

Bangladesh Tire Market By Vehicle Type (Passenger Cars, Light Commercial Vehicles, Medium & Heavy Commercial Vehicles, Two Wheelers, Three Wheelers, OTR), By Tire Construction Type (Radial, Bias), By Demand Category Type (OEM, Replacement), By Region, Competition, Forecast & Opportunities, 2018-2028

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Report description:

Bangladesh Tire Market has valued at USD 0.05 Billion in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 10.27%. The tire market in Bangladesh is experiencing steady growth due to increased demand from various sectors. The primary drivers include the burgeoning automotive industry, combined with an upturn in the commercial and heavy-duty vehicles segment, as infrastructural and construction projects escalate across the country. Moreover, the rise in purchasing power and urbanization is fueling the demand for personal vehicles, thereby boosting the tire market. Furthermore, the expansion of transportation networks, including the development of highways and road infrastructure, has created opportunities for the tire industry to cater to the growing demand. Additionally, the government's focus on promoting and supporting the manufacturing sector has attracted investments in tire production facilities, further contributing to the market's growth.

Despite these positive factors, the tire market in Bangladesh also faces challenges. The prevalence of counterfeit and low-quality products poses a significant risk to consumers and the industry as a whole. To address this, there is a need for strict regulations and quality checks to ensure the safety and reliability of tires in the market. Additionally, the market is witnessing a shift towards eco-friendly and sustainable tire solutions, driven by increasing environmental awareness and regulations.

Moreover, technological advancements in tire manufacturing have led to the development of innovative tire designs and materials, improving fuel efficiency and overall performance. The introduction of smart tires, equipped with sensors and connectivity features, is also gaining traction in the market, providing real-time monitoring and data analytics for improved safety and maintenance.

Overall, the outlook for the Bangladesh tire market remains positive, underpinned by the country's economic growth and a

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burgeoning middle class with growing disposable incomes. As the demand for vehicles continues to rise and infrastructure development progresses, the tire market is expected to witness sustained growth in the coming years. Continuous investments in research and development, coupled with effective marketing strategies, will be crucial for tire manufacturers to capitalize on the opportunities and overcome the challenges in this evolving market.

Key Market Drivers

Expanding Automotive Industry

One of the primary drivers of the Bangladesh Tire Market is the rapid expansion of the country's automotive industry. Bangladesh has experienced substantial economic growth, leading to increased consumer purchasing power. As a result, there has been a surge in demand for vehicles, both two-wheelers and four-wheelers. This growing automotive industry drives the need for tires, as every vehicle on the road requires quality rubber for safe and efficient transportation. The continual expansion of the automotive sector is a significant contributor to the growth of the tire market in Bangladesh.

Urbanization and Infrastructure Development

Bangladesh is witnessing a rapid rate of urbanization, with more people moving to cities in search of better economic opportunities. This trend has led to increased infrastructure development, including road construction and expansion. As urban areas expand and transportation networks improve, there is a heightened demand for tires, particularly for commercial vehicles involved in logistics and public transportation. The growth of urban centers and infrastructure projects acts as a catalyst for the tire market's expansion.

Rising Consumer Purchasing Power

Bangladesh has experienced notable improvements in per capita income, leading to an increase in consumer purchasing power. As a result, more individuals and families are acquiring vehicles for personal and business use. This rise in vehicle ownership directly correlates with the demand for replacement tires. Consumers are not only purchasing vehicles but also investing in quality tires to ensure safety and longevity. The growth in consumer purchasing power fuels the tire market's growth.

Preference for Quality and Durability

Consumers in Bangladesh are increasingly discerning when it comes to tire quality and durability. With a growing awareness of safety and the importance of reliable transportation, there is a preference for tires that offer longevity and performance. This trend has led to increased demand for high-quality tires, including those designed for durability on various road conditions. Tire manufacturers are responding by offering a wide range of options that cater to the specific needs of Bangladeshi consumers, further driving market growth.

Government Initiatives and Regulations

The Bangladeshi government has implemented initiatives aimed at improving road safety and vehicle emissions. These initiatives include regulations related to tire quality and safety standards. Compliance with these regulations is mandatory for tire manufacturers and importers. As a result, the market has witnessed an increase in the production and distribution of tires that meet these safety and environmental standards. The government's commitment to enhancing road safety and environmental sustainability is a significant driver in shaping the tire market.

E-commerce and Digitalization

E-commerce and digitalization have gained traction in Bangladesh, including the tire market. Consumers are increasingly turning to online platforms to research, compare prices, and purchase tires. The convenience of e-commerce has resonated with tech-savvy consumers, allowing them to access a wide range of tire brands and models. This shift in consumer behavior has prompted traditional brick-and-mortar retailers to enhance their online presence, offering consumers a seamless tire-buying experience. The growth of e-commerce has added a new dimension to the Bangladesh Tire Market, making it more accessible and convenient to a broader consumer base.

Key Market Challenges

Infrastructure Limitations and Road Conditions

One of the prominent challenges facing the Bangladesh Tire Market is the inadequacy of the country's road infrastructure and challenging road conditions. Many roads in Bangladesh are poorly maintained, riddled with potholes, and subject to flooding during the monsoon season. These unfavorable road conditions accelerate tire wear and tear, reducing the lifespan of tires and necessitating more frequent replacements. This poses a financial burden on vehicle owners and fleet operators. Additionally, the

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lack of proper road maintenance hinders the performance of even high-quality tires, impacting their durability.

Import Dependency for Raw Materials

Bangladesh heavily relies on imports for the majority of its tire manufacturing raw materials, including natural rubber and synthetic rubber. This import dependency makes the industry vulnerable to fluctuations in international commodity prices and supply chain disruptions. Changes in exchange rates and global trade policies can impact the cost of these raw materials, leading to fluctuations in tire production costs. As a result, tire manufacturers may struggle to maintain consistent pricing and quality, potentially affecting the affordability of tires for consumers.

Counterfeit and Low-Quality Tires

The Bangladesh Tire Market faces the challenge of counterfeit and low-quality tires entering the market. These substandard tires not only pose safety risks to consumers but also undermine the reputation of reputable tire manufacturers. The prevalence of counterfeit tires can erode consumer trust and discourage investment in high-quality tires. The presence of low-quality options in the market creates price competition, impacting the profitability of legitimate manufacturers and leading to consumer confusion regarding tire quality.

Consumer Price Sensitivity

Bangladesh is a price-sensitive market, where consumers often prioritize affordability over other factors when purchasing tires. This consumer behavior has led to intense price competition among tire manufacturers and retailers, potentially affecting profit margins. While it is essential to provide budget-friendly tire options, this price sensitivity can discourage investments in research and development for innovative tire technologies and eco-friendly options. Striking a balance between affordability and quality is a continual challenge for industry stakeholders.

Lack of Proper Tire Maintenance Awareness

A significant challenge in the Bangladesh Tire Market is the lack of awareness and education regarding proper tire maintenance practices among vehicle owners. Many consumers may not be well-informed about the importance of routine tire inspections, maintaining proper tire pressure, and monitoring tread depth. This lack of awareness can lead to premature tire wear, reduced fuel efficiency, and safety risks. Industry stakeholders must invest in consumer education initiatives to address this challenge and promote safe tire maintenance practices.

Environmental Sustainability and Recycling

As global awareness of environmental sustainability grows, there is increasing pressure on the tire industry to address the environmental impact of tire disposal and recycling. In Bangladesh, the challenge lies in implementing effective tire recycling and disposal processes to minimize environmental harm. Inadequate recycling facilities and practices can lead to the improper disposal of used tires, contributing to pollution and environmental degradation. Ensuring that tires are recycled or disposed of responsibly is a significant challenge that the industry must tackle to align with global sustainability goals.

Key Market Trends

Rapid Growth of Two-Wheeler Segment

One of the prominent trends in the Bangladesh Tire Market is the rapid growth of the two-wheeler segment. Motorcycles and scooters have become increasingly popular modes of transportation, particularly in urban areas where traffic congestion is a challenge. This trend is fueled by the affordability and fuel efficiency of two-wheelers, making them an attractive option for many consumers. As a result, there is a growing demand for motorcycle and scooter tires. Manufacturers are responding by offering a diverse range of tires tailored to the specific needs of two-wheeler owners, including durability and grip.

Preference for Fuel-Efficient Tires

With rising concerns about environmental sustainability and fuel costs, there is a notable trend in Bangladesh toward fuel-efficient tires. Consumers are increasingly conscious of their carbon footprint and the importance of conserving fuel. Fuel-efficient tires, also known as low-rolling-resistance tires, are designed to reduce rolling resistance and improve vehicle fuel efficiency. This trend aligns with global efforts to reduce emissions and conserve energy. As a result, tire manufacturers are investing in research and development to produce tires that offer better fuel efficiency without compromising safety or performance.

Shift Towards Tubeless Tires

Another significant trend in the Bangladesh Tire Market is the shift towards tubeless tires. Tubeless tires offer several advantages over traditional tube-type tires, including reduced risk of sudden deflation, improved handling, and better heat dissipation.

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Consumers are increasingly recognizing the safety and convenience benefits of tubeless tires, particularly for passenger cars and motorcycles. This trend is driven by a growing awareness of road safety and the desire for hassle-free tire maintenance.

Manufacturers and retailers are responding by offering a wide range of tubeless tire options to meet this increasing demand.

Digitalization and E-commerce

Digitalization has made a significant impact on the Bangladesh Tire Market, with the emergence of e-commerce platforms specializing in tire sales. Consumers are increasingly turning to online channels to research, compare prices, and purchase tires. The convenience of online shopping resonates with tech-savvy consumers, allowing them to access a wide range of tire brands and models, along with customer reviews and recommendations. Traditional brick-and-mortar retailers have adapted to this trend by enhancing their online presence and offering delivery services. E-commerce is reshaping how consumers access and purchase tires in Bangladesh.

Demand for All-Season Tires

Bangladesh experiences a diverse range of weather conditions, from heavy monsoons to hot and humid summers. Consequently, there is a growing trend among consumers to invest in all-season tires. These tires are designed to provide optimal performance in various weather conditions, offering durability in heavy rains and reliability during hot and dry periods. All-season tires provide a practical solution for Bangladeshi drivers who seek versatility and safety throughout the year, eliminating the need for seasonal tire changes.

Customization and Aesthetics

Customization and aesthetics have gained prominence in the Bangladesh Tire Market. Consumers are looking for tires that not only meet their performance and safety requirements but also allow them to personalize their vehicles. This trend has led to a surge in the popularity of custom tire options, including various tread patterns, sidewall designs, and even color choices. These personalized options enhance the aesthetics of vehicles and enable consumers to express their individual style and preferences.

Segmental Insights

Vehicle Type Insights

The tire market in Bangladesh presents diverse opportunities across various vehicle types. The heavy commercial vehicle (HCV) segment holds a significant share due to the growing construction industry and increased infrastructure projects necessitating robust transportation solutions. Light commercial vehicles (LCVs) and passenger cars also contribute to the market size, driven by the rise of the middle-class population and per capita income. Two-wheeler tires, on the other hand, are witnessing an upward trend owing to the rising popularity of motorcycles for their fuel efficiency and convenience in heavy traffic conditions. However, the use of bicycles for short-distance travel and the growing emphasis on health and fitness could potentially expand the market for bicycle tires.

Tire Construction Type Insights

Tire construction types play a vital role in determining the performance attributes of a tire, which in turn, influences the demand in different markets. In the context of Bangladesh, the tire market is broadly categorized into two main construction types: radial and bias.

Radial tires, renowned for their exceptional durability and fuel efficiency, have gained significant popularity in the passenger car and light commercial vehicle segments. Their advanced design and construction allow for better traction, improved handling, and reduced rolling resistance, resulting in enhanced fuel economy. This makes them an ideal choice for urban commuting and long-distance travel.

On the other hand, bias tires, known for their ruggedness and high load carrying capacity, dominate the heavy commercial vehicles segment in Bangladesh. These tires are designed with multiple layers of crisscrossed ply cords that provide excellent stability and durability, making them suitable for tough terrains and heavy-duty applications. They are commonly used in trucks, buses, and other heavy vehicles that require reliable performance and robustness.

Understanding these preferences and market dynamics can greatly assist tire manufacturers in tailoring their product offerings and devising effective marketing strategies to cater to the specific needs of the Bangladesh market. By aligning their tire construction and features with the demands and requirements of different vehicle categories, manufacturers can provide optimal solutions that meet the diverse needs of customers in this thriving market.

Regional Insights

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The tire market in Bangladesh is experiencing significant growth due to various factors. Firstly, the increased motorization and industrialization in the country have led to a surge in vehicle ownership. As a result, there is a higher demand for tires to cater to the growing number of vehicles on the road. Additionally, the government's initiative to enhance the country's road infrastructure has further fueled the demand for tires.

Moreover, the rise of the middle class in Bangladesh has had a positive impact on the automotive sector and, consequently, the tire market. The increase in disposable income among the middle-class population has allowed more people to afford cars, leading to a higher demand for tires. This trend is expected to continue as the middle class continues to grow in the country.

While there are international brands present in the market, local tire manufacturers in Bangladesh hold a significant market share. This can be attributed to their competitive pricing strategies and the trust that consumers have developed in their products. Local manufacturers have been successful in providing quality tires at affordable prices, which has helped them gain a strong foothold in the market.

Key Market Players

Bridgestone Corporation

Continental AG

Goodyear Tire & Rubber Company

Sumitomo Rubber Industries Ltd

Michelin Group

Pirelli & C. S.p.A.

Yokohama Rubber Company Limited

Kumho Tire Co. Inc.

Report Scope:

In this report, the Bangladesh Tire Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

□□Bangladesh Tire Market, By Vehicle Type:

o□Passenger Cars

o□Light Commercial Vehicles (LCV)

o□Medium & Heavy Commercial Vehicles (M&HCV)

o□Off-the-Road Vehicles (OTR)

o□Two-Wheelers

o□Three-Wheelers

□□Bangladesh Tire Market, By Tire Construction Type:

o□Radial

o□Bias

□□Bangladesh Tire Market, By Demand Category:

o□OEM

o□Replacement

□□Bangladesh Tire Market, By Region:

o□Barishal

o□Chattogram

o□Dhaka

o□Khulna

o□Rajshahi

o□Rangpur

o□Mymensingh

o□Sylhet

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Bangladesh Tire Market.

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Available Customizations:

Bangladesh Tire Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

□ Detailed analysis and profiling of additional market players (up to five).

Table of Contents:

- 1. □ Introduction
 - 1.1. □ Product Overview
 - 1.2. □ Key Highlights of the Report
 - 1.3. □ Market Coverage
 - 1.4. □ Market Segments Covered
 - 1.5. □ Research Tenure Considered
- 2. □ Research Methodology
 - 2.1. □ Objective of the Study
 - 2.2. □ Baseline Methodology
 - 2.3. □ Key Industry Partners
 - 2.4. □ Major Association and Secondary Sources
 - 2.5. □ Forecasting Methodology
 - 2.6. □ Data Triangulation & Validation
 - 2.7. □ Assumptions and Limitations
- 3. □ Executive Summary □
 - 3.1. □ Market Overview
 - 3.2. □ Market Forecast
 - 3.3. □ Key Regions
 - 3.4. □ Key Segments
- 4. □ Impact of COVID-19 on Bangladesh Tire Market Outlook
- 5. □ Voice of Customer
 - 5.1. □ Factors Influencing Purchase Decision
 - 5.2. □ Brand Awareness
 - 5.3. □ Brand Satisfaction Level
- 6. □ Bangladesh Tire Market Outlook
 - 6.1. □ Market Size & Forecast
 - 6.1.1. □ By Value & Volume
 - 6.2. □ Market Share & Forecast
 - 6.2.1. □ By Vehicle Type Market Share Analysis (Passenger Cars, Light Commercial Vehicles (LCV), Medium & Heavy Commercial Vehicles (M&HCV), Off-the-Road Vehicles (OTR), Two-Wheelers, Three-Wheelers)
 - 6.2.2. □ By Demand Category Market Share Analysis (OEM Vs. Replacement)
 - 6.2.3. □ By Tire Construction Type Market Share Analysis (Radial Vs Bias)
 - 6.2.4. □ By Regional Market Share Analysis
 - 6.2.4.1. □ Barishal Market Share Analysis
 - 6.2.4.2. □ Chattogram Market Share Analysis
 - 6.2.4.3. □ Dhaka Market Share Analysis
 - 6.2.4.4. □ Khulna Market Share Analysis
 - 6.2.4.5. □ Rajshahi Market Share Analysis
 - 6.2.4.6. □ Rangpur Market Share Analysis
 - 6.2.4.7. □ Mymensingh Market Share Analysis

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- 6.2.4.8. Sylhet Market Share Analysis
- 6.2.5. By Company Market Share Analysis (Top 5 Companies, Others - By Value, 2022)
- 6.3. Bangladesh Tire Market Mapping & Opportunity Assessment
 - 6.3.1. By Vehicle Type Market Mapping & Opportunity Assessment
 - 6.3.2. By Demand Category Market Mapping & Opportunity Assessment
 - 6.3.3. By Tire Construction Type Market Mapping & Opportunity Assessment
 - 6.3.4. By Regional Market Mapping & Opportunity Assessment
- 7. Bangladesh Passenger Cars Tire Market Outlook
 - 7.1. Market Size & Forecast
 - 7.1.1. By Value & Volume
 - 7.2. Market Share & Forecast
 - 7.2.1. By Demand Category Market Share Analysis
 - 7.2.2. By Tire Construction Type Market Share Analysis
- 8. Bangladesh Light Commercial Vehicles Tire Market Outlook
 - 8.1. Market Size & Forecast
 - 8.1.1. By Value & Volume
 - 8.2. Market Share & Forecast
 - 8.2.1. By Demand Category Market Share Analysis
 - 8.2.2. By Tire Construction Type Market Share Analysis
- 9. Bangladesh Medium & Heavy Commercial Vehicles Tire Market Outlook
 - 9.1. Market Size & Forecast
 - 9.1.1. By Value & Volume
 - 9.2. Market Share & Forecast
 - 9.2.1. By Demand Category Market Share Analysis
 - 9.2.2. By Tire Construction Type Market Share Analysis
- 10. Bangladesh Off-The-Road Vehicles Tire Market Outlook
 - 10.1. Market Size & Forecast
 - 10.1.1. By Value & Volume
 - 10.2. Market Share & Forecast
 - 10.2.1. By Demand Category Market Share Analysis
 - 10.2.2. By Tire Construction Type Market Share Analysis
- 11. Bangladesh Two-Wheelers Tire Market Outlook
 - 11.1. Market Size & Forecast
 - 11.1.1. By Value & Volume
 - 11.2. Market Share & Forecast
 - 11.2.1. By Demand Category Market Share Analysis
 - 11.2.2. By Tire Construction Type Market Share Analysis
- 12. Bangladesh Three-Wheelers Tire Market Outlook
 - 12.1. Market Size & Forecast
 - 12.1.1. By Value & Volume
 - 12.2. Market Share & Forecast
 - 12.2.1. By Demand Category Market Share Analysis
 - 12.2.2. By Tire Construction Type Market Share Analysis
- 13. Market Dynamics
 - 13.1. Market Drivers
 - 13.2. Market Challenges
- 14. Market Trends & Developments

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- 15. □SWOT Analysis
 - 15.1. □Strength
 - 15.2. □Weakness
 - 15.3. □Opportunities
 - 15.4. □Threats
- 16. □Porter's Five Forces Model
 - 16.1. □Competitive Rivalry
 - 16.2. □Bargaining Powers of Suppliers
 - 16.3. □Bargaining Powers of Buyers
 - 16.4. □Threat of New Entrants
 - 16.5. □Threat of Substitutes
- 17. □Policy & Regulatory Landscape
- 18. □Bangladesh Economic Profile
- 19. □Competitive Landscape
 - 19.1. □Company Profiles (Up to 10 Major Companies)
 - 19.1.1. □Bridgestone Corporation
 - 19.1.1.1. □Company Details
 - 19.1.1.2. □Key Products Offered
 - 19.1.1.3. □Recent Development
 - 19.1.1.4. □Key Management Personnel
 - 19.1.2. □Continental AG
 - 19.1.2.1. □Company Details
 - 19.1.2.2. □Key Products Offered
 - 19.1.2.3. □Recent Development
 - 19.1.2.4. □Key Management Personnel
 - 19.1.3. □Goodyear Tire & Rubber Company
 - 19.1.3.1. □Company Details
 - 19.1.3.2. □Key Products Offered
 - 19.1.3.3. □Recent Development
 - 19.1.3.4. □Key Management Personnel
 - 19.1.4. □Sumitomo Rubber Industries Ltd
 - 19.1.4.1. □Company Details
 - 19.1.4.2. □Key Products Offered
 - 19.1.4.3. □Recent Development
 - 19.1.4.4. □Key Management Personnel
 - 19.1.5. □Michelin Group
 - 19.1.5.1. □Company Details
 - 19.1.5.2. □Key Products Offered
 - 19.1.5.3. □Recent Development
 - 19.1.5.4. □Key Management Personnel
 - 19.1.6. □Pirelli & C. S.p.A.
 - 19.1.6.1. □Company Details
 - 19.1.6.2. □Key Products Offered
 - 19.1.6.3. □Recent Development
 - 19.1.6.4. □Key Management Personnel
 - 19.1.7. □Yokohama Rubber Company Limited
 - 19.1.7.1. □Company Details

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- 19.1.7.2.□Key Products Offered
- 19.1.7.3.□Recent Development
- 19.1.7.4.□Key Management Personnel
- 19.1.8.□Kumho Tire Co. Inc.
- 19.1.8.1.□Company Details
- 19.1.8.2.□Key Products Offered
- 19.1.8.3.□Recent Development
- 19.1.8.4.□Key Management Personnel
- 20.□Strategic Recommendations
- 20.1.□Key Focus Areas
- 20.1.1.□Target Regions
- 20.1.2.□Target Vehicle Type
- 20.1.3.□Target Demand Category
- 21.□About Us & Disclaimer

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