

**Expression of Interest (Eoi) Notice
for Consultancy services for conducting
a Market Study on Textile Sector of Bahrain for
Embassy of India, Bahrain**

Tender Notice

No. Bah/Com/209/02/2022

01 July 2024

Embassy of India, Bahrain invites sealed quotations from reputed and experienced consultancy companies/firms for conducting a market study on "Textile Sector in Bahrain". The Market Study should include following textile materials/ products:

- i) **Ready made garments** as per details at annexure 1
- ii) **Cotton fabric, yarn & home textiles** (Bed and Bath linen, Institutional linen, Contract textiles, Terry towels, Table and Kitchen linen, Floor cloths and dusters, Curtains and Valances covered in (HS chapter 63 like 6302, 6303, 6304, 6307, 6308)
- iii) **Synthetic fabric & yarn**
- iv) **Carpet**
- v) **Jute including floor covering.**

Main Objective:

- What is the current scenario including export-import and future prospects of textile sector of Bahrain?
- What are the trade barriers, non-trade barriers & other challenges being faced by exporters, especially Indian exporters, while exporting textile products to Bahrain and suggestions for tackling them?
- What is the standard procedure being followed by Bahrain for importing textile products?
- To identify major importers & exporters of textile products.
- To identify specific textile products where India has advantage and suggest potential markets for the Indian textile sectors.
- To determine target customers and their preferred choices.
- Current demand pattern of textile products in Bahrain, which are produced and can be exported from India.
- Major supermarkets of Bahrain which may be interested in imports of textile products from India.
- To provide a better understanding of registration process for export of textile products from India to Bahrain.

- Suggest ways to target customers and factors determining purchase decisions.

Scope of the work: A descriptive market study should involve current scenario of industry and future prospects, supply and demand dynamics, pricing trends, consumer preferences & industry trends, distribution channels govt policy and various other relevant factors. The report may cover among other things a comprehensive and accurate information on the following points:-

- i. Brief analysis about textile sector of Bahrain including manufacturers of Ready Made Garments.
- ii. Country's dependence on import of textile products/materials, category wise import of these items from India & across the globe, competitive position analysis of India vis a vis other countries.
- iii. Bahrain Govt's policies, initiatives, strategies related to textile sector & their impact on the sector.
- iv. Major Bahraini importers & distributors of textile materials/products (category wise).
- v. Various distribution channels including wholesale, retail, e-commerce and export market.
- vi. Potential for stakeholders or distributors in Bahrain for further export to other GCC countries.
- vii. Trade regulation and procedure for export to Bahrain
- viii. Trade barriers (tariff, non-tariff etc), & other regulatory issues for Indian textiles exports to Bahrain.
- ix. Identify consumer preferences, industry trends and factors influencing consumer behavior.
- x. Identify pricing trends and factors affecting pricing.
- xi. Major bottlenecks in expansion of market base for Indian textile companies & recommendations to resolve them.
- xii. Forecast of future growth opportunities & challenges in textile sector of Bahrain and scope for Indian textile exporters. (category wise).
- xiii. Strategy for Indian Exporters/Chambers to increase export of textile materials from India to Bahrain.
- xiv. Summary - Key findings and recommendations for stakeholders.

Eligibility:

- i. The firm should possess all necessary registration and certificates required under local regulations.
- ii. The firm should have sufficient working experience in the market study field.

Time line: First draft report should be submitted in a period of 45 days after award of work. Final report should be submitted within 90 days after award of work.

2. While submitting quotations, the following points should be considered:-
 - i. The price quote should be inclusive of VAT(if any)
 - ii. The quoted price would be considered as final for payment purpose.
 - iii. The terms of payment should be clearly mentioned in the quotation.
 - iv. Method of survey should be clearly written along with the time line required for conducting it.

3. Interested companies may send their bids in a cover envelope (with “Bids for empanelment of Transport Services” written on the cover) comprising of two separate sealed envelopes (i.e., one titled ‘Technical Bid’ consisting of Company profile and second titled ‘Financial Bid’ consisting of financial quote/proposal).

4. The bids may be sent at the following address latest by 25th July, 2024. If there is any query, the same may be forwarded to the undersigned.

**Head of Chancery
Embassy of India, Bahrain
Post Box. 26106
Bldg no. 1090, Road 2819
Block 428, Al Seef District
Kingdom of Bahrain
Email ID : hoc.bahrain@mea.gov.in
adm.bahrain@mea.gov.in**