

# Business Summit

# BANGLADESH, INDIA AND PAKISTAN

## Towards a Paradigm of Partnership

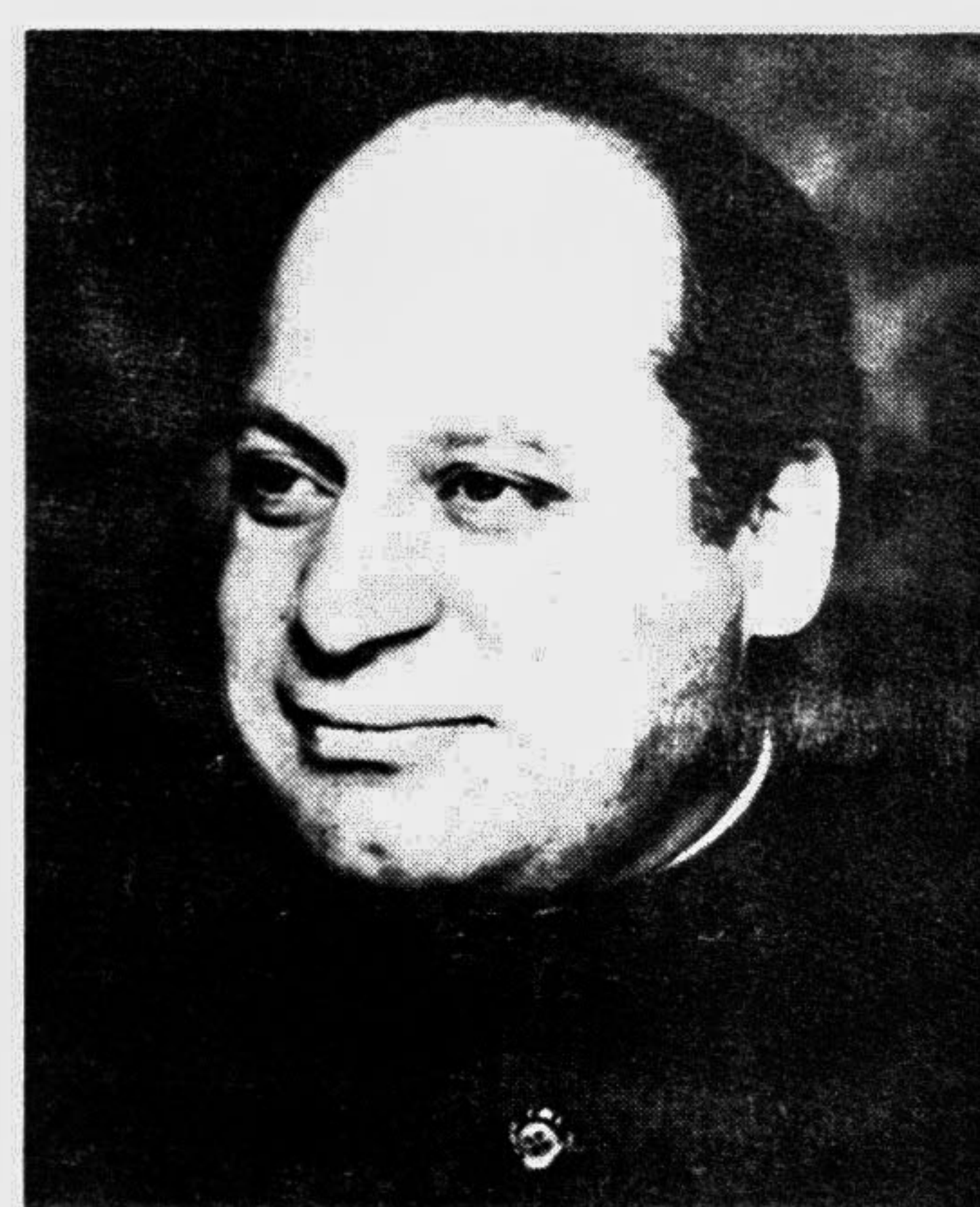
*CII welcomes the meeting of the Prime Ministers of Bangladesh, India and Pakistan, and business delegations from these countries in Dhaka on 15th January, 1998*



SHEIKH HASINA  
Honourable Prime Minister of Bangladesh



MR. INDER KUMAR GUJRAL  
Honourable Prime Minister of India



MR. MOHAMMAD NAWAZ SHARIF  
Honourable Prime Minister of Pakistan

### CII SUGGESTIONS FOR GREATER COOPERATION

*The three countries should, in the present international economic environment, consider the possibility of forming a Bangladesh-India-Pakistan GROWTH AXIS*

#### INFRASTRUCTURE :

- Establish a network of road-rail transportation across the sub-continent.
- Consider a 'one sky' policy in the air transport sector.
- Treat the entire region as a single territory for the purpose of communication; have more entry points, additional train routes, and motor vehicles agreements.
- Integrate all three countries in a network of power grids built across the sub-continent.
- Increase trilateral co-operation for greater commercial production and utilisation of natural gas.
- Create a core fund for undertaking necessary activities aimed at propagating the use of renewable energy.

#### JOINT VENTURES :

- Successful JV's possible in the areas of Steel, Cement, Textiles, Petro-Chemicals and Engineering Industries.
- Form collaborative ventures in products that are major export items of the three countries - ready made garments, fabrics, leather, tea, gems and jewellery, etc.

#### CROSS BORDER INVESTMENT :

- Develop an exclusive policy package for encouraging cross border investment, especially for those sectors where there are large potential domestic and foreign markets.
- Encourage joint tendering for governmental and multilaterally funded projects.
- Harmonise technical standards, business laws and practices, quality standards, etc.
- Co-operate for development of supporting institutions such as industrial training, product testing, etc.

#### TRADE PROMOTION :

- Develop a sub-continental Free Trade Area.
- Constitute an Independent Study Team to undertake a cost benefit analysis of free trade among the three countries.
- Allow long term multiple-entry visa for businessmen of the three countries.
- Allow merchant vessels to call at each other's ports.
- Adopt a common strategy to overcome non-tariff barriers.



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