

# POST SHOW REPORT 2019

## 10<sup>TH</sup> BHUTAN CONSTRUCTION FAIR

**18<sup>th</sup> 19<sup>th</sup> 20<sup>th</sup> 21<sup>st</sup> JULY 2019**

CHANGLIMITHANG STADIUM PARKING, THIMPHU

- EXPLORE
- GOOD BUSINESS
- OPPORTUNITIES
- EXCELLENT CLIENTLE
- B2B PLATFORM



PRESENTS BY:



ASSOCIATION WITH





## INAUGURATION

July 21st, 2019 saw the end of another efficacious closing of the exhibition focusing on Tiles & Sanitaryware, Glass, Window, Roofing, Construction Equipment and Building Material. The positive atmosphere of the exhibition reflected the Lucrative Bhutan market. Companies and investors took full advantage of opportunities to exchange ideas and information; numerous contracts were signed and cooperation agreements reached. With 75+ exhibitors, the event was completely booked out several weeks before the opening date. Companies from 3 countries presented their products, solutions and services to around 10, 000 visitors – an increase of 30% over the previous year. Expo was supported by Ready Mix Concrete association of Sri Lanka.

### The Show Was Inaugurated By:

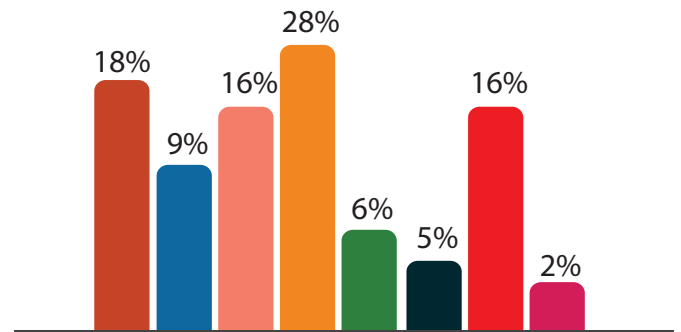
- Honorable Chief Guest - Your Excellency Lyonpo Loknath Sharma, Minister, Ministry of Economic Affairs, Royal Government of Bhutan
- Mr. Ashish Middha, Consul General, Consulate General of India, Pling Phuentsholing / Indian Embassy
- Mr. Sonam Tenzin - Director, Consumer Protection, MOEA
- Mr. Phuntsho - Director General, BSB
- Mr. Karma Tshering - President, FAB
- Mr. Sonam Dorji - Executive Director, ABTO
- Mr. Sanjay Gyeltshen, General Secretary, Wood Based
- Mr. Thinley Jamstsho - President, CAB
- Mr. Shacha Gyeltshen, Norlha Enterprise, Register Member
- Mr. Dorji Khandu - Royal Security Exchange
- Mr. Karma Gyeltshan - CEO, KNS and Association
- Mrs. Phub Sam - President BCCI
- Mr. Sanjay Dorji - Secretary general BCCI
- Mr. Pelchen - CEO Druk Trading Equipment
- Mr. Prem Anveshi- Managing Director Futurex
- Mr. Digvijay Singh- Futurex
- Mr. Vineet Jhabak - Joint Director Capexil
- Mr. Praveen Kumar - Secretary PEPC



## VISITORS BY INDUSTRY SECTOR

NO. OF VISITORS: 9000 +

DEVELOPERS & CONTRACTOR-	16%
ENGINEERS -	16%
INTERIOR DESIGNERS -	9%
MEDIA & OTHERS -	2%
GOVERNMENT AGENCIES -	5%
CONSULTANTS -	6%
ARCHITECTS & BUILDERS -	18%
DISTRIBUTORS & DEALERS -	28%



## BRIEF PROFILE OF VISITORS:

Architects, Contractors, Builders, Engineers , Importers, Govt. Department, Interior Designers, Dealers, Distributors & end users.

## PARTICIPANT'S FEEDBACK:

We believe this is the only platform in Bhutan where we can get right buyers in all the three days exhibitions, Exhibitions was well managed and well organized.

## VISITOR FEEDBACK:

This is first time we have seen quality exhibitors in the expo. Normally in Bhutan we get dealers and distributors participation from Siliguri but this time we got a chance to communicate directly with manufacturers which attracts to get products at lower price in Bhutan.

## BUSINESS GENERATED:

- Number of enquiries - more than 1000
- Number of MOU's Negotiated /signed - Individual companies did the same directly.
- Order Booked - More than 300 Lacs.

## BRIEF NOTE ON EXPORT POTENTIALS OF THE COUNTRY / PRODUCT:

There is huge potential for Indian exporters in Bhutan as more than 90% of the product or machines are supplied from India Only.

As Bhutan is an emerging market planning massive expansion in Road, Highways, Houses, Hotels, Resorts and India is the only country to prefer to work with.

### Outcomes analysis by Council / Trade Bodies (reflecting the achievement and trade benefits, failure etc)\*:

Indian companies in the Expo are willing to participate next year as well. Also, Trade Bodies got good communication with BCCI to organise such kind of Expo.

## GLIMPSES OF THE SHOW

