

Talking Points At the Call on Meeting with Bhutanese Embassy at 4:00 p.m. on 17 February at Hotel sonargaon.

1. On behalf of Dhaka Chamber of Commerce & Industry (DCCI) and on my own behalf, I cordially welcome **H.E Bhutan's King Jigme khesar Namgyel Wangvhuck and Queen Gyaltsuen Jetsun Pema Wangchuck** for visiting Bangladesh and having meeting with Business Leaders. It is a great honour and privilege for me to speak in this august gathering.
2. Let me introduce Dhaka Chamber of Commerce and Industry (DCCI). DCCI is the largest and most active chamber in the country rendering trade supporting services to its more than 14000 members and other business communities in the country. The chamber has taken various activities to build capacity of the private sector to face the challenges of globalization and exploit the emerging opportunities in the international market. During its journey towards promotion of trade and investment, DCCI has been maintaining a close relationship with Bhutanese Embassy in Dhaka.
3. Bangladesh considers Bhutan as one of its **closest neighbours and excellent friendly relations exist between the two countries**. Bangladesh and Bhutan can play an important role to strengthen bilateral trade and investment between the two brotherly countries. Both the countries should take initiative as per SAFTA in the following areas like:
 - to promote the welfare of the people of Bangladesh and Bhutan to improve their quality of life through strengthening bilateral trade and economic cooperation.
 - to accelerate economic growth, social progress and cultural development in the region and to provide all individuals the opportunity to live in dignity and to realize their full potential.
 - to contribute to mutual trust, understanding and appreciation of one another's problems.
 - to promote active collaboration and mutual assistance in the economic, social, cultural, technical and scientific fields, to strengthen cooperation with other developing countries.
 - to strengthen cooperation among themselves in international forums on matters of common interest and to cooperate with international and regional organizations with similar aims and purposes.
4. **Bangladesh and Bhutan have very little volume of bilateral trades, which always remains in favour of Bhutan.** According to the available statistics during 2011-12 Bangladesh imported goods worth US\$20.33 million from Bhutan while its exports to Bhutan amounted to only US\$ 9.13 million. Bangladesh and Bhutan have immense potential to expand bilateral trade between the two countries, especially in the agro-based industry like juice and

beverages, chips, cake noodles and wafers, furniture, Pharmaceuticals and Hydropower.

5. The leading entrepreneurs on food processing sectors of both the countries can establish joint-venture companies to expand the bilateral trade. There is huge potential to set up food processing industry in Bangladesh as the country now uses state-of-the art technology in the sector. Bangladesh offers an unparalleled investment climate compared to the other South Asian economies. Besides, Bhutan may consider exporting hydropower to Bangladesh as the country has a vast potential of generating hydroelectricity. Bhutan can import pharmaceuticals of highly efficient generic manufacturer and world class ceramic products from Bangladesh to increase the existing trade volume to boost the economic cooperation. We need exchange of visits at various levels and people-to-people contacts can explore new areas of cooperation between the two countries.
6. **We can start exchange regularly information about the economic development to open up possibilities for increased trade and expansion of economic and industrial cooperation between the enterprises and organizations of the two countries.** You have Free Trade Agreement with India. We would like to be enlightened about your **experience and outcome of the FTA in respect of Bhutan.** FTA may also be signed between Bangladesh and Bhutan to boost economic relation between the two countries. We may share the points which Bangladesh as an LDC should concentrate on while signing FTA. **DCCI and Bhutan Chamber of Commerce and Industry can sign MOU to establish cooperation for development and promotion of bilateral trade and economic cooperation between Bangladesh and Bhutan. We can start exchange regularly information about the economic development to open up possibilities for increased trade and expansion of economic and industrial cooperation between the enterprises and organizations of the two countries.**
7. Bhutanese businesspersons might take the opportunity to establish joint venture projects. **We welcome investors from Bhutan to invest in Bangladesh. The government of Bangladesh has provided various opportunities and a unique package of incentives to foreign investors.** Most potential sectors for investment in Bangladesh are: Agro-based sectors like food and fruit processing, paper and pulp from Jute, gas-based industries, power, fertilizer, renewable energy, backward linkage of RMG including composite Textile Mills, IT sector, leather and leather goods, Ceramics, Pharmaceuticals, Electronics, Light Engineering, Steel, infrastructure development, Hospitals, Education, Tourism & Hotels etc.
8. I would like to share some of my plans to stimulate our business tie with Bhutan. **DCCI Help Desk** : In order to support the business communities at home and abroad, Dhaka Chamber of Commerce and Industry (DCCI) feels to establish DCCI Helpdesk at its own premise. DCCI provides this exclusive Help Desk to all its members and the business communities from home and abroad including

Bhutan can take the opportunity in getting services regarding trade, commerce and business. The wings of DCCI Helpdesk will consists of Registration of Joint Stock Company (RJSC) Window; NBR Window; EPB, BOI, City Corporation, Bangladesh Bank and National Board of Revenue (NRB) Window; Foreign Trade and Investment Window; Other Business Facilities windows.

9. **Product display centre** : DCCI's aim is to establish display centre at both DCCI and Bhutan Chamber. Both the chambers may enjoy to display good and quality products through these display centres. Dhaka Chamber will serve as a vivid and state-of-art platform to show the products of well-known enterprises of Bhutan Chamber to explore trade facilities in Bangladesh. I strongly believe that the above facilities will facilitate the process of business and investment between Bhuan Chamber and DCCI.

Md. Sabur Khan
President, DCCI
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