



# বাংলাদেশ ডেন্টাল মার্চেন্ডাইজ ট্রেডার্স এসোসিয়েশন Bangladesh Dental Merchandise Traders Association

**PRESIDENT**  
**MOHAMMAD ABDUL KADER KIBRIA**  
Advance Innovation Technology plc  
Phone: +88 01914498306

**(BDMTA)**

**GENERAL SECRETARY**  
**MUHAMMAD ANAMUL HAQUE**  
Yume International Ltd.  
Phone: +88 0171 5080854

**VICE-PRESIDENT**

**MD. Salim**  
Modern Dental Supply Co.

**JOINT SECRETARY**

**MD. Nasir Uddin**  
Prayashi Dental Medical

**FINANCE SECRETARY**

**Akhter Hossain**  
MMM Trade International

**ORGANIZING SECRETARY**

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ZAS Dental

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**Azizur Rahman**  
Liven Dent

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Daito Dental Supply

**CULTURAL SECRETARY**

**Md. Monirul Islam (Bablu)**  
Ideal Dental Supply and Services

**MEMBER**

**MD. Kamrul Hasan**  
Shah Amanath Traders

**MEMBER**

**Abdur Rahman**  
Afrin Trade International

**CHIEF ADVISOR**

**AZM Ahsanul Alam**  
Ovation Business

**ADVISOR**

**Md. Mofizul Hoque Khan**  
Khan Dental Supply

November 9, 2019

**Dr. Dirk Annaars**

President  
INDENT - Benelux Dental Industry Association  
Postbus 190  
NL - 2700 AD Zoetermeer  
Netherlands

Attn: Mrs. J.E.F. van de Scheur, Secretary-General

Subject: **Invitation Letter to All members INDENT - Benelux Dental Industry Association to attend BIDEEM, February 20-22, 2020.**

Dear Dr. Dirk Annaars,

It's our pleasure to invite all members of INDENT - Benelux Dental Industry Association to attend the biggest Dental Exhibition in Bangladesh 'BIDEEM 2020 - Bangladesh International Dental Exhibition & Meeting 2020 (Seminar, Exhibition, Meeting: B2B)' at BICC – Bangabandhu International Conference Center, Agargaon, Dhaka, Bangladesh on February 20-22, 2020 as Trade Exhibitor/ Trade visitor for B2B meeting.

In term of visitors, we expect more than five thousand Dentists will join our upcoming event BIDEEM 2020. In term of Exhibitors, BIDEEM 2020 expo size will be more than double as compare to our last event BIDEEM 2019. 81 booths have already booked by local exhibitors. Along with the expo we will arrange B2B meeting. Almost all Businessmen in Dental field will present at BIDEEM 2020. It's a great opportunity for European Dental manufacturers who want to establish own subsidy office, set up manufacturing plan or, looking for distributors in Bangladesh for their dental products.

**About Bangladesh Dental Market:**

Bangladesh, a small but densely populated country, could be one of the potential market for any dental products manufacturer. It is a land of 163.05 million people having per capita income USD 1,466 with GDP growth rate 7.06 in FY 2018-2019. Last decade Bangladesh GDP growth rate is on average more than 6.5 and the awareness of oral health care is increase tremendously. Bangladesh Dental products (Clinical and Dental Lab) market size is about US\$ 20.04 million with more than 10 percent increasing rate per year.

In 1990's dentist- population ratio (1: 25,000) in Bangladesh is being considered one of the lowest in the world. To make the ratio reasonable, our country is coming up with urge of necessity. Last two decades lots of new dental collages have been established to cope with the need of the hour. At present country wise dentist-patient ratio is follows:

Country	Ratio (Year: 2019)	
	Registered Dentist	Population
USA	1	1,640
Korea	1	2,686
Bangladesh	1	14,800



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We have a small fraternity of registered 12,000+ Dentists. There are 21 dental education institutes which produce nearly one and a half thousand new dental graduate every year and start new profession in oral health.

Nearly 2,000 new dental units sold in Bangladesh dental market. Item wise demand for Dental products increases 10% to 15% annually and the increase rate is one of the highest as compare to any other country in the world.

Now we are passing digitalization Era. Computerized dental technology is going to dominate dentistry. In Dental imaging: RVG, PSP Scanner & 3D CBCT, Prosthodontistry: CAD/ CAM, 3D printer & related software And Dental Implants are rapidly popularizing in modern dentistry. European Technology is always welcome. As we do not have dental product manufacturer of our own, our market is fully dependent on import from abroad. So, it is one of the potential market for European dental products manufacturers.

**Accommodation:**

InterContinental, Dhaka (5 star) [www.intercontinental.com/dhaka](http://www.intercontinental.com/dhaka) and Hotel Shuktara, Dhaka (3 star) [www.hotelshuktara.com](http://www.hotelshuktara.com) will be the official hotels for BIDEEM 2020. Very close distance from the venue and shuttle transport service will be available between the hotels to the venue BICC, Agargoan, Dhaka [www.biccbd.com](http://www.biccbd.com) during the event.

**Media Partner:** Dental Times, Bangladesh.

BIDEEM 2020 is enlisted at [www.infodent.com](http://www.infodent.com) trade show calendars.

In this regard, we would like to inform you that our previous event BIDEEM 2019 on February 21-22, 2019 at InterContinental, Dhaka organized by BDMTA was a successful event in dentistry in terms of highest number of exhibitors and as much as 2,803 Visitors (2,324 Dental Surgeons and 479 Dental Students). It has made the event the biggest dental exhibition in Bangladesh. Along with the expo we have also arranged Seminar and Hands on for Dentists.

We'd love to discuss. so, don't hesitate to contact for farther details. You can reach me directly through below mobile phone number and email. We look forward to hearing from you soon. Thank you in advance for your generosity and support.

Best Regards,

Mohammed Abdul Kader Kibria  
Convenor, BIDEEM 2020 Organizing Committee.  
President, BDMTA

And  
Chairman & CEO  
Advance Innovation Technology plc, Bangladesh  
Cell: +88-0191-4498306  
[president@bdmta.com](mailto:president@bdmta.com), [ceo@advinnotech.com](mailto:ceo@advinnotech.com)  
[www.bdmta.com](http://www.bdmta.com), [www.facebook.com/bdmtabd/](https://www.facebook.com/bdmtabd/)

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*First & only Bangladesh Government Approved Trade Organization in Dentistry*