

Talking Points for Mr. Md. Sabur Khan, President, DCCI in the meeting with Ms. Farah Farooq, Commercial Counsellor, High Commission of Pakistan in Dhaka, Bangladesh.

Date: 15 September, 2013  
Time: 1:30 p.m.

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Bismillahir Rahmanir Rahim

1. Greetings: On behalf of Dhaka Chamber of Commerce & Industry (DCCI) and on my own behalf, I would like to take this opportunity to welcome Commercial Counsellor of Pakistan High Commission in Dhaka Ms. Farah Farooq here at DCCI. We feel very proud to discuss on bilateral trade and economic co-operation with you for the mutual benefits of Bangladesh and Pakistan. Bangladesh attaches very good priority to its relations with Pakistan, which is rooted in shared history and culture, and expressed in willingness to further strengthen the existing friendly bilateral ties in trade and investment.
2. Introducing DCCI: DCCI is the largest and most active chamber in Bangladesh rendering trade supporting services to its more than 14,000 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. I would like to mention that DCCI has also been maintaining a very close cooperation with various Chambers of Commerce around the world. The Chamber has received various prestigious international awards

from time to time. Besides traditional activities, DCCI has taken up various programs, services and specialized projects in cooperation with different donor organizations.

3. Bilateral Relations: Bangladesh and Pakistan have historical, cultural, religious, trade and economic linkages. Both the countries are the members of WTO, SAARC, SAFTA, GSTP (Global System of Trade Preferences), OIC, D-8 etc. Bangladesh and Pakistan can early harvest their economic complementarities and competitive advantages for their shared gain and benefits. Both the countries are now realizing the importance of bilateral trade and have been coming forward to tightening their hands to consolidate further their mutual, equitable growth and development prospects under the spirit of SAARC and SAFTA to increase intra SAARC trade. There is scope to attain greater collective bargaining power at regional and international trade negotiations.

4. Bilateral Trade Relation: Even though Bangladesh and Pakistan are tied up with different regional and international agreements, the present level of bilateral trade between Bangladesh and Pakistan is far from satisfactory and still remains at a very low level. Bangladesh exported goods and commodities worth US dollar 68.70 million to Pakistan during

fiscal year 2012-13 while imports from Pakistan was US dollar 488.40 million in the same period.

5. The major export items of Bangladesh to Pakistan are raw jute, tea, chemical fertilizer, Cut flower & foliage etc. The export of Agro-products to Pakistan can be increased if adequate attention and effort is vested in this sector. Most prospective sectors for Joint Venture between the two countries are: IT, Textile, Leather Goods, Agro-based Industry and Light Engineering. Bangladeshi pharmaceuticals are of international quality and are being exported to many countries of the world. So, Pakistan can import quality pharmaceuticals at a competitive price from Bangladesh.
6. Investment Climate: You will be happy to know that Bangladesh Government has declared private sector as the engine of growth where the Government will act as a facilitator rather than regulator. Investment climate of Bangladesh is now attractive with liberal fiscal policies like tax holiday; concessionary duty on imported machinery; remittances of royalty, technical know-how, technical assistance fee, 100 per cent foreign equity, unrestricted exit policy; and full repatriation facilities of dividend and capital exit etc.

Bangladesh grew on an average 6 percent in the last decade. The confidence in the global market has placed Bangladesh in the list of next 11 promising economies. Bangladesh has also been rated by both S&P and

Moody's ahead of all South Asian economies, except India. The Present government has adopted Public Private Partnership (PPP) policy for building infrastructure projects as power, gas and water. Pakistan can participate in these projects. Pakistan can invest in the energy sector of Bangladesh. There are also plenty of opportunities in the field of tourism where companies from both the countries can develop joint projects.

7. DCCI Help Desk: In order to support the business community of home and abroad, Dhaka Chamber of Commerce and Industry (DCCI) has established DCCI Helpdesk at its own premises. All the distinguished members of DCCI and the business community will get services regarding registration, trade, commerce, business and investment from this help desk. The investors from Pakistan can get their required information from DCCI help desk.
8. DCCI's Initiative to encourage NRBs: In order to bring huge potentials of Bangladesh to the Non Resident Bangladeshi (NRBs) to invest in various potential and productive areas, DCCI wants to create a strong relationship with these NRBs and support them to invest in Bangladesh. The Chamber is going to hold an event namely NRB for Positioning Bangladesh in Dhaka this year.

9. Creation of 2000 Young Entrepreneurs: Dhaka Chamber of Commerce and Industry (DCCI) in association with Bangladesh Bank has come forward with an innovative idea of creating 2000 new entrepreneurs in 2013 along with a parallel event of an expo titled Entrepreneurship and Innovation Expo-2013. This is an outstanding and unique initiative in the country as the entrepreneurship talent hunting is being carried forward throughout the country to collect talents from every nook and corner of the country. The new entrepreneurs will be given all sorts of assistance to be a successful entrepreneur.

10. Chamber to Chamber cooperation and exchange of business delegation between the two countries are very important to boost up the existing relationship. DCCI would be happy to extend all co-operations to facilitate the business and investment of Pakistan.

Thank you very much.