



REPORT ON
DELEGATION TO
MYANMAR
&
BANGLADESH

July 2nd to 6th, 2018

DELEGATION VISIT BY GJEPC TO MYANMAR & BANGLADESH FROM JULY 2nd to 6th, 2018

The delegation of the Gem & Jewellery Export Promotion Council visited Myanmar and Bangladesh, it was headed by Shri Shailesh Sangani, Convener, National Exhibition who was also assisted by member secretariat Shri Kaushik Ghosh, Manager -Eastern Region. Delegates who were part of the visit were Mr. Saurabh Soni, Mr. Anil Bhindi, Mr. Prakash Dhanak, Mr. Vipul Mehta, Mr. Nikunj Shah, and Mr. Radheshyam Kedia.

Objective:

- To create Ideal opportunities for the Indian gems and jewellery exporters to develop business and to display their product range to the trade buyers of Myanmar & Bangladesh.
- Survey for Market needs & requirement.
- Interact with prospective Traders and establish areas of cooperation.
- Modest process for participation of trade/associations in the forthcoming IIJS 2018 scheduled from 8th - 13th August, 2018.
- To build a strong bilateral trade relationship between the countries.
- To nurture and take forward the trade relationships that is established in the fields of gems & jewellery between the counties.
- To organize an awareness campaign / Promotion of IIJS, amongst the local jewelers for visiting the show and create effective relationships with our exporters for sourcing finished Jewellery, diamonds & coloured gemstones.
- To provide delegations more exposure about the market, product line & important insight about the export procedure of the relevant countries.

Background

GJEPC in its endeavour to promote exports of gems and jewellery with the set target of USD 60.0 billion by 2022 and having foreseen the potential of increased bilateral trade between countries in the region, embarked upon work which is in progress since years by way of inviting neighboring countries and trade bodies for participation in IIJS. Although some encouraging facts were observed in terms of interests shown by Bangladesh visitors last year, but their governments absence in the last BIMST EC was little surprising which portrays that more awareness campaign amongst Government officials, MOC -Bangladesh and trade bodies are indeed essential which might be achieved through repeated representation and awareness campaign making use of the IIJS platform.

DELEGATION PROCEEDINGS

2nd July, 2018

The delegation reached Myanmar at 11.00 hours. The delegates visited the local market and met certain top jewellers. **Meeting with Sri. B. Shyam, Chargé d'affaires (Cd'A), Embassy of India, Yangon.**



At 17.00 hours, a meeting was held in the office of Mr. B. Shyam, Cd'A (Chargé d'affaires), Embassy of India, Yangon to discuss in details about the jewellery industry, about the presentation which is supposed to be presented during the networking evening by GJEPC and its objectives. Present in the meeting were Shri. Shailesh Sangani, the leader of the delegation and Shri Kaushik Ghosh, Manager, Eastern Region along with other delegates. Shri. Shailesh Sangani, Leader of the Delegation expressed his gratitude to the Cd'A for the warm welcome given to the Indian Delegation and appreciated the effort of the Embassy in providing the required information and support to the Delegation.

Shri. Shailesh Sangani apprised him about the various initiatives of GJEPC and the objectives of the delegations visit in detail. Not only this, he also explained about the Indian gems & jewellery industry and its progress in the international market. He also discussed about previous visits of GJEPC delegations at Myanmar. Mr. B. Shyam was happy with the effort of the delegation and requested that similar kind of Roadshow/Presentation should be carried out in future also, as there is ample scope of opportunity in Myanmar. Invitation to all the officials to attend the presentation for IIJS 2018 at Hotel Sule Shangri La was given.

Presentation at the ballroom of Hotel Shule Shangri La, Yangon on 2nd July, 2018 at 19.00hrs.

The leader of the delegation Shri Shailesh Sangani in his speech spoke about the Indian Gem & Jewellery Industry, its strength and potential. He pointed out that active involvement of both the government could ease out trade in the region. He also stated that Myanmar can play a pivotal role in Gems trade.

Shri B. Shyam in his speech stressed upon the need to expand trade between the two countries which has so many things in common with respect to history, culture and religion. He highlighted the need to build a strong bilateral trade relationship between India & Myanmar and urged both sides towards building areas of cooperation between the two countries.

A total of 110 Guest from the Gem & Jewellery Industry of Myanmar attended the event.

3rd July & 4th July, 2018. Yangon- Market Visit

On the 3rd July the delegation visited the showrooms in the local market. On 4th July'18, the delegation visited Bogyoke Aung San Market, which is major market in jewellery. The market is also known as Scott market was built in 1926. High quality gem and jewellery shops can also be found at the Bogyoke Market in downtown Yangon. Market exults in gold studded Jewellery handmade 18 karat gold and 21 karat gold with Diamond and gemstones are majorly sold in this market. The Major Objective for the market visit was to get the better Understanding of the market, recognize the requirement, areas of procurement and scope of doing business in the country.



4th July, 2018. Dhaka

The delegation reached Dhaka at 19:30 hours and were received by the officials of the High Commission of India, in Dhaka. A meeting was arranged with the committee members of Bangladesh Jewellers Samity (BAJUS) at Westin Hotel at 21: 00 hours which was attended by most of the committee members of BAJUS. The president of BAJUS, Mr. Ganga Charan Malakar welcomed the Indian Delegation and informed that this was the first major delegation from India visiting Dhaka and he was glad to welcome them to explore Dhaka and its potential for investment and other business development opportunities available in the Country. Shri. Shailesh Sangani, Leader of the Delegation thanked the President of BAJUS for the warm welcome given to the Indian Delegation and appreciated the effort of the association.

Meeting with Dr. Adarsh Swaika, Deputy High Commissioner, HCI, Dhaka, Bangladesh.

At 11.00 hours, a meeting was held in the office of Dr. Adarsh Swaika, Deputy High Commissioner, HCI. The discussion mainly hovered around IIJS presentation and Bi-lateral relation between the two Countries. Dr. Swaika



apprised that general business environment is positive and some Indian companies are seriously looking up for Joint Venture in various sector. After having exchanged our views, we thanked Dr. Swaika for the useful inputs.

Presentation at the ballroom of Hotel Westin Dhaka on 5th July, 2018 at 19.30hrs.

75 guests mostly from the Jewellery Industry attended the networking event. Dr. Adarsh Swaika , Deputy High Commissioner, HCI, Dhaka , Mr. Ganga Charan Malakar, President Bangladesh Jewellers Samity, Mr. Dilip Kumar

Agarwal , General Secretary, BAJUS, Mr. Anwar Hossain, President, Bangladesh Jewellery Manufactures & Exporters Association were part of the networking event.

Dr. Adarsh Swaika in his opening speech outlined the need for economic cooperation between the two nations, which has lot of commonality in terms of history, culture, religion, geography, and the proximity between nations. He stressed upon the idea of free trade and Bangladesh participation in BIMST-EC meetings regularly. Mr. Dilip Kumar Agarwal felt that gradual interaction with the Indian jewellery industry could be the stepping-stone for the future of Bangladesh Jewellery. He stressed the need for development in the areas of training and designing.

Shri. Shailesh Sangani, invited the Jewellers to visit the IIJS 2018 show to have a firsthand feel of the latest internationally accepted designs. He emphasized that with the advent of free trade, both the countries would stand to benefit both in terms of revenue and knowledge. The joining of our hands in terms of free trade will not only boost the trade but will strengthen us further to compete with other nations.



6th July, 2018. Dhaka

On the 6th July 2018 the delegation visited the showroom in Gulshan I & II, met prominent jewellers. The delegation visited a gold jewellery manufacturing factory. The factory was equipped with the latest machinery for cutting and polishing diamonds and gold jewellery making. The representative delegates were amazed with the progress of the industry as compared to India.

OBSERVATIONS:-

- 1) The Bangladesh Jewellers expressed interest in participation in India International Jewellery Show (8-13 Aug, 2018) 2018 as visitors.
- 2) The Bangladesh trade showed keen interest in Joint Ventures with Indian Companies.
- 3) The Bangladesh Jewellery industry expects India to help in Training and technical knowhow for the development of latest designs and advanced skills.
- 4) Involvement of MOC of both countries would ease the free trade imbroglio.
- 5) Myanmar Jewellers are willing to participate in the India International Jewellery Show (8-13 Aug, 2018) and were keen to know the documentation procedures.
- 6) Myanmar Jewellers have understood the purpose of the show, which is not for sale, but for long-term buyer seller relations.
- 7) Myanmar ministry of mines was keen to know the prospect of selling precious stones to the Indian Jewellery industry.
- 8) High Commission of India reiterates the need for exploring the possibility of organizing a Gem & Jewellery exhibition / BSM in Myanmar
- 9) The Networking event followed by a presentation was a success at all the two venues Yangon & Dhaka.
- 10) Follow-up with the trade bodies of Dhaka and Yangon is necessary for the IIJS 2018.