



ZINCNOVA

CHEMICAL TRADING



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Job Title

Head of
Procurement –
Regional Battery &
Metal Alloys
Manufacturing
Company in
Bahrain

Industry

- Battery
- Manufacturing
- Zinc Alloys
- Electroplating
- Industrial Metals

Primary Goal

To partner with a
reliable supplier offering
high-grade zinc with
consistent availability
and strategic market
insights to support long-
term purchasing
decisions.



Import Process

- Get Invoice , Packing list , Bill of Lading and insurance .
- Get a Certificate of origin if Zinc is imported from GCC country.
- Submit Import declaration.

Customs Regulations

Most Zinc products are allowed as long as they cause no harm.

Duties and fees

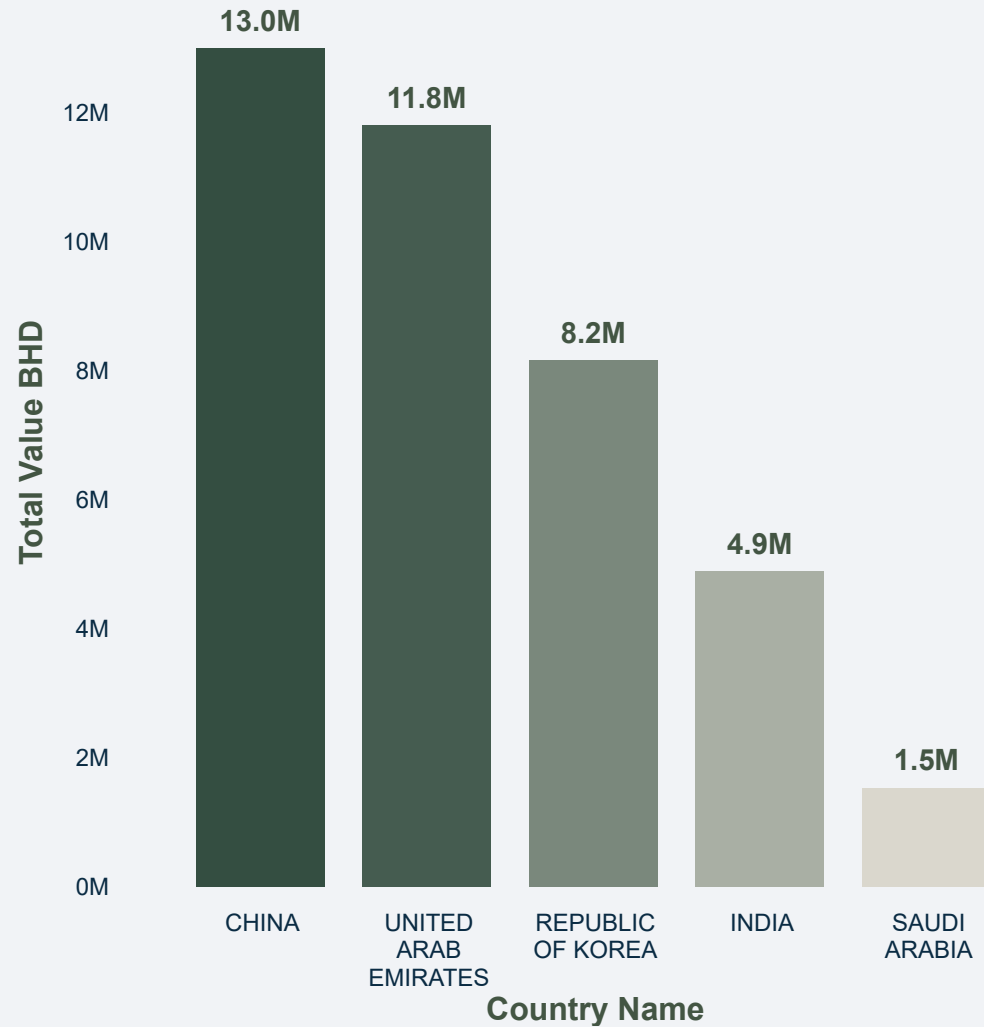
Customs duty: 5% of total cost

VAT: 10% of total cost

Handling, shipping, and inspection: 10% – 25% of invoice value



China and UAE Lead in Zinc imports

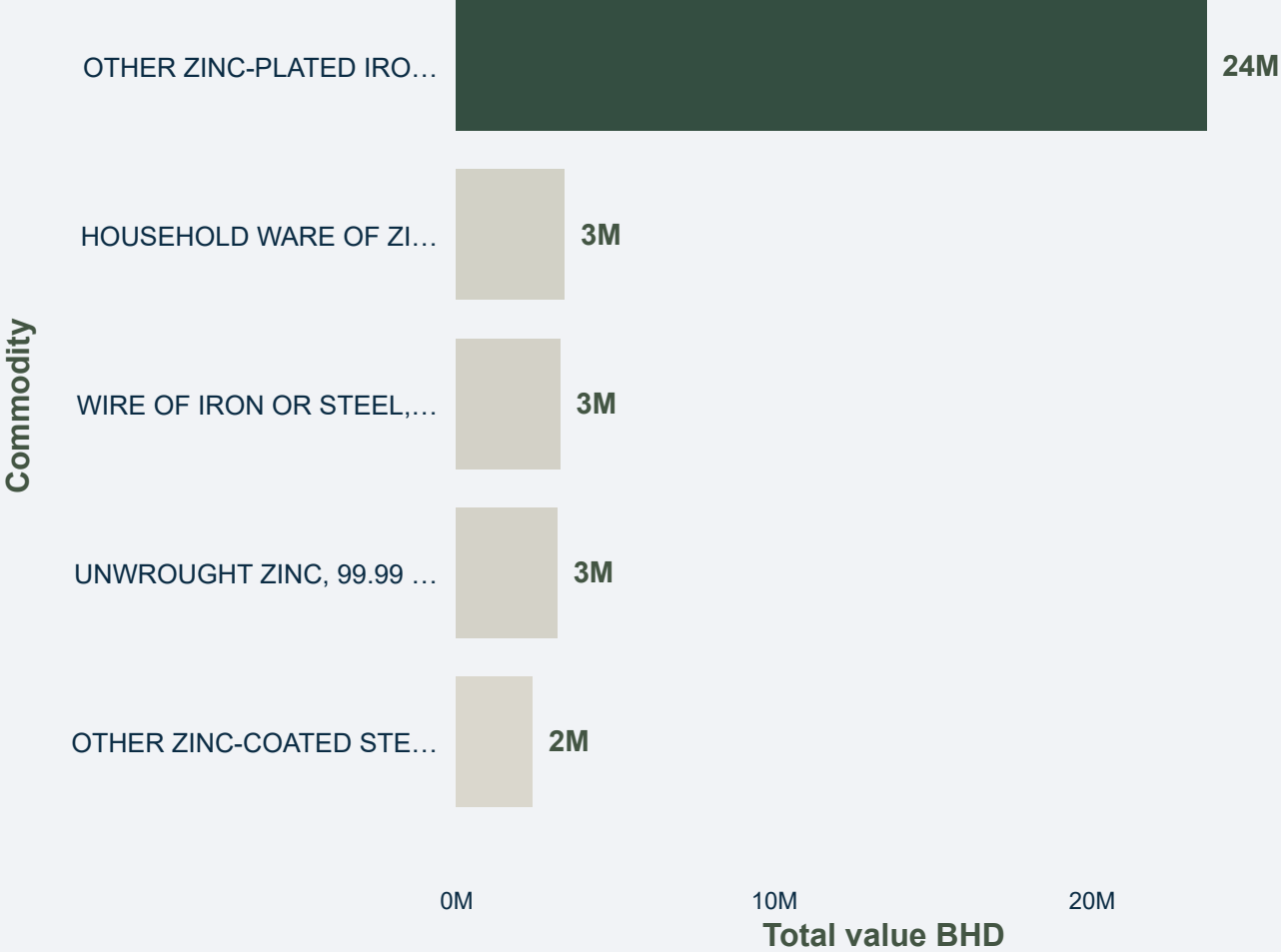


Insight Points:

- **China (13.04M BHD)** and **UAE (11.18M BHD)** are the leading sources of zinc imports by value.
- The **United Kingdom** ranks third with **8.3M BHD**, offering a solid alternative trade route.
- **India** and **Saudi Arabia** contributed less significantly, making them secondary sources.



Zinc-Plated Iron or Steel Imports Dominate with 24M BHD in Value



Insight Points:

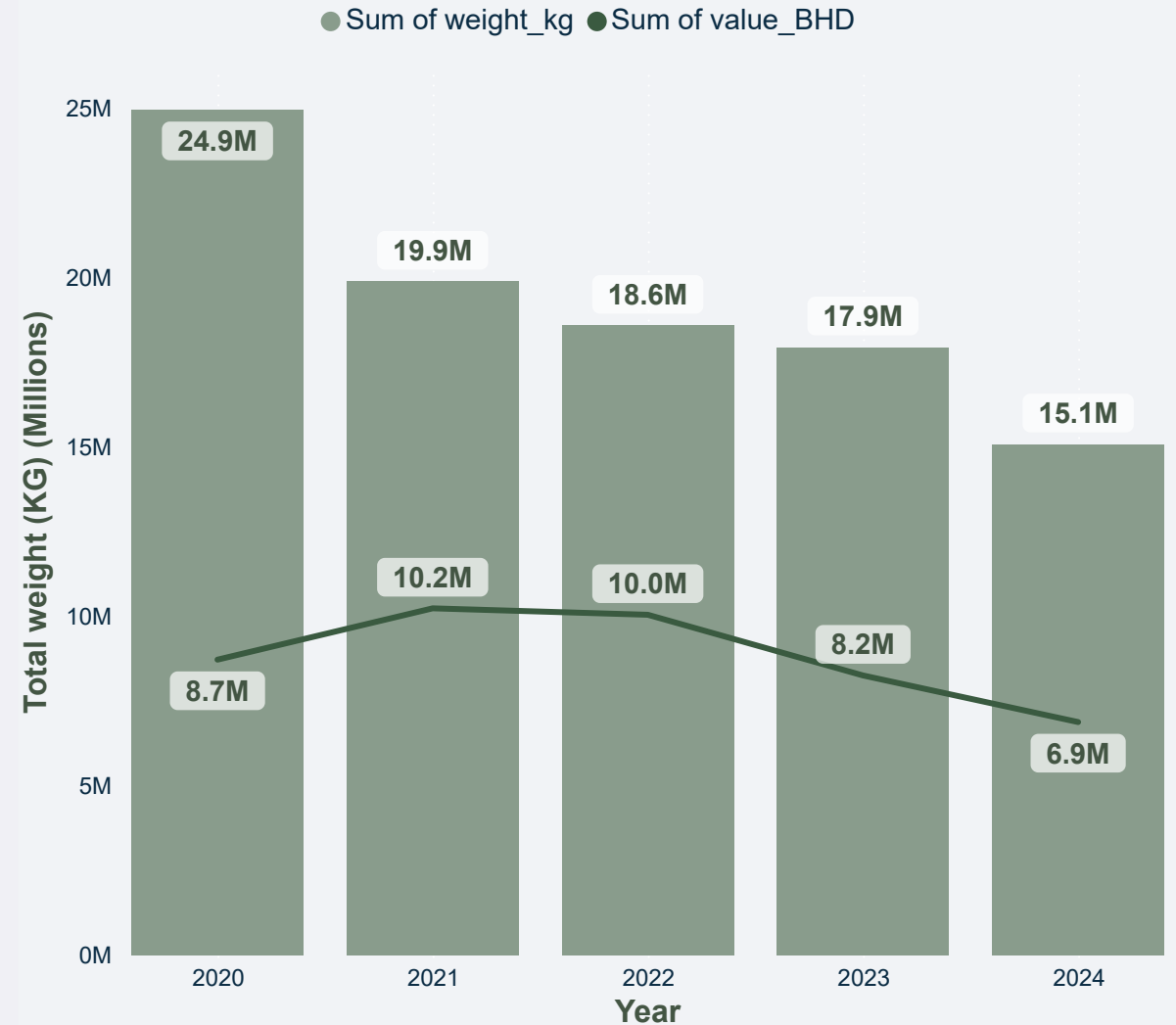
- The dominant product is “**Other Zinc-Plated Iron or Steel**”, accounting for over **23M BHD**, far surpassing other items.
- Other products like “Household Use Zinc”, “Zinc-Plated Coils”, and “Zinc-Coated Steel under 600mm” fall within the **2.6M–2.9M BHD** range.



Zinc Imports Show Stable Value with Leaner Volumes Over 5 Years

Insight Points:

- Zinc import amounts changed yearly, but the total value stayed steady.
- **2020** had the **highest** import value (**26.5M BHD**).
- **2024** had the **lowest** import volume, but value remained **strong**.
- Import **volume dropped** in **2023–2024**, possibly due to market saturation or global price increases.



Recommendation

- Invest in **zinc-plated materials** like sheets and wire mesh — they **lead the market**.
- Partner with **top** suppliers from **China and UAE** for **cost-effective** sourcing.
- Import bulk **raw** or **semi-processed zinc** for resale opportunities.
- Prioritize **high-value processed zinc products** as value per kg remains stable.
- Bundle zinc with **related items** (e.g. fasteners) to **boost order size** and customer **value**.



Total Imported Weight

96.41M

Total Transaction

4K

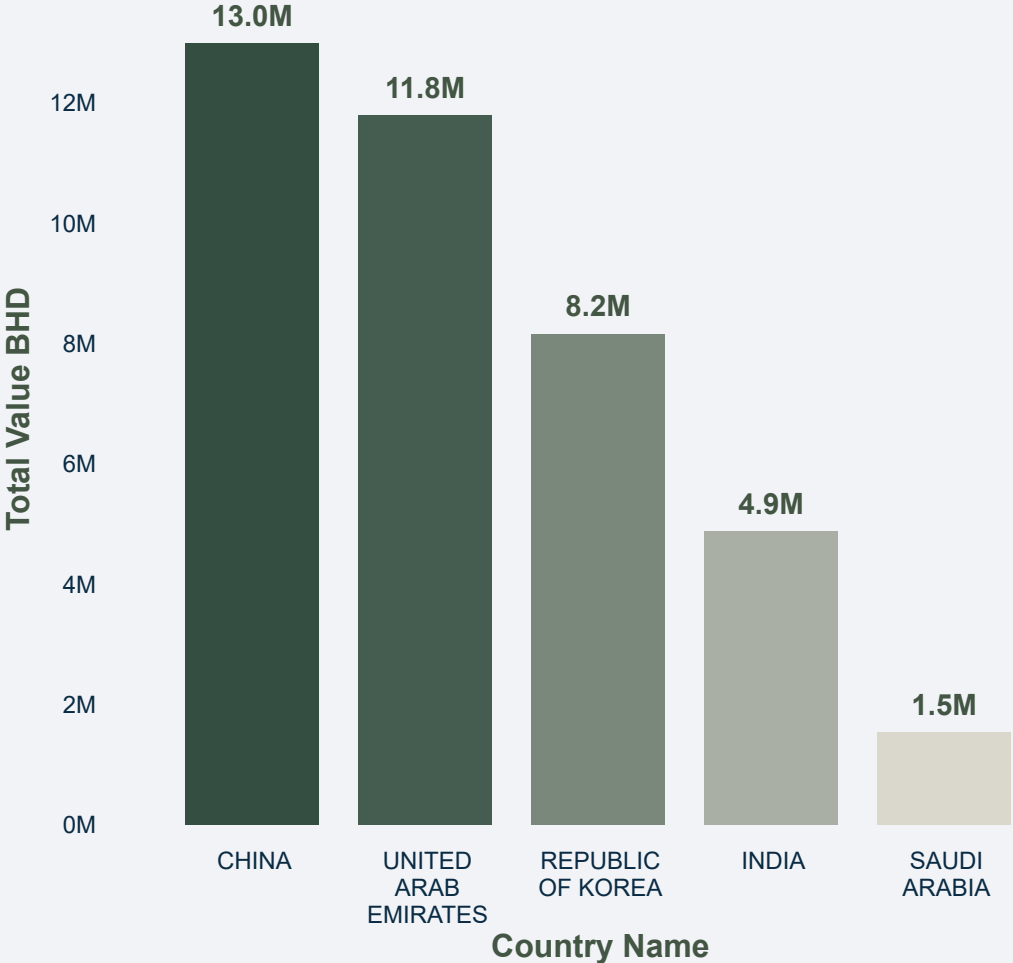
Total Value BHD

44.11M

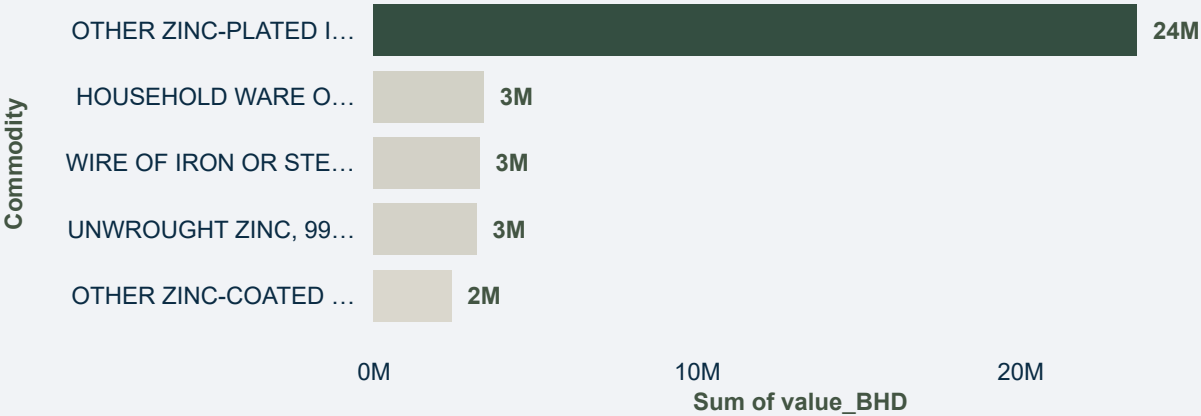
- ☐ 2020
- ☐ 2021
- ☐ 2022
- ☐ 2023
- ☐ 2024

Cover Page

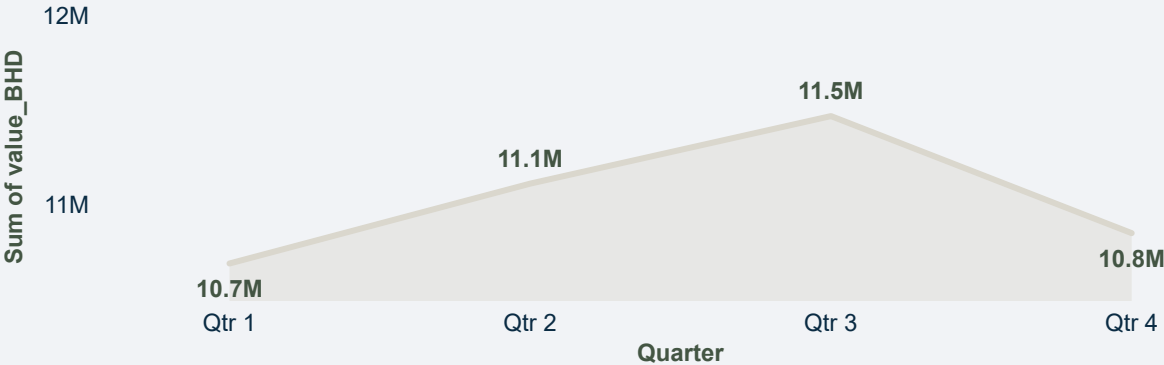
Top Zinc Importing Countries by Value



Zinc Commodity Breakdown by Import Value



Quarterly Trend of Zinc Imports (in BHD)



Total Imported Weight
96.41M

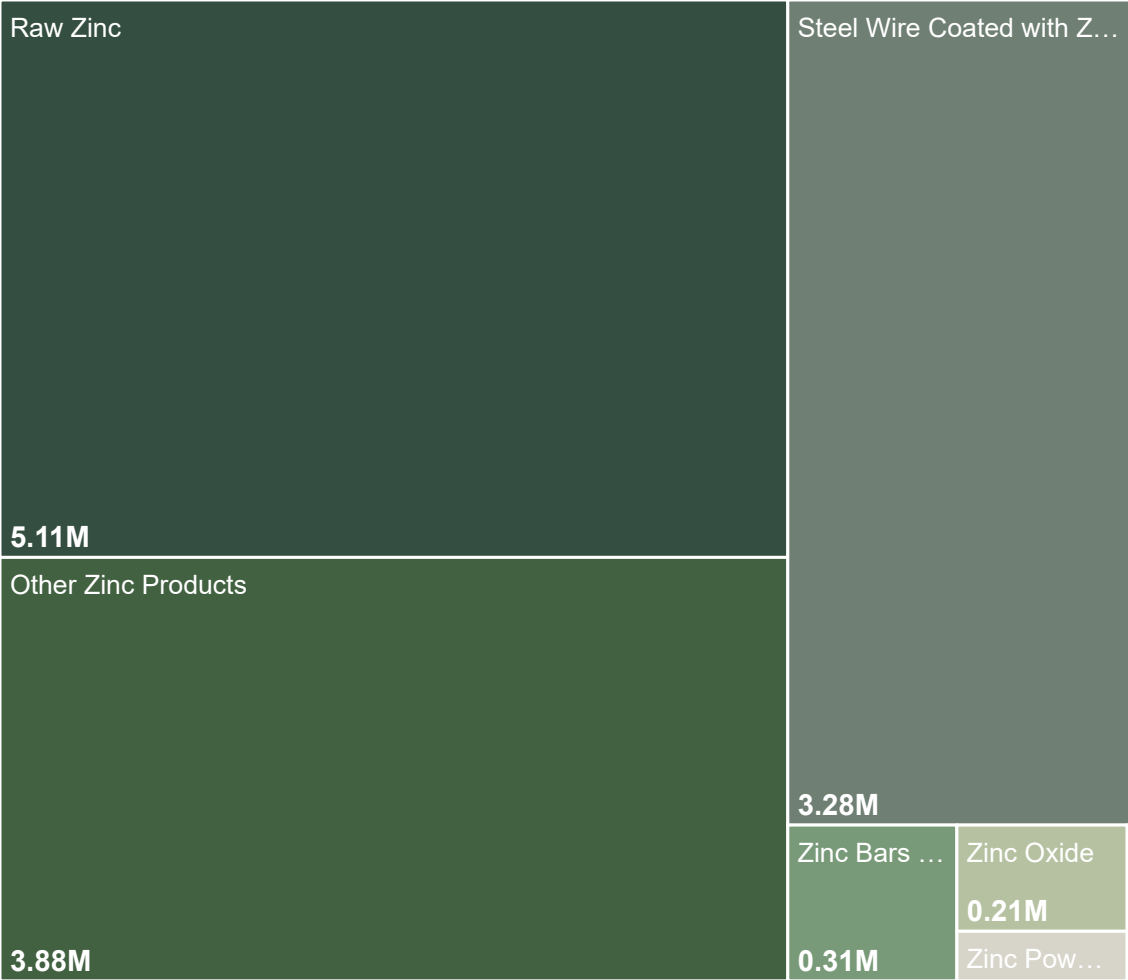
Total Transaction
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Total Value BHD
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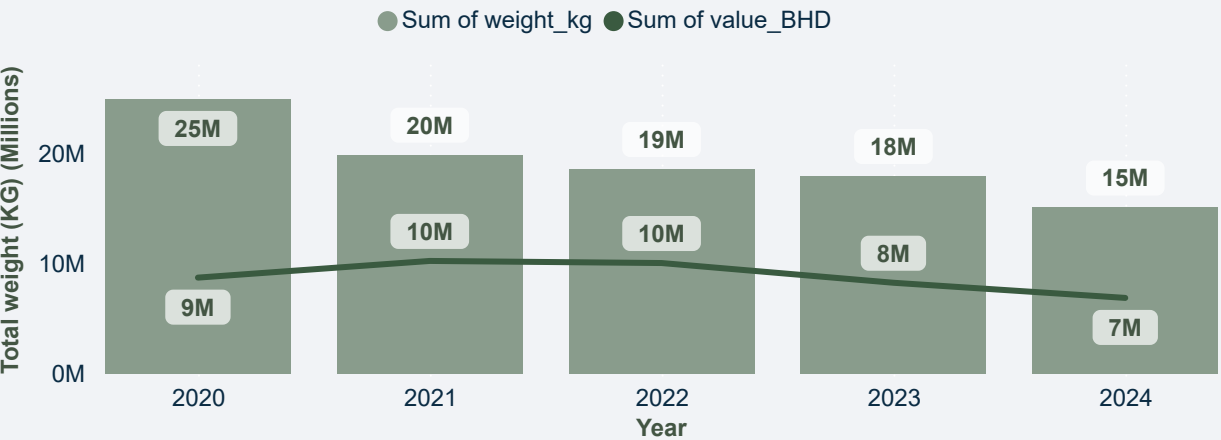
- 2020
- 2021
- 2022
- 2023
- 2024

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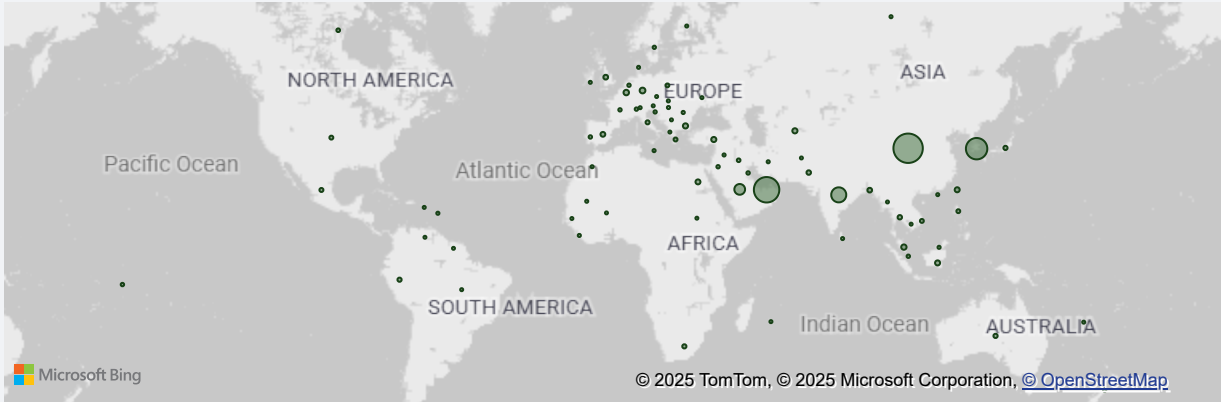
Total Value BHD by Zinc Category



Zinc Import Trend Over Time (2020–2024)



Total Quantity by Country Name



Limitation

- Large Dataset Handling: Datasets exceeding 1,000,000 rows sometimes caused the program to crash.
- Category Identification Challenges: Finding relevant category for analysis was a bit tricky, and required manual exploration.
- Filtering complexity: Difficulty in applying filters across categories and sub-categories due to unclear hierarchy or inconsistent labeling.
- Time-Consuming Visual Formatting: Aligning, styling, and adjusting report visuals manually took considerable time.

Thank You

Any Questions?