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### Stocks

DGEN ▲ 0.07% 3,024.46

CSCX ▲ 0.21% 5,892.62

(as of Thursday)

### Asian Markets

MUMBAI ▼ 4.3%

13,802.22

TOKYO ▼ 2.01%

13,544.36

SINGAPORE ▼ 0.84%

2,955.91

SHANGHAI ▼ 5.29%

2,748.43

(as of Friday)

### Commodities

Gold ▲ \$919.50

(per ounce)

Oil ▲ \$142.26

(per barrel)

SOURCE: AFP

(as of Friday)

### More News

#### NBR for scanners at Ctg port by July

The National Board of Revenue (NBR) will soon place a proposal to buy container scanners for Chittagong Seaport with the government's purchase committee for approval as the regulator intends to end a protracted course by July.

#### Good governance stressed to ensure CSR

The government needs to ensure good governance to make corporate houses and factories adopt the practices of corporate social responsibility (CSR), an international seminar was told yesterday.

### International

#### Bill Gates' teary goodbye to Microsoft



Bill Gates spent his last day at Microsoft on Friday, bidding a teary goodbye to the company he built into a global software colossus. Gates will now focus on running the Bill and Melinda Gates Foundation, aimed at fighting disease, reducing poverty, and improving education around the world.

### Contact Us

If you have views on Star Business or news about business in Bangladesh, please email us at [business@thedailystar.net](mailto:business@thedailystar.net)

## Foreign RMG buyers urged to follow ethical practices

The local ready-made garment (RMG) exporters yesterday urged foreign buyers to follow ethical buying practices to make Bangladesh more competitive in the global market.

The RMG manufacturers and exporters made the plea to the buyers at a two-day Multi-stakeholders Forum-Bangladesh (MFB), which began in Dhaka.

The seminar started with the slogan 'Building Responsible Competitiveness: Bangladesh in the Global Market Place'.

At a press conference after the first day's session, President of Bangladesh Knitwear Manufacturers and Exporters Association (BKMEA) Fazlu Hoque, who is also the chair of the MFB, said the continuing cuts in garment making charges by international buyers is hitting profitability of entrepreneurs.

"We want increased prices from the buyers' end, not only for our profit, but also for the workers. If we can make profit

the wages of the workers will also increase to an extent," Hoque said.

Despite the increase in production costs of around 15 percent in the last year intense competition in the sector meant producers had been unable to pass the higher costs on to buyers, Hoque said.

Mentioning the export data of Export Promotion Bureau (EPB) Hoque said in fact unit garment prices have fallen by between 1.5 percent in the past 12 months.

Paul Dearman, trading law and technical manager of Tesco, said the negotiation in sales deal should be very fair and transparent. He said nobody is dictating what the prices should be.

Education Secretary of International Textile, Garment and Leather Workers' Federation Steve Grinter and Maritha Lorentzon from H & M among others were present at the press conference.

The meeting brings together public institutions, labour and civil society organisations and businesses.

## 4 pharma firms' double-digit sales growth

### Market intelligence agency Q1 report on Bangladesh reveals

JASIM UDDIN KHAN

Four pharmaceutical companies out of top ten Bangladeshi companies achieved double-digit growth in sales during the January-March period of this year, said global pharmaceutical market intelligence agency IMS in its first quarter report.

The report published recently said the fifth largest pharmaceutical company in the country Eskayef posted the best 21.12 percent growth followed by Renata 16.19 percent, ACI 16.17 percent and Drug International 13.79 percent.

IMS is the global source for pharmaceutical market intelligence. It provides critical information, analysis and services that drive decisions and shape strategies of the pharmaceutical companies.

It publishes such report regularly and pharmaceutical companies in the world uses the report in optimising portfolios, ensuring successful launches, managing brands and improving the effectiveness of sales teams.

The other players Incepta Pharma achieved 6.77 percent growth and Square Pharma only 2.32 percent.

Two other members on the top ten companies' list, Beximco experienced a huge 42.04 percent fall in growth, while Acme faced a 4.89 percent fall in growth during the period.

According to the IMS report, Square continued as the top player of the market with a 18.77 percent share and Tk 181.04 crore sales in the first quarter.

Despite a huge fall in sales and other performance,



Beximco ranked second with a 6.94 percent market share and Tk 66.96 crore sales during the period.

Incepta Pharma ranked the third largest pharma company with a 7.82 percent market share and sales of Tk 75.39 crore. Acme stood fourth with Tk 51.73 sales and 5.36 percent market share. Eskayef ranked fifth with Tk 51.61 crore sales and 5.35 percent market share.

Drug International, ACI, Aristopharma, Renata, Sanofi Aventis ranked sixth, seventh, eighth, ninth and tenth respectively in terms of sales and market share.

The total market share of the top ten companies is around 63.83 percent.

According to the IMS report, the overall sales of the industry reduced by Tk 17 crore during the first quarter of 2008 compared with the previous year.

The overall sales of the industry reached Tk 964 crore during the January-March period, 2008 while the sales was Tk 981 crore the previous year.

The industry leaders admitted the fall in sales of the products, blaming the government's over regulation and sometime unwanted interruption.

M Shafiqzaman, president of the Bangladesh Association of Pharmaceutical Industries (BAPI), said it is not important how the growth of sales has increased or decreased, but it is most important that how the industry became matured in terms of quality of the products.

"The improvement in overall quality of medicine will help grab the international market swiftly besides expanding local market," he added.

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## Pran may get Tk100cr IFC loan to support expansion

SOHEL PARVEZ

The country's one of the leading agro-processors Pran Group is likely to get about \$15 million or Tk 100 crore loan from global private sector lender International Finance Corporation to support its big expansion programme.

According to the group, under a 3-yearly (2009-11) programme at a cost of \$51.2 million, the production capacity of its 6 subsidiaries will be enhanced.

These subsidiaries are engaged in the business of beverages, culinary products, confectionery, dairy, snacks and premium rice.

"It's a huge leap for us. We will really be fortunate to get loan from such a reputed global lender," a senior official of PRAN told The Daily Star.

Pran official made the remark after the IFC posted a summary in its website on the proposed investment of US\$ 15 million (Over Tk 100 crore) in the Pran Group.

"Its purpose is to enhance the transparency of IFC's activities, and this document should not be construed as presuming the outcome of the Board decision," the IFC, however, said.

According to official, the tenure of the loan after approval is expected to be 5 years. It will be a foreign cur-

**PRAN AT A GLANCE**



**PRAN GROUP**  
SINCE 1980

- One of the largest processors of fruits and vegetables in Bangladesh
- Turnover hits over Tk 450 crore in the financial year, ending June 30, 2007.
- Manufactures products in six broad categories: beverages, culinary products, confectionery, dairy, snacks and premium rice.
- Exports to 70 countries with main export markets are Asia, Middle East & Africa.
- Main export items: juice, fruit drinks, spice, snacks, tea, aromatic rice and confectionary.

rency loan and the local company might have to pay between 3.25-3.75 as interest rate plus LIBOR (London Interbank Offer Rate) rate.

The Pran is expected to get the loan at a time when global currency market is experiencing volatility due to falling dollar.

"The main risk of taking foreign currency loan is exchange rate. But an exporting company may repay the loan easily as it earns foreign currency," said a senior official of Pran.

The over Tk 450 crore Pran Group, established in 1993,

"We expect the first instalment of the loan by the current year," the official added.

The IFC hoped that the proposed corporate investment programme would support the continued growth of a leading Bangladesh's food company through enhancing capacity, improving operating efficiencies and exploiting domestic and export market opportunities.

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## Telecom company board meets today

### Transfer of BTTB assets high on agenda

STAR BUSINESS REPORT

The board of the newly formed Bangladesh Telecom Company Ltd (BTCL), the former BTTB, sits today for the first time to discuss ways to breathe life into the struggling state-run land-line operator.

The meeting will also discuss how assets of BTTB (Bangladesh Telegraph and Telephone Board) will be handed over to BTCL.

The nine-member board with Telecoms Secretary Iqbal Mahmud as its chairman will also discuss how it will retain its

customers.

"Primarily, BTTB's estimated asset is worth Tk15,000 crore," said a high official of BTTB.

The meeting of the recently formed Bangladesh Submarine Cable Company Ltd (BSCCL) will also be held today at BTTB headquarters in Dhaka. The submarine cable company has been valued at Tk 1,000 crore.

Sources said the government appointed some local experts and business representatives as board members of the two companies.

Talking to The Daily Star, a member of newly formed BTCL

board said as there is no allocation for BTTB in the new budget, BTCL will have to run on its own income.

BTTB, which once was the sole service provider for land phone in the country, has been facing stiff competition since private landline operators started operations in 2005.

According to Bangladesh Telecommunication Regulatory Commission (BTRC) the total number of landline subscribers was 12.47 lakh as of May 2008. Of which 8.7 lakh were BTTB customers compared to 11 lakh last year.

হোমস্ হিলিডে



যমুনা সের্বিসেস কোর্স বেঙ্গলে যমুনা রিসোর্ট তৈরী করে দেশের প্রথম হিলিডে হোমস্। সাথে গাড়ী উঠেই গলফ কোর্স, ক্যান্টিনেন্টে পার্ক, ওয়াটার পার্ক এবং বিলাসনের নামান সুবিধাদি। এছাড়া যমুনা রিসোর্টের সকল অয়েলেন থাকবে আপনার হাতের নাগালে।

যমুনার তীরে জামুনা রিসোর্ট  
আর স্কুয়ার-সাইডে

যোগাযোগের ঠিকানা  
প্রাপ্তি-আরশিআর সেন্টার (৭ম তলা), ২০-২১, কাওরান বাজার, ঢাকা-১২১০, ফোন: ৮১৪২৯১, ০২১১-৮১৪৩০৭, ০২১১-১১৯৭৫৯, ০২৪১২-৯৯৬৮২০।  
বিসেসেস ফোন: ০২২৩-৯৭৬০৩১-৩, মোবাইল: ০২১১৩-০৯২৩৯৭। ই-মেইল: [info@jamunaresort.com](mailto:info@jamunaresort.com), [www.jamunaresort.com](http://www.jamunaresort.com)