



JAMUNA BANK

AKM Saifuddin Ahmed, deputy managing director of Jamuna Bank, and Md Mustaque Ahmed, company secretary of Titas Gas Transmission and Distribution Company Ltd, exchange the signed documents of a deal at the latter's office in Dhaka. Customers of Titas can now pay bills through the bank's branches. Mir Moshir Rahman, managing director of Titas Gas, was also present.

## EU companies want concrete action from China on access

AFP, Beijing

European companies suffer from "promise fatigue" over China's failure to follow through on pledges to open its market, the EU Chamber of Commerce in China said Tuesday.

The chamber issued an annual 400-page report detailing the regulatory barriers that continue to hinder investment in the world's second-largest economy.

European businesses are "suffering from accumulated 'promise fatigue', having witnessed a litany of assurances over recent years that never quite materialised," the position paper said.

The chamber urged the ruling Communist Party to "supplant words with concrete actions and provide reciprocal access to its market".

The restrictions imposed on foreign investments force companies from abroad to partner with local firms and often share vital technology -- if they are not barred altogether from accessing a certain market, the chamber said.

Chinese firms face no such restrictions in EU markets, Chamber president Mats Harborn told reporters prior to the report's release.

"We are now calling for the abolition of foreign investment laws," he said, stating that they made China's investment climate too complex,

unpredictable and opaque to attract foreign capital.

"The numbers speak for themselves: Chinese investments in Europe rose 77 percent last year, while EU investments in China fell by a quarter," Harborn said. EU investment fell a further 23 percent in the first quarter of 2017.

A May survey published by the Chamber showed 54 percent of EU companies operating in China felt they were treated worse than local counterparts.

A study in January by the American Chamber of Commerce in China found more than four in five US companies feel the country is less welcoming to foreign businesses than in the past.

On Monday, US Trade Representative Robert Lighthizer slammed China's approach to its economy, calling Beijing's policies an "unprecedented" trade threat to which the World Trade Organization was not prepared to respond.

Chinese foreign ministry spokesman Lu Kang retorted at a regular press briefing Tuesday that "China firmly supports an open world economy and improves its business environment. We are the advocate, contributor and architect of the multilateral trade regime".

Responding to the EU Chamber's concerns, he praised the country's "great achievements" since it began market reforms in the late 70s, stating: "I don't understand why certain parties would doubt our reform and opening up, which benefits both China and the world."

The lack of access belies the rhetoric of Chinese leaders.

In January, President Xi Jinping hailed globalisation at the World Economic Forum in Davos and insisted that China was committed to "opening up".

Later that month a government circular pledged to "create an environment of fair competition" and "strengthen efforts to attract foreign investment".

But foreign firms still worry about the business climate in the Asian giant.

In recent weeks, Chinese customs officials barred the import of certain mould-ripened cheeses containing cultures traditionally used in Europe, including Camembert, Brie and Roquefort.

The sudden move came with little explanation, taking effect even though new national food safety standards for cheese more than two years in development had not yet been announced.



NRB BANK

Imran Ahmed, chief operating officer of NRB Bank, and Sohail Majid, deputy director for sales and marketing at US-Bangla Airlines, exchange the signed documents of a deal at the bank's corporate head office in Dhaka yesterday. The bank's credit cardholders will get up to six months' equal monthly instalment facility at zero interest on travel packages of the airline. Mir Shafiqul Islam, head of cards of the bank, was also present.

## Airbus looks to China for A380 jumbo amid sluggish global sales

REUTERS, Beijing

Chinese airlines could need between 60 and 100 Airbus A380 jets over the next five or so years as passenger traffic grows, the plane maker's China head said on Tuesday, amid rising questions over future demand for the super jumbo.

Strong demand in China - if translated into orders - would be a major boost for the A380, the world's biggest jetliner, which has faced sluggish demand as airlines shift focus towards a generation of nimbler, more fuel-efficient long-haul planes such as the A350 and rival Boeing Co's 787.

China is the world's fastest growing aviation market and is a key battleground for Airbus as well as Boeing which recently predicted the country would spend over \$1 trillion on planes over the next 20 years.

"When I look at the market flow, the passenger flow, route by route and the economics, I'm fully confident that the Chinese carriers will need a minimum of

60 A380s over the next 5 to 7 years," Airbus China Head Eric Chen said at an event in Beijing.

Airbus has sold five A380s to China Southern Airlines Co Ltd but has otherwise failed to penetrate the market with the double-decker jet despite its robust demand forecasts.

The aircraft manufacturer believes the A380 will come into its own in markets that face booming tourism and congestion like China, but the aircraft has struggled to compete with smaller and more flexible twin-engined models.

In July, Airbus signed an agreement to sell 140 A320 and A350 planes to China in a deal worth almost \$23 billion. China represents around 22 percent of Airbus global deliveries.

"What I can say is that if one airline takes the lead to order a large number of A380s, the others will follow. I would expect a domino effect and I'm working on it to produce that domino effect that has not happened yet," Chen said.

## Saudi Arabia raises \$1.87b in Islamic bond issue

AFP, Riyadh

Saudi Arabia has raised \$1.87 billion in a new Islamic bond issue as the kingdom bids to finance a budget deficit resulting from low oil prices.

Demand was strong for the third sale of Islamic bonds, known as sukuk, this year with orders exceeding 24 billion riyals (\$6.4 billion), the finance ministry said in a statement cited by the SPA state news agency.

The first two issues were made in April and July and were worth a total of \$13.5 billion. The kingdom had also issued conventional domestic and global bonds.

The largest Arab economy is suffering from a sharp slide in oil revenues since crude prices plummeted in mid-2014, forcing Riyadh to cut subsidies and delay projects.

The kingdom has forecast a budget deficit of \$53 billion this fiscal year, down slightly from last year's shortfall.

Riyadh has also withdrawn more than \$230 billion from its fiscal reserves since the end of 2014 to finance the budget deficit. Its reserves now stand at just over \$490 billion.

Economic growth in Saudi Arabia is expected to hit just 0.1 percent this year, according to the International Monetary Fund.

## Ford to tie up with India's Mahindra, eyes access to huge market

AFP, New Delhi

Ford Motor and India's Mahindra Group have announced they will work together in a fresh partnership as the US giant looks to boost its presence in one of the world's fastest growing auto markets.

The two, who parted ways from a tie-up in 2005, will co-operate for three years on a number of areas including electric vehicles and sourcing.

"Ford is committed to India," said Jim Farley, Ford executive vice president and president of Global Markets in a statement.

"This alliance will allow us to work together to take advantage of the changes coming in the auto industry."

Most foreign auto makers have struggled in the budget-sensitive

Indian market and Ford has a less than three percent market share.

The electric car market is expected to explode as governments around the world, including India and the world's biggest market China saying they intend to shift completely away from fossil fuelled cars within the next few decades.

Mahindra is the only Indian automaker that makes electric cars, and at a fraction of the cost of global brands such as Tesla and an agreement would give Ford access to the cheap technology. Mahindra on the other hand will be given access to new designs and markets.

Abdul Majeed, a partner at consultancy PwC, said more auto makers would in future seek strategic tie-ups as the industry sees a major shift towards greener transport and greater use of

information technology.

"Alliances are critical to survive going forward. No one can resolve these (issues) on their own," Majeed told AFP.

"There's a fundamental shift happening in the sector and you're getting competition from new emerging companies so you have to align to survive."

Japan's Toyota Motor and Suzuki announced plans to work together earlier this year to exchange expertise, while General Motors and Ford are also in various experiments with US ride-sharing giant Uber Technologies.

The announcement marks a U-turn for Ford under new chief executive Jim Hackett after his predecessor Mark Fields had put the firm's India business on review.



**Bangladesh Land Port Authority**  
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### Request for Expressions of Interest (EOI)

**Selection of Firm for "Development of E-Port Management System"**

18.15.0000.020.31.006.17.637 Date: 18 September, 2017

Government of the People's Republic of Bangladesh		
1	Ministry/Division	Ministry of Shipping.
2	Agency	Bangladesh Land Port Authority.
3	Procuring entity name	Director (Admin), Bangladesh Land Port Authority.
4	Procuring entity code	Not used at present.
5	Procuring entity district	Dhaka.
6	Expressions of interest for selection of	Software Firm, lump sum.
7	Eol Ref No.	18.15.0000.020.31.006.17.637
8	Date	18 September, 2017.
<b>KEY INFORMATION</b>		
9	Procurement sub method	Quality and Cost Based Selection (QCBS).
<b>FUNDING INFORMATION</b>		
10	Budget and source of funds	Own Funds.
11	Development partners	N/A.
<b>PARTICULAR INFORMATION</b>		
12	Project/programme code	N/A.
13	Project/programme name	N/A
14	Eol closing date and time	Expression of interest shall be submitted by 11:45am (BST) on 05/10/2017 in sealed envelope delivered to Director (Admin), Bangladesh Land Port Authority and be clearly marked Expressions of Interest for "Selection of a Firm for Development of e-Port Management System).
<b>INFORMATION FOR APPLICANT</b>		
15	Brief description of the assignment	Selection of a firm for "Development of e-Port Management System at Burimari Land Port, Patgram, Lalmonirhat. For detail Terms of Reference (TOR) available in website: <a href="http://www.bsbk.gov.bd">www.bsbk.gov.bd</a>
17	Experiences, resources & delivery capacity required	This is a national project with utmost importance towards the digital Bangladesh goal so the bidder must prove that they have solid technical background and operational strength to undertake and take this work forward without any hindrances. Bidder must also have adequate technical ability, resources, human resources and processes. As such, following are defined as minimum eligibility criteria: 1. Minimum 8 years' experience in ICT business as a registered company/entity with Register of Joint Stock & Companies (RJSC) in Bangladesh. 2. Must submit valid trade licence, VAT, latest income tax clearance certificate and certificate of incorporation, audit report for the last three years. 3. Must have 3 years practical experience of developing web-based/Mobile Apps enterprise solution with similar technology having features related to this system as major or partner solution provider. 4. Must have experience of developing software solution for Government of Bangladesh. 5. Companies having experience of working with software solution development related to public service delivery will be an added quality. 6. Vendor needs to have at least one existing running enterprise software solution in Bangladesh in any large corporate sector in Document management or File Management or Decision management or Data Management or Workflow Management. 7. Similar experience on web based payment and monitoring solution in public sector. 8. Management capacity (brochures and other documents describing similar assignments, experience, availability of appropriate professional staff and experience among applicant's staff, resources to carry out the assignment). 9. Logistic capability (well-equipped office space with necessary facilities). 10. The minimum amount of liquid assets i.e. working capital or credit line(s) of the firm shall be Tk 30 (Thirty) lakh. 11. Audit report of the previous year. Yearly turnover of the firm shall be at least Tk. 50 (Fifty) lakh. 12. Multiple companies having technical and legal competency for developing such product can bid jointly but they must have legal agreement among them where one company needs to be master. Lead firm needs to fulfill all conditions mentioned in this TOR. Joint-venture agreement needs to have clear identification about each responsibility matrix along with IPR. Bangladesh Land Port Authority now invites Eligible Applicants to indicate the interest in providing the services. Interested firms are invited to provide information indicating that they are qualified to perform the services. This shall require substantiation through submission of brochures and other documents describing similar assignments, experience availability of appropriate professional qualification and experience among applicant's staff, resources to carry out the assignment, financial logistical capability, etc. An applicant may associate with other consultants to fulfill their qualifications. A shortlist of consultants will be prepared upon evaluation of EOIs of the eligible applicants and "Request for Proposal" document will be issued in their favour. A firm will be selected using the Quality and Cost Based (QCBS) method. Interested Applicants may obtain further information on the requirements including the criteria of short listing by applying to the address below: E-mailing: <a href="mailto:mdali4682@gmail.com">mdali4682@gmail.com</a> /Contacting +88029118140, +88028189858 during normal office hours up to 05/10/2017.
18	Other details (if applicable)	Not applicable.
19	Association with other firms	Encouraged.
<b>PROCURING ENTITY DETAILS</b>		
30	Name of official inviting EOI	Mohammad Ali
31	Designation of official inviting EOI	Director (Admin), Bangladesh Land Port Authority.
32	Address of official inviting EOI	TCB Bhaban (5th Floor), 1, Kawran Bazar, Dhaka-1215.
33	Contact details of official inviting EOI	Tel: 9118140   Fax: 9122627   E-mail: <a href="mailto:mdali4682@gmail.com">mdali4682@gmail.com</a>
34	The procuring entity reserves the right to accept or reject all EOIs without assigning any reason. EOIs received after last date and time of submission shall not be considered for their short listing. The consultant will be selected in accordance with the guidelines of PPR-2008.	

**Md. Habibur Rahman**  
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