

Alibaba, Ford in search for new retail business

REUTERS, Beijing

Alibaba Group Holding Ltd has signed a deal with Ford Motor Co to explore cooperation in areas such as cloud computing, connectivity and retail which could involve the sale of Ford cars on Alibaba's online retail platform Tmall.

Alibaba in a statement on Thursday said digital marketing-focused Alimama and operating system firm AliOS would be among subsidiaries working with Ford under the three-year agreement.

One avenue under consideration is the sale of Ford cars on Tmall, an Alibaba spokeswoman said. Reuters on Wednesday reported that Ford was planning to sign such a deal as it overhauls its China strategy to

stimulate growth.

"The agreement aims to explore new ways to redefine how consumers purchase and own vehicles, as well as how to leverage digital channels to identify new retail opportunities," Alibaba said in its statement.

The Chinese e-commerce firm and U.S. automaker will initially "explore a pilot study" for new retail opportunities, Alibaba said.

Ford President and Chief Executive Officer Jim Hackett in the statement said collaborating with technology firms builds on its vision to make "smart vehicles".

Ford's China sales have been sluggish in recent months as it struggles to keep pace with rapidly changing trends, including increased demand for entry-level cars in smaller cities.



Nasrul Hamid, state minister for power, energy and mineral resources, and Shehzad Munim, managing director of British American Tobacco (BAT) Bangladesh, pose with winners of the 14th edition of BAT Bangladesh's "Battle of Minds-2017", a youth skills development platform, at a programme on Wednesday. The Bangladesh University of Engineering and Technology bagged the first prize.

HSBC has 3-year head start on foreign investment banking rivals in China

REUTERS, Hong Kong

HSBC has a three-year head start on its foreign investment banking rivals in China because of the British bank's unique position of having management control of its securities venture there, chief executive Stuart Gulliver said on Thursday.

Gulliver's comments come after Beijing, in a surprise move last month, announced it will allow foreigners to control their onshore operations. Currently non-Chinese groups are limited to 49 per cent stakes in joint ventures in the fast-growing market.

HSBC's 51 per cent control of HSBC Qianhai Securities is unique because it was able to use its long-established Hong Kong unit to take advantage of a rule favoring banks based in the city.

Many international banks are keen to launch new Chinese ventures with majority control or to boost their stakes in existing partnerships to help integrate those operations with their global networks and to better manage reputational risk, bankers have said.

But it will be some years before things fall

into place for foreign majority-owned ventures to kick off, according to HSBC's CEO.

"The regulations will come in two years time. Then you have to pick your partner and you've got to hire people - we think we've got a three-year head start," Gulliver told a media briefing at the launch of its securities joint venture in Shenzhen.

The joint venture, with Qianhai Financial Holding Company, an investment unit controlled by local government, is part of the UK-headquartered bank's "pivot to Asia" - a strategy launched in 2015 that aimed to capitalize on its strong links in the region and the closeness of China's Cantonese-speaking Pearl River Delta region to HSBC's Hong Kong stronghold.

The venture's license allows HSBC to underwrite bond and equity sales in the mainland and to act as a broker for shares listed in Shanghai and Shenzhen. It can also publish research on Chinese companies to local clients. So far, almost 100 staff have been hired, with investment bankers making up the biggest group.

Asia accounted for 70 per cent of HSBC's adjusted pre-tax profit in the first nine months

of this year. Gulliver said on Thursday he expected the Pearl River Delta business, which includes retail and commercial banking as well as the new securities business, to produce \$1 billion in cumulative pre-tax profit in the next three to five years and add about \$500 million a year after that.

The bank has about 17,400 staff in the area already, with 15,000 in data processing and software. About 2,400 are in its branches - a number he expects to double by 2020.

Gulliver is due to step down in 2018 as chief executive after seven years at the helm. He will be replaced by John Flint, who currently runs the bank's retail and wealth management division.

The CEO welcomed news that Ping An had become HSBC's second-largest shareholder. The Chinese insurer began buying shares in 2016 as part of its insurance investments and on Wednesday passed the 5 per cent threshold after which it had to announce its holding.

"We are really very happy about this," Gulliver said, adding that he and other senior managers met regularly with Ping An executives as they did with other large shareholders.



Mohammed Mustafa Haider, a director of Pusti, a subsidiary of TK Group, poses with the company's sales representatives at "Pusti National Sales Conference 2017" at PSC Convention Hall in Dhaka on Tuesday.

General Electric to cut 12,000 jobs in power business revamp

REUTERS, Zurich

General Electric Co announced on Thursday it was axing 12,000 jobs at its global power business as the struggling industrial conglomerate responds to dwindling demand for fossil fuel power plants.

The US company launched the cuts to save \$1 billion in 2018, saying it expected current difficulties in the sector to continue.

"Traditional power markets including gas and coal have softened," GE said. Rumors of sweeping job cuts were confirmed by labour union sources on Wednesday, with staff in Switzerland and Germany among those badly hit.

"This decision was painful but necessary for

GE Power to respond to the disruption in the power market, which is driving significantly lower volumes in products and services," said Russell Stokes, head of GE Power.

"Power will remain a work in progress in 2018. We expect market challenges to continue, but this plan will position us for 2019 and beyond."

A third of the company's Swiss workforce face layoffs, while 16 per cent of its staff in Germany are also likely to be axed in the shake up.

GE said it had begun talks with labour leaders about the steps.

Demand for new thermal power plants dramatically dropped in all rich countries, GE said, while traditional utility customers have reduced their investments due to market deterioration and

uncertainty about future climate policy measures.

Hardly any new power station projects had been commissioned in Germany in recent years, GE said. Heightened Asian competition had also increased price pressures.

Last month, General Electric CEO John Flannery outlined plans to reduce the manufacturing footprint of GE's power business to respond to a sharp fall in demand for fossil fuel power equipment. GE had not specified how many jobs would be cut or where.

GE rival Siemens is cutting about 6,900 jobs, or close to 2 per cent of its global workforce, mainly at its power and gas division, which has been hit by the rapid growth of renewables.



SM Monjurul Islam, head of brand at Abul Khair Steel, receives the "Most Influential Global Marketing Leader" award from World Marketing Congress at hotel Taj Lands End in Mumbai.

German industrial output falls unexpectedly in October

REUTERS, Berlin

German industrial production fell unexpectedly in October, the Economy Ministry said, adding that public holidays at the start of the third-quarter that prompted many workers to take long weekends had significantly contributed to the fall.

Industrial output decreased by 1.4 per cent after falling by a revised 0.9 per cent in September. In August output rose by 2.6 per cent, which was the biggest increase in more than six years.

The October reading compared with the mid-range forecast in a Reuters poll for a rise of 1.0 per cent. A breakdown of the data showed that output fell in all industrial sectors except for energy. Capital goods, consumer goods, intermediate goods and construction fell the most.

"The favourable situation concerning orders and, above all, more optimistic business expectations promise a continuation of good industrial activity," it said.

Government of the People's Republic of Bangladesh



Prime Minister's Office
Bangladesh Export Processing Zones Authority (BEPZA)
BEPZA Complex
Dhanmondi, Dhaka-1205

No. 03.318.014.00.00.135.2017-645

Date: 05 December 2017

Invitation for Tender No. 03/2017-2018

Sealed tenders are hereby invited from the eligible investors/service providers for the following works as per terms & conditions stated below:

1	Ministry/division	Prime Minister's Office.
2	Agency	Bangladesh Export Processing Zones Authority (BEPZA).
3	Procuring entity name	Bangladesh Export Processing Zones Authority (BEPZA).
4	Procuring entity district	Dhaka.
5	Invitation for	Works/services.
6	Invitation Ref No. and date	03/2017-2018 Date: 05 December 2017.

KEY INFORMATION

7 Procurement method Open Tendering Method (OTM); Single Stage: 2 Envelopes.

FUNDING INFORMATION

8 Budget and source of funds Own Source of Project Company/Investor.
9 Development partners (if applicable) Not applicable.

PARTICULAR INFORMATION

10	Project/program code (if applicable)	Not applicable.
11	Project/program name (if applicable)	Not applicable.
12	Tender package No.	Not applicable.
13	Tender package name	Not applicable.
14	Tender publication date	On or before 12 December 2017.
15	Tender last selling date	02 January 2018 during office hour.
16	Tender closing date & time	03 January 2018 at 12:00 noon.
17	Tender opening date & time	03 January 2018 at 12:30pm.
18	Name & address of the office(s)	
	Selling of tender document (principal)	Accounts Section, BEPZA Complex, House-19/D, Road-06, Dhanmondi R/A, Dhaka-1205.
	Selling of tender document (others)	Accounts Section, Uttara EPZ, Nilphamary.
	Receiving of tender document	Executive Engineer (Electrical), BEPZA, House-19/D, Road-06, Dhanmondi R/A, Dhaka-1205.
	Opening of tender document	Executive Engineer (Electrical), BEPZA, House-19/D, Road-06, Dhanmondi R/A, Dhaka-1205.
19	Place/date/time of pre-tender meeting (optional)	Not applicable.

INFORMATION FOR TENDERER

20	Eligibility of tenderer	The invitation for tender is open to all eligible tenderers who satisfy the following: a. The minimum number of years of general experience of the tenderer in contracting in public/private sector shall be 5 (five) years. b. The tenderer must have successful completion experience of similar work over a period of last 5 (five) years. The certificate shall have to be issued by the officer not below the rank of Executive Engineer or equivalent officer of concerned govt./semi-govt./autonomous bodies/department/reputed private organization. c. The required average annual turnover of the tenderer shall be at least of the amount of Tk. 200.00 (two hundred) lac over the last three years which will be based on work completion certificates/Annual audit report. All work completion certificates must be enclosed with the tender. d. The required minimum liquid asset is Tk. 400.00 lac. e. Blacklisted/debarred bidders from any govt./semi-govt./autonomous organization will be treated as ineligible to participate in the tender. f. i. Up-to-date trade license. ii. Income Tax clearance certificate. iii. VAT registration certificate. iv. Undertaking in prescribed format relating to blacklisting/debarment in any govt./semi-govt./autonomous body. g. Other required conditions and documents of the tenderer are shown in Tender Data Sheet (TDS) of tender documents must be fulfilled.		
21	Brief description of goods/works/services	a. Prepare detail planning of the work. b. Construction, operation and maintenance of up to 30 lac Gallon/Day capacity Water Treatment Plant. c. Lifting, treating and supplying of water including all repair & maintenance of water supply network and related manpower provided by the Project Company.		
22	Price of tender documents	Tk. 5,000.00		
23	SI No. Name of works	Location	Tender security amount (Tk.)	Completion time
i.	Construction, Operation and Maintenance of Water Treatment Plant including lifting, treating and supplying water to different enterprises and BEPZA's own buildings at Uttara EPZ like other industries in EPZ.	Uttara EPZ, Nilphamary.	Tk. 10,00,000.00 (ten lac)	15 (fifteen) months

PROCURING ENTITY DETAILS

24	Name of official inviting tender	Md Tanvir Hossain.
25	Designation of official inviting tender	Executive Engineer (Electrical).
26	Address of official inviting tender	BEPZA Executive Office, House-19/D, Road-06, Dhanmondi R/A, Dhaka-1205.
27	Contact details of official inviting tender	Phone: +88 02 58617630, Fax: +88 02 8650060

Special Instruction:

a.	Eligible firms/authorized representative may purchase tender documents from the offices mentioned in SN-18 on submitting written request in their letterhead pad.
b.	Any false, forged and misleading documents furnished by tenderer shall result in rejection of the tender.
c.	In case of any confusion arises due to printing mistake or other reason, the Public Procurement Rules-2008 will govern.
d.	Tender should be submitted in original along with one duplicate copy and it should be mentioned on the cover sheet.
e.	Tender shall be valid for a period of 120 (one hundred twenty) days from the date of opening the tender(s). The tender notice is also available at website: www.bepza.gov.bd

29 The procuring entity reserves the right to accept any or reject all the tenders or annul the tender proceedings.

GD-2669

Md Tanvir Hossain
Executive Engineer (Electrical)
Phone: 02-58617630