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# Star BUSINESS

DHAKA WEDNESDAY FEBRUARY 1, 2006 E-mail: business@thedailystar.net

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## BKMEA biennial polls in April

UNB, Dhaka

The biennial election of Bangladesh Knitwear Manufacturers and Exporters Association (BKMEA) will be held on April 8.

Incumbent President M Fazlul Hoque and former vice-president Mohammad Hatan are the main aspirants for the post of president. They will contest in the election under two separate panels, industry people said.

The polling will be held at BKMEA offices in Narayanganj and Dhaka on the day from 9am to 5pm without any break.

A total of 963 voters will vote for electing 27 directors who later will pick up president, first vice-president, second vice-president, third vice-president and vice-president (Finance).

The last date for submission of nomination papers has been fixed on March 2 while the candidates will be able to withdraw their nominations by March 16.

This will be the first ever election to the BKMEA since its establishment in December 1996. Earlier, executive committees were formed on the consensus of the BKMEA members.

## Export accessories show from February 16

UNB, Dhaka

A four-day export accessories exhibition styled 'PACEXPO-Dime 2006' will begin on February 16 at Bangladesh-China Friendship Conference Center to showcase packaging products that earn foreign exchanges worth Tk 5,000 crore annually.

Bangladesh Corrugated Carton and Accessories Manufacturers and Exporters Association (BCCAMEA) with the assistance of Dhaka Chamber of Commerce and Industry (DCCI) and ES Event Management SDN.BHD is organising the fair.

A total of 50 companies from home and abroad, including China, Germany, Singapore, India, Malaysia, the Philippines and Taiwan, are expected to participate in the exhibition.

BCCAMEA President Shafulah Chowdhury in a press conference on Monday at the National Press Club said a number of seminars will be held during the fair where specialists from home and abroad will present their keynotes on the potential of the industry.

# Adamjee EPZ opens in a month

## Says Bepza executive chairman

STAR BUSINESS REPORT

Adamjee Export Processing Zone will be opened within a month and it will be fully operational in a year, executive chairman of Bangladesh Export Processing Zones Authority said yesterday.

"We will be able to open the Adamjee EPZ within a month as three companies are expected to go into production shortly," Mohammad Zakir Hossain, executive chairman of Bepza, told a press briefing.

There will be 200 plots in the EPZ but Bepza has already received applications for 326 plots, he said, adding that it is not possible to accommodate all.

Bepza is developing 100 plots in

the first phase and 65 of them have already been allotted. Another 100 plots will be developed in the second phase, he mentioned.

Adamjee EPZ will generate around one lakh employment after completion, Hossain hoped.

Commerce ministry organised the conference to brief the media about the outcome of the single country fair ended in Colombo on January 23. Commerce Minister Altaf Hossain Choudhury, secretary Abdul Karim, vice-chairman of Export Promotion Bureau Mir Shahabuddin Mohammad and other senior officials of the commerce ministry were present at the briefing.

Speaking at the briefing, the commerce minister said a proposal

to form Bangladesh-Sri Lanka Business Promotion Council was made during the fair.

"Sri Lanka will also organise a similar fair in Bangladesh, he said hoping trade between the two Saarc countries will see a tremendous boost shortly.

EPB vice-chairman said 31 pharmaceutical products are in the process of getting registration in Sri Lanka.

"Sri Lanka imports medicines worth about \$300 million and Bangladesh will be able to increase medicine export to Lanka after completion of registration," he added.

Of the 44 companies participated in the fair, 30 got spot orders, he said.

# Bimstec FTA's sensitive lists being fine tuned

PTI, New Delhi

With the July 1 deadline for implementation of Bimstec Free Trade Area fast approaching, efforts are on to fine tune the sensitive lists of items.

"The fine tuning of negative lists are going on to accommodate trade interests of all the Bimstec countries... It would take 2-3 months to complete the negotiations," Commerce Ministry Joint Secretary Rajeev Mitter said at an Assocham seminar.

The sensitive list contains those items on which no tariff reduction would have to be made.

Mitter said rules of origin have also not been finalised, but said the

deadline of July one would be met.

He said from July 1, 2006 two major FTAs would come into effect, the other being Safta and added that there was still time left for Pakistan to ratify the Safta.

Termining Bimstec (Bay of Bengal Initiative for MultiSectoral Technical and Economic Cooperation) FTA to be more comprehensive than Safta, Mitter said it includes negotiations on services as well as investment, which were not present in Safta.

Bimstec FTA initially will cover only products, but after 2007, services and investment will come under its purview.

It would be implemented in two

members and least developed country members getting some grace period.

In the first phase, described as the fast track, the three developing countries (India, Thailand and Sri Lanka) will give free access to goods from LDCs between July one, 2006 and July one, 2007.

The LDCs including Bangladesh, Nepal, Bhutan and Myanmar will implement the fast track by 2011 to give entry to goods from developing countries and normal track by 2017.

While India's export with Bimstec countries for the last financial year 2004-05 stood at \$4,778.68 million, imports were \$2,072.62 million.

# India opens bids for privatisation of airports

AFP, New Delhi

India's Reliance Industries and its Mexican partner ASA Tuesday emerged as the highest bidder for New Delhi airport from among several international competitors,

a report said.

Reliance, India's largest private company, and ASA Mexico offered the government 46 percent of revenue it expected to earn after modernising and upgrading the airport, the Press Trust of India

(PTI) news agency said.

Construction firm GMR Industries, based in the southern Indian city of Hyderabad, teamed up with the Frankfurt airport operator Fraport, finished second with a bid of 43.64 percent of revenue, the report said.

Others in the race were India's D.S. Construction along with Munich airport, Australian financial group Macquarie with partner Airport de Paris and India's GVK group which has tied up with the South African Airport authority.

The opening of bids for the modernisation of the Delhi and Mumbai airports came in the midst of bitter protests by union members to block the sell-offs.

Television footage showed crowds of workers staging sit-in protests outside the Delhi and Mumbai airports and threatening a strike.

Hundreds of policemen guarded the offices of India's civil aviation ministry as the bids were opened inside, reports said.

Plans to privatise the two international airports have been stalled for years amid opposition by workers fearing job losses.

India has offered 74 percent stakes in the airports where a lack of funds has stalled modernisation at a time when the airline market is expanding rapidly.

## Shipping agents vow to continue agitation

STAFF CORRESPONDENT, Ctg

Bangladesh Shipping Agents' Association (BSAA) has vowed to continue agitation and refrain from taking berth at the Chittagong Container Terminal (CCT) equipped with newly commissioned rail-mounted gantry cranes.

BSAA leaders at a meeting with the feeder operators and representatives of Main Line Operators (MLOs) yesterday said they will not take the gantry crane services.

The gantry cranes service will charge every container vessel an additional amount of around Tk 8 lakh to Tk 10 lakh. Besides the cranes will not bring any benefit until the back facilities are developed, they added.

The meeting also urged the feeder operators and MLOs not to go for berthing at the CCT.

BSAA Chairman Parvez Sajjad Akter chaired the meeting held in the organisation's office. Senior Vice-chairman Ahsanul Haq Chowdhury, Vice-chairman Azim Rahim Chowdhury and EC members Engineer Swapan Gosh also spoke.

The BSAA chairman said they expect Chittagong Port Authority (CPA) will re-fix the charge of the cranes.

## Auditors urged to make authentic financial statements

STAR BUSINESS REPORT

Speakers at a seminar yesterday urged auditors to collect relevant and appropriate audit evidences from company management to prepare authentic financial statements.

"The management gives information to the auditors but they should certify or examine information for proper auditing," Mirza Azizul Islam, chairman of Securities and Exchange Commission (SEC), told the seminar.

The Institute of Chartered Accountants of Bangladesh (ICAB) organised the seminar on 'Audit Evidence - BSA 500 and 501' in Dhaka.

The SEC chairman said financial sector and capital market of Bangladesh are characterised by asymmetry of information. "Financial statement is one of the most important elements through which asymmetry of information can be eliminated," he observed.

He, however, said the capital market watchdog observed derogations in some audit reports or financial statements related to deferred payment of taxes, employee benefits and provisions regarding bad-debt.

"The auditors should concentrate more on preparing financial statements which will give a true and fair picture of financial health of a company," Islam said.

## Oil prices fall

AFP, Singapore

Oil prices skidded lower in Asian trade Tuesday as OPEC oil ministers were expected to keep current production ceilings, snubbing a call by Iran to cut output, dealers said.

The release on Monday of four foreign oil workers held hostage in Nigeria and expectations of a build in US energy inventories helped ease prices, but dealers said the market remains generally on an uptrend.



An exhibitor updates a visitor about his company's services as others look on at a stall at the 'Corporate Bazaar' in Dhaka yesterday. The fair ends today.

# Corporate Bazaar draws huge crowd

STAR BUSINESS REPORT

The first-ever exhibition of corporate houses witnessed huge responses yesterday as a large number of visitors showed interest in services and products offered by companies.

"Definitely this is an exceptional arrangement where buyers are getting chances to make direct interactions with vendors," said Mozammel Hossain, a visitor at Siemens stall.

Participants said the visitors are busy enquiring about new products at the show styled 'Corporate Bazaar', which ends today.

Global Online Services Ltd, a local corporate internet service provider, is organising the exhibition where a total of 40 leading organisations representing different industries are showcasing their packages at Bangladesh-China Friendship Conference Centre.

Among the new products, Phillips brand multi-functional printer is drawing attention of the corporate visitors.

The printer can be very useful for any company because with one command a person can fax, email, print and make photocopy simultaneously from the printer, said an official of the company.

Rahimafroz offers five to ten percent discounts on its automotive battery, tyre, IPS, UPS, home solar system, and CNG conversation service for automobiles.

Stephen Barrel, a sales officer of the company, said, "Most of the visitors enquire about CNG conversation of vehicles."

M Yusuf, manager (Physician Referrals) of Apollo Hospitals, said, "We are offering details of our services, so that any corporate houses can explore our services before make a deal."

Bdjobs.com Limited, a local online job site provider, is showcasing its latest software 'Kormee'.

Any company can maintain employees' profiles and other information relating to human resources with this software, said Md Mobasher, product manager of

the company.

"The concept of corporate show is not a new at all. Many countries hold exhibitions like this one," said Russell T Ahmed, chief executive officer (CEO) of Global Online.

Organisers said any individual will be given a free entry pass upon presenting his or her business card at the entrance, which will remain open only to corporate visitors from 10am to 9pm.

The organisers said a total of 700 corporate clients of different companies have already visited the exhibition.

The exhibitors cover a wide range of organisations such as telecommunications and IT companies, banks, airlines, office equipment manufacturers & distributors, advertising firms, security service providing companies, hospitals, electronics and power supply companies.

The Daily Star, the Prothom Alo, bangladeshinfo.com, Windmill, ntv and Protishabda Communications are the associated partners of the fair.

# Ericsson sales grow in 2005 but margin slips

ABU SAEED KHAN

LM Ericsson AB, the world's largest cellular mobile network maker, continues to lead the market as its net annual income in 2005 rose to 8.54 billion kronor (US\$1.1 billion).

The Swedish telecoms giant's net sale in 2005 was 151.8 billion kronor (\$19.97 billion), up 15 percent from the previous year.

Its gross margin has, however, slightly slipped according to its annual report published in Stockholm yesterday. "For the full year, operating expenses increased by five percent while sales grew by 15 percent reflecting our continuous focus on operational excellence," says the company.

Ericsson sold 112.6 billion kronor (\$14.75 billion) worth of cellular mobile networks infrastructure in 2005, which represents 15 percent annual growth. It was driven by North America and Latin America, where the revenue surged by 82 percent and 33 percent respectively. Ericsson's growth, however, declined in the West European markets with sales shrinking by 4.3 percent in the Q4.

"We see a lot of tariff competition and consolidation in Europe right now. After consolidation,

there's always a bit of a period when the acquiring company considers its situation and that tends to hold back investment a bit," Ericsson's CEO Carl-Henric Svanberg explained in a press conference yesterday.

In Asia, Ericsson has posted 10 percent annual growth in 2005 as opposed to eight percent growth in 2004. Svanberg said that he region shows great diversity in maturity of mobile communications, from very advanced mobile broadband services in densely populated areas to rural coverage for basic services. "The potential for further subscriber growth is huge and the majority of the world's next billion mobile subscribers are expected to come from this region."

Ericsson's gross margin slipped to 44.2 percent in 2005 from 45.6 percent in 2004. The company blamed to the increase of its lower-margined Managed Services business, where it totally operates the customers' networks. Currently it manages 53 million subscribers in the network while its totally supplied infrastructure has connected 650 million mobile users.

In December Ericsson sealed a three billion dollars Managed Services deal for seven years from the "3 UK" mobile phone network. Ericsson has earned 24.9 billion kronor (\$3.3 billion) in 2005 from Managed and Professional Services, which accounts for 18 percent of its annual net sales of that period.

Ericsson sales in the fixed networks segment remained flat with 4.6 billion kronor (\$600 million) in 2005. In order to bolster this unit's business the Swedish giant took over the British technology icon Marconi in October 2005 for \$2.1 billion.

"The acquisition of Marconi is a strategic move to strengthen our position, both in terms of our offering for the growing transmission segment and in the development of next generation networks," concludes Carl-Henric Svanberg.

This move is expected to increase Ericsson's competitive edge against its traditional rivals like German Siemens, French Alcatel and Canadian Nortel as the fixed telephone operators are rolling out broadband networks that handles anything from voice to video. Businesses from the newly acquired Marconi unit will be consolidated into Ericsson's books from the first quarter of 2006.

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গণপ্রজাতন্ত্রী বাংলাদেশ সরকার

পুলিশ হেডকোয়ার্টার্স

ঢাকা

স্মারক নং-ইএডসি/এমডি/৮৬-২০০৪(অংশ-১)/৩৬৪(৪) তারিখঃ জানুয়ারী ২০০৬

### দরপত্র বিজ্ঞপ্তি

১। Japan Debt Cancellation Fund (JDCF) এর অর্থায়নে "Enhancing the capacity of Bangladesh Police" শীর্ষক প্রকল্পের অধীনে পুলিশ বিভাগের জন্য নিম্নবর্ণিত যানবাহনসমূহ ক্রয়ের জন্য প্রকৃত সরবরাহকারী/প্রস্তুতকারী/ডিলার/স্থানীয় এজেন্ট-এর নিকট হতে সীলমোহরযুক্ত দরপত্র আহ্বান করা যাচ্ছে-

ক্রমিক নং	যানবাহনের ধরণ	সন্মত সংখ্যা	নিরাপত্তা জামানত (টাকা)
ক।	পেট্রোল ইঞ্জিন-ডাবল কেবিন পিকআপ (সিএমজি ইঞ্জিনে রূপান্তরিত)	১৪৭টি	৫৫,০০০,০০.০০
প্যাকেজ-বি			
ক্রমিক নং	যানবাহনের ধরণ	সন্মত সংখ্যা	নিরাপত্তা জামানত (টাকা)
ক।	ডিজেল ইঞ্জিন-ডাবল কেবিন পিকআপ	৮৪টি	৩২,০০,০০০.০০
প্যাকেজ-সি			
ক্রমিক নং	যানবাহনের ধরণ	সন্মত সংখ্যা	নিরাপত্তা জামানত (টাকা)
ক।	মটরসাইকেল (১২৫ সিসি)	১০০টি	২,৫০,০০০.০০

২। সরবরাহকারীর যোগ্যতা সিডিউলের শর্তাবলী পূরণপূর্বক বর্ণিত কাগজপত্রসমূহ দরপত্রের সাথে দাখিল করতে হবে।

৩। দরপত্র বিক্রয়কারী অফিসের নাম ও ঠিকানা পুলিশ হেডকোয়ার্টার্স, ফনিঙ্গ রোড, ফুলবাড়িয়া, ঢাকা।

৪। দরপত্র গ্রহণকারী অফিসের নাম ও ঠিকানা পুলিশ হেডকোয়ার্টার্স, অফিস কক্ষ নং-২২০, ফনিঙ্গ রোড, ফুলবাড়িয়া, ঢাকা।

৫। দরপত্র খোলার অফিসের নাম ও ঠিকানা পুলিশ হেডকোয়ার্টার্স, অপারেশন রুম (২য় তলা)।

৬। দরপত্র বিক্রির সর্বশেষ তারিখ ২০ ফেব্রুয়ারি ২০০৬ সোমবার (অফিস চলাকালীন সময় পর্যন্ত)।

৭। দরপত্র দাখিলের সর্বশেষ তারিখ ও সময় ২২ ফেব্রুয়ারি ২০০৬ বুধবার দুপুর ১২.০০টা পর্যন্ত।

৮। দরপত্র খোলার তারিখ ও সময় ২২ ফেব্রুয়ারি ২০০৬ বুধবার দুপুর ১২.৩০টা।

৯। দরপত্র দাখিলের পূর্ববর্তী সভার (প্রি-টেন্ডার) স্থান পুলিশ হেডকোয়ার্টার্সের অপারেশন কক্ষ (২য় তলা)।

১০। দরপত্র দাখিলের পূর্ববর্তী সভার (প্রি-টেন্ডার) তারিখ, সময় ও স্থান ১৩ ফেব্রুয়ারি ২০০৬ সোমবার সকাল ১১.০০টা, পুলিশ হেডকোয়ার্টার্স অপারেশন কন্ট্রোল রুম।

১১। নির্দেশাবলীঃ

ক) যানবাহনের মানের উপর ভিত্তি করে আই জি, বাংলাদেশ পুলিশ সর্বনিম্ন দরদাতার দরপত্র গ্রহণ না করার ক্ষমতা সংরক্ষণ করেন।

খ) দরপত্র অংশগ্রহণকারীগণ এক বা একাধিক আইটেম সরবরাহের জন্য দরপত্র দাখিল করতে পারবেন।

গ) কর্তৃপক্ষ কোন কারণ দর্শানো ব্যতিরেকে যে কোন দরপত্র গ্রহণ বা বাতিল করার অধিকার সংরক্ষণ করেন।

মাহবুবুর রহমান পিপিএম  
এআইজি (ইএডসি), বাংলাদেশ পুলিশ  
পুলিশ হেডকোয়ার্টার্স, ঢাকা  
ফোনেঃ ৯৫৬৪ ৭৭৯

জিডি-১৬৭

# Potato starch factory Flamingo set to start export

HASIBUR RAHMAN BLU, Back From Joypurhat

Potato starch factory Flamingo Agro-Tech Limited is set to start export to Thailand and Australia. The Joypurhat-based company will export 175 metric tons of food grade potato starch in the first phase early this month.

SK Siddique, managing director of Flamingo Agro-Tech, said the company may earn about 7.5 million US dollars this year.

He also expects the company will earn about 22.5 million US dollars every year after 2008 by exporting different types of potato starch, including starch of industrial grade.

Flamingo Agro was established

at a cost of Tk 420 million at Tilakpur upazila in Joypurhat district two years ago.

Flamingo Agro-Tech managing director said the factory needs Tk 100 million more to set up a dryer machine and other equipment to enhance production capacity to 45,000 metric tons of starch a year from 14,000 metric tons.

Flamingo Agro-Tech managing director also said his company needs 60,000 metric tons of potatoes a year to march its existing production capacity.

Flamingo Agro-Tech has recently embarked on a potato-farming scheme on 400 acres of land at Tanor upazila in Rajshahi district for smooth supply of raw materials.

# China to enhance reforms in banking industry

CEIS, Beijing

China will publish the white paper on opening up of China banking industry to the outside this year, said Liu Mingkang, chairman of China Banking Regulatory Commission (CBRC).

Liu made the remarks at the three-day Annual Working Conference of CBRC held in Beijing recently, saying the year of 2006 is the final year of the transitional period for the country's banking industry before the industry will widely open up to foreign banks.

In addition, CBRC plans to revise the Regulations on Management of Foreign Financial Institutions and the Detailed

Rules on Management of Foreign Financial Institutions.

Meanwhile, CBRC will also clear up the existing supervisory regulations for the foreign-funded banks, said Liu, adding that the industry will gradually widen the business scope and promote cooperation between Chinese and foreign banks on the basis of mutual benefit.

Liu noted that CBRC is also striving to unify the monitoring and supervision rules for both Chinese and foreign-funded banks and offer fair environment for common development.

Liu unveiled that CBRC will also step up reforms of all the financial institutions, including state-owned commercial banks. It will

work out the guidelines on governance and supervision over share reforms of large state-owned commercial banks this year, urging them to step up cooperation with strategic investors. At the same time, the pace of financial reform in rural areas will be accelerated.

Liu also said that CBRC will continue to guide the restructuring of the Everbright Bank of China and Guangdong Development Bank, and enhance reform and supervisions in the non-bank financial institutions. It will accelerate the development of leasing industry. It will encourage qualified enterprise groups to set up financial companies and support powerful Chinese automakers to start auto financial companies.