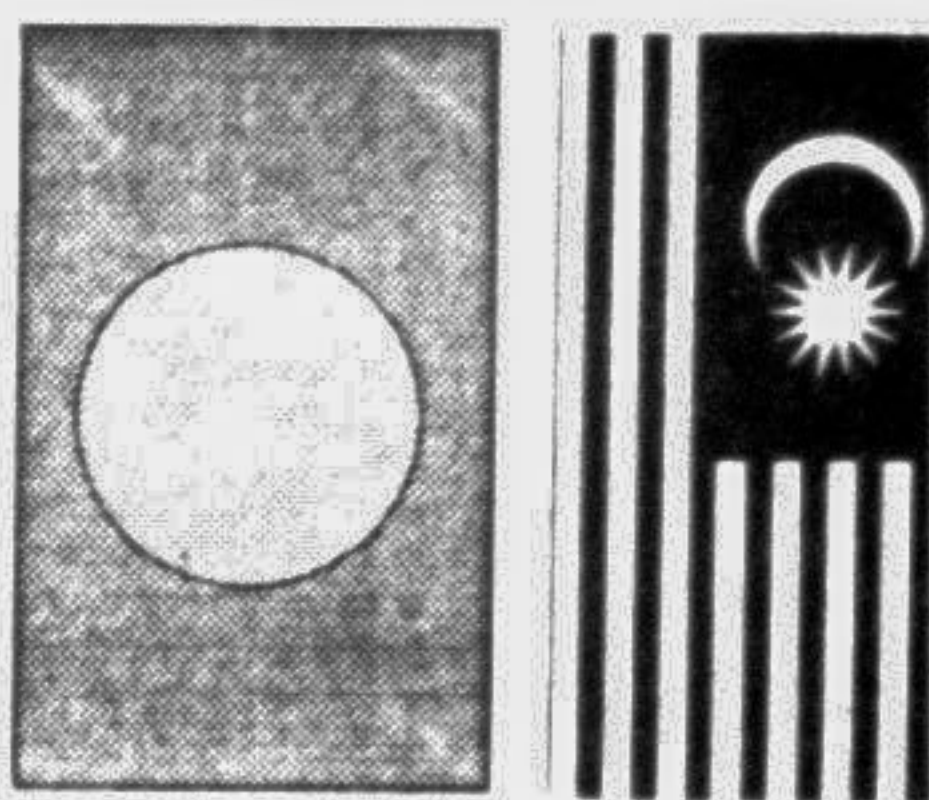


Malaysian Trade Centre, Dhaka

Managed by : Malaysia-Bangladesh Venture Ltd.

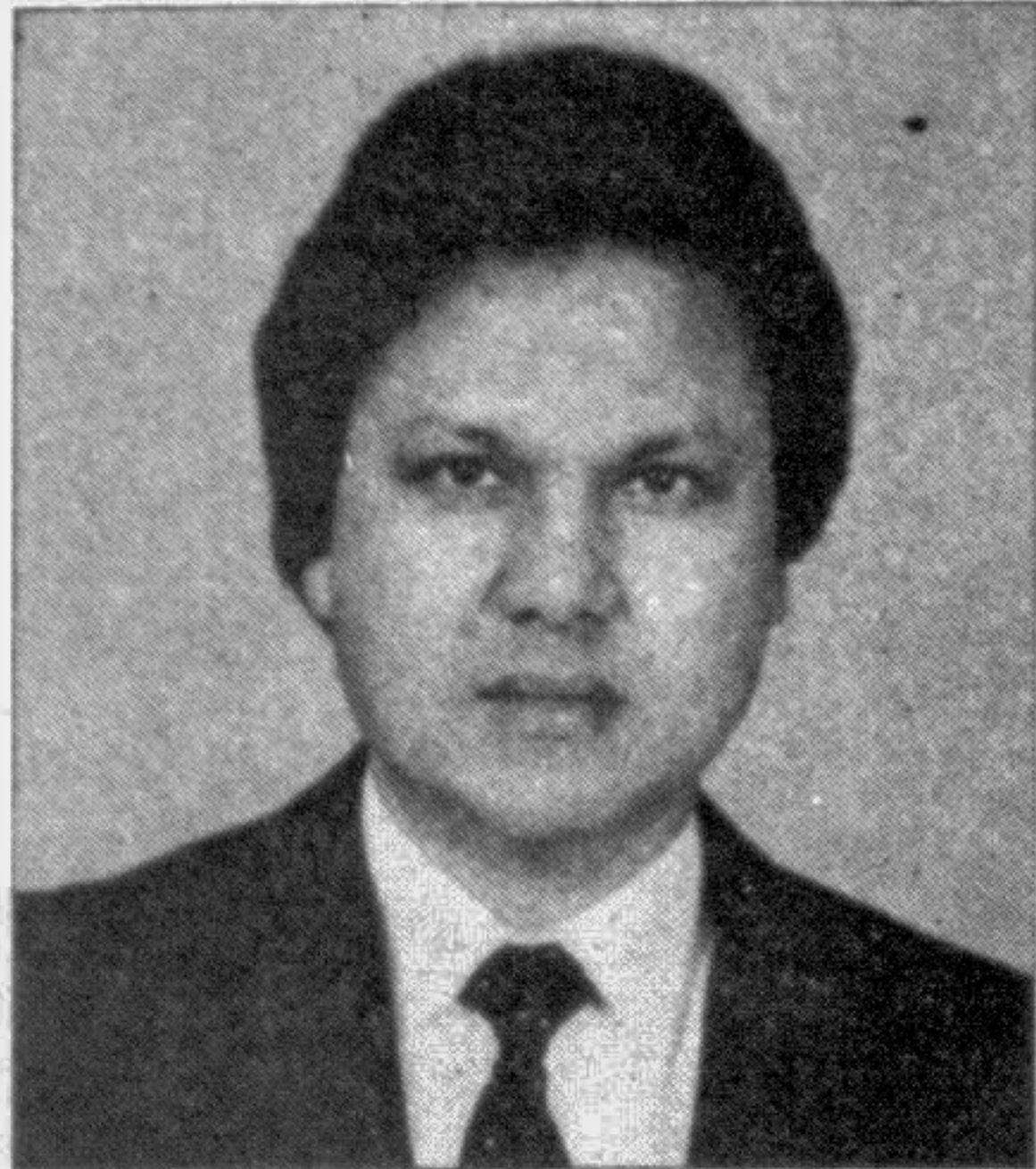


The Daily Star

Special Supplement on the Opening Ceremony

February 13, 1993

TRADE, INVESTMENT & BUSINESS PROSPECTS WITH MALAYSIA



MESSAGE

It gives me great pleasure to welcome The Hon'ble Dato' Seri Dr Mahathir Mohamad, Prime Minister of Malaysia who has very kindly agreed to grace this occasion and perform the soft inauguration of Malaysian Trade Centre in Dhaka today.

This is an auspicious day for Bangladesh because a long-felt need for the business communities and industrialists will be fulfilled through the opening of this Trade Centre.

I feel delighted that the government of Malaysia have been kind enough to entrust this very important responsibility of managing and running the Trade Centre to private entrepreneurs of Bangladesh and Malaysia, which is first of its kind in Asia and second in the World. The result is the formation of Malaysia-Bangladesh Venture Ltd.

As a son of the soil I feel proud to represent my country in this venture and we at the Concord are honoured that one of our highrise buildings has been chosen to house the offices of the Centre which will cater to the needs and queries of the local entrepreneurs.

Khuda Hafiz

S M Kamaluddin
Chairman
Malaysia-Bangladesh Venture Ltd

WE are proud and honoured today by the presence of Hon'ble Dato' Seri Dr Mahathir bin Mohamad, Prime Minister of Malaysia who will kindly inaugurate the Malaysian Trade Centre in Bangladesh today. This will be the first Trade Centre to be run entirely by a private sector company, Malaysia-Bangladesh Venture Ltd, a joint venture company formed by Concord Group of Companies of Bangladesh and some private entrepreneurs of Malaysia.

The Malaysian Trade Centre will play a very vital role in increasing trade and economic collaboration and help develop further already existing friendly relations between the two countries.

A country with an area of about 659,000 sq kms and 19.034 million population, Malaysia is developing rapidly and is now the 25th largest exporting country in the world. Trade between Malaysia and Bangladesh according to official figures stands at only RGT \$ 140 million (Malaysian Dollars 1 RGT\$= Tk 15 only) — of which Bangladesh has a share of only RGT \$ 40 million.

While Malaysia has a total export (1992) of \$ 56,960 million and import of \$ 58,483 million, Bangladesh has a very negligible percentage of total Malaysian trade of \$ 115,443 annually.

S M MAMOON & MEER SHAWKAT ALI
DIRECTORS
CONCORD GROUP OF COMPANIES
&
MALAYSIA-BANGLADESH VENTURE LTD

Malaysian exports include items like Crude Oil, Petroleum, Liquefied Natural Gas (LNG), Rubber, Rubber Products, (surgical & non-surgical gloves, Tyres, Tubes), Palm Oil (crude & processed), Timber (sawlogs & sawn Timber), Wood Products (Venecr, Plywood), Furniture, Lime, Cement, Fabricated



S M Mamoon Meer Shaukat Ali

Construction Materials, Marbles, Clay, Refractory, Glass & Glassware, Airconditioners, Electric Machinery, Electronic Components, Telecommunication & Sound Equipment, Textile, Clothing, Footwear, Organic Chemicals (dyeing, colouring), Perfume & Toilet Products, Paper & Pulp, Toys & Sporting Goods, Optical & Scientific Equipment, Dairy Products, Oils & Fats Products, Processed Food

of Cereals, Cocoa, Cocoa Butter, Cocoa Powder, Chocolate, Fruits, Vegetables, Products of Canned Food, Animal Feed, Noodles, Sauces, Yeast, Soups, Broths, and many others.

Items imported by Malaysia include Machinery for Construction and Mining Sector, Transport Sector (Railway), Materials and Components for Agriculture, Manufacturing, Building, Construction & Petroleum related Products, Food Items like Fish, Refined Sugar, Confectionery & Dairy Products, Television, Radio, Radiogram, Precious Stones & Jewellery, Watches, Clocks, Gramophone Records, Musical Instruments, Sports & Games Equipment, Beverages, Tobacco, Articles of Plastic, Cotton & Textile Fabrics and many more.

Bangladesh and Malaysian business people can take the advantage of Malaysian Trade Centre in Dhaka for increase of trade between the two countries on items listed above and many new items can also be explored. For example Bangladesh Tea can have a good market in Malaysia. Moreover, Malaysian busi-

nessmen are showing keen interest in forming joint venture companies in either of the two countries in manufacturing and other sectors.

Malaysian Official Economic Report 1992/93 says: "As the demand for labour is expected to remain strong, the labour shortage problem is expected to be increasingly felt not only in plantation and construction sectors, but also in the manufacturing and services sectors." We all know, Bangladesh has skilled manpower in different trades in large numbers and the two neighbouring countries (only 3 hours' flight time) can be mutually benefited in this sector also.

Activities of the Malaysian Trade Centre in Dhaka will include, but not limited to: *Research *Trade Promotion *Permanent Exhibition/Display *Establishment of Joint Ventures *Information Exchange and to start with will be the Promotion Centre of *Malaysian Airline System (MAS) *Malaysian International Shipping Corporation (MISC) *Proton Saga Cars *Sapura Telecommunications.

Malaysia-Bangladesh Venture Ltd invites you all to make your enquiries for Trade, Investments and Business through the Malaysian Trade Centre being inaugurated today by the Hon'ble Prime Minister of Malaysia.



MESSAGE

I am glad that in fulfilling the programme laid out with traditional Bangladeshi hospitality the Hon'ble Dato' Seri Dr. Mahathir bin Mohamad, Prime Minister of Malaysia is able to inaugurate the Malaysian Trade Centre at Concord Tower in the heart of Dhaka City during his visit to Bangladesh. This would be the first Centre to be run entirely by the private sector with the Malaysian High Commission providing the necessary Government support.

The establishment of the Centre demonstrates the optimism shown by the private sector of both countries to enhance trade and economic collaboration by taking advantage of the potentials that exist. Business activities between the two countries could now be handled under one roof with modern facilities and trade exhibitions could be held on a more regular basis to serve the needs of exporters and importers of both sides. The objective of promoting direct bilateral trade could also be realised through greater business contacts established between the two countries.

I wish to congratulate the newly established Malaysia-Bangladesh Venture Limited (MBV), Ventura Automobiles Limited and the office of General Sales Agent of Malaysia Airlines (MAS) and Malaysian International Shipping Corporation (MISC) for coming together in a cooperative spirit to ensure the successful establishment of the Centre. The positive response shown by them to the idea of establishing such a Centre is indeed commendable. May I take the opportunity here to urge all members of the Bangladesh private sector to make full use of the facilities offered by the Centre once it becomes fully operational.

Ahmad Fuzi bin Haji Abdul Razak
High Commissioner for Malaysia in Bangladesh

Malaysian Economist Sees Trade and Investment Opportunities in Bangladesh

By M H Khan
Director

Malaysia-Bangladesh Venture Ltd



M H Khan Hisham Datuk Zainal, Director

HISHAM Datuk Zainal, an economist, who is on his third visit to Dhaka sees profitable trade and investment opportunities which can be jointly developed by business houses from Malaysia and Bangladesh.

Hisham was involved in the signing of a Memorandum of Understanding for the award of a construction work worth 850 Million Taka to Concord Engineers & Construction Ltd. On his second visit in December he worked on the idea of establishing a Malaysian Trade Centre to promote greater trade and investments between both countries.

The Malaysian Trade Centre will provide information and assistance to firms that would like to do business in either Malaysia or Bangladesh. Initial research works were made to identify areas of co-operation worth pursuing with manageable risk. The opportunities were then extended to Malaysian companies for their participation in Bangladesh.

He has identified 3 major areas where Malaysian investments can earn a good return

while contributing to the economy of Bangladesh: 1) Cement clinker (strong demand) 2) Composite textile (import substitution) 3) Telecommunications

Another area of importance, according to Mr Hisham, is the offering of Malaysian corporate and investment consultancy services for the development

of the Bangladesh Pilgrim Fund. This will provide a significant step towards closer co-operation between the two countries.

He suggests that part of the funds be invested into profitable projects such as a cement clinker, composite textile and telecommunications. However, these ventures will only provide a good return if

the management is sound and successful. The successful investor will therefore make sure he does not suffer loss by having a proven system of administration. While Bangladesh may require 51% or even more share ownership in these ventures, Malaysian investors can be given a management contract allowing them to do the necessary to realise their investment objectives.

At the macro level, Mr Hisham believes that a pragmatic approach by Bangladesh can induce Malaysians to invest in the country for a long term mutual benefit leading to modernisation, transfer of know-how, jobs and wealth creation. Anyone and everyone from

Bangladesh can participate in the investments through the Pilgrim Fund to benefit both 'dunia and akhirat'.

In the Aviation sector, Hisham Datuk Zainal hopes that a joint venture will be explored by aviation specialists from Malaysia and Bangladesh. "The K L - Dhaka - Middle East - (Dubai/Jeddah?) route should be looked into," he said. "Cargo transshipment may also hold promise, looking at the constant demand for fresh vegetables and marine products in Malaysia and Singapore. Hisham Datuk Zainal feels that it is advisable for

Malaysians to focus on the few areas of investments that promises maximum impact. A follow up is always vital and this is where the presence of the Malaysian Trade Centre here can play an important role in promoting bilateral trade. Hisham Datuk Zainal is optimistic in pursuing the trade and investment opportunities in Bangladesh and has formed the MALAYSIAN BANGLADESH VENTURE LTD. (MBV) with the Concord Group. "Our common goal is to invest and manage the MALAYSIAN TRADE CENTRE into a success," he said.

We Announce our
heartiest felicitations and best
wishes on the opening of
Malaysian Trade Centre by Honourable
Prime Minister Dato' Seri Dr Mahathir Mohamad

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