



# **Invitation to business meetings with selected potential customers in Bangladesh - an export project with concrete business relations - Sweden - Bangladesh 9 - 14 May, 2018**

## **Background:**

SBBC, Sweden Bangladesh Business Council was founded in 2011. The aim for SBBC is to promote contacts and business exchanges between Sweden and Bangladesh.

Bangladesh is today one of the most interesting countries to look into, due to its great potential and strong development in recent decades. Swedish companies are very welcome in Bangladesh and companies in Bangladesh are very pleased to open business relationships with companies from Sweden.

The board in SBBC have representatives from Business Sweden, the Swedish Trade and Swedish companies, who have extensive experience in doing business in Bangladesh.

Scoreline Management AB is one of the companies in the SBBC board and has been assigned the task of creating and implementing an export project, aimed to Swedish companies who want to develop their business, by starting new business aimed to companies and organizations in Bangladesh.

Scoreline and SBBC, estimate that Swedish companies have excellent opportunities to deliver to distributors and end customers in this country.

Through this business project, we want to provide direct help to Swedish companies, at reasonable costs, to find customers with whom they can develop profitable, long-term and successful relationships.

In this project, we also work together with the Nordic Chamber of Commerce and Industry in Bangladesh, Business Sweden, the Swedish Embassy in Dhaka, and the Bangladesh Embassy in Stockholm. This all in order for us to create and implement a commercially valuable program together.

## **Aims and objectives of the project.**

The aim is to help Swedish companies to establish good, long term and profitable customer relationships in Bangladesh.

Furthermore, we want to provide the conditions for participating Swedish companies, for attractive costs, to acquire knowledge of Bangladesh as a potential export market.

The goal is that all participants should be able to conclude business deals and make direct business with parties in Bangladesh, either already on site during the visit, or in the immediate future thereafter.

## **Scoreline Management AB**

E-post: [info@scoreline.se](mailto:info@scoreline.se) | [www.scoreline.se](http://www.scoreline.se)

Tel: +46 (0)8-689 99 40 |

Adress: Strandbergsgatan 61, SE-112 51 Stockholm |

Org nr: 556684-8205 |



## **Which Swedish companies can participate in this project?**

We have, after careful analysis in Bangladesh, as well as reconciliation with local actors in Dhaka, identified the business areas to which we want to focus on, where the demands for products, services and business solutions, are very high.

The business areas, selected for this first export project to Bangladesh, are within:

- **Renewable and efficient energy saving/treatment**
- **Water treatment and water cleaning**
- **IT software and system development**

Thus, we want to invite Swedish companies, which are active and deliver products and services in these business areas and also want to start and develop succesful export business in Bangladesh.

But even companies, that have already started to conduct business in Bangladesh, are welcome to register for this project.

## **When is this business trip conducted?**

The business trip is scheduled to take place on May 9 – 14, 2018.

## **Registration for the project, as well as the participation fee:**

The application must be submitted to Scoreline **by 2018-04-23**

In order for the project to be implemented, at least 7, but no more than 12 Swedish companies must sign up. If too few companies have signed up, when the registration period expires, the project will not be implemented.

For those companies that have already paid the participation fee, will be refunded.

Registration is made by sending an email about participation to Scoreline to:

**christer.dyrwoold@scoreline.se**, as well as paying the participant fee, as instructed below.

Companies with annual sales of less than SEK 25 million per year, pay a participant fee of **SEK 35,000:-**

Companies with annual sales of more than SEK 25 million per year, pay a participant fee of **SEK 45,000:-**

All the fees are ex. VAT.

Registration is binding.

## **Participation fee:**

We will invoice registered companies the participant fee above, immediately after notification to the project.

For participation in the project, payment of the participant fee must be noticed on our Scoreline account **not later than April 27, 2018**

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**The participation fee includes:**

- All preparatory work in the project – in Sweden and Bangladesh
- Contacts with each participating company, individual preparation and reviews of each company's business goals, with this venture, before the departure to Bangladesh
- Search and reconciliation with selected business contacts in Bangladesh, after each company's wishes
- Organization of all business meetings, implementation of all program items in place in Dhaka, Bangladesh
- Joint transportations to and from all business meetings in Dhaka
- Food and drinks in the official business program
- Review and follow-up of each company's results and goal fulfillments, after the trip.

Additional costs for the participants, the trip Sweden – Dhaka back and forth, accommodation in Dhaka, personal meals, drinks and trips outside the program.

For questions about the project, before the information meeting on March 8, please, call **Christer Dyrwoold**, project manager, **phone: +46 8 689 99 40**, **mobile: +46 70 575 65 11**.

**Information meeting 2018-03-08 of the project at "Svensk Handel":**

SBBC and Scoreline invite to an information meeting about the project. At the meeting you will be given the opportunity to ask questions about the project and how to prepare for the trip.

At this meeting, representatives from Swedfund, "Tillväxtverket" and "Länsstyrelsen" will participate, in order to provide companies with concrete information about available financial export support, for example project funding, establishment support, business development checks, etc., which companies can apply for their export expansion.

Here it can be mentioned that e.g. Swedfund has already helped 10 Swedish companies with financial support, for their establishment in Bangladesh. More information about this will be available at the information meeting.

The location for the information meeting, is Svensk Handel, Regeringsgatan 60, in Stockholm and the time is: **Thursday, March 8, at. 08:30 – 10:00**. Light breakfast will be served.

We request your application for participation in the information meeting no later than on **Monday, March 5**.

Registration is made on the SBBC website: **www.sbbc.se**

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## **Membership in SBBC**

Our wishes are also, that companies which sign up for the project, will become members of SBBC.

The membership fee is the following and is paid annually.

Although upon notification of this project and membership notification to SBBC for 2018, a new member will only pay 50% of the membership fee in the first year:

<b><u>Company – Turnover</u></b>	<b><u>Membership fee per year</u></b>
Companies with sales less than SEK 10 million	SEK 500: -
Companies with sales between SEK 10 million and SEK 1 billion	SEK 1,500: -
Companies with sales more than 1 billion SEK	SEK 5,000: -
Institutions and authorities	SEK 1,500: -

Registration for membership can be made online via [www.sbbc.se](http://www.sbbc.se), or to be sent to the SBBC office with a mail: [inger.wijnbladh@gmail.com](mailto:inger.wijnbladh@gmail.com).

For any kind of questions about membership, please, take a contact with the SBBC chairman, **Mr. Mizanur Khan** on mail: [mizanurk@gmail.com](mailto:mizanurk@gmail.com), or by **phone: +46 70-319 75 75**

More information about SBBC is available on the website: [www.sbbc.se](http://www.sbbc.se)

### **More information:**

In order to obtain further detailed information about the project, its scope, the detailed program in Dhaka and what else is included; please, send a mail to: [christer.dyrwoold@scoreline.se](mailto:christer.dyrwoold@scoreline.se), alternatively, by phone: **+ 46 70 575 65 11**

Stockholm 2018-02-23

Christer Dyrwoold  
Scoreline Management AB/SBBC

### **Please, notice the following special times in the project:**

<b>Latest registration for the project:</b>	<b>Monday, April 23, 2018.</b>
<b>Noticed payment of participant fee:</b>	<b>Monday, April 27, 2018.</b>
<b>Preparatory work with participating companies:</b>	<b>During March – April 2018</b>
<b>Project implementation:</b>	<b>During the days – Wednesday 9 to Monday 14 May, 2018</b>

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