fire incident happened almost 112 people dead by this accident. Next year in 2013 Bangladesh biggest tragedy happened, which is called “Rana Plaza Tragedy”. Approximately 1123 people die after this accident. Both these accidents create a tragic scenario. Foreign buyers are now very conscious. There motive now changes. So, meet up the buyer requirement organization invest lot of money for safety issue.

Here list of some deadly accident in RMG sector;

Year	Factory	Brand/Buyer	No of death
2010	Gharib & Gharib	H&M	21
2010	Hameem / TIS	Gap, Target, VF, PVH, others	29
2012	Ali Enterprises	KiK	262
2012	Tazreen Fashions	Walmart, Sears, ECI, others	112
2013	Smart Export	Inditex / Zara	8
2013	Rana Plaza	Benetton, WM, JC Penney, others	1123
2013	Tung Hai	Primark	8
Total death			1598

Table-12: A list of Deadly Accident in RMG sector.

Here some pictures of Rana Plaza & Tazreen Fashion accident;



- Wages: Bangladesh is a country where labor wages are so cheap. This is the biggest reason to increase this sector very vastly. Till now Bangladesh hold minimum wage record in the world. So, every year worker strikes to increase their wages. The price of other commodities increases day by day. Lining cost also increase rapidly. To adjust this system RMG industry need to increase their worker salary. So, Bangladesh RMG industry may no longer provide the lowest price value in the global market.
- Infrastructure: The infrastructure is not well decorated in our RMG sector. Factory building life time not so high. Most of the worker came from urban or remote area. They have no living facility. And factory building condition also not so well most of the garments.
- Lead time: Lead time Is very essential to place the order perfectly to the customer. In 1980s lead time was 120-150 days. But now lead time is maximum 30-40 days. To meet up this gap a factory need available raw materials, expert workers & advance technologies. Our RMG sector have some limitation in these factors.
- Transport issue: Bangladesh transport condition is very poor. The condition of road not so well. Traffic jam is the main problem now a day. Factory production & provide buyer order delay. Which is not good for our RMG industry? Buyer choose another country to import their product. Backward linkage very harmful for our transport condition.
- Terrorism impact: The entire world confronting another issue which is terrorism risk. Psychological oppression danger is making especially issue everywhere throughout the world. There has been critical occasion in the course of the most recent decade on the planet which has taken a toll in excess of thousand lives. This terrorism is converging towards Bangladesh. In July first 2016 in the strategic region of Dhaka 7 fear based oppressor assaulted the 'Holy Artisan' restaurant slaughtering 17 outsiders and 3 neighborhoods which made a horrendous picture of Bangladesh. Presently the general population of everywhere throughout the world are feeling risky for coming to Bangladesh. This new turn of occasion will have extraordinary effect on Bangladesh RMG industry. In the event that the purchasers feel hazardous to go to our nation then the business with different nations will beyond any doubt to hamper.

Objective-3: To opportunity of backward linkage in RMG sector.

4.9. Opportunities:

If we want to take there are lot of opportunity wait in our readymade garment sector. Main opportunities are given below;

- After our country independent in RMG sector growth is phenomenal. The main reason is the lowest labor cost and because of this reason Bangladesh can offer lower price in the global market. Europe and USA are very attractive to our product. They import large amount of product from us and make large amount of profit. For this reason, Bangladesh is more competitive in this market. A chart is give below;

Country Name	Labor cost per hour
Bangladesh	0.22
Cambodia	0.33
Pakistan	0.37
Vietnam	0.38
Sri lanka	0.43
Indonesia	0.44
India	0.51
China	0.55-0.80
Malaysia	1.18
Thailand	1.29-1.36

Table-13 Labor cost of different countries.

We can see on the table Bangladesh offer very lower labor cost. So that foreign investors are very willing to invest in our country. They are very interested to buy our apparels product in lower cost.

- It is high time to upgrade our RMG technologies and set a competitive price. A strong & structured market policy can give that opportunity. Backward linkage of RMG sector have lot of work to do. Skilled technician and worker can change this scenario.
- Beside Chittagong port we need to build another port. We know Bangladesh is a land of river. We have lot of suitable port to build up a new international port. Which can be able to provide faster service and reduce as well as total cost.

Objective-4: Importance & Present Market of Backward Linkage In RMG Sector Of Bangladesh.

4.10. Importance & Present Market of Backward Linkage In RMG Sector Of Bangladesh:

Bangladesh the second largest ready-made garments (RMG) manufacturer in the world is experiencing tremendous uncertainty following the shock caused by Covid-19. We are proud of our ready-made garments industry as it contributes around 84 percent of our national export earnings and employs around 41 lakh people.

According to the Bangladesh Textile Mills Association, Bangladesh is capable of supplying 85 percent of the RMG sector's yarn and fabric from backward linkages – along with 40 percent of woven fabric required by the knitwear sector which has helped take the value addition to 75 percent.

The cost of raw materials shared 36.77 percent of the total value of RMG exports – which means local value addition is estimated at 63.23 percent. This portrays a clear picture of how the backward linkages sector is contributing to Bangladesh's RMG sector.

During 2018-2019 our total exports totaled \$4,054 crore – where the apparel sector, alone, contributed \$3,413 crore.

To execute export orders of \$34.13 billion, Bangladesh had to import \$12.17 billion's-worth of raw materials – mostly from China.

Due to the Covid-19 pandemic, our garments sector has been drastically affected because of a shortage of raw-materials – in addition to other reasons.

Over time, our apparel sector has grown large but we could not, or did not, address the necessity of patronizing backward linkage industries – resulting in slow growth and even a shut-down of many industrial units in this sector.

When we are very dependent on the import of raw materials from China – and a little on such imports from other countries – we fail to make big profits from the business as buyers assess us using different parameters and we become vulnerable. Dependent entities cannot hold leading positions.

In spite of having every ability and possibility to develop a strong backward linkages footing of our own, we have not done so.

The business community did not make strong efforts and the government did not take it very seriously.

I think vigorous research was needed to check the viability and put the findings into action, plus, the current contributions of this sector should have been properly acknowledged, but this did not happen. This ensured the backward linkages remained backward.

Moreover, the contribution of backward linkages to the growth of the RMG industry continues to be overlooked in the eyes of sector leaders

We need to address the strengths and weaknesses of our backward linkages, and concentrate on it, so that we can establish our own strong backward linkage footing – resulting in a low dependency on the import of raw materials.

We cannot avoid such imports but we can reduce them. Sometimes we cannot use the benefit of our backward linkages as the buyers require us to use the raw materials from their nominated suppliers. We have very little negotiation power there as well.

However, the Covid-19 pandemic has taught us that we need to focus on our own strength in every sphere otherwise we will lag behind. I believe that we should now focus on localization rather than globalization and we should start working on our own strengths for a stronger RMG sector.

4.11. Findings:

In recent year there have been significant change happened in our RMG sector. There have been lot of possible solution to change our industry. Some solution can take lot of time but it will be very effective for our RMG industry.

- *Artificial Environment:* An artificial environment creates which is suitable to produce cotton. The demand of cotton increasing day by day. To produce cotton, we need a lot of land. If Bangladesh can create an artificial environment we can meet up our huge demand.
- *Shipment:* Insufficient backward linkage delays our shipment process. The number of shipment process is very low. Our industry main routes are Dhaka Airport & Chittagong sea port. Which not sufficient to control our huge market. To developed our RMG sector our shipment process should be upgrade by its technologically & number. Which is very effective to meet up our future pressure?
- *Bonded warehouse:* Bonded warehouse means where imported cotton and yarn stock, control & distribute to the factory whenever they need, how much they need. If a bonded warehouse setup in our country, it will reduce importing time. Bonded warehouse would be controlled by both government and private sector.
- *Give attention:* Day by day problems are increased in RMG sector. The problems arise by some people and suffer whole nation. RMG sector is our main source to earn foreign currency. People have to realize that and government need to apply the industrial law properly. So the person of this country has stopped the conflicts between each other and faces the problems to solve the upcoming challenges ahead.
- *Diversification:* Our market is not diversified so much. Beside our market policy also unstructured. So that RMG sector suffer a lot and cannot achieve the deserving position.
- *Instability of law:* Our government policy, rules and regulation are not suitable for our RMG sector. Instability of law & order properly not apply on this sector.

Chapter: 5- Recommendation & Conclusion.

5.1. Recommendation for Backward Linkage:

In this report briefly, discusses about the backward linkage of RMG sector and its prospects. We can see this report a factory face lot of problems to produce final product. The supply of raw materials is not sufficient. Our RMG sector use synthetic fiber as alternative of cotton. From fiber to finished products all steps involved such as spinning, weaving, dyeing, printing, finishing accessories are the integral parts of backward linkages. The alternative support of central bonded warehouse is essential unless backward linkage satisfies itself in each sector by its component, especially in spinning and weaving sector.

It will be produced a strategy for target accomplishment. It will require building up the sourcing of in reverse linkages segment first need to build up the foundation of the division and additionally preparing, workshop, class, gathering, about new innovation and RMG part in Bangladesh. To execute this need to satisfactory calculated help. Bangladesh needs to build up the data innovation part. As a piece of sourcing materials, it should sort out show about crude materials and article of clothing trims and adornments. It will be likewise expected to more compelling exploration on in reverse linkages and new innovation in RMG industry. Here are a few arrangements offering to the issues confronting: making counterfeit condition to create cotton in the nation. This would decrease the season of bringing in clothing items in the abroad market. The RMG division of Bangladesh is a main case of in what manner can an industry ascend from zero to top.

Bangladesh have some internal problem like port delay problem, infrastructure problem, transport problem & license related problem etc. Need to reduce all kind of political and economic problem. Every year accidental issue arises in this sector. Fire related accident ratio is so high in our RMG sector; Some suggestion for fire safety:

- Building should be well designed.
- Fire exit and escape plan should be planned under this design.
- Secured & strong monitoring on power supply room.
- Basic fire drill should be held.
- Fire protected instrument should be available all time.

- Fire exit route should be lighted and clear all time.
- Alarming system should be installed.

These criteria can be reduced damage of our industrial lives and assets.

5.2. Conclusion:

The RMG business of Bangladesh has turned into the gold giving eggs with regards to Bangladesh. After the autonomy of the nation transformation the RMG business has a considerable measure of exertion. It adjusts the nation from destitution line and makes open door for work and enterprise.

Presently today this industry has turned into the greatest gaining wellspring of the nation. In this way, this ventures improvement is essential in independent of the nation. Be that as it may, the shortcoming of in reverse linkage industry in this nation having an enormous danger to the development of the area. For to outperform the dangers in this division successful measures ought to be taken and used it on remedy measure. In the event that the business falls the nations advancement would be hampered in immense amount. In this way, the significance of the part is unbelievable. The RMG business of Bangladesh is confronting emotional issues of taking care of the demand of the purchaser as a result of the ailing in the regressive linkages enterprises. Bangladesh has demonstrated its value in a long while now, so we trust the general population of the nation comprehend the esteem if this industry makes important stride.

Chapter-6: Internship Experience.

6.1. Internship / Job Experience

At first, I want to thanks almighty Allah who help me to joining such a great organization as an Executive Officer in ARK IMPEX LTD. I was so lucky after viva ARK IMPEX LTD. select me as an Executive Officer. And I got opportunity to work with their Marketing and Administration department. My job experience was 3 months. In this time period I have lot of experience to work with them. They are so humble and well mannered.

- **ARK head office:** ARK head office is situated in Rony tower, level 4, 153, Motijheel C/A, Dhaka-1000. They have such a nice organization. The office is well decorated and highly secured. Their staff are so humble. Almost 35-40 staff work there.
- **About Marketing Department:** I feel so lucky to get the chance to work with marketing department. In marketing team there are 7 members. They have six marketing officer and a marketing manager. I want to thanks Mr. Anwar Hossain, marketing manager who give me lot of lesson.

6.2. Actual Task:

I have worked there almost three months as an Executive Officer. And I make my internship report based on my job, as the requirement of the internship part of MBA program under the department of Business Administration of Uttara University. My respective supervisor **Mahamudul Hasan** has selected my topic “*Prospects of backward linkage in RMG sector: A study on ARK IMPEX LTD*”. In the report, I mainly focus on my topic issue and I observed different types of activities.

6.3 Job details:

Job Title : Executive Officer;
Department : Marketing & Administration Department .
Joining Date : 30-06-2020;
Job Type : Probation Period;
Office Hour : 08:00am to 05:00pm;

6.4. My Daily Routine:

In this company only I gathered information about company and try to learn the Marketing activities and work with Administration department. In this company my daily working hour started at 08.00am to 05.00pm. During that time, I did practically official duties with marketing & administration peoples.

6.5. Understanding The Current Work:

- Contact with suppliers.
- I joined the meeting with the marketing department.
- Take part in recruitment and selection process;
- Observe workers working activity;
- Take part in training and development;
- Worked with the salary and bonus distribution committee;
- Employee Counseling.;
- Handling employees conflict.

6.6. My Working Unit & Structure:

Basically, I work as an executive officer in the Administration and Marketing department of ARK Impex Ltd. And I reporting to the Assistant General Manager. I worked in the both place, Factory and Head office. This unit make Readymade Garment, Printing & Packaging processing. In his company, 570 Employee working in there. And most of the worker are female.

6.7. Independence:

I had an opportunity independently to work as an executive officer at ARK Impex Ltd. I worked in the Administration & Marketing Department. In this provided me remarkable opportunities and scopes to learn about the practicality, which will help me to develop my future career. Through the probation period, I have learned regular corporate work experience. From the regular work experience, I have learnt about the whole sales & marketing process and also know about the administration work. I have learnt about the challenges, limitations, corporate culture and behavior of corporate world. My main lesson which I learn from there is office manner. I got a real-life experience in corporate world which help me to my future corporate life, In-Sha-Allah.

Appendix



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***** Thank You *****