



**Daffodil**  
*International*  
**University**

**Internship Report**

**On**

**Foreign Trade Performance Analysis of Basic Bank Limited**

**Submitted to**

**Ms. Rozina Akter**

Assistant Professor

Department of Business Administration  
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**Submitted by**

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**Date of Submission:**

## Letter of Submission

Date:

To,

Ms. Rozina Akter

Assistant Professor

Department of Business Administration

Faculty of Business & Entrepreneurship Daffodil International University

Subject: **Submission of Internship Report on a “Foreign Trade Performance Analysis of Basic Bank Limited”.**

Dear Mam,

With due respect, I am submitting my internship report on the topic titled “**Foreign Trade Performance Analysis of Basic Bank Limited: A Study on Shyamoli Branch, Dhaka.**” as partial fulfillment of my BBA Program.

It is a pleasure to inform you that I have already finished my internship in a reputed organization in Basic Bank Ltd. It was a great opportunity for acquiring knowledge and experience in respect of the functions, Procedures, and operational activities other than my topic of study. This report is an integrated part of my BBA program which is very much about our academic background about entering the professional field. In preparing this report I tried my level best to accumulate relevant information from all the available sources. I shall be highly encouraged if you are kind to receive this Internee Report Paper.

Therefore, I sincerely hope that you will appreciate my effort and I shall be most grateful if my report is accepted for the difficult and appropriate purpose.

Sincerely Yours,



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Sakib Hoshain

ID: 191-11-800

BBA Program

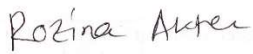
Department of Business Administration

Faculty of Business & Entrepreneurship

## Letter of Acceptance

This is to certify that Sakib Hoshain ID: 191-11-800, a student of BBA Program, Daffodil International University has prepared the internship report under my supervision. He has worked at Basic Bank Limited and completed the report on “**Foreign Trade Performance Analysis of Basic Bank Ltd.**” as a partial requirement for obtaining a BBA degree at DIU. The data and findings presented in this internship report seem to be authentic. Thus, He is permitted to submit her internship report for presentation in the defense.

I wish him all success in life.



.....  
Ms. Rozina Akter

Assistant Professor

Department of Business Administration

Faculty of Business & Entrepreneurship

Daffodil International University

## **Acknowledgement**

Firstly, I would like to express my gratitude to the Almighty Allah (SWT) for giving me the opportunity, strength, and composure for the internship program and the completion of my bachelor's program.

Secondly, I would like to thank and show my gratitude to my honorable Supervisor Mam Ms. Rozina Akter, Assistant Professor of the Department of Business Administration, Daffodil International University, for all the efforts which he had provided for my encouragement in preparing this report.

And lastly, my internship would have remained incomplete without the assistance provided by numerous people from the team of Basic Bank Limited, Shyamoli Branch, and Dhaka. I will always retain all the support which I need. My heartfelt gratitude and appreciation to my internship supervisor, for giving me valuable advice, suggestions, and helping me clear the concepts which were new to me, and for sharing the resources and materials on the recruitment and selection process of the bank, which was thoroughly important for my internship report.

## **Executive Summary**

In the age of modern era, Bank play a crucial role in the economic development of any country. Banks facilitate the wheel of economy through the active participation of various development activities. Banks perform different sorts of activities in their way of banking and the most important activity of a bank is foreign Trade which helps to build international business relationships across the world. It has a significant contribution to the GDP of a country. Foreign trade makes the economy of a country stronger and when the economy is in a good condition investor find interest to invest in different sectors which eventually helps to create employee opportunities which are badly needed in developing countries like Bangladesh. So efficient monitoring is needed to promote the foreign trade business.

The report is basically focused on different activities of the Basic Bank principal office branch's foreign trade business. This branch plays a key role in the revenue of the bank and responds quickly to its clients. Foreign trade involves three kinds of activities: import, Export and Remittance.

The report will be started with an introduction, organization overview, objective, methodology and limitations. Thereafter, the report talks over foreign trade and guidelines from Bangladesh bank and then foreign trade scenario is analyzed.

## Table of Contents

S. L	Particulars	Page No
	Cover page	<b>I</b>
	Letter of submission	<b>II</b>
	Letter of acceptance	<b>III</b>
	Acknowledgement	<b>IV</b>
	Executive Summary	<b>V</b>
	Table of Content	<b>VI- VII</b>
<b>Chapter 1: Introduction</b>		<b>1-3</b>
<b>1.1</b>	Introduction	<b>2</b>
<b>1.2</b>	Organizational overview of Basic Bank	<b>2-3</b>
<b>1.3</b>	Objectives of the report	<b>3</b>
<b>1.4</b>	Methodology	<b>3</b>
<b>1.5</b>	Limitation of the study	<b>3</b>
<b>Chapter 2: Procedure of Foreign Trade Operations of Basic Bank Ltd</b>		<b>4-8</b>
<b>2.1</b>	Export procedure of Basic Bank Ltd	<b>5-6</b>
<b>2.2</b>	Import procedure of Basic Bank Ltd	<b>6-7</b>
<b>2.3</b>	Guidelines for foreign trade transactions (Bangladesh Bank)	<b>7</b>
<b>2.4</b>	Bangladesh bank's transactions with authorized dealer	<b>7-8</b>
<b>2.5</b>	Outward remittances	<b>8</b>
<b>2.6</b>	Inward remittances	<b>8</b>

<b>Chapter 3: Finding and Analysis</b>		<b>9-20</b>
<b>3.1</b>	Foreign trade earnings of Shyamoli branch	<b>10</b>
<b>3.1.1</b>	Import performance of Shyamoli branch	<b>10-11</b>
<b>3.1.2</b>	Growth of import earnings of Shyamoli branch	<b>11-12</b>
<b>3.1.3</b>	Export performance of Shyamoli branch	<b>12-14</b>
<b>3.1.4</b>	Growth of export earnings of Shyamoli branch	<b>14-15</b>
<b>3.1.5</b>	Inward remittance performance of Shyamoli branch	<b>15-16</b>
<b>3.1.6</b>	Growth of inward remittance earnings of Shyamoli branch	<b>16-18</b>
<b>3.1.7</b>	Contribution of foreign trade earning to branch profit	<b>18-19</b>
<b>3.1.8</b>	Contribution of import earnings to branch profit	<b>20-21</b>
<b>3.1.9</b>	Contribution of export earnings to branch profit	<b>21-22</b>
<b>3.1.10</b>	Contribution of inward remittance to branch profit	<b>22-23</b>
<b>Chapter 4: Conclusions</b>		<b>21-22</b>
<b>4.1</b>	<b>Recommendation</b>	<b>22</b>
<b>4.2</b>	<b>References</b>	

# **Chapter: one Introduction**



## **1.1 Introduction**

Banks as a financial institution mobilize funds from surplus unit to deficit unit. Basically, Banks create money through collecting deposits and providing loans to deficit units to facilitate their business operation. This functions that distinguishes banks from other financial institutions, Banks collect deposits at low costs and charge higher interest when they give it as a loan. The spread between cost of deposit and charge interest from the borrower banks make revenue. As a service-oriented industry, banks provide different services to its customers including giving loans at reasonable cost, assisting in foreign trade, discounting bill of exchange, overdraft facilities, foreign currency exchange and consultancy.

Foreign trade business is one of the prime divisions of the Bank. It includes an incredible commitment to the income of the bank. Major parcel of income comes from foreign trade. On the other hand, it incorporates an eminent commitment to the GDP of the nation. Export and import are potential weapons of creating the Bangladesh economy and can play an imperative part in accomplishing the country's socio-economic destinations counting destitution lessening objectives. From the beginning financial globalization and deregulation of foreign trade arrangement both import and export have been rising altogether. The most driving constrain of the RMG division completely depends on export profit which makes a difference Bangladesh to construct a sound foreign trade save and smooth transition foreign trade operations of our nation. In arrange to advance foreign trade, the effectiveness in foreign administration could be a prerequisite that must be guaranteed.

## **1.2 Organizational overview of Basic Bank Ltd, Principal Branch, Shyamoli, Dhaka**

Bangladesh Small Industries and Commerce Bank Limited, popularly known as BASIC Bank, is a

state-owned scheduled bank. However, it is not a nationalized Bank. It is a bank-company and works on the lines of a private bank. The exceptionally title Bangladesh Little Industries and Commerce Bank Restricted is characteristic of the nature of the bank. It could be a mix of improvement and commercial banks. BASIC Bank enlisted beneath the Companies Act 1913. It was consolidated beneath this Act on the 2nd of January 1988. The bank began its operation from the 21st of January 1989. It is administered by the Managing an account Companies Act 1991. The bank was built up as the approach producers of the country felt the criticalness for a bank within the private division for financing Little Scale Businesses (SSIs). At the start, the bank began as a joint venture of the BCC Establishment with 70 percent offers and the government of Bangladesh (GOB) with the remaining 30 percent offers. The BCC Establishment being nonfunctional taking after the closure of the BCCI, the government of Bangladesh took over 100 percent possession of Essential on 4th June 1992. Hence, the Bank is state claimed. In any case, the Bank isn't nationalized Objectives of the report.

The main objective of this report is to know about performance of foreign trade operations of Basic Bank Ltd.

To fulfill academic requirements.

- To explore the foreign trade performance of the bank.
- To explore the foreign trade performance through ratio analysis.
- To make some findings and recommendations.

## **Methodology**

This report is basically prepared based on the foreign trade department of Basic Bank Ltd. Secondary data has been used to make this report. The data has been collected from the In-charge of foreign trade department. I use data from the last 6 years foreign trade operations of Basic Bank Ltd. Further, this report uses trend lines to analyze the performance of foreign trade operations of Basic Bank Ltd, principal office branch, Shyamoli, Dhaka. This report also uses basic statistics techniques: Mean & SD to know mean foreign trade performance & consistency.

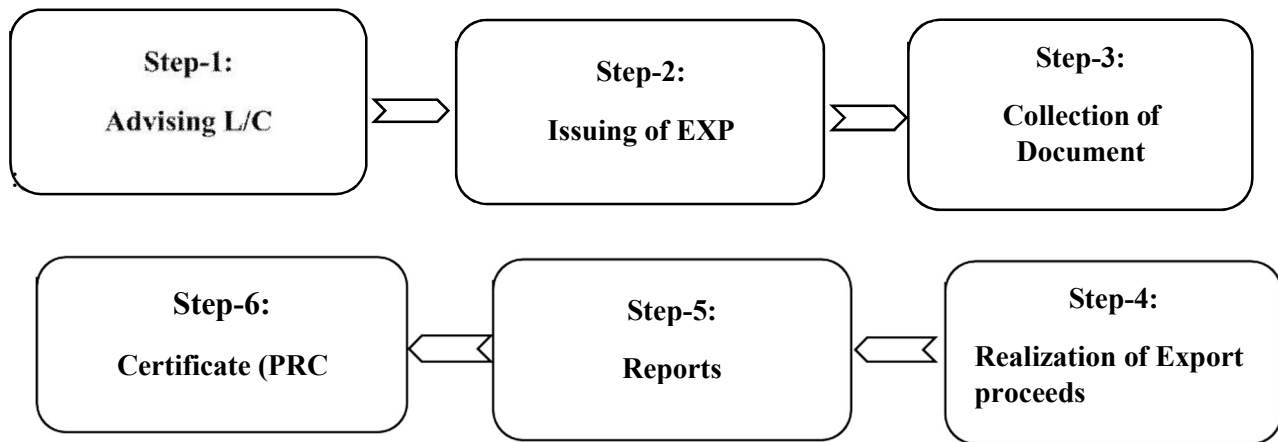
### **1.3 Limitation of the study**

To reflect current information and make a report worthy, information from different sources is required. Data of just six years restricted this report to represent the real picture of foreign trade. Due to this limitation accurate analysis can't be presented. On the other hand, due to the limitation of time, the overall picture of foreign trade operations of Basic Bank Ltd can't be presented.

**Chapter: Two**  
**Procedure of Foreign Trade Operations of Basic**  
**Bank Ltd**

**2.1** Basic Bank Ltd has two departments in foreign trade division, the foreign trade department, and the remittance department. Moreover, the foreign trade department has two capacities that are Export and Import and remittance department has two capacities that are Internal remittance and outward remittance. Export procedure of Basic Bank Ltd.

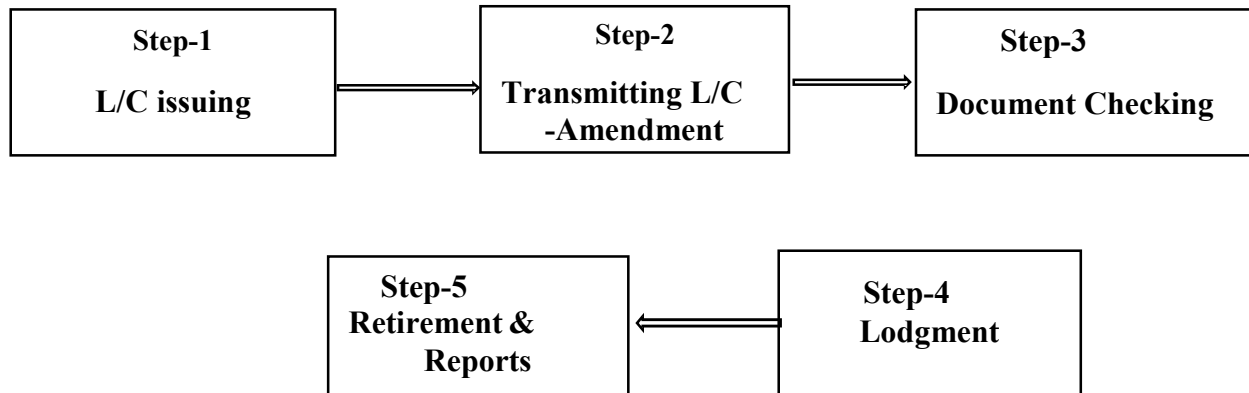
The export trade of the country is controlled by the Import and Export control Act, 1950. There are several conventions which an exporter must fulfill some time recently and after the shipment of products. Trade strategy of Basic Bank Ltd begins with prompting L/C. In this step, after getting the deals contract the exporter inquires the buyer for the letter of credit which contains the desired terms and conditions of export and installment. When L/C is transmitted to the bank for prompting, the bank sends an prompting letter to the recipient to highlight that L/C has been issued. Issuing bank sent two copies of L/C and the initial duplicate is kept by the branch. Second step of the export strategy is Issuing EXP. In this step, all subtle elements almost export are specified within the EXP by which individual branches and clients are included in export exchange. Earlier to certifying any export shape branch make beyond any doubt that exporter is enlisted with CCI&E. Third step of the export strategy is the collection of documents. In this step, the exporter delivers the products and makes the specified documents according to understanding. Exporters need to yield the EXP at the side other related archives to export to the bank inside 14 days of shipment. Fourth step, begin with realization of export continues which incorporates importer discharge cash as it were when documents are submitted to them. Designated banks fulfill export continues inside 120 days. Fifth step begins with reports, in this step after getting the installment, the branch certifies on the switch of the triplicate duplicate of the shape which was held with them and advances it to the Bangladesh Bank with the normal return. The quadruplicate copy is held by the branch for the record. The assigned bank must report copy EXP frame to the BB inside 14 days of shipment. Within the last step, the Method realization certificate is issued to exporters by a designated bank. PRC certificates encourage exporters to get income exemption when it is submitted to BB with standard format. Export procedure of Basic Bank Ltd are given below:



**Figure 1: Export procedure**

## **2.2 Import procedure of Basic Bank Ltd**

According to the import and export control act, 1950 the office of chief controller of import and export gives the import enrollment certificate (IRC) to the importers. Import method Basic Bank Ltd begins with L/C issuing. In this step, L/C is issued in favor of the importer. It guarantees the installment to the exporter and exporter expedite merchandise to the importer. It makes foreign trade simpler. Second step of the import strategy is transmitting the L/C- Correction. In this step, after issuing an authorization letter of credit which is transmitted to the prompting bank. L/C might be transmitted into three ways: Swift message, Telex message and Courier. Third step of the moment strategy is document checking. In this step, issuing banks look at the reports for the documentation prepare when they get it from the assigned bank. Fourth step of import method is lodgment which states that make payment for the import or exchange the finance to form installment for the imported bills. The last step of the import strategy is retirements & reports. In this step, the individual branch makes a voucher that highlights the sum of taken a toll and charges and alteration of edge. After that archives are given to the importer against the fitting affirmation of certificate and underwriting. Import procedure of Basic Bank Ltd are given below:



**Figure 2: Import procedure**

### **2.3 Guidelines for foreign trade transactions (Bangladesh Bank)**

Foreign Trade Direction (FER) Act, 1947 (Act No. VII of 1947) sanctioned on 11th March 1947 within the at that point British India gives the lawful basis for directing certain installments, dealings in foreign trade and securities and the import and export of currency and bullion. This Act was first adapted in Pakistan and after that in Bangladesh. The Act is duplicated at Reference section 1. Bangladesh Bank is capable for the organization of directions beneath the Act. Reference section 4 gives a list of Bangladesh Bank's offices and their locales.

### **2.4 Bangladesh bank's transactions with authorized dealer**

1. Bangladesh Bank's buys and sales from and to the Advertisements are in US Dollar as it were, on spot basis. All such exchanges with Bangladesh Bank are required to be in products of US\$ 10,000, subject to a least of US\$ 50,000. Authorized merchants are free to cite their possess rates, prepared and forward, for exchanges within the interbank advertise and with their customers.

2. (a) The central Banks of Bangladesh, India, Iran, Nepal, Pakistan, Sri Lanka, Myanmar, and Bhutan have an Assentation to settle current exchanges between these countries through the Asian Clearing Union (ACU) instrument. All such installments to the ACU part countries tolerating those secured by loan/credit assentions are appropriately settled through the Asian Clearing Union (ACU) instrument in "Asian Money related Units" which may be alluded to within the shortened frame as "AMUs". The Asian Financial Units might be designated as 'ACU Dollar' and 'ACU Euro' which should be comparable in esteem to one US Dollar and one Euro individually. (b) The

ACU Assentment alluded to over gives for settlement of the taking after sorts of installments: (i) Payments from inhabitants within the territory of one partaking country to inhabitants within the region of another partaking country. (ii) Installments for current international exchanges as characterized by the Articles of Assentment of the International Financial Support. (iii) Installments allowed by the country in which the payer dwells. (c) Authorized merchants should keep up nostro accounts in AMUs (ACU Dollar, ACU Euro) with their journalist banks in ACU part nations for the reason of settlements through ACU. Essentially accounts in AMUs (ACU Dollar and ACU Euro) may be opened by the Advertisements in their books within the names of their journalists in ACU part countries. Advertisements may pay intrigued on the adjust of nostro accounts in AMUs as per commonly concurred terms and conditions with the correspondent(s). (d) An Advertisement requiring supporting its AMU nostro account with a journalist bank in an ACU part country should do so through Bangladesh Bank against yield of the specified sum in AMU, or of identical taka at Bangladesh Bank's selling rate.



## 2.5 Outward remittances

1. Excepting a number of remittances of extraordinary nature, most outward settlements either in its aggregate or up to a certain constrain set by Bangladesh Bank may be endorsed by the authorized merchant, taking after announcement of Taka as convertible for current account installments from March 1994. In any case, the limits of discharge of foreign trade set forward in this Rules are demonstrative; all bona fide demands past these characteristic limits and installment exchange demands for a current international exchange not particularly included in this Rules will be obliged by Bangladesh Bank upon setting up the bona fides of the costs.

- 2.6** 2. In all cases of buy of foreign currency, an application must be made to an Advertisement. For installments against imports into Bangladesh, the endorsed application frame is shape Devil (Reference section 5/11) and for other sorts of settlements shape TM (Reference section 5/5). TM frame must be utilized for detailing by the Advertisements indeed when remittance is endorsed by Bangladesh Bank in any other way, for occurrence by issuing a extraordinary permission/approval letter. On receipt of the application from the client/customer, the Advertisements may influence the deal of foreign trade in the event that they are enabled to endorse the application. On the off chance that the exchange requires earlier endorsement of the Bangladesh Bank, the application ought to be sent by the Advertisement to the Bangladesh Bank for consideration. Inward remittances

The term "Internal Remittances" incorporates not as it were remittance by T.T., M.T., Drafts etc., but moreover buys of bills, buys of drafts beneath Travelers' Letters of Credit and buys of Travelers' Cheques. This Chapter does not, be that as it may, cover buys of foreign currency notes and coins

which are managed with in Section - III.

## **Chapter: Three**

### **Finding and Analysis.**

### 3.1. Foreign trade earnings of Shyamoli branch

In this segment, I have endeavored to induce profound understanding with respect to the foreign trade profit of the branch. In arrange to assemble required discernment, I have taken into thought the development of import profit, development of export profit, commitment of internal remittance in branch benefit. In expansion to that I have too attempted to discover out the past six execution of the branch, winning development of import, export and remittance alongside foreign trade profit in branch benefit by drawing the drift line.

#### 3.1.1 Import performance of Shyamoli branch

Table 1 shows that import volume of Basic Bank Ltd is expanding at a critical rate. In 2016, Basic Bank Imported USD 16234.22 thousand. In 2017, import volume increment by 3.615% which stood 16821.22. In spite of political turmoil, Basic Bank Experienced development in their import volume. In 2018, Basic Bank Imported USD 18005 thousand which is 7.038% higher than past year.

**Table 1: Import performance for the period**

Year	Amount in USD (Thousand)	Percentage change %
2016	16234.22	
2017	16821.22	3.615
2018	18005.22	7.038
2019	18995.23	5.498
2020	19555.84	2.951
2021	20644.44	5.566
Mean	18376.02	
SD	1677.10	

Source: Basic Bank & Records

In 2019, Basic Bank imported USD 18995.84 thousand, in 2020, import volume expanded to USD 19555.84 and Bank imported the most elevated amount in 2021 and the imported amount is USD 20644.44 thousand. Cruel export is USD 18376.02 thousand, and SD is 1677.10 which suggests that export execution is steady.

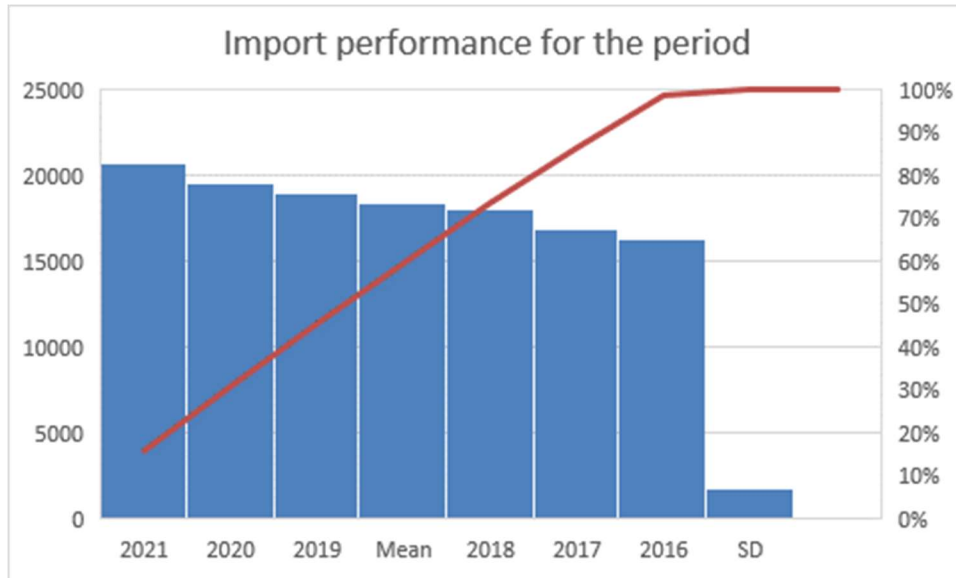


Figure 1: Import trend of the branch for the period 2016 to 2021

From Figure 1 it shows that import performance is fluctuating. In 2017, import performance development is 3.615%. In 2018, import performance development raised to 7.08%. But in 2019, import performance development falls to 5.49%. In 2020, Bank will endure the most reduced development in imports by fair 2.95%. But in 2021, Import performance development will increment by 5.566%. This sort of variance isn't great for commerce. Import performance development is fluctuating.

### 3.1.2 Growth of import earnings of Motijheel branch

Table 2 shows that import earning of Basic Bank Ltd is increasing at a significant rate. In the year 2016 import earnings were USD 4084.22 thousand. In 2017, Import earnings increased to USD 4554.35 thousand.

**Table 2: Growth of import earnings for the period (2016-2021)**

Year	Amount in USD (Thousand)	Change %
2016	4084.22	
2017	4554.35	11.52
2018	5034.85	10.55
2019	5778.86	14.77
2020	6022.11	4.20

2021	6522.13	8.30
Mean	5332.75	
SD	931.91	

Source: Basic bank software & Records

In 2018, import profit experienced a critical increment to USD 5034.85 thousand. In 2019 and 2020 import profit will involvement fast development to USD 5778.86 thousand and 6022.11 thousand individually. Within the year 2021 Bank earned the most noteworthy sum to USD 6522.13 thousand. Mean import development is USD 5332.75 and SD is 931.91 which suggests that import development is less reliable.

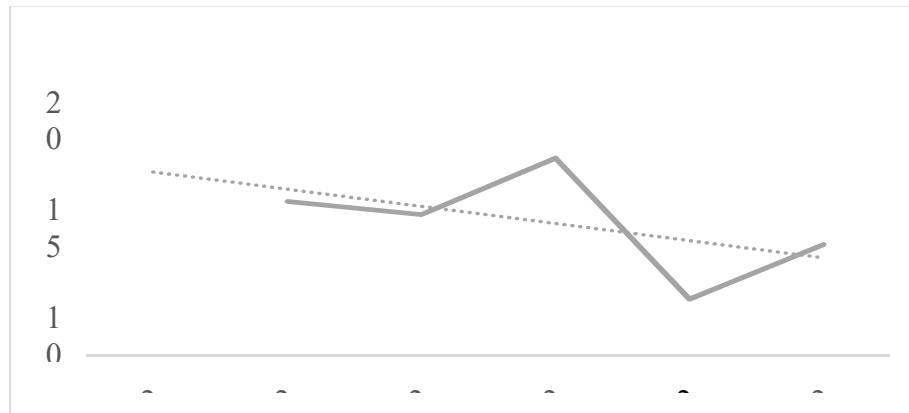


Figure 2: Growth of Import earnings for the period 2016 to 2021

In Figure2, flat pivot speaks to year and vertical speaks to import profit development. Import winning is fluctuating over the six years period which isn't a great sign for commerce. In 2017, moment gaining development was 11.52%, but within the last-mentioned year it fell to 10.55%. Bank experienced raise in development in 2019 by 14.77%. In 2020, import winning development falls to 4.20%. In 2021, import profit development raise by 8.30%. Export Performance of Shyamoli branch

Table 3 Shows that the Bank does well in export. In 2016, they exported USD 10234.55 thousand despite political distress within the country. In 2017, they exported USD 11080.55 thousand and in 2018 their export expanded to USD 12580.32 thousand.

**Table 3: Export performance of the branch for the period**

Year	Amount in USD (Thousand)	Change %
2016	10234.55	
2017	11080.43	7.63
2018	12580.32	11.92

2019	14355.84	12.36
2020	15233.76	5.36
2021	16032.83	4.98
Mean	13252.96	
SD	2330.26	

Source: Basic Bank software & Records

From 2019 to 2021 export volume will increment altogether. In 2019 export volume raised to USD 14355.84 thousand and exported most elevated volume in 2021 USD 16032.88 thousand. Cruel export performance is USD13252.96 thousand and SD 2330.26 which is profoundly scattered implies that export performance is consistent.

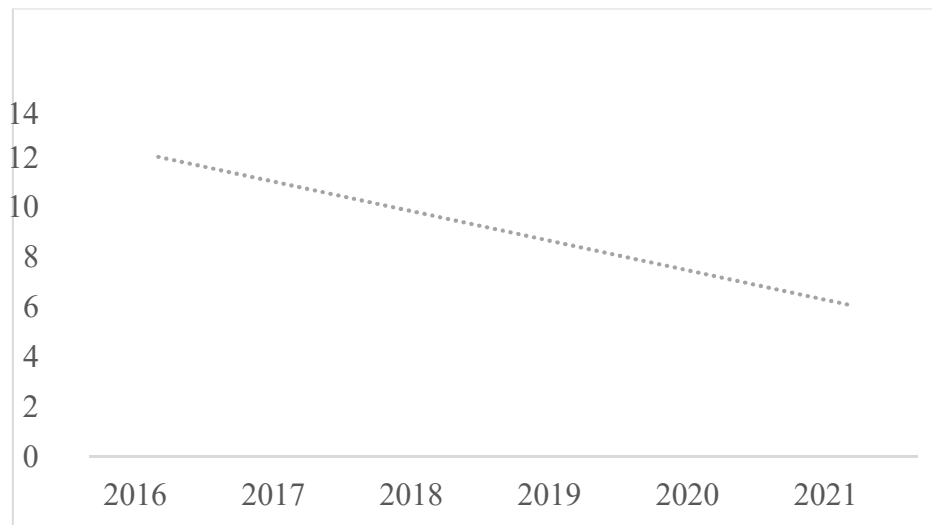


Figure 3: Export trend of the branch for the period 2016 to 2021

In Figure 3, horizontal X hub speak to year and Y pivot speak to export performance. Basic Bank exported USD 10234.55 thousand in 2016. In 2017, the exported amount expanded by 7.63% which stood at USD 11080.43 thousand. The Bank exported USD 12580.32 thousand which is 11.92% higher than past year. In 2019, they will export USD 14355.84 thousand which is 12.36% higher than past year. In 2020, Basic Bank export development falls to 5.36%. In 2021, export performance involvement fell to 4.98%. From the over drift line it's clear that.

Basic Bank export performance growth shows increasing trend but after that export performance shows a declining trend which is a bad sign for business.

### 3.1.3 Growth of export earnings of Shyamoli branch

Table 4 shows that Basic Bank earns USD 2503.48 thousand. In 2016. In 2020, export earnings increased to USD 2898.42 thousand. In 2021, export earnings increased to USD 3445.33 thousand.

**Table 4: Growth of export earnings for the period (2016-2021)**

Year	Amount in USD (Thousand)	Change %
2016	2503.48	
2017	2898.42	15.77
2018	3445.33	18.86
2019	4556.34	32.24
2020	4875.32	7.00
2021	4928.32	1.08
Mean	3867.76	
SD	1057.68	

Source: Basic Bank software & Records

In 2019, export earnings raised to USD 4556.34 thousand. Basic Bank earns USD 4928.32 which is the most elevated profit among five years. Mean export profit is USD 3867.76 thousand and SD 1057.68 implies that send out profit are consistent.

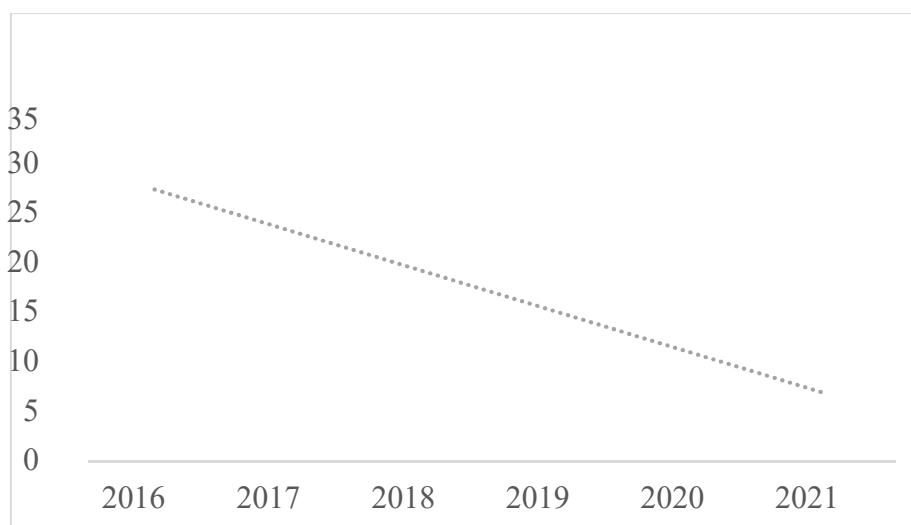




Figure 4: Growth of export earnings for the period 2016 to 2021

In Figure 4, horizontal hub speaks to year and vertical speaks to Export profit development. In 2017, export profit development was 15.77%. In 2018, export development raised to 18.86%. In 2019, export profit raised to the most elevated 32.24%. But in 2020 & 2021 export profit development will increment at a critical rate. Due to the strict approach of the Bank their development declines.

### 3.1.4 Inward remittance performance of Shyamoli branch

Table 5 shows that flow remittance is expanding day by day. In 2016, remittance flow was USD 2455.22 thousand. In 2017, the amount expanded to USD 4998.20 thousand. In 2018. Bank experienced quick development within the remittance flow and stood USD 555.22 thousand. In 2019, the flow of remittance stood at USD 5980.44 thousand.

**Table 5: Inward remittance performance for the period (2016-2021)**

Year	Amount in USD (Thousand)	Change %
2016	2455.22	
2017	4998.32	103.57
2018	5555.22	11.14
2019	5980.44	7.65
2020	6184.34	3.41
2021	7022.45	13.55
Mean	5365.99	
SD	1577.02	

Source: Basic Bank software & Records

In 2020, remittance flow expanded to USD 6184.34. Within the afterward year they experienced a quick bounce of remittance flow to USD 7022.45 thousand. From the above table it is clear that internal remittance is expanding continuously. Mean internal remittance performance is USD 5365.99 thousand and SD 1577.02 which suggests that remittance profit are consistent.



Figure 5: Inward remittance trend of the branch for the period 2016 to 2021

In the over trend line X hub and Y pivot speak to performance of remittance. Performance of remittance development appears a declining trend over the final five years period. Banks encounter extreme decay within the development of remittance performance. In 2017, the bank experienced the most elevated development of 103.57%. But after that each year the development rate falls essentially. In 2014, development rate fell to 11.65%, in 2018, in 2019. It falls to 7.65%. In 2020, the development rate experienced the most reduced development rate of 3.41%. In 2021, development will rise to 13.55%. The nature of this can be exceptionally disturbing due its fluctuating nature.

### 3.1.5 Growth of inward remittance earnings of Shyamoli branch

Table 6 shows that each year profit from internal remittance increments quickly. In 2016, settlement profit 232.22. In 2017, remittance profit increment by 90.96% which stood USD 443.32 thousand. In 2018, remittance stood at USD 580.33 thousand. In 2019, remittance profit stood at USD 650.22 thousand. Each year profit are expanding gradually.

**Table 6: Growth of inward remittance earnings for the period (2016-2021)**

Year	Amount in USD (Thousand)	Change %
2016	232.1	
2017	443.22	90.96
2018	580.33	30.93
2019	650.22	12.04
2020	722.22	11.07
2021	866.42	19.96
Mean	582.41	
SD	222.21	

Source: Basic Bank software & Records

In 2020, remittance profit was USD 722.22 thousand. Most noteworthy amount remittance earned in 2021(November) USD 866.42 thousand. Cruel profit from remittance and SD are USD 582. 41 thousand and 222.21 which suggests that remittance profit is consistent.

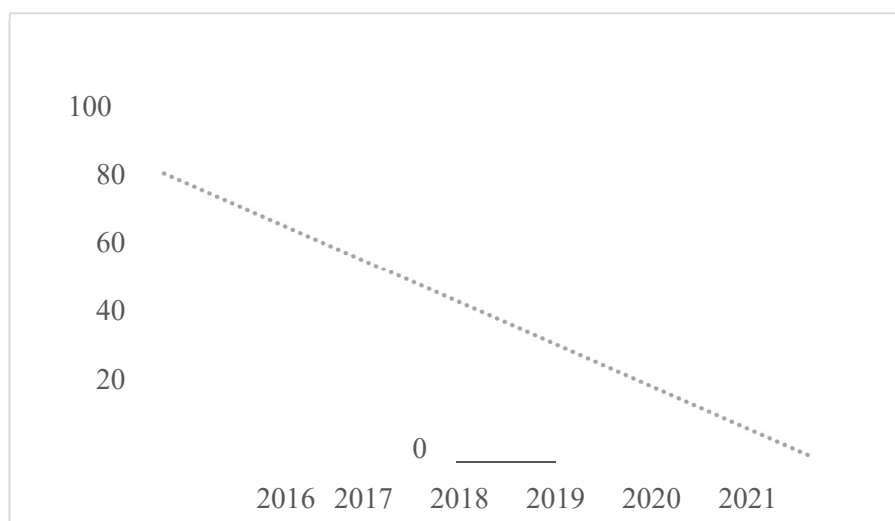


Figure 6: Growth of remittance earnings for the period 2016 to 2021

In Figure 6, the horizontal pivot speaks to year and vertical speaks to gaining development of

remittance. In 2017, remittance profit development was 90.96%. But after that profit development from remittance shows a declining drift. In 2018, remittance profit development declined to 30.94%. In 2019, it falls to 12.04%. In 2020, winning development from internal remittance decreases to 11.07%. But In 2021, gaining development from internal remittance will increment to 19.96%.

### 3.1.6 Contribution of foreign trade to branch profit

Foreign trade includes an outstanding commitment to the working benefit of Basic Bank Ltd central office branch. Working benefit increments with expanding volume of foreign trade. Major parcel of benefit comes from the foreign trade division. Six years data are given below:

**Table 7: Contribution of foreign trade in branch profit for the period (2016-2021)**

Year	Operating profit amount in USD (Thousand)	Foreign trade earnings amount in USD (Thousand)	Foreign trade contribution in branch profit
2016	28347.56	6819.80	24%
2017	30445.78	7895.99	26%
2018	33780.98	9060.51	27%
2019	36566.90	10985.42	30%
2020	39278.98	11619.65	29%
2021	44677.44	12316.87	28%

Source: Basic Bank software & Records

From Table 7 it's clear that foreign trade incorporates a critical commitment to working benefit. But the foreign trade commitment is fluctuating. In 2016 to 2016 foreign trade commitment expanded slowly and working benefit was USD 28347.56 thousand, USD 30445.78, USD 33780.98. In 2016 it contributed 24% of working benefit. In 2017, it rose 26%. In 2018, it contributes 27% and 30% will contribute in 2019. But in 2020 & 2021 foreign trade commitment decreases declines



Figure 7: Foreign trade contribution in branch profit (2016 to 2021)

In the above Figure 7 we see that foreign trade commitment on working benefit has expanded till 2019 but after it decreases. Within the last two years commitment from working benefit declined. Foreign trade contributed 30% of working benefit in 2019 which was the highest among six years. Within the slant line it is additionally clear that working benefit is expanding at a significant rate within the to begin with three years. But the fluctuating nature isn't good for business.

### 3.1.7: Contribution of import earnings to branch profit

Table 8 shows that imports contribute reliably to working benefit. In 2016, import profit were USD 4084.22 thousand and working benefit was USD 28347.56 thousand and contributed 14.40% of working profit.

**Table 8: Contribution of import earnings in branch profit for the period (2016-2021)**

Year	Operating profit amount in USD (Thousand)	Import earning amount in USD (Thousand)	Import earnings contribution in branch profit
2016	28347.56	4084.22	14.40%
2017	30445.78	4554.35	14.96%
2018	33780.98	5034.85	14.90%
2019	36566.90	5778.86	15.80%
2020	39278.98	6022.11	15.33%
2021	44677.44	6522.13	14.59%

In 2017, import commitment expanded by fair 14.96%. In 2018, Import commitment on working benefit declined fair. In 2019, imports will contribute 15.80%% but in 2020 it'll drop to 15.33%. In 2021, it fell to 14.59% and working benefit stood at USD 44677.44 thousand.



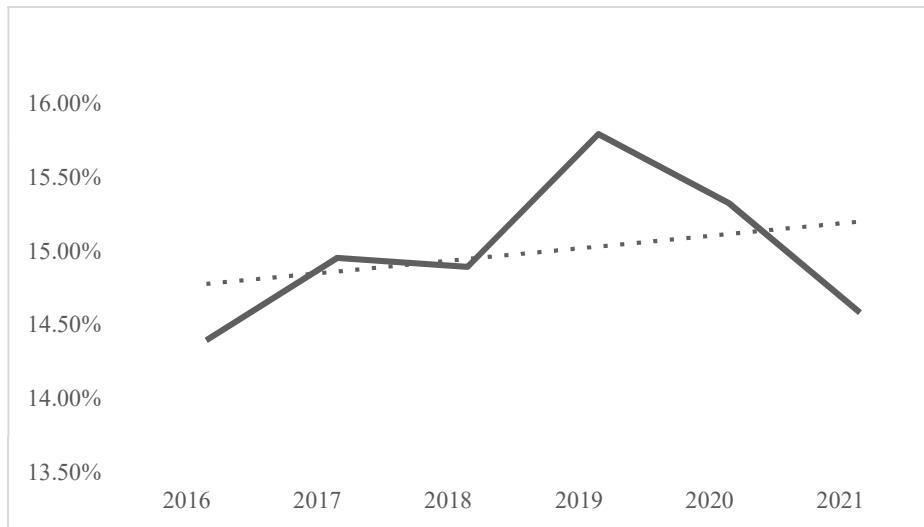


Figure 8: Contribution of import earnings in branch profit (2016 to 2021)

Figure 8 shows that import commitment is fluctuating. In 2016, imports contributed 14.40%. In 2017 import commitment was 14.96% but in 2018, it fell to 14.90%. In 2019 import contributes most elevated 15.80% but in 2020 and 2021 import contributes decreases to 15.33% & 14.59% respectively.

# **Chapter: Four**

## **Conclusions**

## **4.1 Recommendation:**

- 1) BASIC Bank ought to have partitioned client data or help segment at each branch to extend the client satisfaction.
- 2) BASIC Bank ought to solid their Recuperation Segment and Credit administration to less the NPL.
- 3) BASIC Bank ought to have a clear composed rule for CMR. Particularly the landing rule ought to incorporate constrain of credit amount for a company or individual.
- 4) BASIC Bank ought to give superior training to the employee almost Credit Hazard Management.
- 5) To motivate the employees to their job and ought to decide the employees job performance.
- 6) IF anybody doing wrong in his work position at that point that individual ought to rebuffed and legitimate procedures.
- 7) More ATM booth must be presented in close to each Commercial place.

## **4.2 Conclusion:**

With the financial liberalization and withdrawing the import limitation, export has expanded so numerous folds. In recent years the foreign trade market has accomplished huge growth. Foreign trade division performance of Basic Bank Ltd has over the six years period but their profit and performance growth are exceptionally much fluctuating which could be a bad sign for a business as well because it could be a huge risk to survive within the competition. Within the analysis section this report analyzed foreign trade commitments on working benefit. From this analysis it's clear that foreign contributes a decently on working benefit which isn't sufficient to support within the competitions. Import contributes a parcel to working benefit, but export and remittance commitment is exceptionally poor. On the off chance that this rate proceeds, the Bank will lose its put inside a brief time. To lead within the Banking industry foreign trade outstanding contribution is much needed.

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