



Newsletter

Ruzina Hasan

Director of UK Trade & Investment (UKTI)
Bangladesh

I've almost completed my first year as Director of UK Trade & Investment (UKTI) in Dhaka, Bangladesh and it has been full of excitement and colour.

I am very proud to represent Britain in Bangladesh and as a British Bangladeshi it's particularly special to be working in a role where I can help bridge the ties between the two countries that are dearest to my heart.

UKTI is the arm of the UK Government that supports UK-based businesses to succeed in trading in international markets. It also encourages the best overseas companies to look to the UK as their investment destination of choice. UKTI has professional advisers both within the UK and across more than 100 international markets, to assist UK companies in every step of the exporting journey.

Through a range of unique services, including participation at selected trade fairs, outward missions from the UK and providing bespoke market intelligence, UKTI teams help UK companies crack foreign markets and get to grips quickly with overseas regulations and business practice.

The UKTI team in Dhaka works primarily on the trade side, supporting UK companies with an interest to penetrate the Bangladesh market - by providing them with trade advice and practical support to develop and grow in what can be a challenging local environment. I'm proud to say

that the UK is the second largest investor in Bangladesh, with approximately £2billion in investment projects to date.

Some 100 UK firms are successfully operating across Bangladesh in the full range of sectors – including energy, financial services, consultancy, textiles, education, and architecture – and much, much more.

The growing Bangladesh economy – which has taken impressive strides in a range of areas – has led to new opportunities that UK companies can look to match their diverse products, skills and services to. The UK Bangladesh Catalysts of Commerce & Industry (UKBCCI) is well placed to play an important role in this regard, supporting the business to business relation between the UK and Bangladesh.

UKTI Dhaka looks forward to working with the UKBCCI to help bring even greater UK expertise to the Bangladesh market. Through our respective services and assistance, companies can learn about and tap into exciting market opportunities, thereby supporting prosperity and growth in both countries.

As a result of a shared history and friendship I believe British business and entrepreneurship has as a special place in Bangladesh and I look forward to collaboration with the UKBCCI in shaping the commercial relationship in the months and years to come.

Registered Office:

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UKBCCI Board of Directors

Iqbal Ahmed OBE
Chairman

Bajloor Rashid MBE
President

M A Rouf JP
Senior Vice President

M A Malik
Vice President

Nazmul Islam Nuru
Director of Financial Affairs

Jamal Uddin Mokoddus
London Regional President

Azad Ali
Director of Int. Trade Affairs

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Director of Legal Affairs

Rohema Miah
Non Executive Director

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We Welcome Our New Members

Corporate:

- Bedar Miah Chowdhury of Madhuban
- Mohammed Rayn Mashuk of Crestons
- Mohammad S. Rahman - Raj Garden Restaurant

Regular:

- Abdul Haque of Farnham Tandoori
- M.A. Matin of Notun Din
- Rofique Miah of Ashoka Tandoori Restaurant
- Amdadur Rahman of Asian Veg LTD
- Khandhkar Mohi Uddin of United Trades LTD
- Abdul Ashik Choudhury of Bengal Lancer
- Gulam Robbani Ahad of Lilycross LTD
- Kobir UJ Jamal Yakub of Lilycross LTD
- Shamsul Haque of Shahnaz Food Products Ltd
- Moidul Hussain of Moidul's of Rawalpindi
- Salim Chowdhury of Coriander Group
- Abu Zafar MD Nuruddin Molla (Pintue) of Business HUB London Ltd
- M.A Mukit Miah of Simple and Smart Group of Businesses
- Mohammed Rofique Hoq of G10 Limited
- Rofique Miah of Rose of Bengal
- Mashuk Ali of Lifestyle Homes Solihull Ltd
- Rana Miah Chowdhury of Royal Suite Banqueting
- Syed Joynu of Indos Chertsey Ltd
- Guljar Khan of Thai Thai East Ltd
- Mohammad Salim of Brick Lane Brasserie
- Jakir Hussain of Imperial Equity Ltd
- Abdul Khalique Chowdhury of Forest of India
- Humayun Rashid of Aroma Express
- Zia Ali of Zia's Spice Ltd
- Abdul Hafiz of Khans
- MD. Animur Rashid of Village Brasserie

New UKBCCI Directors



Md Mahtabur Rahman (Nasir)
Director



M A Gani
Director



Dr M G Moula Miah
Director



Abdul Quayum Khalique (Jamal)
Director



Harun Miah
Director



Nazinur Rahim
Director

UKBCCI Director News



Anawar Miah's Bid to Stand as Parliamentary Candidate

One of the Directors of the UKBCCI, Anawar Miah, stood as a parliamentary candidate for the Labour Party for his home seat of Welwyn Hatfield, at the recent national general elections 2015.

Miah stood against the then Conservative Party Chairman Grant

Shapps. The result was that despite the Labour Party generally not performing very well outside the metropolitan areas, there was an almost 6% swing to Anawar and he reduced Grant Shapps' majority by approximately 5,500 votes.

This kind of majority reduction would have resulted in a change of MP in many seats across the country.

A practicing barrister, Miah was called to the Bar by the Honourable Society of Lincoln's Inn in 1998. He practices law from Great James Street Chambers near Chancery Lane in Central London. Miah's chambers are listed in the Legal 500 directory of 'Who's Who in the Law', and he has been involved in many high profile legal cases. He is an expert in International Law.

Miah says of the UKBCCI, "The UKBCCI is doing very well with people like Mr Iqbal Ahmed OBE and Mr Bajloor Rashid MBE at the helm and I am very proud and honoured to be part of such an organisation. God willing, the UKBCCI is well on its way to becoming the premier representative body for the British Bangladeshi business community."

Voice of UKBCCI Members



Training is Crucial for Restaurant Staff Says Firuzul Haque

Firuzul Haque, UKBCCI member and owner and chef of the award winning restaurant Café Masala in Dunstable, Beds, has that proper training is a crucial part of what chefs and even restaurateurs need to have to run a successful business.

Praising the newly launched scheme by Cobra Beer to combat the skilled chef shortage, Haque spoke passionately and stated: "I think it's fantastic that chefs and restaurant owners can make a big success of their business without necessarily having had any formal training in the past to set up their venture.

However, there is a lot to be said for skilled people and those personnel who have gained some kind of qualification or training earlier on in their lives before getting into opening a restaurant."

As someone who had won the Bangladesh Caterers Association (BCA) accolade of the 'Chef of the Year' in 2012, Haque added:

"I think that with all the current restrictions on immigration rules and the obstacles that are now in place to bring in any skilled chefs from overseas, the restaurant industry is under a lot of pressure. It's very admirable what Cobra Beer is now doing."



Nazinur Rahim Wins British Bangladeshi Who's Who Award

As the most recent recipient of the British Bangladeshi Who's Who award in the Business/Social Work category, UKBCCI director Nazinur Rahim said that the honour could not have been more welcoming and he's very humbled by it.

"Winning an award can be very fulfilling," said an elated Rahim. "It reaffirms what

you have been trying to do and wipes away any doubt that you might have about anything. Also, one is always in such illustrious company in the Who's Who list."

Rahim, who is a successful entrepreneur, is the founder and director of the internationally recognised event management company Global Exposition Ltd, established in 2005. He is also the managing director of Fakruddin Global Ltd, a chain of restaurants from around the world serving highly praised Bangladeshi cooking.

His contributions to the business sector have won him the DCFB award in the House of Commons from the Development Council for Bangladeshi's in the UK in 2011, having previously got the FOBC Special Award.

"I will continue to work hard for the community and with business being my passion, I don't see myself stopping to do what I do any time soon!"

Latest Events



Meeting with the Sylhet Chamber of Commerce & Industry London 2nd June 2015

A meeting between the directors of the Sylhet Chamber of Commerce & Industry and the President of the UKBCCI Bajloor Rashid MBE, took place at the UKBCCI London offices last month.

The directors, headed by Anamul Kuddus Chowdhury and ATM Shoeb, indicated to the President that they were

keen to work with the UKBCCI and sign a Memorandum of Understanding (MOU) with the view to developing Sylhet as a major tourist destination. It was also indicated by the Chamber representatives that they would like to encourage British investment in Sylhet and see it give fruition as an important industrial hub.



UKBCCI Directors Meet the Board of Investment Bangladesh 23rd June 2015

The directors of the UKBCCI recently met with Dr. SA Samad, Executive Chairman (Minister) of the Board of Investment Bangladesh (BOI). The directors discussed with Dr. Samad how best to explore the possibilities of UK investment in Bangladesh, whereby both countries would benefit. The UKBCCI welcomed Dr. Samad and his board delegation to do a road show later this year in the UK.

The BOI Bangladesh was established to encourage investment in the private sector, to provide necessary facilities and assistance in the establishment of industries.

"Liaising with the Board of Investment Bangladesh," said the UKBCCI's President Bajloor Rashid MBE, "presents a fantastic opportunity for both the UK and Bangladesh to see how they can be of profit to each other and create opportunities for entrepreneurs everywhere."



The Export Promotion Bureau, Bangladesh Invited to the UK by the UKBCCI

23rd June 2015

In a meeting last month with the Vice Chairman of the Export Promotion Bureau (EPB), Bangladesh, Shubhashish Bose, the UKBCCI directors invited the EPB for an opportunity to come and partner on an Expo organised by the UKBCCI in the UK to promote goods from Bangladesh. The EPB responded positively and with both its and the UKBCCI's team experience of holding trade fairs and other related events, the intended event was considered highly beneficial by both parties.

The EPB is the government agency of the country, entrusted with the responsibilities of promoting Bangladeshi exports. It is mainly responsible for co-ordinating export development efforts at different sectors and production levels, amongst other things.

Iqbal Ahmed, OBE, Chairman of the UKBCCI, said of the meeting: Our discussions were only useful, but highly productive. Our aim is to strengthen our trade links with Bangladesh and if there is anything that we can do to help the EPB and further our mutual interests then the better it will be."

Tips to Grow Your Business

Your business is your pillar of strength. Yet it's you as its master and guide who have turned into something great and sustainable. But you also know that as passionate visionary, you will always want to expand your business and let it grow. So here are a few tips to ensure that your success continues:

- **Exceed customer expectations:** sooner or later, with your business running apace, one can easily fall into a trap of becoming blasé, where you can all too easily sit on your laurels and think that because you are doing so well, the business will run by itself. Well, not quite. You can also all too easily forget that if your loyal customers smell a whiff of mediocre service or see that you are getting too big for your boots, they will desert you at once. Which is why you need to keep one step ahead of them and ensure that you not only give them a good service but exceed their expectations.
- **Increase your market share by diversifying with new products and services:** if you are already offering something of value – think of related products and services that will further your share of customers and not only gain you more revenue, furthering your name and brand, but also expand your business.
- **Get your business name and its services out there via Marketing and Public Relations:** some of you might think that doing marketing and PR for your business is a waste of money and never easily quantifiable. You'd be wrong! One only has to look at the evidence of all the benefits of social media for instance nowadays. There is old adage which says "any publicity is good publicity". If you don't know how to do it – and as a successful entrepreneur busy running a business, you won't – get someone who can do all the marketing and PR of what you have to offer and the payoff of the exposure you get will eventually be highly beneficial!
- **Grow your technology:** nothing comes for free. But we also know that you have to accumulate to speculate. So if your business can afford it, don't hesitate to look into the technological changes and innovations your business requires and invest where necessary!
- **Expand your pipeline:** always try and identify new customers. This should be a neverending process for your business.

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.

As our member, do you have any news about your business you feel we should be putting into our newsletter? Do please let us know. We look forward to hearing from you. Thank you.

Business Information

Textech Bangladesh

International Expo 2015

16th Textech Bangladesh 2015 International Expo

Bangladesh's biggest and oldest International Exhibition on Textile & Garment Technology,

Machinery and Related Services

2 - 5 September 2015

The garments manufacturing sector earned \$19 billion in the year to June 2012.

Bangladesh now leads all south and south-east Asian nations in its apparel exports, standing as the world's 3rd largest apparel exporter in 'WTO' ranking and in knitwear alone, is the second largest exporter of knit apparel to EU after China. Bangladesh is also the third largest exporter of knitwear to the EU in the world.

Bangladesh Building Innovation Summit & Exposition – BISE 2015

10-12 September 2015, BICC, Dhaka, Bangladesh

Building Industries Development Exposition

www.buildtechbd.com/Summit

To support the 5 topics of the summit and encourage informational exchanges and international cooperation between domestic and overseas Building Industries, a Green Industries Development Exposition will also be held to directly reflect the current situation and trend of green construction, both in Bangladesh and abroad. Visitors and guests will include Bangladeshi state leaders and leaders of governmental departments or other related administrations; heads of Development and Investment agencies in Bangladesh and diplomatic envoys of various countries.

The Food Entrepreneur Show

29 – 30 September 2015

ExCel London

www.foodentrepreneurshow.co.uk

The Food Entrepreneur Show is the number one event for any entrepreneur striving for success in the food and drink industry. This is the event where you find the opportunity to turn up the heat on your competition and take your business to the next level. This unique exhibition and conference delivers you seminars, workshops and the industry's most influential figures to offer you the ideas, guidance and inspiration, as well as market-leading exhibitors, to assist you in achieving business prosperity.

Seafood Expo Asia: The Premium Seafood Marketplace for Asia

After a successful fifth edition, Seafood Expo Asia, formerly the Asian Seafood Exposition, will return to Hong Kong from 8-10 September.

www.seafoodexpo.com/asia/

Over three days, seafood buyers connect with exhibitors offering a variety of live, fresh, frozen and value-added seafood products and seafood-related services and equipment.

Wanchai, Hong Kong

Hong Kong Convention & Exhibition Centre

Expo hours:

8-9 September: 10:00 – 18:00

10 September: 10:00 – 17:00 Seminar on 'Bangladesh Financial Sector: Opportunities, Regulations, Products and Services' to be held on 9 September 2015

Forthcoming Events



Seminar on 'Bangladesh Financial Sector: Opportunities, Regulations, Products and Services' to be held on 9 September 2015

Standard Chartered Bank, Bangladesh and UKBCCI are jointly organising the seminar on 'Bangladesh Financial Sector: Opportunities, Regulations, Products and Services' on 9 September 2015 at the Amanah Banqueting Hall at 5:00 PM.

The event will feature speeches by Honourable Governor, Bangladesh Bank Dr. Atiur Rahman, Bangladesh High Commissioner to UK His Excellency Mr. Md Abdul Hannan, along with other dignitaries.

Venue: Amanah Banqueting Hall

Amanah Business Centre

251 Commercial Road

London E1 2BT

NB: Please contact UKBCCI for further information.

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Board Of Investment
Prime Minister's Office

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"Bangladesh Road show in the UK- 2015" to be held in London, United Kingdom from 10 -11 September, 2015

We are pleased to let you know that Board of Investment of the Government of Bangladesh is organizing "The Bangladesh Road show in the UK- 2015" at East Winter garden, Canary Wharf, London, on 10th and 11th September 2015.

The ambit would be to portray Bangladesh to European investors with a different look from the purported image it had with the achievements it has made and the untapped opportunities it possesses. The two day conference will showcase investment opportunities in Bangladesh and will try to build a network between potential investors and relevant government and private sector leaders.

The First day of the road show will include presentations among others are:

- Bangladesh Economy by Dr. Atiur Rahman, Governor, Bangladesh Bank
- Investment opportunities in Bangladesh by Abul Kalam Azad, Principal Secretary of the Government of Bangladesh
- Prospects of industrialization in Bangladesh by Goldman Sachs and Bloomberg Economics Division.

Second day event will include sector presentations Public private partnership, economic zones, alternative power sector, Health sector, Industries like agribusiness, ICT and telecommunications, tourism, footwear, automobile, shipbuilding, ceramics and plastic etc. and interactive panel discussions on infrastructure and energy sector, alternative capital market and regulatory framework in Bangladesh for investment.

We would request your kind presence in this event so that you can look for yourself the opportunities Bangladesh possesses.

Your suggestions to further improve the investment climate and make the country more conducive to investment is invaluable to us.

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
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
20011-12	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	3,475.00	3,438.56	-1.05	9.37	31,198.45	11.02

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	812.34	-9.86	15,316.90	5.30

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	1526.70	180.98	11.85

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