

South Korea set for record IPO year

REUTERS, Hong Kong

Riding a Seoul stocks revival, some of South Korea's biggest family firms are set to clean house this year with multi-billion dollar initial public offerings that will fire the country to a record year for new listings.

Family-run conglomerates, or "chaebols", like Samsung, Doosan and Lotte are listing assets to streamline structures, smooth paths toward management succession or ease debt burdens. Added to other deals in the pipeline, IPOs planned by these three will take proceeds this year to at least \$10 billion, bankers say, eclipsing 2010's high of \$8.5 billion.

Coming on the back of a near-10 percent rally in Seoul's benchmark share index since mid-February, the sales will test international investor appetite for minority holdings in firms dominated by some of the best-known names in South Korean business. But the scale of the IPOs and relative stability of the domestic market compared to jitters over prospects in China this year make them a magnet for Korean investors at least.

"We have to pay attention to these listings because they are large-cap deals," said Park Sung-jin, a fund manager at Woori Asset Management in Seoul. "Benchmark funds, such as those for (Korea's) National Pension Service, cannot pass them by," he said, referring to the world's third-largest pension fund with about \$81 billion invested in South Korean stocks at end-2015.

IPOs expected this year include



An employee walks past the logo of Netmarble Games at its headquarters in Seoul.

Hotel Lotte Co, potentially the country's biggest ever at up to \$5 billion, drugmaker Samsung Biologics and construction equipment maker Doosan Bobcat Inc, the latter two seen worth \$2 billion and \$1 billion respectively.

Hotel Lotte's listing is expected in the second half of June while Doosan Bobcat's is due in the fourth quarter of 2016, Thomson Reuters publication IFR reported. Samsung Biologics hasn't disclosed a timeline for its deal.

Amid the resurgence in Seoul's IPO interest, newer firms are also set to pile in, including top mobile game maker Netmarble Games with a projected \$1.7 billion listing.

The expected surge in activity would still leave Seoul firmly in the shadow of Hong Kong, where IPOs at the local exchange tally totaled \$23.7 billion last year, making it the world's biggest IPO venue.

But compared with the \$3.5 billion raised in South Korean IPOs last year, 2016's potential growth points to determination among the "chaebols" to take action. As well as IPOs, secondary issuance is being lined up in already listed businesses like insurer Samsung Life Co Ltd and steelmaker POSCO, bankers say.

"Stars are aligning so that a lot of those corporates need to do something, hence the resulting rise in activities," said a Seoul-based equity capital markets banker, who couldn't be named because details of the deals have not been made public.

Still, investors may have just cause for a pause to consider exactly what they're getting into.

The Lotte Group plan to list one of the jewels in a consumer goods to leisure business empire comes after a bitter succession feud

between sons of company founder Shin Kyuk-ho flared into public view last year. Bankers say the sale is nonetheless being primed to beat South Korea's existing IPO record, set in 2010 when Samsung Life Insurance raised \$4.4 billion.

Meanwhile Samsung Group is immersed in its own succession preparations. Since 2014, it has been reshuffling its sprawling array of listed assets to cement the position of Jay Y. Lee, vice chairman of tech giant Samsung Electronics and heir-apparent to ailing patriarch Lee Kun-Hee.

Those moves triggered an acrimonious spat with minority investor Elliott Management last year that saw the hedge fund air complaints alleging Samsung disregard for shareholders in Seoul courtrooms. Elliott lost its case and ultimately sold its shares - but not before casting the spotlight on Samsung's approach to corporate governance.

Whatever the issues at Lotte and Samsung last year, bankers expect strong interest in deals in 2016.

Before the major IPOs kick off, South Korea has already racked up \$2.7 billion worth of deals, and bankers expect secondary offerings this year from firms like Samsung Life, steelmaker POSCO and Doosan Co Ltd. All three firms declined to comment.

"South Korea has been very resilient despite all the stress and worries in the rest of Asia," said a senior Hong Kong-based equity capital market banker working on several Seoul deals, who could not be named discussing the matter.



Abdul Wahed, chairman of DBL Group, and MA Jabbar, managing director, attend the inauguration of the new melange yarn producing unit of Matin Spinning, a concern of DBL, at Kashipur in Gazipur.

Matin Spinning opens new unit to produce melange yarn

STAR BUSINESS REPORT

Matin Spinning Mills, a concern of DBL Group, yesterday inaugurated its new production unit for producing melange yarn, a mixed yarn used in making fabrics, to meet the growing demand for the group.

The new unit has been established at Kashipur in Gazipur with the production capacity of 10 tonnes of melange yarn a day, the group said in a statement yesterday.

Total production capacity of the factory now stands at 35 tonnes a day, the group said.

Abdul Wahed, chairman of DBL Group; MA Jabbar, managing director; MA Rahim, a director; MA Quader, a director, and Mohammed Hassan Imam, a director, among other high-ups of the group attended the event. The company raised Tk 126 crore through an initial public offering from the premier bourse to set up the plant, the company said.

The new machinery was imported from Trutzschler of Germany, Rieter of Switzerland, Toyota and Murata of Japan and Marzoli of Italy.



Mohammad Mamdudur Rashid, acting managing director of Brac Bank, poses with top women bankers and SME women entrepreneurs awarded by Tara, Brac Bank's forum for women, as part of International Women's Day celebrations, at its head office in Dhaka on Wednesday.



Muhammed Ali, managing director of United Commercial Bank, poses at the launch of the bank's new cards that come with "Chip and pin" technology to ensure better security, at the bank's corporate office yesterday.

Government of the People's Republic of Bangladesh
Road Transport & Highways Division
Ministry of Road Transport & Bridges
Dhaka Transport Co-Ordination Authority
Nagar Bhaban (Level 14-15), Fulbaria, Dhaka
www.dtca.gov.bd

Memo: 35.02.0000.008.66.020.2016-315 Date: 27 March 2016

Invitation for Tender

1. Ministry/Division	Ministry of Road Transport & Bridges.
2. Procuring entity name	Dhaka Transport Coordination Authority (DTCA).
3. Procuring entity district	Dhaka.
4. Invitation for	DTCA Clearing House Unit Equipment (Package G2), POS Terminal, IC Card (Felica), Handy reader/writer.
5. Date	27 March 2016.
6. Key information	National Procurement-Open Tendering.
7. Budget and source of funds	GOB
8. Project name	Establishment of Clearing House for Integrating Transport Ticketing System in Dhaka City Area.
9. Tender package No.	Package G2.
10. Tender package name	DTCA Clearing House Unit Equipment (Package G2), POS Terminal, IC Card (Felica) and Handy reader/writer.
11. Tender publication date	27 March 2016.
12. Tender last selling date	26 April 2016.
13. Tender submission date and time	15:00 on 27 April 2016.
14. Tender opening date and time	16:00 on 27 April 2016.
15. Name & address of the office(s)	
Selling tender document (principal)	Room 1331, DTCA, Nagar Bhaban, Fulbaria, Dhaka-1000.
Receiving tender document	DTCA and Dhaka Mass Transit Company Ltd. (DMTC).
Opening tender document	Room 1331, DTCA, Nagar Bhaban, Fulbaria, Dhaka-1000.
Place/date/time of pre-tender meeting	DTCA Meeting Room, Nagar Bhaban, 12th-13th Floor (East Block), Fulbaria, Dhaka-1000 at 14:00 on 17 April 2016.
16. Eligibility of tenderer	National, People's Republic of Bangladesh: Authorization Letter from manufacturers are required for Handy Terminal, IC Card and SAM.
17. Brief description of goods or works	POS Terminal, IC Card (Felica), Handy reader/writer to be used for Clearing House Project in connection with Rapid Pass System.
18. Price of tender document (Tk)	2,000
19. Lot No.	Identification Location Tender security amount (Tk) Completion time in weeks/months
1	Single Dhaka 50,000 POS & Handy R/W 10 weeks, IC Card 18 weeks
20. Name of official inviting tender	Md. Rafiqul Islam.
21. Designation of official inviting tender	Project Director-CH Project DTCA.
22. Address of official inviting tender	DTCA, Nagar Bhaban, 12th-13th Floor (East Block), Fulbaria, Dhaka-1000.
23. Contact details of official inviting tender	Tel: 02-9568831, Email: rafiqul.islam7295@yahoo.com

Md. Rafiqul Islam
Project Director-CH Project DTCA
DTCA, Nagar Bhaban, Fulbaria, Dhaka-1000
Tel: 02-9568831
Email: rafiqul.islam7295@yahoo.com

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Oil prices rise

AFP, Singapore

Oil prices edged up in Asia on Monday, recovering slightly from last week's decline, but analysts said traders would likely delay any big moves until next month's meeting of key producers.

Hopes for an agreement between Russia, Saudi Arabia and other crude giants to at least freeze output sent both main contracts racing above \$40 earlier this month, helped by a dip in the strength of the dollar.

However, some of those gains were chipped away last week as talk of a possible US interest rate lift lifted the dollar - making oil more expensive - and a report showed another jump in US crude stockpiles.

At around 0620 GMT US benchmark West Texas Intermediate was up 50 cents, or 1.27 percent, to \$39.96. Brent was up 45 cents, or 1.11 percent, at \$40.89.

Members of the Organization of the Petroleum Exporting Countries (Opec) and key non-members led by Russia are due to discuss a proposed output freeze at a meeting in Doha on April 17.

Bernard Aw at ICG Markets told AFP a dip in the number of US oil rigs in operation provided some buying incentives, although business had been slim due to the long Easter break across most world markets.

Accenture raises revenue forecast

REUTERS

Accenture Plc raised its full-year net revenue forecast well above analysts' expectations and reported better-than-expected quarterly revenue and profit, led by strong growth in its consulting business, especially in North America.

Shares of the company, whose competitors include IBM Corp and India's Infosys Ltd and Tata Consultancy Services, rose as much as 5.1 percent to a record high of \$113.18 in early trading on Thursday.

Accenture has been investing heavily to boost its digital business, which offers analytics, content management, social media and cloud services to businesses.

"The company is very well positioned for newer, more discretionary projects, particularly around digital initiatives, where it's certainly taking share," Atlantic Equities analyst Christopher Hickey said.

Accenture is also less exposed to the healthcare and banking industries than some of its competitors, Hickey told Reuters.

The company, which is incorporated in Ireland, said it now expected full-year net revenue to increase by 8-10 percent in local currency terms, up from its previous estimate of 6-9 percent.

That implies revenue of \$33.53 billion-\$34.15 billion, well above the average analyst estimate of \$32.20 billion, according to Thomson Reuters I/B/E/S.

Fodder Research & Development Project
Bangladesh Livestock Research Institute, Savar, Dhaka-1341
IFT No. APD/FRDP/Nirman-321/2016/556 Date: 28/03/2016

Invitation for Tender

Sealed tenders are hereby invited from the eligible & potential tenderers for the following works & goods.

1. Ministry/division	Ministry of Fisheries and Livestock.
2. Agency	Bangladesh Livestock Research Institute (BLRI).
3. Procuring entity	Project Director, Fodder Research & Development Project, BLRI, Savar, Dhaka.
4. Procuring entity code	5-4405-5014.
5. Procuring entity district	Dhaka.
6. Invitation for	Works & Goods.
7. Invitation reference No. & date	APD/FRDP/Nirman-321/2016/556 Date: 28/03/2016.
8. Procurement method	Open tendering method (OTM).
9. Budget and source of fund	GOB.
10. Tender package No. & name	WD-10: Construction of Boundary wall WD-13: Site Development (Earth/Sand filling) works GD-01: Supply, Installation & Commissioning of Lab equipments. GD-01: Supply, Installation & Commissioning of Lab equipments.
11. Tender last selling date & time	19-04-2016 (up to 5:00pm).
12. Tender last submission date & time	20-04-2016 at 12:00 noon.
13. Tender opening date & time	20-04-2016 at 3:00pm.
14. Name & address of the office selling tender document	i) Office of the Project Director, Fodder Research & Development Project, BLRI, Savar, Dhaka. ii) Office of the Director (Finance), BARC, Farmgate, Airport Road, Dhaka.
15. Receiving tender document	(i) Office of the Executive Engineer, BLRI, Savar, Dhaka. (ii) Office of the Sr. Asst. Director (Procurement), Bangladesh Agricultural Research Council (BARC), Farmgate, Dhaka. (iii) Senior Assistant Chief, Room # 1408(14th Floor), Bhaban # 6, Livestock, Planning & Evaluation Wing-2, Ministry of Fisheries and Livestock (MOFL), Bangladesh Secretariat, Dhaka.
16. Opening tender documents	Office of the Executive Engineer, BLRI, Savar, Dhaka.
17. Eligibility of the tenderer	Tenderer shall have: a) Up-to-date Trade license, TIN & VAT Certificate. b) Minimum 5 (five) years general experience of construction works for work & supply for goods. c) A satisfactory completion of similar works of at least (i) Tk. 150.00 lac for WD 10 (Boundary wall with Piling/Bridge/High Rise Building construction works) (ii) Tk. 55.00 lac for WD 13 (Specially sand/earth filling) & goods of (iii) Tk. 75.00 lac for GD-01 in a single contract during the last 3 (three) years. d) Average Annual Construction/levant works or both turn over of minimum (i) Tk. 285.00 lac for WD10; & (ii) Tk. 180.00 lac for WD13 in best 3 (three) years in the last 5 (five) years. e) Minimum supply and/or production capacity of goods is/are: Tk. 100.00 lac for GD-01(Lot-03) & Tk 65.00 lac for GD-01 (Lot-4) per year of best 3 (three) years of last 5 (five) years. f) Liquid assets or working capital or sanctioned credit facilities certificate of minimum (i) Tk. 100.00 lac for WD10; (ii) Tk. 80.00 lac for WD13; (iii) Tk 130.00 lac for GD-01 (Lot-03) & (iv) Tk 75.00 lac for GD-01 (Lot-04). g) Others term and condition should fulfill the requirements stated in the TDS & PCC of tender document.
18. SI #	Identification of package & lot Location of site Tender security amount (Tk.) Price of tender document (Tk.) Completion time (days/months)
01.	Pkg # WD10; & Lot # 02 JL No: 37, Mouza: Hasamdia, Upazilla: Vangha, Dist. Faridpur Tk 7,00,000.00 (seven lac) only Tk. 4000.00 (non-refundable) 7 months
02.	Pkg. # WD13; & Lot # 02 JL No. 37, Mouza: Hasamdia, Upazilla: Vangha, Dist. Faridpur Tk 2,50,000.00 (two lac fifty thousand) only Tk. 3000.00 (non-refundable) 3 months
03.	Pkg. # WD1; & Lot # 03 Supply, installation & commissioning of Lab equipments at BLRI Headquarter, Savar, Dhaka. Tk 3,00,000.00 (three lac) only Tk. 3500.00 (non-refundable) 45 days
04.	Pkg. # WD1; & Lot # 04 Supply, installation & commissioning of Lab equipments at BLRI Headquarter, Savar, Dhaka. Tk 1,70,000.00 (one lac seventy thousand) only Tk. 3000.00 (non-refundable) 45 days
19. Name of official inviting tender	Dr. Nathu Ram Sarker.
20. Designation of official inviting tender	Project Director, Fodder Research & Development Project.
21. Address of the official inviting tender	Bangladesh Livestock Research Institute (BLRI), Savar, Dhaka.
22. Contact of official inviting tender	Tel.: 7791683 Fax No: 7791675 E mail: sarkerm62@yahoo.com
23. Special instructions	(i) Tender security should be given in the form of Bank Draft or Pay Order in favour of Project Director, Fodder Research & Development Project, BLRI, Savar, Dhaka. (ii) Participating tenderers may submit their tender(s) either in person or through courier or postal service which must reach the office of the Executive Engineer, BLRI, Savar, Dhaka before or on the tender last submission date & time. Tender received after the deadline will be returned unopened. (iii) If it is not possible to receive the tender in last day of submission due to any unavoidable circumstances, the tender would be received and opened at the same time of the next following working day. (iv) For proven tenderer's specific experience work order & successfully completion certificate must be submitted, failing which the tender will be treated as technically non-responsive. (v) Tenderer's must be submitted the analysis of each item of work at present market rate as PWD format along with tender document of package # WD10 & WD13. Otherwise tender will be rejected.
24. The procuring entity reserves the right to reject all the tenders or annul the tender proceedings without assigning any reason.	

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Dr. Nathu Ram Sarker
Project Director