MADE HERE DOSSIER · HS 300490

Medicines packaged for retail sale in Sri Lanka

Sri Lanka imported USD 349m of medicines packaged for retail sale in 2024, 11,935 tonnes, up 76 per cent on 2022, a restricted year, though down from USD 454m in 2023. India supplied 57 per cent. Sri Lanka exported USD 7m of it. The line is ninth of the twenty in Sri Lanka's Made Here record, scoring 5 of 8.

IMPORT BILL, 2024	CHANGE ON 2022	TOP SOURCE	SCORE
USD 349m	+76 per cent	India 57%	5 of 8

Customs description: "Medicaments: consisting of mixed or unmixed products n.e.c. in heading no. 3004, for therapeutic or prophylactic uses, packaged for retail sale". Heading 3004: Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses "incl. those for transdermal administration" or in forms or packings for retail sale (excl. goods of heading 3002, 3005 or 3006). Chapter 30: Pharmaceutical products.

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This dossier is everything the public record holds about one line for one country, read from the files named in section 8. It is a reading of the record, not advice and not a forecast. Nothing in it says that making the product in Sri Lanka would pay: that is the maker's question, and the record cannot answer it.

THE NUMBER

1. The bill and its path

Year	Imports	Quantity	Customs value per tonne	Exports	World trade in the line
2022	USD 198m	7,905 t	USD 24,952 a tonne	USD 2m	USD 375bn
2023	USD 454m	15,115 t	USD 30,062 a tonne	USD 7m	USD 379bn
2024	USD 349m	11,935 t	USD 29,231 a tonne	USD 7m	USD 391bn

Sri Lanka imported USD 349m in 2024, up 76 per cent on 2022, a restricted year, though down from USD 454m in 2023. Exports of the same line: USD 7m.

Measured against a restricted year. Sri Lanka restricted imports in 2022, during its balance-of-payments crisis, so every change in this dossier measured from 2022 is measured against a restricted year. The restrictions themselves are not in the trade record, and their scope by product is not quantified here.

Unit values are customs values per tonne, not prices. They are the declared value divided by the reconciled quantity: they mix grades and contract terms, and they say nothing about what a buyer pays at the gate. Where a flow is under 10 tonnes the unit value is too small to read and is not shown.

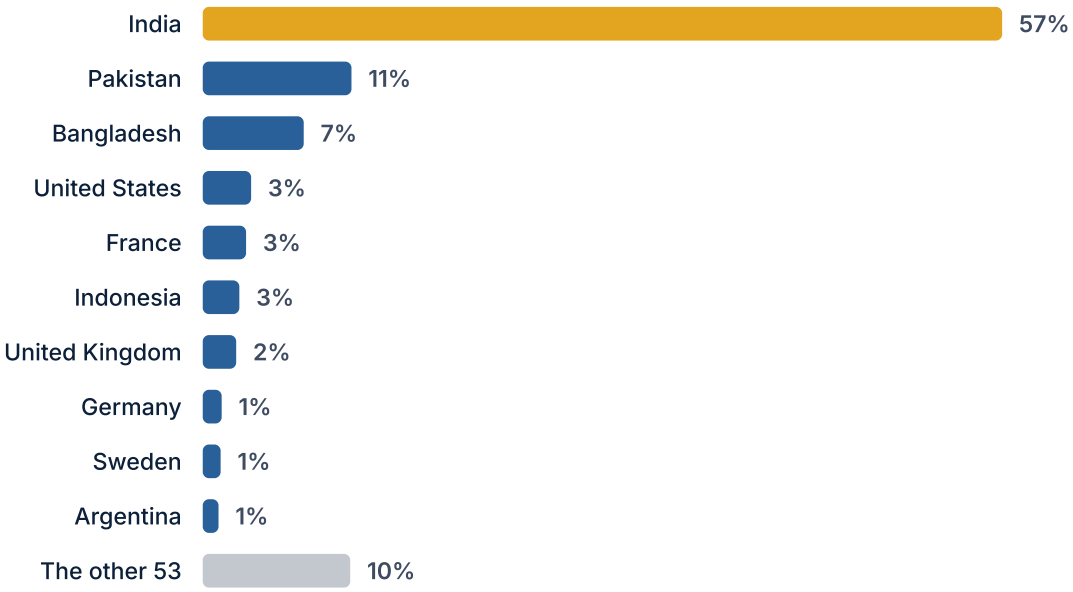
The same heading. Sri Lanka also imports one more line under heading 3004 that is not yet exported well (the record shows one line per heading and carries the rest as siblings):

HS6	Line	Imports, 2024
300420	Medicaments: containing antibiotics (other than penicillins, streptomycins or their derivatives), for therapeutic or prophylactic uses, packaged for retail sale	USD 23m

THE SOURCES

2. Where it comes from

In 2024, Sri Lanka bought this line from 63 countries. India supplied 57 per cent. Interpretation: a concentrated supply.



#	Source	Value	Share	Quantity	Customs value per tonne
1	India	USD 198m	57 per cent	6,630 t	USD 29,817 a tonne
2	Pakistan	USD 37m	11 per cent	1,348 t	USD 27,295 a tonne
3	Bangladesh	USD 25m	7 per cent	679 t	USD 36,714 a tonne
4	United States	USD 12m	3 per cent	68 t	USD 175,549 a tonne
5	France	USD 11m	3 per cent	78 t	USD 137,487 a tonne
6	Indonesia	USD 9m	3 per cent	147 t	USD 61,371 a tonne
7	United Kingdom	USD 8m	2 per cent	475 t	USD 17,443 a tonne
8	Germany	USD 5m	1 per cent	124 t	USD 37,672 a tonne
9	Sweden	USD 4m	1 per cent	46 t	USD 96,626 a tonne
10	Argentina	USD 4m	1 per cent	59 t	USD 66,813 a tonne
	The other 53 sources	USD 36m	10 per cent		

The concentration measure the site uses is the top source's share of the bill: 40 per cent earns one point, 60 per cent earns two, and an undisclosed top source earns none. The Herfindahl index (the sum of squared shares; 1 is a single source) is 0.342 and does not score.

THE CAPABILITY

3. What Sri Lanka already exports near it

Sri Lanka exports 756 products well, that is with a revealed comparative advantage (RCA) of 1 or more. For this line its RCA is 0.03, below 1, so not yet an export strength. Its density, the proximity-weighted share of this product's neighbours that Sri Lanka already exports well, is 0.1479, in the top 47 per cent of the 246 candidate lines.

Nearest export strengths: none named. No product Sri Lanka exports well is both close to this line and in the same part of the customs nomenclature (chemical products), so the record names none. That is the rule, below, and it is deliberate: a product from another section is a statistical neighbour, and the record does not treat it as evidence of related capability.

The rule for naming a strength: the country exports it well (RCA of 1 or more), its proximity is 0.4 or more, it sits in the same HS section as the line, and it is not waste or scrap.

The three closest products Sri Lanka exports well, as the product space ranks them, and whether the rule names them:

HS6	Product	Proximity	Exports, 2024	Named?
210690	Food preparations: n.e.c. in item no. 2106.10	0.51	USD 176m	no, another section
870990	Vehicles: parts of the vehicles of heading no. 8709	0.5	USD 971k	no, another section
210420	Homogenised composite food preparations	0.5	USD 447k	no, another section

THE WORLD

4. Who in the world exports it well

World trade in this line was USD 391bn in 2024. 37 countries export it with an RCA of 1 or more (32 of them among the 157 countries large enough to enter the capability calculation). The ten largest of them by value:

#	Country	Exports, 2024	Share of world trade	RCA
1	Germany	USD 56bn	14 per cent	2.10
2	Switzerland	USD 42bn	11 per cent	6.20
3	Ireland	USD 28bn	7 per cent	6.79
4	Italy	USD 27bn	7 per cent	2.46
5	Slovenia	USD 23bn	6 per cent	20.10
6	India	USD 21bn	5 per cent	2.64
7	Belgium	USD 20bn	5 per cent	3.03
8	France	USD 19bn	5 per cent	1.74
9	United Kingdom	USD 15bn	4 per cent	2.03
10	Spain	USD 13bn	3 per cent	1.85

Sri Lanka ranks 98 of 207 exporting countries by value, with exports of USD 7m and an RCA of 0.03.

The world's average customs value per tonne for the line in 2024 was USD 77,676 a tonne; Sri Lanka's imports averaged USD 29,231 a tonne. Both are customs values, not prices.

> RCA is the line's share of a country's exports divided by its share of world exports. Above 1, the country exports more of it than the world average would predict. A large exporter with an RCA below 1 (a big economy exporting a little of everything) is left out of this table by design.

THE SCORE

5. The score and its working

The line is **ninth of twenty** in Sri Lanka's Made Here record and scores **5 of 8**. The score below is quoted from the record; this dossier recomputed it from the trade file with the same rules and got 5.

Part	Range	Points	Working
Import bill	0 to 3	3	import bill USD 349m, top 1 per cent of candidates (3)
Proximity to export strengths	0 to 3	1	proximity to Sri Lanka's export strengths in the top 47 per cent (1)
Supply concentration	0 to 2	1	India supplies 57 per cent (1)

The rule. Import bill and proximity each score 0 to 3 by percentile among the 246 candidate lines (in-scope imports of USD 10m or more): above the median 1, top quarter 2, top tenth 3. Concentration: top source at 40 per cent 1, at 60 per cent 2. A line enters the list only if it is not yet exported well (RCA below 1), is not a net export (exports under 80 per cent of imports), sits in the upper half for proximity and scores at least 3; one line per customs heading.

> What the score is not: a ranking of what would be profitable to make. It measures three things that are in the record, the size of the bill, how close the line sits to proven capability, and how exposed the supply is.

THE BUYERS

6. Public buyers

Not in the record for Sri Lanka. Sri Lanka does not publish a contract award record this edition can read (an open, machine-readable file of award notices with a procurement code and a buyer), so the dossier carries no public-buyers layer. The join is built and runs for the UK, the United States, Canada, Australia and the European countries in Tenders Electronic Daily with at least 500 notices in the year; it waits for the data here.

THE NEWS

7. Developments in the feed

The matching rule. A development from the BuzzBaboon feed (50 developments read from primary sources) is attached only when all three hold: one of its places is Sri Lanka or one of the line's three largest sources (India, Pakistan, Bangladesh); it carries one of the sector tags pharma; and one of the words "medicine", "medicines", "medicament", "medicaments", "pharmaceutical", "pharmaceuticals" occurs in its title, or in lower case in its summary of facts.

None meets the rule today. The feed reads UK public-sector and regulatory sources first, so an absence here says where the feed looks, not that nothing is happening to this line in Sri Lanka. When a development meets the rule it is attached to the next edition of this dossier.

THE METHOD

8. Method, limits and sources

- **Trade.** CEPII BACI, HS 2022 revision, version 202601: every bilateral flow at six digits, reconciled from both sides of the border, 2022 to 2024, values in US dollars, quantities in metric tonnes.
- **Capability.** The product-space method (Hidalgo, Klinger, Barabasi and Hausmann, Science, 2007) on 157 countries exporting at least USD 1bn and 5,388 products with world trade of USD 10m or more. RCA is the line's share of a country's exports over its share of world exports. Two products are close (proximity) when the countries that export one well tend to export the other well. Density is the proximity-weighted share of a product's neighbours the country already exports well.
- **Scope.** Chapters 16 to 96, less ores, fuels, precious metals, raw farm output, scrap, unwrought metal and one-off capital and defence purchases (scripts/sovereignty/scope.js).
- **Public buyers.** Award notices the buyer classified as goods, joined to customs headings through a crosswalk from procurement codes that is ours and approximate. Only a specific code joins; broad divisions join nothing. Context, never a point.
- **Developments.** The rule in section 7, stated in full there.

What is not in the record

- Tariffs, quotas and trade remedies on this line: not in the record.
- Product standards, certification and licensing: not in the record.
- Production costs, energy prices, wages and plant economics: not in the record.
- Domestic production and installed capacity: not in the record.
- The names of firms that make, import or sell the product: not in the record.
- Market prices: the unit values here are customs values per tonne: not in the record.
- Public buyers: Sri Lanka does not publish them in a form this edition reads.
- Regions: regional trade by product is published only for the UK in this edition.
- The comparison year: Sri Lanka restricted imports in 2022, during its balance-of-payments crisis, so every change in this dossier measured from 2022 is measured against a restricted year. The restrictions themselves are not in the trade record, and their scope by product is not quantified here.

Sources

- CEPII, BACI international trade database, HS22, version 202601. Licence Etalab 2.0. https://www.cepii.fr/CEPII/en/bdd_modele/bdd_modele_item.asp?id=37
- Hidalgo, Klinger, Barabasi and Hausmann, "The Product Space Conditions the Development of Nations", Science 317 (2007).
- The Made Here record: https://buzzbaboon.com/made-here/sri-lanka/

Every number in this dossier is traced to the file and field it came from, and checked against that file before the dossier is sent (151 printed numbers, each re-read from the record). BuzzBaboon, a Shika Group property.