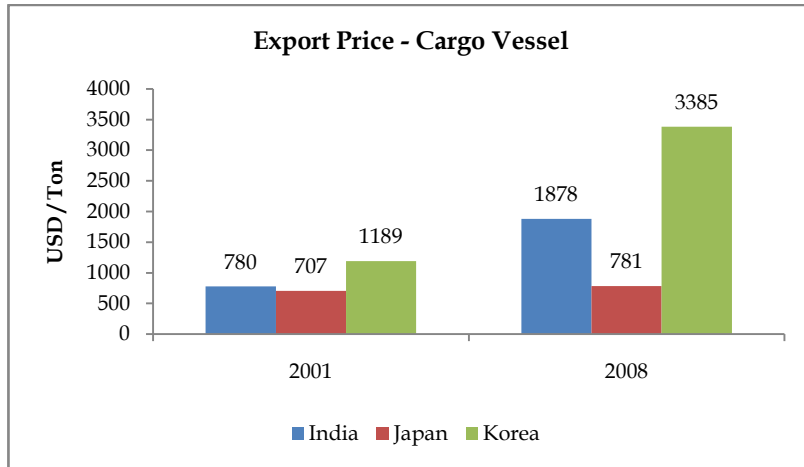


## Shipbuilding: Export Price Comparison

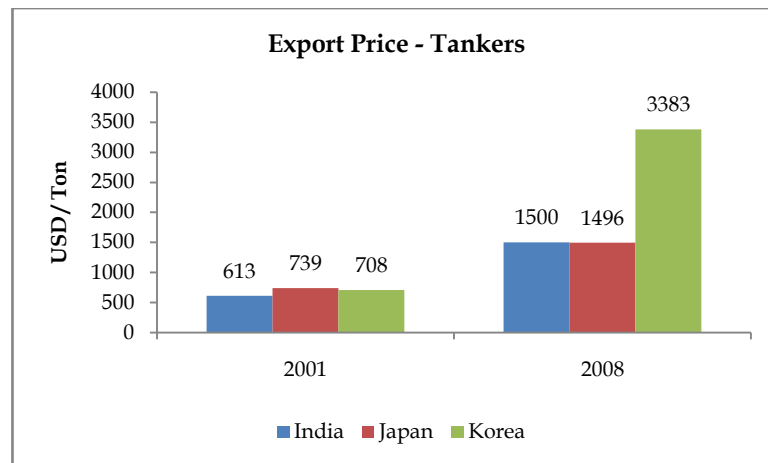
Export pricing is one of the most important factors for promoting export and facing international trade competition. It is important for the exporter country to keep the prices down keeping in mind all export benefits and expenses. Increases in the EPI are typically due to strong foreign demand or higher internal costs within the exporter's country.

### 1. Cargo Vessel



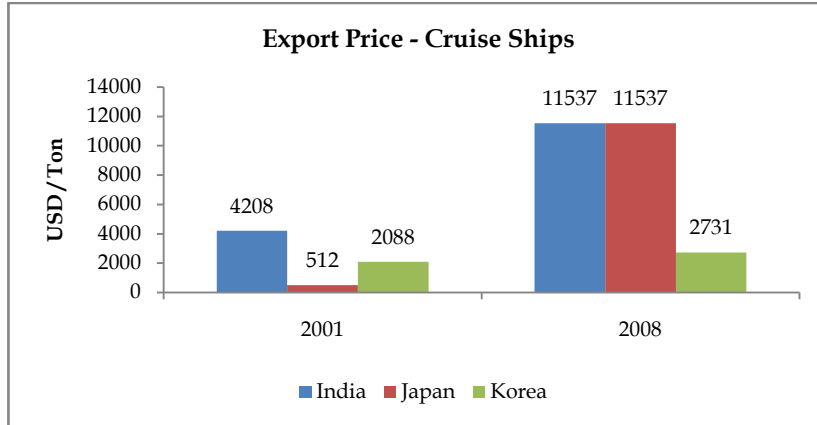
Source: ITC, D&B Calculations (Data has been represented in the tabular form because of the paucity of data in consistent form)

### 2. Tankers



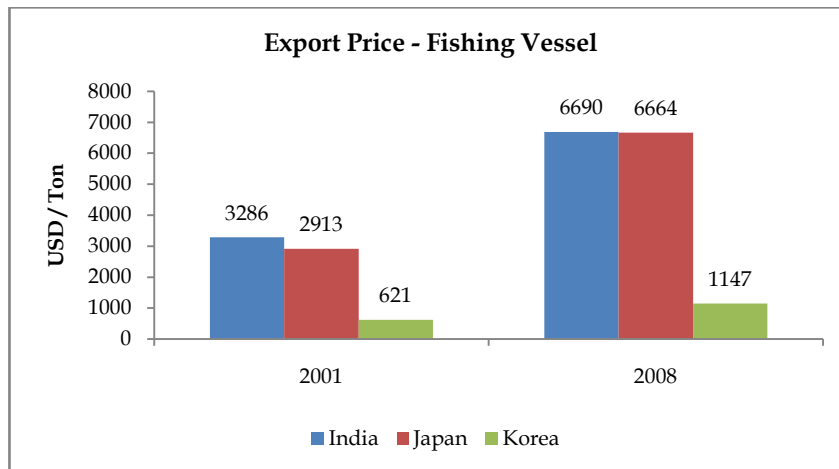
Source: ITC, D&B Calculations (Data has been represented in the tabular form because of the paucity of data in consistent form)

### 3. Cruise Ships



Source: ITC, D&B Calculations (Data has been represented in the tabular form because of the paucity of data in consistent form)

### 4. Fishing Vessel



Source: ITC, D&B Calculations (Data has been represented in the tabular form because of the paucity of data in consistent form)

While India's & Japan's export price was almost comparable at the beginning of the decade, India's export price has gone up considerably till 2008 while Japan was the cheapest destination for export of cargo vessel with increase of only 1.4% during the same period. India remains a comparable destination for tankers, while Japan remains the cheapest option. Korea is the most preferred destination for players to buy cruise ships and fishing vessels from because of its attractive export price. India has to make a considerable effort to reduce its export price of cargo vessels, cruise ships and fishing vessels to become globally competitive. In the further sections we have analysed the various determinants of cost in order to compare the three countries and figure out the reason for Japan & Korea's competitiveness in the sector.