

Bahrain International Garden Show (BIGS), 2018 : An Introduction

Bahrain International Garden Show (BIGS) is firmly established as a leading gardening & agro show in the Arabian Gulf. The prestigious show which is organized under the patronage of HIS MAJESTY KING HAMAD BIN ISA AL KHALIFA, King of Bahrain, is recognized as the most popular event in the Arabian Gulf, and is the perfect opportunity for exporters as well as traders & investors in the Agro business, Horticulture, Home Décor, Landscaping, Gardening, Green products and related industries in Agriculture & Food Processing sectors ; and the Show plays a key role in introducing them to the Bahrain and entire Gulf markets.

The Bahrain International Garden Show (BIGS) 2018 , was held at Bahrain International Exhibition & Convention Centre, Manama, Bahrain between February 21st & 25th , 2018. The Theme of BIGS 2018 was "Food Safety", and the show highlighted food safety issues and focused on spreading awareness about good agricultural practices and steps consumers can take to make food safer to eat.

The 14th edition of the show welcomed 158 international trade exhibitors from leading players in greenery and horticultural industry across 14,000 sqm of two halls spaces and around 48,000 visitors visited the mega show over 4 days.

- This year the international exhibitors were from Morocco, Greece, Italy, Netherlands, Japan, Turkey, United Arab Emirates, Russia, China, France, Indonesia, Syria, United Kingdom, Africa, India, United State, Saudi Arabia, Oman, Kyrgyz Republic.



In addition to the above, over the years BIGS hosted exhibitors from Belgium, Singapore, Congo, Cyprus, Jordan, Poland, Qatar, Slovakia, Sudan, Taiwan, Lebanon, Kuwait, and Germany.



India Pavilion at BIGS 2018 & Role of MCCI



The Merchants' Chamber of Commerce & Industry (MCCI) took the lead to be the only Chamber from India to take a high-profile business delegation to BIGS 2018. The MCCI collaborated with the National Initiative for Agricultural Development (NIAD), Kingdom of Bahrain for setting up the "India Pavilion" at the show, and represented the country in Bahrain. This was the first time that any Indian business delegation participated at BIGS, and the MCCI team was very warmly received by senior officials from the Govt. of Bahrain.



MCCI "India Pavilion" at BIGS 2018

MoU between MCCI & NIAD



In a significant move, the MCCI signed an MoU with NIAD along the sidelines of the show to explore business opportunities in the agro & related sectors and create mutual synergies between India & Bahrain. The MoU, which was signed with the intention to strengthen the bilateral relationship between the two countries and facilitate exchange of trade missions, was signed by Ms. Shaika Maram bint Isa Al Khalifa, Secretary General of NIAD and Mr. Souvik Banerjee, Director General, MCCI. Mr. Om Prakash, Second Secretary (Commerce) at Embassy of India in Bahrain, along with Indian delegates and NIAD officials were present during the occasion. This is an exclusive MoU where

both parties will work together closely for next three consecutive years, and can go a long way in strengthening the trade & investment linkages between Indian and Bahraini entrepreneurs and investors. This is the first MoU that NIAD signed with any Indian business Chamber.

Shaika Maram Khalifa, Secretary General of NIAD welcomed the delegation and said NIAD will extend all support to MCCI for bringing a bigger delegation next year. NIAD is quite upbeat on the prospects of India-Bahrain co-operation in the agro, horticulture, and food processing sectors, she added.



Visit of Indian Ambassador to Bahrain to the India Pavilion

Mr. Alok Kumar Sinha, Indian Ambassador to the Kingdom of Bahrain visited the India Pavilion at BIGS 2018, and interacted with the Indian delegation. He assured of all support to MCCI with regard to helping it's Members and Indian Industry at large in expanding their businesses in Bahrain and the entire Gulf region, and congratulated the Chamber for taking the initiative of bringing an Indian delegation to the BIGS for the first time ever.



*Indian Ambassador to the Kingdom of Bahrain
at MCCI lounge of "India Pavilion"*

MCCI Delegation & Key Take-Aways / Expected future Business for Delegates

The MCCI delegation comprised of leading Indian entrepreneurs and exporters operating across sectors ranging from Agro & Food Processing, Fruit Processing, Aeroponics, Greenhouse Commercial Agriculture to Gardening & Landscaping, IT services, etc. and the delegation was represented by MCCI Director General Mr. Souvik Banerjee and Assistant Secretary Mr. Arijit Dey.

MCCI Delegation : Delegate / Company Profiles

Company Name	Sector	Represented by
Shyamsree Agro Commodities Pvt. Ltd	Green house commercial farming, smart farming technologies	Mr. Manish Beriwal
Punica Exports Pvt. Ltd	Technology to increase the shelf life of fruits and vegetables and Export of Pomegranates	Mr. Sunil Vaidya Mr. Pankaj Patil
Pronto Industrial Services Ltd	Export of Neem based natural products and import of Olive Plantation Technology	Mr. Jyotirindra Nath Dey
Euphoria Infotech (I) Pvt. Ltd	IT & ITES services, IT in Agro-Business	Mr. Shamba Bhanja Mr. Kedar Gupta
Flora Consult	Aeroponics & Hydroponics turnkey projects	Mr. Praveen Sharma Mr. Pradeep J. Jayakar
Ramkamal Organic Farms	Export of Grapes	Mr. Vikramsinh N. Bhosale

Summary of B2B Meetings



- **Shyamsree Agro Commodities Pvt. Ltd** – Proposed NIAD to set up Integrated Incubation Centre / Centre of Excellence for Farmer Workshop on Smart Farming and Green House usage in Bahrain where they will partner with NIAD Also, many more positive enquiries and meetings
- **Euphoria Infotech (I) Pvt. Ltd** – Proposed Joint Ventures with Al Nadeem Group , AJM Kooheji Group, Rsquare Technologies, Al Moayyed Group, Bukhari Salam Technologies, Devji Systems and many more
- **Pronto Industrial Services Ltd** – Proposed

Joint Ventures with The Bahrain Wellness Resort, Kottakkal Ayurvedic Centre, Nature Trade Center, National Health Regularity Authority

Result-oriented meetings with participants from Greece, Italy and Morocco regarding Olive Plantation technology import

- **Punica Exports Pvt. Ltd** – Proposed tie-ups and Joint Ventures with Abdul Aziz Ali Foodstuff Store W.L.L, Al Amin for Fresh Fruit Est, Al Hilal Import & Export W.L.L., M/s. Fine Foods, Bahrain Fresh Fruits Co. W.L.L., General Trading and Food Processing Co. (Trafco), M/s. Mohammed Mirza Mohammed Al Samahijii, Agriculture & Veterinary Research Laboratory of Bahrain, Abu Dhabi Food Control Authority
- **Flora Consult** – Proposed Business agreements with Qurrayah Nursery, NIAD, Chambre d' Agriculture of Casablanca, Economic Development Board of Bahrain and many more
- **Ramkamal Organic Farms** – Proposed agreements with M/s. Mohammed Mirza Mohammed Al Samahijii, Nader & Ebrahim S/o Hassan Co. W.L.L., Mohammed Abdulla Sharbatli Est., Al Amin for Fresh Fruit Est., Bahrain Fresh Fruits Co. W.L.L.



One of the Exhibitors at India Pavilion



Expected future Business for Participants

Indian Delegates who were part of the MCCI Delegation to BIGS 2018, have disclosed their expected future trade volumes / approximate value of trade in Rupee terms as follows -

Company name	Expected Business
Shyamsree Agro Commodities Pvt. Ltd	2 positive business proposals from Saudi Arabia and Bahrain, expected trade figure can be indicated later
Punica Exports Pvt. Ltd	Rs. 80 lakh in next 3 month and more than Rs. 1.2 Crore in next 6 months
Pronto Industrial Services Ltd	Order confirmed worth Rs. 1 lakh / month, which is expected to reach Rs. 3 lakh / month within next 6 months
Euphoria Infotech (I) Pvt. Ltd	Rs. 1 Crore in next 6 months
Flora Consult	At least 1 project worth Rs. 63 lakh
Ramkamal Organic Farms	Rs. 50 Crore in next 1 year

Thus the MCCI Delegation to BIGS 2018 has been successful in generating concrete , real-time business for the participants, and the Chamber has played a significant role in creating meaningful bridges of trade co-operation between Indian entrepreneurs and their international counterparts. As a result, some of the delegates have already confirmed their participation for the show next year.



B-2-B Meetings at the India Pavilion

MCCI in the news

The Merchants' Chamber has been widely covered by the media in Bahrain. Bahrain's leading daily newspaper Daily Tribune came out with a prominent write-up on the MCCI delegation to BIGS and the MoU between NIAD & MCCI. MCCI's participation in BIGS 2018 has also been covered by the media in India.



NIAD, Indian trade body sign MoU

Harpreet Kaur/DTNN
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Manama

The National Initiative of Agricultural Development (NIAD) and Merchants' Chamber of Commerce & Industry (MCCI) India yesterday signed Memorandum of Understanding (MoU) to explore business opportunities in the agricultural sector.

The MoU was signed at the Bahrain International Garden Show (BIGS) with the intention to strengthen the bilateral relationship between two countries and exchanges of trade missions.

Shaikha Maram bint Isa Al Khalifa, Secretary of NIAD and Souvik Banerjee, Director General of MCCI signed the MoU in presence of Om Prakash, Second Secretary (Commerce) at Embassy of India in Bahrain along with the Indian delegates and the NIAD officials.

"We would like to have a bigger size of delegation next year and I extend all my support to the visiting delegations to

The MoU was signed to strengthen the bilateral relationship between two countries and exchange trade missions



expand their business in this part of the Gulf. This is a new area of opportunities, and I am sure my Indian friends would love to explore," Shaikha Maram bint Isa Al Khalifa stated.

This is the first time, any Indian delegation took part in BIGS and with the signing of the MoU both the sides have decided to join hands with regards to agricultural and business initiatives, in the years to come.

"This is an exclusive MoU where both the parties will work together closely for next three consecutive years," she said.

"We are quite upbeat on the prospects of India-Bahrain cooperation in agro, horticulture and food processing sectors. This year was a good start because many industrialists and entrepreneurs have shown interest in the companies by

Indian delegation," said Souvik Banerjee, Director General of MCCI.

Moreover, this year we had six companies that participated in BIGS where we were aiming at connecting with Bahraini counterparts but we are looking forward to bringing in double the amount of delegation in the next year so that we have the varying number of companies participating that will further enable in opening up business opportunities between the two countries," he said.

"We believe that this will be highly beneficial for Bahrain as India is one of the largest agricultural producers and Bahrain being an arid region agriculture produce is highly difficult, wherein we introduced the Aeroponics technology where cultivation can be done without the use of soil and saving 90 per cent of the water consumption," Souvik added.

Conclusion



BIGS 2018 marked MCCI's foray into large international trade & investment shows with global footprints, and the show could provide value-added networking opportunities to the delegates. MCCI successfully facilitated focused B-2-B meetings for the Indian entrepreneurs with their international counterparts, which have created concrete business & trade opportunities for the Indian delegates. Going forward, the MCCI will continue to play a key role in strengthening India-Bahrain trade & investment exchanges, and aims to take a bigger business delegation to the Bahrain International Garden Show in 2019.



Indian Delegates at the Royal Dinner hosted by the King of Bahrain