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At the root of tomorrow's new enterprise

UK BANGLADESH CATALYSTS OF COMMERCE & INDUSTRY LTD

Welcome to Our Quarterly Newsletter



Iqbal Ahmed OBE
Chairman UKBCCI

It takes a lot to be an entrepreneur and I'm pleased to say that the Bangladeshi community has produced more than its fair share of business men and women who are making their mark in British society.

Like so many of us, they have helped make this country's economy one of the strongest in the world whilst a golden future no doubt awaits the up and coming young generation as it strives to make waves within the different spheres of today's business world.

What is important to remember though is that the vision, creativity, tenacity and the sheer hard work shown by our British based communities is also duplicated by the entrepreneurs who are in Bangladesh and who make that country an exciting and emerging economy.

Confidence in the local economy means that foreign investment is an attractive option, which is why the UKBCCI, as a leading business organisation, is keen to encourage and assist entrepreneurs to seek out opportunities in Bangladesh and make it even more of an economically viable concern.

would say to young people in particular to take a keen interest to do business there as the country is doing so well. They should get involved, whether now or in the future as I think it's important for their legacy.

Together, we can not only bring and open up new opportunities for you, we can also brighten and even widen your business horizons in the nation of our forefathers.

It will not only diversify your business but add value and give you greater rewards.



Bajloor Rashid MBE
President UKBCCI

I'm a firm believer in that when opportunities come your way as an entrepreneur you should seize the moment. Often, those have an entrepreneurial zeal and leadership qualities, will see opportunities where others may not. This comes from experience, motivation, an acute sense of knowing what's right and turning what may initially seem like a disadvantage into an advantage.

That's why I strongly feel that opportunity matches between the Bangladeshi diaspora here in the UK and the burgeoning economy of their country of origin are very apt and should be taken further.

Exports from that nation are ever-growing and industry sectors ranging from furniture to pharmaceutical and IT and more, are thriving day and night with an aggressive stance to move forward and succeed.

As a leading business organisation, UKBCCI wants to encourage the growth of business both here in the UK for our community and for the booming industries of Bangladesh.

I was very encouraged by the recent trip some of my fellow directors from UKBCCI and I made to Bangladesh, where we met with the UKTI director and also the British High Commissioner who were keen to press home the point that we even bring investment from Bangladesh to the UK. Equally, they emphasised that investment should come from countries internationally from around the world into the UK.

Encouraging and promoting inwards and outwards investment is an important part of what UKBCCI wants to do and if we can connect business people with the right advice and the channels.

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UKBCCI Board of Directors

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Director

We Welcome Our New Members

Corporate:

- Barrister Shah Misbahur Rahman of Waterstone Solicitors

Regular:

- Firuzul Haque of Eaton Mita Ltd
- Mohammed Altafur Rahman of Red Fort Tandoori Restaurant Kent Ltd
- Shamim Ahmed of Golden Spice Trade
- Mujibur Rahman (Junue) of Spice of India
- Md Abdul Miah of Simla Cuisine
- Abdul Subhan of The Cinnamon
- Suruk Miah of Saffron Plaza Ltd
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- Jamal Miah of The Chilli Raj
- Kamal Miah of K F Enterprises
- Kamru Ali of Apex Accountants
- M A S Ruhel of The Raj
- Harun Miah of Kushiara Travels Ltd
- Nazmul Haque of Benfleet Brasserie
- Imran Ahmed of AIS Company London Ltd

Student:

- Rezaul Islam Nuru of University College London (UCL)

UKBCCI Director News

Prime Minister David Cameron Awards Farzana Hossain Neela



Winning a prestigious award is no mean feat in itself, but UKBCCI Director Farzana Hossain Neela went further by being awarded by Prime Minister David Cameron at the recent British Bangladeshi Business Awards 2015.

The category awarded was the highly coveted

Best Business Woman Entrepreneur

In front of an array of the crème de la crème of the British Bangladeshi business community, Neela, who is the Managing Director of Neela's Home Ltd, which successfully imports spices into the UK from Bangladesh, was handed the award by the Prime Minister, who then proceeded to speak to her on stage.

"The funny thing is," said Neela, "I was originally told that it would be the Deputy Prime Minister who would be presenting me the award. But when I realised it was the Prime Minister himself, I immediately started shaking because I never could have imagined I would be presented such an award by the top man in the country. It was the best gift of my life!"

Neela added: "Mr Cameron asked me how many employees I had and a few other quick questions as I received the award. It's such a lovely validation of my business I feel and what it does is that it also makes me want to go further and keep on improving and expanding my business."

Oli Khan Wins Major Curry Life Award



A highly experienced and renowned restaurateur and entrepreneur, UKBCCI Director Oli Khan, has been awarded a major award in the Curry Life Awards, scooping the best achiever in business and community relations.

Khan, who is the managing director of such successful outlets as the Surma Takeaway and the Spice Rouge restaurant in Stevenage Old Town, said he was elated beyond words and took the award win as an "endorsement of his restaurant and his business acumen".

He added: "Winning the award means a lot to me. I've been in the business for 26 years and getting any kind of accolade is not only very encouraging, but it says that the public are recognising you for all the hard work you have done."

With his parents having been in the restaurant sector since 1962, Khan branched out on his own at the tender age of 17, but it wasn't till 2002 when he launched Surma that he truly found success, which continues to this day.

"I realised a long time ago," says Khan, "that despite trying to succeed early on, you don't become a hit overnight. You have to slog it out and if you don't make a go of it the first time, keep on trying. Be honest, be single-minded, constructive and passionate, and you'll go far!"

Voice of UKBCCI Members



Shah Misbahur Rahman
Solicitor
Waterstone Solicitors

As a solicitor who deals with issues of law on a daily basis, I get to find out something about the machinations of business as well via my profession. All the more reason why as a member of UKBCCI I feel that the organisation carries an important voice for the Bangladeshi community.

It can also be seen as an invaluable mediator between the supplier and the consumer along with being a leading authority which can differentiate between right and wrong business practices.

Our community is filled with a lot of successful entrepreneurs who have achieved a great deal of success. But when you are starting out with a vision for your business, what you may not necessarily have if the right level of knowledge when it comes to understanding all the correct rules and regulations of how business should be conducted within the parameters of business law.

Business people can be creative and passionate even, but they need to bring their vision to fruition. Further, they need to bring about opportunities where they can gain clients and having the UKBCCI there to assist adds great value.

Two key elements which to my mind are very crucial - that we encourage our new generation to enter the domain of business and be guided in the best way possible. They are our future. The other aspect for generations to come is to create business opportunities and invest in Bangladesh. The infrastructure may not always be there in the way we would like it to be, but land, labour and even establishing a company there is relatively easy.

All the more reason for our communities from both the UK and Bangladesh to come together.



Rezaul Islam Nuru
Student at UCL (University
College London)

As a full-time student aged 20, my skills are as an electronics engineer. I value my membership of the IET (Institution of Engineering and Technology), but as a student member whilst I may enjoy participating in the social activities of the Bangla Society, from a professional perspective, UKBCCI is indispensable for the Bangladeshi community.

When you are a student, you can be brimming with lots of ideas, but you need to be able to progress them to a stage where they start to become viable and investors can look at you in a more concerted way and take your proposition seriously.

That's when business knowledge is a key asset because you need to be able to deal with those investors in a professional manner and be in a position to negotiate as well as to know if they are the right people to back you.

You need to be able to structure your business, know who to talk to and expand your list of contacts. But as an entrepreneur starting out that isn't always easy so you need to rely on external help.

I'm involved in two start-up businesses. One is a graphics design company called Krystal Media and another one is a technology firm which deals with minor technological issues which I'm trying to get off the ground.

What is good in this day and age is that there is a lot of help available from an ethnic diversity angle and UCL offers many career opportunities, which young people need, but an entity such as UKBCCI is also vital. One only has to look at its directorship to realise how far entrepreneurs from our community have come and how they inspire a younger generation.



Latest Events



New Year Celebration & Networking Event - Watford, Hertfordshire, 5th January 2015

UKBCCI's first networking took place at the Prince of Bengal restaurant in Watford, coinciding with the celebrations for the New Year.

Hosted by UKBCCI Director Saif Alam, the function welcomed VIPs and guests, including members of the local council, with keynote speeches given by UKBCCI Chairman Iqbal Ahmed OBE and President Bajloor Rashid MBE, on how the organisation can help the business community.



Networking Event - Manchester, 8th January 2015

The Abacus Room of the renowned Vermilion & Cinnabar restaurant, which is owned by UKBCCI Chairman Iqbal Ahmed OBE, was the prestigious setting for the organisation's latest networking meeting.

Attracting over a 100 business and community leaders from across the UK, the event highlighted the opportunities, benefits and business potential that an alliance between the UK and Bangladesh could yield. The networking event proved a great success and was followed by lunch in the luxurious surroundings of the restaurant.



New Year Celebration & Networking Event - London, 15th January 2015

The UKBCCI offices saw a notable event onsite with the official launch of its London offices and celebrations for the start of the New Year. The chief guest HE Md Abdul Hannan, Bangladesh High Commissioner to the UK, joined other dignitaries, including Pasha Khandakar, President of the Bangladesh Caterers Association, and Peter Wong-Morrow, President of the UK Council for Chinese Business along with a plethora of entrepreneurs, media and community leaders. The popular event saw a photo session take place along with lunch.

Latest Events



UKBCCI - UCL Joint Event - London, 26th January 2015

A joint UKBCCI-UCL Bangla Society event was held at UCL, which saw the launch of The Link Project, a major initiative by UKBCCI for university students. The programme is specifically designed for students who are seeking

internships, work experience or apprenticeships within a Bangladeshi firm based either in the UK or within Bangladesh itself. The keynote speaker from the UKBCCI, Iqbal Ahmed OBE joined Rohema Miah and other directors to discuss UKBCCI's vision for the British-Bangladeshi younger generation and how The Link Project will help them. Ahmed gave an insight into his own family background and the roots of his success. He encouraged university students to consider working in Bangladesh in the future and to make full use of its vast and untapped economic opportunities. The event was attended by students from a wide range of universities, including the LSE, King's, Queen Mary, SOAS and Keele.



UKBCCI Directors Meet the British High Commissioner in Bangladesh

On a recent visit to Bangladesh, the key leaders of UKBCCI had a breakfast meeting with the British High Commissioner

HE Robert W Gibson in Dhaka to discuss how entrepreneurs can benefit through enhancement of investment. The agenda included discussion on the expansion of Bangladeshi products in the UK and how to mitigate the trade deficit between the two countries. Organisation leaders also put emphasis on creating an exclusive economic zone for British entrepreneurs. Those present included UKBCCI Chairman Iqbal Ahmed OBE, President Bajloor Rashid MBE, Senior Vice President MA Rouf JP, International Trade Relations Director Azad Ali and UKTI Director Ruzina Hasan.

Objectives of UKBCCI

- Provide more effective practical support and communications to existing and future entrepreneurs and to promote and improve the business environment in UK and Bangladesh
- Stimulate a vibrant economy within the community and produce a co-operative effort to enhance the overall quality of businesses that will enable them to reach their highest potential
- Work towards increasing the prosperity by facilitating the growth of existing businesses
- Create inward and outward investment between the UK and Bangladesh whilst addressing and promoting the establishment and improvement of the social, professional, civic, cultural and educational needs of the business community
- Create and support in all aspects the next generation of entrepreneurs, and continuing our past efforts of liaising and developing our relationship with the business community
- Help a wide variety of business communities to achieve a more sustainable performance model, encouraging and improving best practice standards
- Offer help and advice to small and medium size businesses on start-up and growth.

Membership Benefits

Members will have the opportunity to develop an insight into effective market methods and connect directly with business leaders and key government officials. These individuals will offer their experience and knowledge so that members will be able to learn from those companies that are doing business in the marketplace. Members will be able to benefit from targeted sector matchmaking meetings that will potentially open doors for their business to trade and work with other companies.

Members will receive first-hand

information, regarding those opportunities where key contacts can give tailored advice and aid to strengthen and improve their business in the UK and Bangladesh.

If you are a small or medium company, UKBCCI members will receive help and advice on start-up growth.

Members will gain access to numerous discounted and free services. Discounts will apply at:

- UKBCCI Conferences
- Networking Receptions
- VIP Lunches

- Business Briefings
- Exhibitions
- Trade Missions
- Offers for complimentary/reduced places at key trade-related events

A complimentary invitation to our members networking receptions plus updates via our newsletters and website.

Members will receive offers of help so that they can raise their company's profile across the broad spectrum of media, including a quarterly newsletter, sponsorship packages and if they are considering staging/hosting an event.

Business Information

Announcement from the Bangladesh High Commission

The Bangladesh High Commission has the pleasure to inform you that the Bangladesh Bank issued a circular on 07 December 2014 (Circular No- 38) relating to transactions of non- resident Taka Accounts (NRTA). The circular allows outward remittance for subsistence expenses of individual account holders and their family member in their country of residence and current payments abroad by institutional account holders permissible procurement of good services from abroad subject to approval/ reporting in form A-7 (form can be collected from UKBCCI office or Bangladesh High Commission). It is to be noted that Bangladeshi Diaspora living abroad has been demanding for this facility for a long time. This circular will generate some cushion of comfort to them as it permits transfer of their money from Bangladesh.

Seafood Expo Global & Seafood Processing Global

(formerly the European Seafood Exposition/Seafood Processing Europe)

21 – 23 April 2015, Brussels Expo, Brussels, Belgium.
www.seafoodexpo.com/global/

Seafood Expo Global/Seafood Processing Global is the world's largest seafood trade fair for professional seafood buyers. The fair features more than 1,700 exhibiting companies from over 75 countries. If you are a professional seafood buyer you will be able to meet and do business with seafood suppliers from every corner of the globe. The exposition features more than 1,690 exhibiting companies from over 75 countries. Exhibitors supply nearly every type of fish, seafood, and seafood-related product or service.

National Convenience Show

20 - 22 April

NEC Birmingham
www.nationalconvenienceshow.co.uk

600 innovative brands and a programme full of industry-leading experts. For 2015 each day of the programme will focus on big ideas to boost the business bottom line, get the figures working in your favour and learn game changing tips from successful retailers at NCS 2015.

Going Global

The top UK national exhibition for businesses that are looking to expand internationally, export products or set up overseas operations.

13 – 14 May
ExCel London
www.goinggloballive.co.uk

This event presents an opportunity for businesses for networking and gaining information or assistance in exporting your products or setting up overseas operations – particularly in Central Emerging Europe, the BRICS markets (Brazil, Russia, India, China and South Africa), MINT Economies and Africa.

Bangladesh Denim Expo 2015

11 - 12 May 2015
Radisson Blu Water Garden Hotel, Dhaka

The show offers international fashion buyers a one-stop sourcing platform for all aspects of jean wear. Exclusive to authorized trade visitors, the Expo acts as a hub for players on the international denim scene to mingle with colleagues, make new contacts and broker deals. Modern facets of the industry, including health and safety, sustainability and education, will be discussed, and future mega-trends presented.

Caffe Culture Show 2015

13 - 14 May 2015
Olympia London
www.caffecultureshow.com

Now in its 10th year, the Caffè Culture Show is the nation's leading gathering place for the café and coffee community, continuing to bring together all those who have a passion for pushing the industry forward. Whether you are a start-up or are looking for new ways to make your existing operation even better, Caffè Culture is the place to be to discover, learn, share and celebrate all that is great about this industry.

Business Startup London

13 - 14 May
ExCel London
www.tradefairdates.com

Exhibition for new businesses, The Business Startup is there to help with the creation or strengthening of a company. Experts give tips on preparing your action plan and preparing the business plan. All essential information, advice and guidance is part of the Business Startup. A good opportunity for entrepreneurs to professional advice to attract and contacts.

3D Printshow London

International trade fair for 3D printing technology
21 - 23 May 2015
Old Truman Brewery
<http://3dprintshow.com/london-2015>

The show which takes place in London constitutes an optimum place to get to know the latest developments of the 3D printing technology. Industry experts, such as artists, engineers, architects, designers and doctors, that can be contacted directly, illustrate the technology on the exhibition floor but also in the form of interactive elements. During the show there are numerous lectures with famous speakers as well as awards, conferences and workshops, where the whole variety of 3D printing can be experienced. Interested visitors can design three-dimensional food, architectural works and many more.

Beverage Foods & Technology Expo

28 – 30 May 2015

Basundhara Convention Center, Dhaka, Bangladesh
<http://10times.com/beverage-foods-technology-expo>

A three day event, the Expo showcases products like cleaning, grading and milling technology for grains, cereals, rice, pulses, spices and oil seeds, packaging machinery and equipment for grains, cereals, rice, pulses, and spices and oil seeds, to that of bakery Products and inputs associated with this field etc. in the food and beverage industry.

Interop London

16 - 18 June 2015

ExCel London

<http://www.tradefairdates.com/Interop-M9914>

Interop is a Trade Fair and Conference for IT where the visitors can see the latest innovations in virtualization, mobility, cloud computing and much more. This exhibition is communication and information platform in the industry and

offers the exhibiting companies the opportunity to present to an audience of experts here. Visitors can find in depth and comprehensive information here about the latest developments, trends, products and services in various fields.

Mail & Express Delivery Show 2015

30 June 2015

Olympia Conference Centre, London

Investing in Delivery

A one day event where leaders from the mail and express sector explain how they are responding to the ever-changing market demands in the mail and express sector. The conference programme will delve into the issues surrounding the increasingly competitive business environment. Low prices are no longer enough to win market share. Customers are looking for the best user experience - reliability, convenience, speed - and they can shop around to get it. Attendees will include operators, shippers, technology suppliers, regulators and mailing houses.

UKBCCI LINK PROJECT

UK-Bangladesh Catalyst of Commerce and Industry (UKBCCI) is now focused on working together with both the British and Bangladesh governments, businesses, educational institutions and the relevant government bodies to respond to the many national challenges that currently exist and to develop more leadership, management and entrepreneurs in the various fields of health and social care, education, management, hospitality, pharmaceuticals, RMG- garment and textile manufacturing, trade and export and much more.

As we know, alongside initiative and courage doing business requires connections with the right people. UKBCCI is currently developing a programme that will enhance the way in which businesses can grow, communities can flourish, and individuals can get more out of life through a programme aptly called the

UKBCCI Link Project. For some, it's because they want a chance to shape the future, and drive forward a new era of change. For others, it's because of the way that we encourage them to get the best out of themselves.

As a group of NRBs that are successful in various sectors of the UK and Bangladesh, we are looking to impart our knowledge and success for the benefit of the business community by operating an internship and apprenticeship service to the non-resident Bangladeshi professionals in the UK and vice versa.

In fact, many of the world's largest multinational corporations rely on international graduates to compete in the global market. We know that you will appreciate the difference that an internship can make and we would very much like to explore and secure ways to make that happen.

USEFUL LINKS

- **Bangladesh High Commission in UK:**
28 Queens Gate, London SW7 5JA
Telephone (switchboard): 020 7584 0081
Fax: 020 7581 7477
E-mail: bhclondon@btconnect.com
www.bhclondon.org.uk
- **British High Commission in Bangladesh:**
British High Commission Dhaka
United Nations Road, Baridhara
Dhaka - 1212, Bangladesh, P O Box 6079,
www.gov.uk/government/world/organisations/british-high-commission-dhaka
- **UK Trade & Investment (UKTI):**
UKTI, 1 Victoria Street, London, SW1H 0ET
www.gov.uk/government/organisations/uk-trade-investment
- **Get Finance Support from UK Export Finance:**
www.gov.uk/government/organisations/uk-export-finance
- **Startups:**
6-8 Cole Street, London SE1 4YH, www.startups.co.uk
- **Federation of Small Business**
2 Catherine PI, London SW1E 6HF, www.fsb.org.uk
- **The Federation of Bangladesh Chambers of Commerce and Industry (FBCCI)**
60, Motijheel C/A, Dhaka, Bangladesh.
T: 88-02-9560102-3, 9560482 F: 88-02-9567621
E: fbcci@bol-online.com, URL: www.fbcci-bd.org
- **Dhaka Chamber of Commerce & Industry**
DCCI Building, 65-66 Motijheel C/A
Dhaka-1000, Bangladesh
Tel: 880-2-9552562, Fax: 880-2-9560830
email: info@dhakachamber.com
www.dhakachamber.com

Year Wise Export Target and Achievements from UK (million US \$)

Year	Target	Achievement	% of Achievement over Target	Growth (%)	Total Export of Bangladesh	UK Export As % of Total Export
2007-08	1,500.00	1,469.28	-2.05		14,110.80	10.41
2008-09	1,695.00	1,603.41	-5.40	9.13	15,565.19	10.30
2009-10	1,795.90	1,652.73	-7.97	3.08	16,204.70	10.20
2010-11	1,834.53	2,231.98	21.66	35.05	22,924.38	9.74
2011-12	2,555.65	2,639.31	3.27	18.25	24,287.70	10.87
2012-13	3,160.82	2,973.74	-5.92	12.67	27,018.26	11.01
2013-14	3,590.66	3,143.99	-12.44	5.73	30,500.00	10.31
2014-15 (July-Feb)	2,227.48	2,169.78	-2.59	7.93	20,311.78	10.68

Source: Export Promotion Bureau, Bangladesh

Year Wise Remittance Flow from UK (million US \$)

Year	Remittance from UK	Annual Growth (%)	Total Remittance to Bangladesh	UK as % of Total
2006-07	886.90		5,998.47	14.79
2007-08	896.13	1.04	7,914.78	11.32
2008-09	788.85	-11.97	9,689.26	8.14
2009-10	827.25	4.87	10,987.40	7.53
2010-11	889.60	7.54	11,650.32	7.64
2011-12	987.45	11.00	12,843.43	7.69
2012-13	991.59	1.22	14,461.14	6.86
2013-14	901.23	-9.11	14,228.26	6.33
2014-2015 (Jul-Feb)	523.27		9,920.01	5.27

Source: Bangladesh Bank

Inward and outward foreign direct investment flows, annual, 2003-2011

Year	2006	2007	2008	2009	2010	2011	2012	2013
Economy								
Bangladesh	792	666	1,086	700	913	1,136		

Source: UNCTAD

FDI Inflow to Bangladesh from UK (Million US \$), 2003-2014

Year	Total FDI Flow to Bangladesh	FDI from the UK	FDI from UK as % of Total
2003	350	116	33.14
2004	460	106.2	23.09
2005	845	111.9	13.24
2006	792	127.6	16.11
2007	666	140.2	21.05
2008	1,086	138.5	12.75
2009	700	207.3	29.61
2010	913	105.68	11.58
2011	1,136	116.32	10.24
2012	990.04	136.94	13.83
2013	1,599	191.35	11.97
2014 (Jan-Sep)	1,181.44	131.56	11.14

Source: Bangladesh Bank and UNCTAD

Advertisement Opportunity

We welcome our members to promote their products and services through UKBCCI.

If you are interested to advertise your products or services in our quarterly newsletter, please contact us on **0207 791 1813** or email: info@ukbcc.org.uk