



MANAMAS-LOG

# BH FOODSTUFF IMPORT ANALYSIS

Done By :

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# MOHAMED ALMURBATI

## PROFILE

Gender : Male  
Education : Mechanical Engineer  
Occupation : Investor  
Address : Bahrain  
Age : 19



## BACKGROUND

- Founder of multiple mid-sized retail outlets in the UAE and Oman.
- Interested in diversifying into Bahrain's growing retail market, particularly foodstuff.
- Believes in data-driven decisions and sustainability in sourcing.

## INVESTMENT GOALS

- Open a chain of modern, mid-tier supermarkets across Bahrain targeting both locals and expats.
- Focus on foodstuff: grains, dairy, fruits, vegetables, seafood, and beverages.

## PERSONALITY



## TECHNOLOGY

Software



Social Media



Mobile App



## BRANDS

Almurbati Holdings



# Bahrain Foodstuff Imports (2020-2024): Key metrics, Growth Trends & Post-Covid Recovery

Total Weight (KG)

2bn

Total Value (USD)

\$4bn

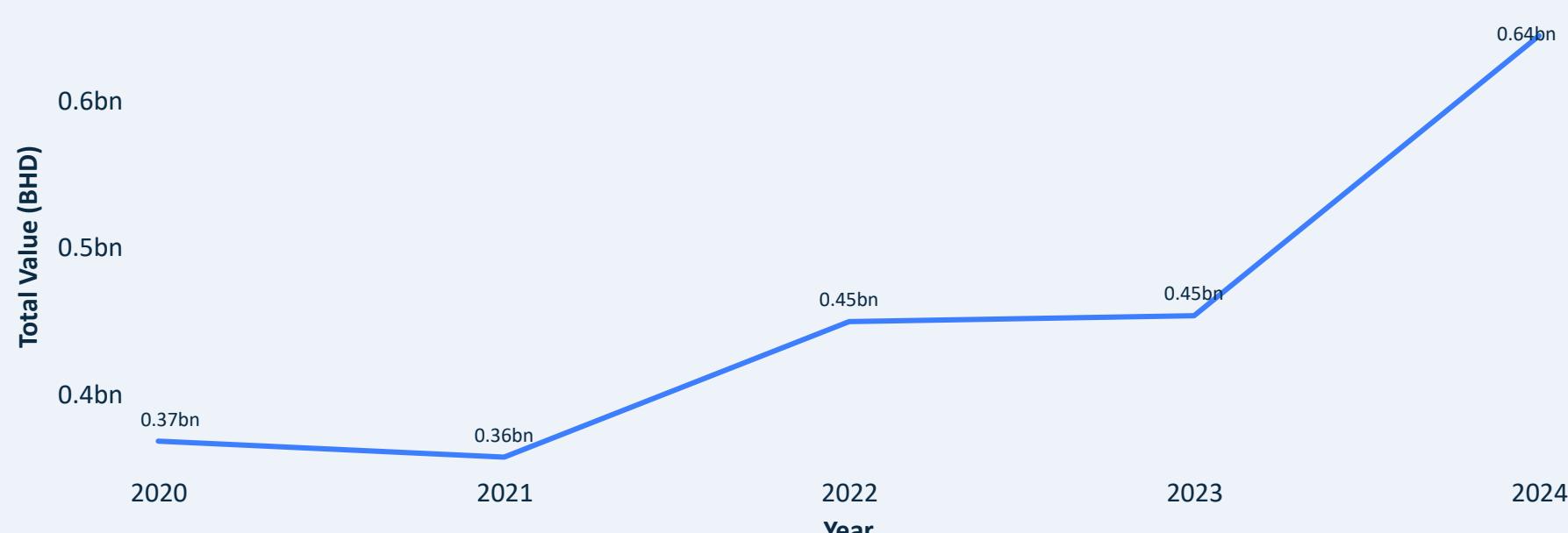
Total Value(BHD)

BD1,433M

No. of Transactions

141K

A Sudden 42% increase in 2024 in Foodstuff imports



- Imports Value Have increased by 23% over the last 4 years , indicating the aftermath of COVID 19.

- The increase in 2024 is due to economic recovery and increase in demand

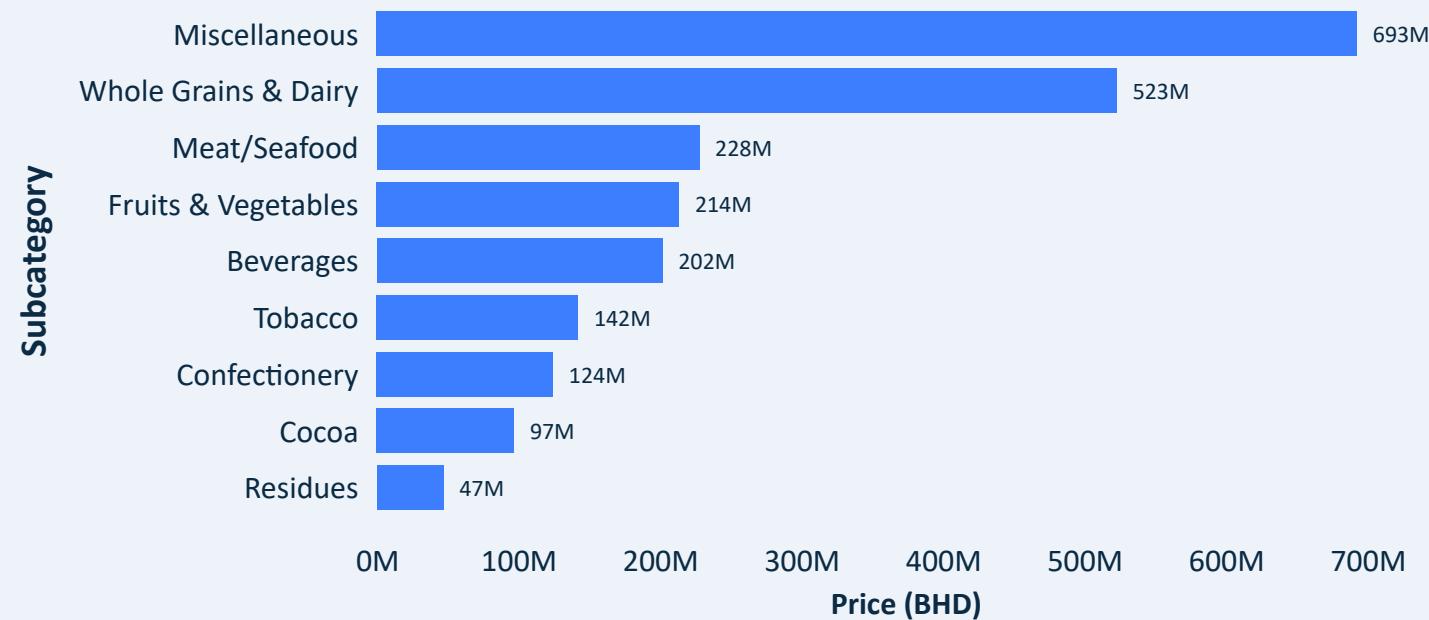


# Top Food Import by Value With Price Range Analysis (BHD)

Avg Price  
10.36K

Max Price  
6.91M

## Miscellaneous Hold 30% in Value Across All Subcategories



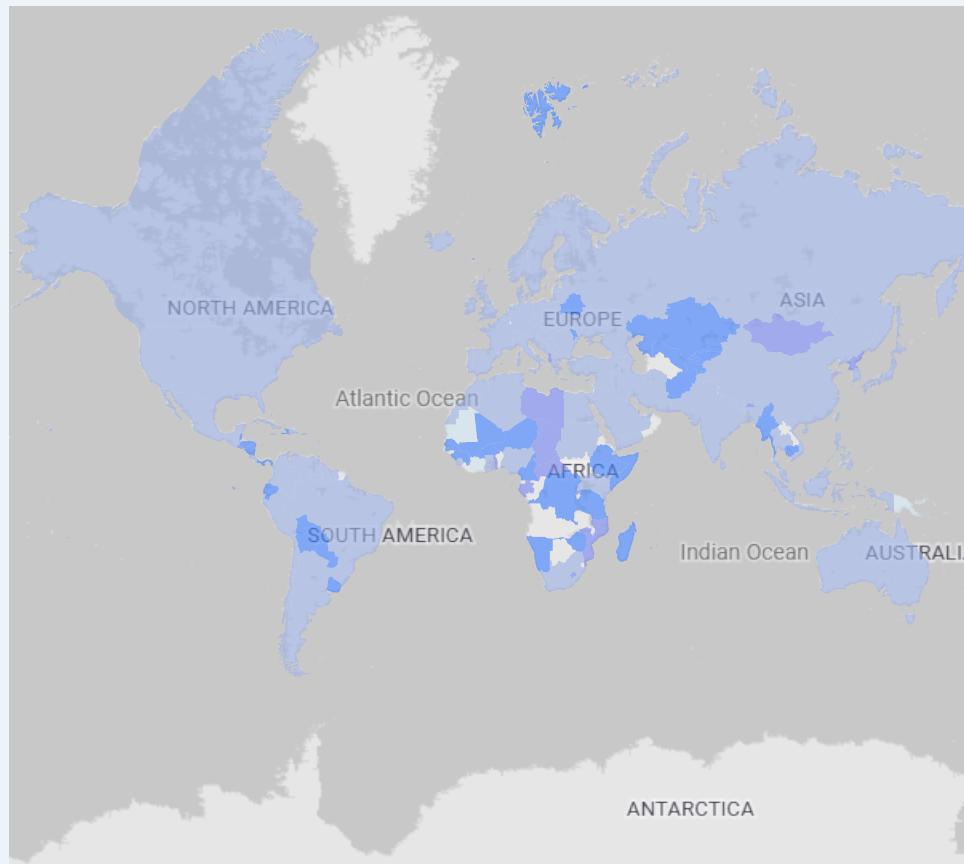
- Miscellaneous Products has the highest value in imports with a **693 million** bahraini dinars with a **120BD/KG** and is sourced mostly from **China**
- This type of food (Snacks ,instant meals, packaged goods) are mass-produced in **china**



# Import Value By Food Subcategory and country

## Total Value by Country & Subcategory

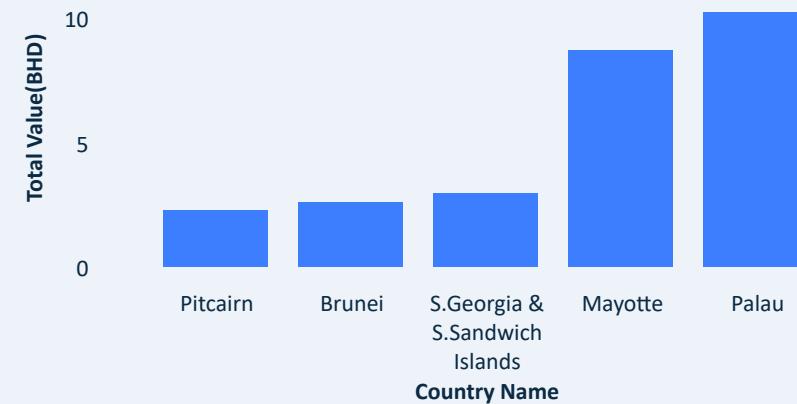
● Beverages ● Fruits & V... ● Meat/Seaf... ● Miscella... ● Whole Gr...



Microsoft Bing

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## Lowest 5 countries in Import Value



- Pitcarim has the **lowest value** with a **2.28 BD** across all subcategories in foodstuff due to it being very small and lacks export and geographical isolation
- Followed by **Brunei (2.61 BD)** and its due to its small population and limited agriculture

## Lowest Values of Import By country

Country Name	Total Value(BHD)
Brunei	2.61
Mayotte	8.70
Palau	10.27
Pitcairn	2.28
S.Georgia & S.Sa...	2.95
<b>Total</b>	<b>26.81</b>



Cover Page

Mohamed's Profile

Import Growth Rate

Top Food Commodities

Sourcing Insights

Seasonal Trends

Transaction Per Country

Outliers & Surprises

Limitations & Recommendations

Dashboard

Thank You

# Quarterly Import Trends Across Food Subcategories

Miscellaneous Consistently Dominates All Four Quarters



- There is no clear trends regarding the food imports in different seasons
- Foodstuff imports remains relatively stable throughout the year
- There is stable Consumer demand and the consumption is steady year-round
- Foodstuff is a primary necessity, not a luxury- so demand remains stable

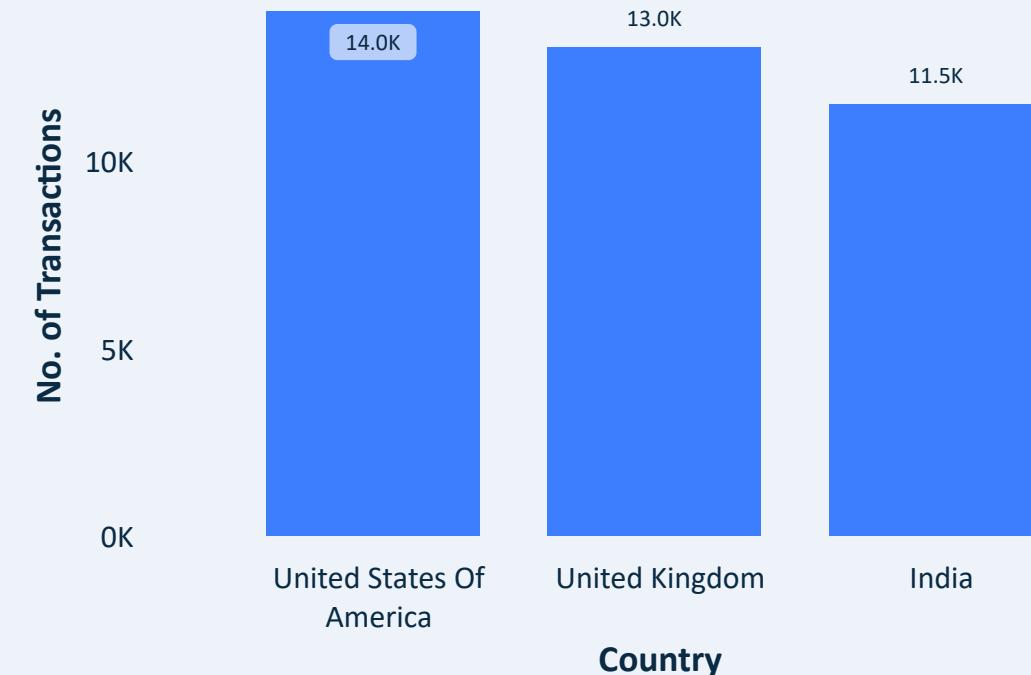


# Foodstuff Import Transaction By Country

## Top 3 Countries in Number of transactions



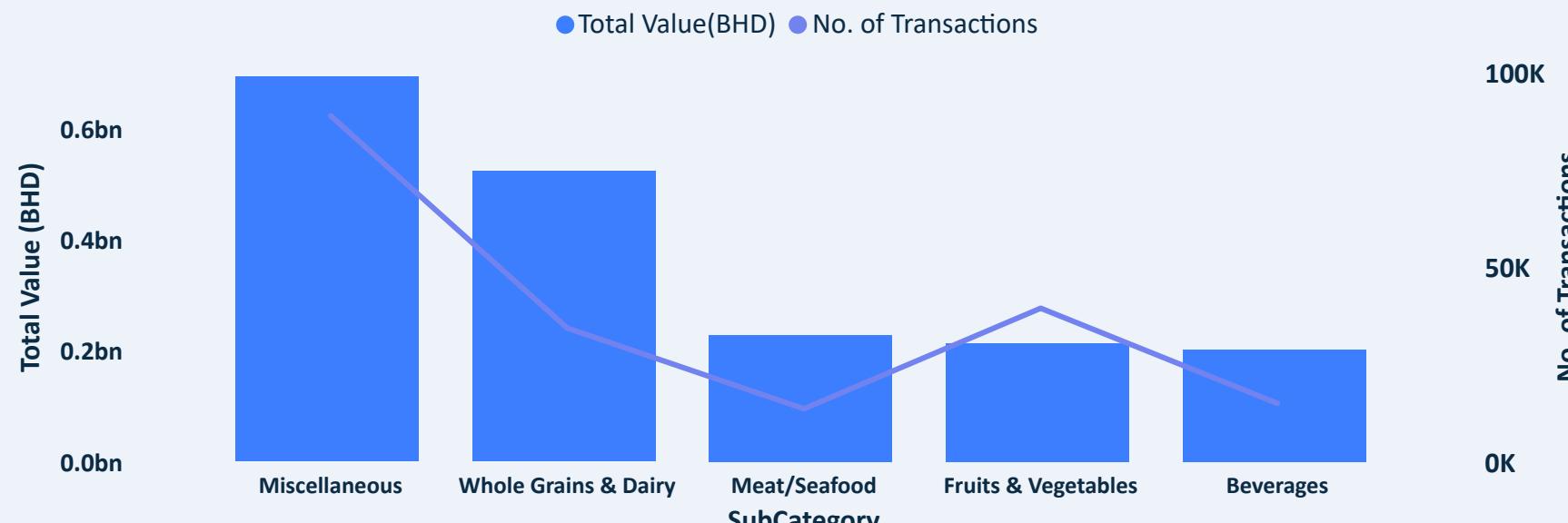
## USA's 14k Transactions Lead the Market



- With 14k transactions, the **USA** ranks as Bahrain's top foodstuff trading partner by frequency, reflecting **bilateral trade** and a **reliable supply network**.
- The reason is that USA is a top **global leader** in food production

# What We Buy The Most VS What Costs The Most

Total Value(BHD) and No. of Transactions by SubCategory



- **Miscellaneous** has the **highest total value (~0.7Bn BHD)** and **most transactions**.
- Sharp drop in both value and transactions after Miscellaneous.
- The **transaction trend line is volatile**, showing uneven consumer activity.



# From Problems to Smarter Strategies

## Limitations List

Issue	Impact
Misclassified items	<b>Skews analysis and decision-making</b>
Missing weights/values	<b>Blocks price calculations and totals</b>
Generic product names	<b>Makes it hard to identify foodstuff categories</b>
No price benchmarks	<b>Overpricing goes undetected</b>
No supplier details	<b>Limits strategic sourcing and supplier evaluation</b>

## Summary

- Fixing these gaps ensures **accurate pricing, better supplier evaluation, and stronger business decisions** for foodstuff imports.
- Almurbati Holdings can **avoid hidden costs and unlock smarter sourcing strategies**.

## Investor Recommendations

Investment Pillar	Recommendation
High-Demand Product Lines	<b>Invest in high-volume imports</b> such as <b>Miscellaneous, Whole Grains, and Dairy</b> , which consistently lead in <b>value &amp; transactions</b> .
Sourcing Partnerships	<b>Focus on USA</b> (packaged goods) & <b>India</b> (broad food categories) to ensure <b>strong supply chains</b> .
Inventory Planning	<b>Take advantage of steady import levels</b> across all seasons for <b>consistent stocking</b> without the risk of <b>overloading or shortages</b> .
High-Margin Categories	<b>Emphasize Beverages and Confectionery</b> , which offer <b>higher price/KG &amp; efficient shelf use</b> , maximizing <b>profitability</b> .
Sustainable/Niche Imports	<b>Invest in organic grains and eco-friendly seafood</b> to build an <b>ethical brand</b> and attract <b>expat and health-conscious consumers</b> .



# Comprehensive Overview Of Bahrain's Food Imports

[Cover Page](#)
[Dashboard](#)
[Thank You](#)
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**Total Value (USD)**

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**Total Value(BHD)**

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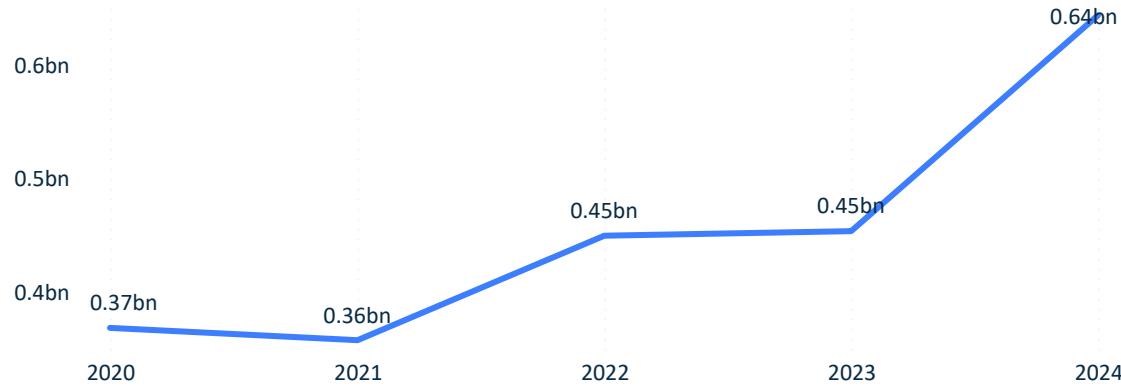
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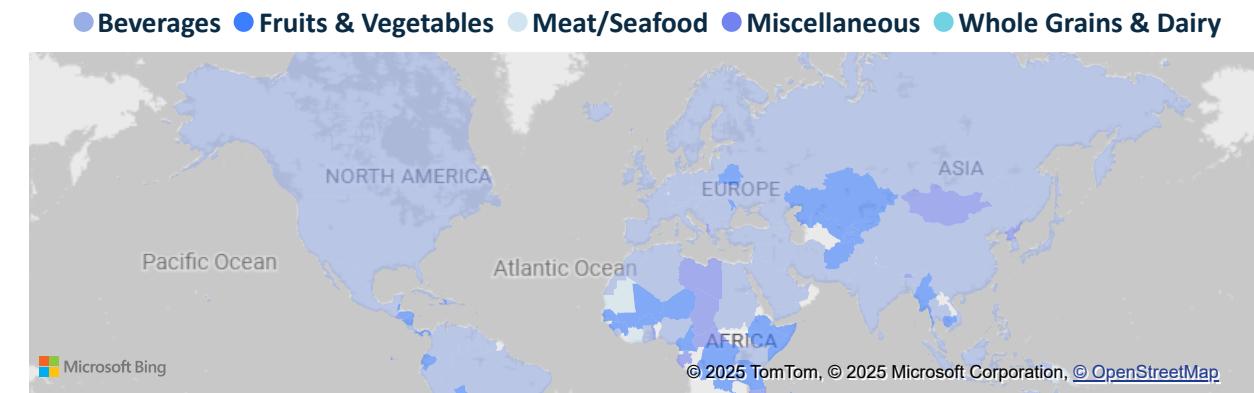
**SubCategory**

**Year**

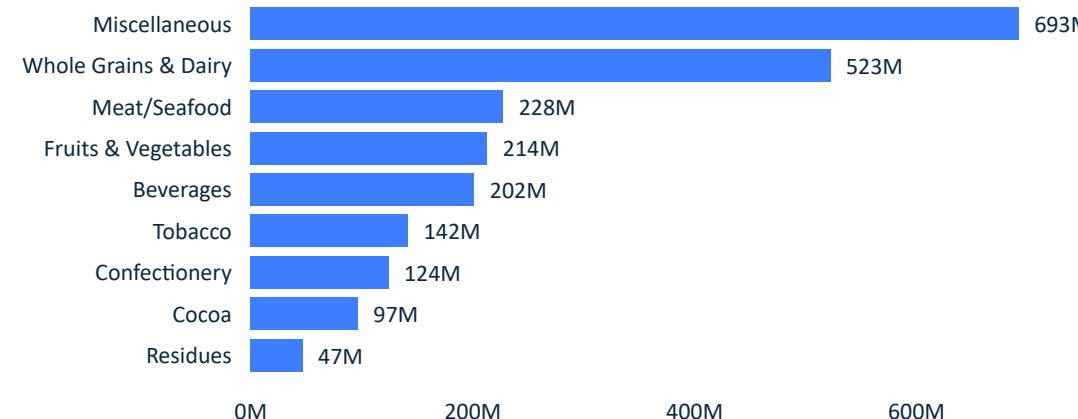

## Import Value Growth by year



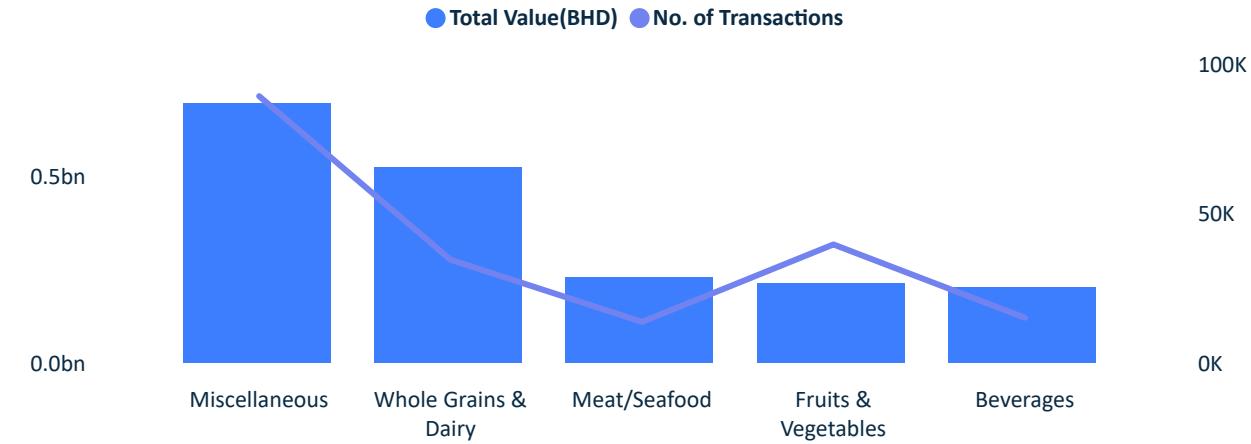
## Total Value by Country & Subcategory



## Price Per Subcategory



## Total Value(BHD) and No. of Transactions by SubCategory





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# THANK YOU

## No. of Transactions by Country Name

