



DHAKA INTERNATIONAL FOOD FAIR 2004

17,18,19 September 2004, Dhaka Sheraton Hotel, Ball Room

Organiser :



EXPORT PROMOTION BUREAU
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MESSAGE



I am elated to know that the Dhaka International Food Fair, 2004 is being held for the first time in the country during 17 th September to 19th September, 2004.

Recently Agro-processed food items have emerged as one of the prospective export items in the country. In order to explore new export items and markets, organizing of such specialized fair is a right and bold step by the Export Promotion Bureau and it deserves appreciation

I firmly believe that, organizing the Dhaka International Food Fair 2004, will play an active role in promoting the investment, trade and exchange of technology among the participants and visitors. At the same time, the fair would provide a venue for display of latest development that have occurred at the producers and exporters level of this sector. I hope, the fair will play a positive role in improving the quality of local Agro-food products as well as in increasing the volume of trade internationally.

I thank all the participants and wish every success of the Dhaka International Food Fair, 2004.

(Signature)
(Chowdhury Kamal Ibne Yusuf MP)

MESSAGE



Organizing specialized trade fair in the country is a core agenda in our present Export Policy. Dhaka International Food Fair' 2004 is a right step on that direction. I would like to congratulate the organizer i.e the Export Promotion Bureau for their untiring efforts that is being undertaken for diversification of export product and market.

The present Government's development policy is very clear. Its aim is to accelerate the economic growth and alleviation of poverty from the country. Although we are progressively increasing our export earnings but it is not enough to meet the increasing challenge of the Multilateral Trading System. Addition of new products as well as identification of new markets is our present goal. We are trying to go ahead in that direction.

A trade fair provides venue for the producers, buyers and sellers to have personal contact and presentation of goods and services to the prospective buyers and visitors of the fair. I hope the participants of DIFF' 2004 will be able project our quality products to the visitors/buyers which have already entered into the global market. In this context, DIFF' 2004 will be able to achieve its desired goal for which it has been arranged.

I wish Dhaka International Food Fair' 2004 all success.

(Signature)
(Air Vice Marshal (Retd.)
Altaf Hossain Choudhury, MP, NDU, PSc)

MESSAGE



I am delighted to know that Export Promotion Bureau, Bangladesh is organizing the Dhaka International Food Fair' 2004 during September 17-19, 2004 for the first time in the country which is of special significance for us. DIFF' 2004, I hope, would be the venue to project the latest development of the Agri-sector of the country. I am very much confident that the above initiative would help in bringing positive changes in the export of Agro-products from Bangladesh in the coming years.

DIFF' 2004 is aimed at facilitating interaction among the local entrepreneurs and the foreign exhibitors of Agri-machineries and equipment besides establishing contacts with the importers for subsequent business negotiation.

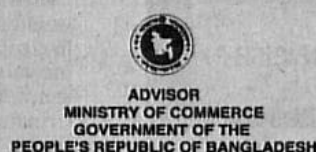
I wish all the exhibitors, entrepreneurs, business people and participants every success in their participation in DIFF' 2004.

(Signature)
(Reaz Rahman)

LIST OF PARTICIPANTS

1. ABDUL MONEM LIMITED
2. ABUL KHAIR GROUP
3. AGRICULTURAL MARKETING COMPANY LIMITED
4. AL-AMIN GROUP OF INDUSTRIES LTD.
5. ARA FOODS LTD.
6. AZIZ FOOD PRODUCTS LTD.
7. BANGAS LIMITED.
8. BANGLADESH COUNCIL OF SCIENTIFIC AND INDUSTRIAL RESEARCH(BCSIR)
9. BANGLADESH STANDARDS AND TESTING INSTITUTION.
10. BANGLADESH TEA BOARD
11. BANGLADESH WOMEN CHAMBER OF COMMERCE & INDUSTRY (BWCCI)
12. BD FOODS LIMITED.
13. BOARD OF INVESTMENT.
14. BOMBAY SWEETS & CO. LTD.
15. CHITTAGONG WOMEN ENTREPRENEURS
16. COCOLA FOOD PRODUCTS LTD.
17. DIPJAL FOOD INDUSTRIES LTD.
18. DISHAN FOOD PRODUCTS
19. GEMCON FOOD AND AGRICULTURAL PRODUCTS LTD.
20. GLOBE BISCUITS & DAIRY MILK LTD.
21. HASHEM FOOD S LTD.
22. HERITAGE RESTAURANT LTD.
23. K-SHAFI BAKERY
24. LALMAI FOOD PRODUCTS LTD.
25. MANTAKA PRINTING & PACKAGING LTD.
26. MUSHROOM CENTRE DEV. PROJECT
27. MODERN HERBAL FOOD LTD.
28. MOLLA SALT INDUSTRIES
29. MOM PAK-BANGLA TRADE LIMITED
30. NABISCO BISCUIT & BREAD FACTORY LTD.
31. NASANA INTERNATIONAL
32. NICO INDUSTRIES
33. NUR FOOD PRODUCTS
34. PARTEX BEVERAGE LTD.
35. PREMIUM SWEETS BY CENTRAL
36. RAJSHAH MANGO PRODUCTS LTD.
37. RAJ-KAMAL CORPORATION LTD.
38. SENA KALYAN SANGSTHA
39. SINCO ENGINEERS LIMITED
40. SOCIETY FOR ADVANCEMENT PROGRAM FOR ROOTLESS PEOPLES (SAPRP)
41. SQUARE CONSUMER PRODUCTS LIMITED.
42. UBEC MARKETING COMPANY
43. UNIQUE ENTERPRISE
44. WOMEN IN SMALL ENTERPRISE (WISE)

MESSAGE



I am pleased to know that Export Promotion Bureau is organizing Dhaka International Food Fair-2004, first of its kind in Bangladesh. I firmly believe that this Fair organized by Export Promotion Bureau would play a positive role in our efforts to increase export volume as well as diversify our export base.

Agro processing products are one of our important sectors which have immense potential for further export. The present Government also attaches high priority for its export development and accordingly has extended various facilities including cash incentives. Keeping in mind the potential of this sector and to boost up export further, organizing such exhibition is a bold and right step taken by Export Promotion Bureau.

I hope this exhibition will provide a perfect one-step market place for buyers to evaluate our performance and create an environment for direct interaction with the exhibitors for mutual benefit.

(Signature)
(Md. Barkat Ullah Bulu)

MESSAGE



I sincerely thank Export Promotion Bureau for organizing Dhaka International Food Fair-2004 (DIFF'04) at Dhaka during the period 17-19th September 2004. With liberalized trade regime and competitive world market, organizing such an event is no doubt a welcome initiative towards exhibiting our latest development in the production and packaging of quality food items in the country for export.

Export of Agro-processed products which contributes about 11% to our export earning plays an important role in our socio-economic development. This sector has the potential to develop further and can be a substitute for other major products in our efforts for diversification during post MFA period. What we need is to upgrade technology for production of more value added products. The Government is committed to help develop this sector, identified as one of the high priority exporting sectors, providing necessary support and incentives.

I am sure our exporters/entrepreneurs would seize this opportunity of displaying their quality processed food products with appropriate packaging and such exposition would generate keen interest and interaction among the overseas buyers and agents in this Fair.

I thank all the participants of this fair and wish its all success.

(Signature)
(Md. Aminur Rahman)



Export Prospect of Processed Food from Bangladesh

Mir Shahabuddin Mohammad
Vice-Chairman
Export Promotion Bureau

The economy of Bangladesh is mostly dependent on Agriculture and as such agro based industries has a comparative advantage over other industries. The export of Agro processed products is a latest inclusion to our export list. The imposition of strict compliance of quality control regulations like Sanitary and Phyto-Sanitary measures by the developed countries on food items, are the key issues which relates to the export of these products. The export of Agro processed food products is directly linked with economic production of various agricultural crops.

In Bangladesh, although there is abundance of agro products in different seasons of the year but due to lack of proper preservation and transportation facilities, a good quantity of produce is either wasted or perished. On the contrary, lack of knowledge and skills of the growers to maintain quality and freshness of the products at the plucking stage, it lost their export standard. This phenomenon contributes internal supply constraints to our export arena.

With a meagre export earning of US\$ 348 million in 1972-1973, the export earning has gone up to US\$ 7.6 billion during 2003-2004 financial year. Although we export about 138 items but more than 90% of the earning comes from a handful of 7-9 products. While during early eighties Jute and Jute goods used to dominate the export sector but for the last few years Readymade Garments and Knit items are now contributing about 76% of our export earning. The major weakness of our export sector, can be summarized as heavy dependency on a few exportable products and limited market access. Against this backdrop Government has taken up a number of policy measures to diversify our products and to find out new markets. A few new items have been added in the export list recently such as, Software, Light Engineering products including Bicycle and auto parts, Pharmaceutical products, Agro processed products, value added leather goods etc. Agro-processed food products and some agricultural products like fruits and vegetables are exported mainly to the ethnic market of United Kingdom and Middle-Eastern countries. Apart from these, some processed food products have also made entry to different world markets viz : U.K, Saudi Arabia, UAE, India, Japan, South Africa, Singapore, Kuwait, Oman, Korea, Hong Kong, Nigeria, Pakistan, and Bahrain etc.

The export from non-traditional items including food products account for US\$ 354.47 million during 2003-2004 fiscal year. During last 2/3 years, the present government has taken special measures to increase the export earning of the existing non-traditional items and to make break-through of some new/potential exportable items like sugar and potato have been exported from Bangladesh. We are even trying to export "Halal Meat" to Malaysia. The Government has announced a number of incentives to boost export of Agro processed products. The important of them are to: provide cash incentive to processed food items/fruits-vegetable products at the rate of 30% on FOB value, withdraw the policy of imposing royalty against air shipment of processed food & vegetable products, provide rebate on airfreight for export of fruits, vegetable & other perishable food items, provide venture capital at soft term and lower rate of interest, export services for product and market diversification, sponsor sales mission abroad, send exporters to participate in EPB sponsored trade fairs abroad, provide assistance to the entrepreneurs and export executives to undergo training in overseas institutions/academies, provide export credit guarantee support, provide export credit under Duty draw back system, provide facility for opening back-to-back L/Cs for all export items, provide soft term credit for importing capital machinery, provide 90% pre-shipment credit at lower rate of interest, provide rebate on income tax, bonded warehouse facility and provide tax holiday for new industrial unit(s).

Bangladesh has been producing and exporting quality food products viz: Dry food, jam, jelly, achar and chutney, vegetables, fruits, betel leaves, potato, coconut, betel nuts, spices and aromatic rice. During the fiscal year 2003-04 export earnings of these items fetched worth US\$ 6.30 million.

It is needless to mention here that, there are many Bangladeshi products, export of which has not yet taken place, although there is a huge demand in world market. The export items are chicks/chicken (live & dressed), black goat meat (dressed), beef (frozen/packed), bottled honey (natural & cultured), mineral water, pineapple-juice, guava paste/concentrate, pineapple concentrate, mango pulp and so on. The business leaders, entrepreneurs and industrial promoters should come forward to make a headway in the direction of exporting these highly demanding and potential export items, by exploiting the existing fiscal and non-fiscal incentives offered by the present government.