

Samsung fights to save mobile market share



REUTERS/FILE

A salesperson cleans the floor at a Samsung showroom as the Galaxy S6 and Galaxy S6 Edge go on sale to the public, at the Grand Indonesia mall in Jakarta, Indonesia.

REUTERS, Seoul

For four years Samsung Electronics Co Ltd has been basking in the success of its Galaxy smartphones, making billions of dollars competing with Apple Inc in the premium mobile market.

The coming years are set to be more sombre for the South Korean tech giant, as it is forced to slash prices and accept lower margins at its mobile division in order to see off competition from rivals including China's Huawei Technologies Co Ltd and Xiaomi Inc in the mid-to-low end of the market.

Behind Samsung's reality-check is the fact it is stuck with the same Android operating system used by its low-cost competitors, who are producing increasingly-capable phones of their own.

"The writing has long been on the wall for any premium Android maker: as soon as low end hardware became 'good enough,' there would be no reason to buy a premium brand," said Ben Thompson, an analyst at Stratechery.com in Taipei.

Margins at Samsung's mobile division fell to 10.6 percent from 15.5 percent a year earlier during the second quarter of 2015, despite the April launch of its critically acclaimed Galaxy S6 range.

It remains the world's biggest smartphone maker but it is Apple that is reaping most of the rewards.

While the US giant's smartphone sales in its last financial quarter fell short of market expectations, it is still estimated by some analysts to earn 90 percent or more of the industry's profits.

Samsung said last week that it will continue

trying to maximize profitability and market share, disclosing plans to launch new larger-screen premium phones as well as more bargain-priced handsets.

Investors and analysts say the group is right to dig its heels in for a business that continues to generate piles of cash and drives sales for its components divisions.

But they say Samsung will not be able to compete with Apple in the premium market based on hardware and will continue to trail the US firm in the absence of a major technological breakthrough.

"Some still seem to think that a well-made product will sell well, but the Galaxy S6 showed that assumption is wrong," said IBK Securities analyst Lee Seung-woo, who predicts Samsung's mobile division margins will fall to 9.3 percent this year - the lowest since before the first Galaxy S phone launched in 2010.

Acknowledging the headwinds, the South Korean firm said last week it will "flexibly adjust" prices of its flagship Galaxy S6 and S6 edge models to boost third quarter sales. Samsung cut the retail price of S6 edge smartphones in South Korea by around 100,000 won (\$85.46) during July.

The company also plans to launch more price-competitive products in the mid-to-low end of the market.

Nomura analyst CW Chung says Samsung still has the economies of scale to outlast rivals, adding the smartphone industry will face a consolidation similar to the one in the memory chip industry that the South Korean firm now dominates.

"The ones that ultimately survive will then have plenty to be happy about," said Chung.

Nomura forecasts the smartphone market will grow from \$276 billion last year to \$315 billion by 2017, far larger than the DRAM and NAND memory chip markets where Samsung competes.

Further, the mobile division will remain an important client for Samsung's components businesses. Use of its own Exynos mobile



SJB/B

AK Azad, chairman of Shahjalal Islami Bank, speaks at the bank's half yearly business review meeting, at its head office in Dhaka on Monday. Farman R Chowdhury, managing director, was also present.

Pacific trade deal nearing completion despite delay: Kerry

AFP, Singapore

Asia-Pacific countries negotiating a vast free-trade pact are "nearing completion" of a landmark agreement, US Secretary of State John Kerry said Tuesday, days after delegates failed to seal the deal in Hawaii.

Kerry said the 12 countries including the US and Japan negotiating the Trans-Pacific Partnership (TPP) had made good progress on reaching an accord following talks that ended on Friday in Maui, but "as with any complex negotiation...there remains details to be hashed out".

"My friends, this is a moment of exceptional opportunity for the Asia-Pacific. We are nearing completion of a historic Trans-Pacific Partnership agreement on trade," Kerry said in a lecture at the Singapore Management University.

He was making a half-day visit to the city-state before attending the ASEAN Regional Forum in Kuala Lumpur.

Kerry praised the trade deal -- which will cover nearly 40 percent of the world's economy -- as an agreement that would have benefits beyond pure economic growth.

The pact would raise labour and environmental standards, protect intellectual property, deter corruption and also ensure free digital trade and fair competition between state-owned enterprises and private firms, he said.

"Because major economies are commit-

ting to TPP's high standards, its influence will be felt throughout the region. It will send a message to people within the TPP and outside of support for good governance, transparency and accountability," Kerry said.

Observers have said the delay in securing the deal in Maui last week complicates President Barack Obama's plans to secure the accord this year, and there is a risk of it becoming dragged into the 2016 presidential election debate.

The deal, eight years in the making and vaulted as part of Obama's "rebalance" towards Asia in the face of an increasingly assertive China, faces opposition from his fellow Democrats who see it as too far-reaching.

The TPP countries -- Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and the US -- have faced criticism for carrying out their negotiations in what opponents have charged is intense secrecy.

Its many critics say the proposals indicate a deal moving more toward protectionism than free trade; one more about corporate benefits than boosting economies and development.

But backers say the modern global economy needs new rules of the road to protect intellectual property-dependent 21st century industries not covered in traditional free-trade forums like the World Trade Organization.

Brazil presents another hurdle in Monsanto's bid for Syngenta

REUTERS, Sao Paulo

Seed giant Monsanto Co's unwanted takeover bid with Switzerland's Syngenta AG would face strong resistance in Brazil should it go forward, farmers and lawyers said, a hurdle that could delay or force major concessions to the \$45 billion deal.

Much of the public focus on the move has revolved around potential antitrust questions in the United States and the European Union, but challenges could also likely arise from emerging agricultural powers such as Brazil and China.

In particular Brazil, the second-largest market for Monsanto and Syngenta, is

crucial to the future of both companies. As one of the few places in the world with land available to expand farming, Brazil is likely to surpass the United States as the world's top soybean producer in the coming years, while its tropical climate makes it an enormous pesticide consumer.

Brazil's regulator, Cade, could spend up to a year, the maximum time allowed, analyzing any potential deal, said Marcio de Carvalho Silveira Bueno, an antitrust lawyer at Sao Paulo-based TozziniFreire Advogados.

"Cade has seen big cases, but this would be one of the biggest without a doubt," he said.

BMW says weak China demand could hurt full-year earnings

AFP, Frankfurt

German automaker BMW said Tuesday that weaker demand from China could weigh on its full-year earnings, as it reported a slight drop in its second-quarter profits.

Chief financial officer Friedrich Eichiner said the world's most populous country, a robust source of growth for German car manufacturers in recent years, was now a riskier market. "The second half will be more heavily burdened by investments, development costs and personnel costs," Eichiner told a telephone conference.

"If the challenges in the Chinese market increase, we cannot rule out an impact on our forecasts."

BMW said it had sold 230,700 cars in China during the first half, a modest increase of just 2.3 percent compared with the same period last year.

Chittagong Port Authority

Office of the Executive Engineer (Elect)/Container Terminal

Invitation for Tender (National)

Tender No.-01/2015 Dated: 26-07-2015

1. Ministry/Division	Ministry of Shipping.		
2. Agency	Chittagong Port Authority.		
3. Procuring entity name	Chairman, Chittagong Port Authority, represented by Executive Engineer (Elect)/C.T., Chittagong Port Authority, Chittagong.		
4. Procuring entity code	5205		
5. Procuring entity district	Chittagong.		
6. Invitation for	Supply and reinstallation of water pipe line under the Jetty-01 to 13 of CPA		
7. Tender No., Tender Ref. No. & date	Tender No.-01/2015, Ref. No.-CT.07.220.14, Dated: 26-07-2015		

KEY INFORMATION

8. Procurement method	Open Tendering Method (Single Stage Two Packets).		
9. Budget and source of funds	Chittagong Port Authority's Own Source of Fund.		

PARTICULAR INFORMATION

10. Tender package No.	Single		
11. Tender publication date	12-08-2015		
12. Tender last selling date	02-09-2015 (up to 14.30 hrs).		
13. Tender receiving date and time	03-09-2015	Time: 12.00 hrs	
14. Tender opening date and time	03-09-2015	Time: 12.30 hrs	
15. Name & address of the office(s)	Office of the Executive Engineer (Electrical)/Container Terminal, Near Jetty Gate No. 04, Chittagong Port Authority.		
Selling tender document (principal)	Office of the Chief Finance & Accounts Officer, Chittagong Port Authority.		
Selling tender document (others)	2. Office of the Deputy Chief Engineer (Electrical), Chittagong Port Authority.		
Receiving tender document	1. Office of the Dy. Chief Engineer (Elect)/CPA, Bandar Annex Bhaban, Chittagong. 2. Office of the Executive Engineer (Electrical)/Container Terminal, Near CPA Jetty Gate No. 04, Chittagong.		
Tender document opening place	Office of the Director (E&M)/CPA, Room No. 308, Bandar Annex Bhaban, Chittagong.		

INFORMATION FOR TENDERER

16. Eligibility of tenderers	First class enlisted contractor of any government/semi-government/autonomous body or any government/semi-government/autonomous enterprise having similar work experience for five years and having up-to-date VAT, trade license and IT certificate. Details are mentioned in the TDS.		
17. Brief description of work	The works consist of supply and installation of steel structured pipe carrying tray and 6 inch Dia HDPE Water Pipe Line under the Jetties.		
18. Price of tender document	Tk. 5,000/- (five thousand) non-refundable, only to be deposited to CPA fund through challan.		
19. Tender security	Tk. 6,00,000/- (refundable), in any form of Pay Order/Bank Draft/Bank Guarantee.		
20. Completion duration	90 calendar days.		

PROCURING ENTITY DETAILS

21. Name of official inviting tender	Mohammad Rashel.		
22. Designation of official inviting tender	Executive Engineer (Electrical)/Container Terminal.		
23. Address of Official inviting tender	Near Jetty Gate No. 04, Chittagong Port Authority, Chittagong.		
24. Contact details of official inviting tender	031-2510154, 2522200-29 Ext-4589	Fax No. 031-2510889	
25. The procuring entity reserves the right to accept or reject all tenders or parts.			
26. N.B. In the event of unavoidable circumstances, if the selling, receiving and opening of the tender cannot be done on the abovementioned dates, the next normal working day will be treated as the valid date of selling, receiving and opening of the tender respectively. Time and place shall remain unchanged.			

Executive Engineer (Elect)/CT
Chittagong Port Authority

GD-2554

গণপ্রজাতন্ত্রী বাংলাদেশ সরকার

প্রধান প্রকৌশলীর কার্যালয়
স্বাস্থ্য প্রকৌশল অধিদপ্তর (এইচইডি)
স্বাস্থ্য ও পরিবার কল্যাণ মন্ত্রণালয়
১০৫-১০৬, মতিঝিল বা/এ, ঢাকা-১০০০

তারিখঃ ০৩/০৮/১৫

এইচইডি'র ঠিকাদার তালিকাভুক্তি নবায়ন বিজ্ঞপ্তি

১। স্বাস্থ্য ও পরিবার কল্যাণ মন্ত্রণালয়ের আওতাধীন স্বাস্থ্য প্রকৌশল অধিদপ্তর (এইচইডি) এর অস্থায়ীভাবে তালিকাভুক্ত ঠিকা প্রতিষ্ঠানসমূহের মালিকদের অবগতির জন্য জানান যাচ্ছে যে, চলতি ২০১৫-২০১৬ অর্থ বছরের তালিকাভুক্তি নবায়নের সর্বশেষ তারিখ ৩১-১২-২০১৫ইং নির্ধারণ করা হয়েছে। নির্ধারিত উক্ত তারিখের মধ্যে নবায়ন ফি বাবদ ২০০০/- (দুই হাজার) টাকা ট্রেজারী চালান ফরমের মাধ্যমে কোড নং-১-২৭১৭-০০০০-২৬৮১ খাতে এবং ভ্যাট বাবদ ১৫% হারে ৩০০ (তিনশত) টাকা কোড নম্বর ১-১১৩৩-০০১০-০৩১১ খাতে যে কোন জেলা শহরের সোনালী ব্যাংকে অথবা বাংলাদেশ ব্যাংকের যে কোন শাখায় জমাপূর্বক চালানোর মূলকপি স্বাস্থ্য প্রকৌশল অধিদপ্তরের যে কোন নির্বাহী প্রকৌশলীর অফিসে জমা করতে হবে।

২। তালিকাভুক্তি নবায়নের জন্য ২০১৫-২০১৬ইং অর্থ বছরের নবায়নকৃত ট্রেড লাইসেন্স এবং আয়কর পরিশোধের সনদপত্র প্রথম শ্রেণীর গেজেটেড কর্মকর্তা কর্তৃক সত্যায়িত করে দাখিল করতে হবে।

৩। যে সকল ঠিকা প্রতিষ্ঠান গত ২০১৪-২০১৫ইং অর্থ বছরের নবায়ন ফি জমা দিতে ব্যর্থ হয়েছেন তারা ১০০০/= (এক হাজার) টাকা জরিমানাসহ উক্ত কোড নম্বরে নবায়ন ফি জমা দিতে পারবেন।

৪। তালিকাভুক্তি নবায়নের ব্যাপারে কর্তৃপক্ষের সিদ্ধান্ত চূড়ান্ত হিসেবে বিবেচিত হবে।

শাহ মোহাম্মদ হান্নান
তত্ত্বাবধায়ক প্রকৌশলী পিএমএ
জিডি-২৫৬০ এইচইডি, প্রধান কার্যালয়, ঢাকা

ইস্টার্ন রিফাইনারী লিমিটেড

(বাংলাদেশ পেট্রোলিয়াম কর্পোরেশনের একটি অঙ্গ প্রতিষ্ঠান)
উত্তর পতেঙ্গা, চট্টগ্রাম
ফোনঃ ০৩১-২৫০১২৬১-৭

তারিখঃ ৩০/০৭/২০১৫ইং

বিষয়ঃ ২ (দুই)টি পুরাতন কার বিক্রয়ের জন্য দরপত্র বিজ্ঞপ্তি

সর্বশ্রেষ্ঠ দরপত্র সিডিউলে বর্ণিত শর্তাবলী মোতাবেক নিম্নে উল্লিখিত পুরাতন কার বিক্রয়ের জন্য ইস্টার্ন রিফাইনারী লিমিটেড কর্তৃক এতদ্বারা প্রকৃত ক্রেতাদের বিক্রেতা হতে সাপেক্ষে দরপত্র আহ্বান করা হচ্ছেঃ-

দরপত্র নং	বিবরণ	প্রতি সেট সিডিউলের মূল্য	পরিদর্শনের শেষ তারিখ	দরপত্র দাখিলের তারিখ ও সময়	দরপত্র খোলার তারিখ ও সময়
ইআর/এসটি-০৮/২০১৫	১. টয়োটা করলা-১টি, মডেল: ইই৯০, সনজের সাল: ১৯৯২। ২. মিতসুবিশি ল্যান্সার-১টি, মডেল: ১০০ইএল, সনজের সাল: ১৯৯৪	৮০০০/-	২০/০৮/২০১৫ইং জাং বিকাল ০৪:০০ ঘটিকা পর্যন্ত	২৪/০৮/২০১৫ইং বিকাল ০৩:৩০ ঘটিকা পর্যন্ত	২৬/০৮/২০১৫ইং তারিখ বেলা ০২:৩০ ঘটিকা

১। বিস্তারিত নিয়ম ও শর্তাবলী সম্বন্ধিত দরপত্র সিডিউল ২০/০৮/২০১৫ইং তারিখ পর্যন্ত সকল কার্যদিবসে (১) একাউন্টস অফিসার (কাশ), হিসাব বিভাগ, ইস্টার্ন রিফাইনারী লিমিটেড, উত্তর পতেঙ্গা, চট্টগ্রাম এবং (২) ঢাকা লিয়াকতী অফিস, ইস্টার্ন রিফাইনারী লিমিটেড, ১/১, পাইলটমার্গ রোড, ওয়াইএমসিএ ভবন (৩য় তলা), কাকরাইল, ঢাকা-১০০০ হতে ন্যূনতম মূল্য প্রদানপূর্বক জমা করা যাবে।

২। দরপত্র দাখিলের দিনে কোন দরপত্র সিডিউল বিক্রি করা হবে না।

৩। ইস্টার্ন রিফাইনারী লিমিটেড কর্তৃক কোন কারণ দর্শানো ব্যতিরেকে সর্বোচ্চ দরপত্র অথবা যে কোন বা সকল দরপত্র বাতিলের ক্ষমতা সংরক্ষণ করে।

জিডি-২৫৬৩

কাজী মাহবুবুর রহমান
ম্যানেজার (সেলার্স)

Bangladesh Climate Change Trust

Old Ban Bhaban (5th & 6th Floor), Mohakhali, Dhaka-1212

Request for Expressions of Interest (EOI)

(Fresh)

1. Ministry/Division	Ministry of Environment and Forests.		
2. Agency	Bangladesh Climate Change Trust (BCCT).		
3. Procuring entity name	Bangladesh Climate Change Trust (BCCT).		
4. Procuring entity code	--		
5. Procuring entity district	Dhaka, Bangladesh.		
6. Expression of interest for selection of	Individual Consultant (Time-based).		
7. EOI Ref. No.	MoEF/BCCT/Consultancy/686/2015/660		
8. Date	03/08/2015.		

KEY INFORMATION

9. Procurement sub-method	Selection of Individual Consultant (SIC).		
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FUNDING INFORMATION

10. Budget and source of fund	Climate Change Trust Fund.		
11. Development partners (if applicable)	Not applicable.		

PARTICULAR INFORMATION

12. EOI closing date and time	27/08/2015, 12.00 noon.		
13. Place of EOI submission	Bangladesh Climate Change Trust, Old Ban Bhaban (5 th Floor), Mohakhali, Dhaka-1212.		
14. Place/date/time of pre-bid meeting (optional)	19/08/2015, 11.30am.		

INFORMATION FOR APPLICANT

15. Brief description of the assignment	Consulting service for enhancing the overall fiduciary standard of BCCT including its financial management, accounting procedure, reporting system, procurement, audit mechanism, digitalisation of the overall system with required software. It also includes training of concerned BCCT officials on the operationalisation of the upgraded system. Duration: 6 man/months (may be extended). Remuneration: Negotiable.		
16. Qualification and experience required	CA or Masters in Accounting/Finance or MBA (Major in Accounting/Finance) with financial background having at least five years' experience in the relevant field. CA (Passed) candidates will get preference. Must have proper understanding and working experience in national and international fiduciary standard, accounting system and international financial management. Candidate must be Bangladeshi citizen.		

PROCURING ENTITY DETAILS

17. Name, designation and contact details of official inviting expressions of interest	Secretary, Bangladesh Climate Change Trust, Old Ban Bhaban (6 th Floor), Mohakhali, Dhaka-1212. Phone: 9890903		
18. Only short listed candidates will be called for interview.			
19. BCCT reserves the right to reject any/all EOIs without showing any reason thereof.			

Memo No. MoEF/BCCT/Consultancy/686/2015/660
Date: 03-08-2015
GD-2555

Md. Rashadul Islam
Secretary
Bangladesh Climate Change Trust