

BATBC Q2 profit shrinks by over Tk 400cr Weak sales, factory closure to blame

STAR BUSINESS REPORT

The British American Tobacco Bangladesh (BATBC) saw its net profit shrink to Tk 97.26 crore during the April-June period, from over Tk 500 crore a year earlier, as falling sales and the cost of closing its Dhaka factory extracted a heavy toll.

The company's top line also came under pressure, with revenue for the quarter falling by 23 percent to Tk 2,213 crore, according to its financial statement for the second quarter released recently.

Earnings per share dropped to Tk 1.80 in the quarter, from Tk 9.48 a year earlier.

The company attributed the sharp fall in earnings to a decline in sales volume, higher inflationary adjustments in its cost base, and partial impairment costs linked to its Dhaka factory closure.

The company shut down operations at its Mohakhali factory on July 1 after the Supreme Court rejected its appeal to extend a land lease agreement. BATBC had been leasing the property from the Dhaka Cantonment Board since 1964 under renewable 30-year terms, with an option to extend up to 90 years.

Still, not all signals pointed downward. BATBC reported a marked improvement in its net operating cash flow per share (NOCFPS) for the first half of the year, which swung to Tk 9.05, from negative Tk 20.87 during the same period in 2024.

The tobacco producer credited the turnaround to higher export earnings and reduced payment outflows.

As of May 31, 2025, sponsors and directors held 72.91 percent of BATBC's shares, institutional investors 14.11 percent, and foreign investors 4.19 percent. The remainder is owned by the government and general investors, according to Dhaka Stock Exchange data.

BSCL to resell

FROM PAGE BI

Potential customers include banks, hospitals, factories, data centres, offshore installations, and sectors such as aviation, maritime, energy, construction, and media.

Globally, Starlink markets primarily to individual users through its "Residential" and "Roam" packages. For corporate and government clients, it relies on resellers under its "Business" and "Priority" plans. In Bangladesh, BSCL and other local agents will be able to serve both enterprise and residential markets, though individuals can still buy directly through Starlink's website.

The reselling move represents a pivot for BSCL, whose mainstay—Bangabandhu Satellite-1—has struggled to generate significant commercial returns since its much-trumpeted launch in 2018. By hitching itself to Starlink, BSCL hopes to diversify its offerings and establish a foothold in the growing market for high-speed internet in hard-to-reach corners of the country.

Starlink's entry into Bangladesh has been accompanied by considerable government enthusiasm, with officials promoting it as a major step forward in the country's digital connectivity. To expedite the rollout, the Bangladesh Telecommunication Regulatory Commission (BTRC) granted Starlink a 90-day waiver to operate without a local gateway. That waiver is scheduled to expire in early August.

To facilitate the rollout, Starlink has partnered with several Bangladeshi companies for infrastructure support. Fibre@Home and its sister concerns have emerged as key local partners.

They are currently constructing Starlink's first ground station at the Hi-Tech City in Kaliakair, Gazipur, and plan to develop more in Jashore and Cox's Bazar.

Starlink's servers will be hosted at Felicity IDC Limited, a Tier III data park, according to officials of Fibre@Home.

Starlink could not be reached for comment regarding the resell deal.



International Chamber of Commerce-Bangladesh (ICCB) President Mahbubur Rahman attends the 30th annual council of the trade body in Dhaka yesterday.

PHOTO: ICCB

Form a taskforce for fairer trade talks with US: ICCB

The chamber holds its 30th annual council in Dhaka

STAR BUSINESS REPORT

The government should form a taskforce under the commerce ministry to negotiate fairer trade terms with the Trump administration and ensure continuity of access for Bangladesh's exports to the American market, the International Chamber of Commerce-Bangladesh (ICCB) said yesterday.

The suggestion comes as the government is set to resume the third and final round of tariff negotiations with the United States Trade Representative on July 29, in its efforts to secure a much lower tariff than the 35 percent expected to take effect from August 1, unless a deal is reached.

The proposed tariff on Bangladesh's exports to the US could

severely affect garment exports and jobs, the ICCB said in a statement following its 30th annual council held in Dhaka.

ICCB President Mahbubur Rahman presented a comprehensive report on the evolving global and national economic landscape and its implications for Bangladesh.

The ICCB said the global backdrop remains unstable—marked by the Red Sea crisis, ongoing wars in Ukraine and the Middle East, and a resurgence of economic nationalism, especially following the return of Donald Trump to the US presidency.

Inflationary pressures and protectionist policies risk fragmenting global supply chains—an alarming trend for developing economies like Bangladesh.

"In this context, Bangladesh's

economy faces significant headwinds," it said.

"A major concern is the fragile state of Bangladesh's financial sector," said the ICCB, citing high default loans, which rose to roughly one-fourth of the total outstanding loans in March 2025.

The ICCB council also highlighted several key challenges, including energy security and fiscal pressure.

It said rising costs from increased reliance on imported fossil fuels and currency depreciation require urgent domestic exploration and investment in renewables.

With a tax-to-GDP ratio below 10 percent, revenue mobilisation remains weak.

"The restructuring of the National Board of Revenue is expected to improve efficiency and fiscal space."

Govt move to hike port charges

FROM PAGE BI

5 as those were no longer offered and revised the rest into 23 categories.

As per the proposal originally sent by the CPA, tariffs of some of the widely available services are set to increase by as much as 440 percent.

In some other cases, the new tariff is around 1,000 times higher than the current one.

Officials of the CPA, however, claimed that the average tariff hike would be around 60 percent.

Opposing the move, port users said they had earlier urged the CPA to keep the tariff hike limited to within 10 to 20 percent, reasoning that the country's foreign trade would otherwise be severely affected.

For the arrival of a vessel within the port's territory, the CPA currently charges \$0.241 per gross registered tonnage (GRT), which is a measure of the total internal volume of a ship, specifically the enclosed spaces within the hull and above the deck.

In the proposal, this is to be increased to \$0.306, a hike of nearly 27 percent.

Loading and unloading of export and import containers from vessels are the most common operations in this port.

The tariff for this service for a 20-foot full container load (FCL) container, meaning one fully occupied by a single shipper's goods, has been proposed to be hiked from \$43.40 to \$68, meaning an increase of 56.68 percent.

Most of the imported cargoes are unstuffed, or taken out from the containers at the port yards, to be delivered to consignees. The unstuffing charge will rise from \$2.73 to \$6.41, meaning a hike of 135

percent.

The CPA provides tugboat assistance during vessel movement from the outer anchorage to berthing at port jetties.

For vessels exceeding 20,000 GRT, this tug charge has been proposed to be increased from \$632 to \$4,15—in other words, a 440 percent hike.

The tariff for hiring mechanical equipment, such as forklifts, has been proposed to be raised from \$0.86 to \$10.16—a steep 1,081 percent jump.

During a visit to the port on Friday, Shipping Adviser Brig Gen (retd) M Sakhawat Hussain said the tariffs have been revised following discussions with stakeholders and inter-ministerial meetings.

He said that after analysing the tariff structures of other major global ports, it was found that even after the revision, the tariffs at the Chattogram port would still remain lower than those of the Mongla port.

CPA Chairman SM Moniruzzaman said they had never gone for a major tariff hike since 1986 and the average hike would be around 60 percent.

The CPA had twice, in 1996 and 2012, initiated the process for revising the tariff structure but failed to bring about any change.

CPA officials said the revision was long overdue, as the CPA's operational costs have risen by around 7,000 percent.

In 2020, the CPA engaged Spain-based consulting firm IDOM to analyse and propose an upgraded tariff structure.

The firm did submit the proposal in 2022, but there had been little progress since then.

The CPA board approved

the proposal last December and sent it to the shipping ministry in February this year. In a discussion with stakeholders on June 2, the ministry sought their proposals.

Bangladesh Shipping Agents Association (BSAA) Chairman Syed M Arif said they had proposed limiting the tariff hike to within 10 to 15 percent so that foreign trade could continue running.

A second meeting with stakeholders was scheduled to be held once all the proposals were received, but now the tariff hike is already set to take effect, said the frustrated BSAA leader.

BSAA Director Muntasir Rubayat said the tariffs were being raised exorbitantly, and it would compel foreign vessel owners and container operators to increase freight charges, which would raise export and import costs.

Abul Bashar Chowdhury, chairman of leading commodity importing firm BSM Group, said the importers frequently face long delays in getting delivery of imports from the port.

It is mainly because vessels arriving at the Chattogram port very often have to wait for days to get berths, and loading and unloading take a long time compared to ports in neighbouring countries, he said.

Importers bear higher freight costs for such delays he added.

Even after containers are unloaded from vessels, the delivery faces long delays due to various complications, such as documentation and inspection, Bashar informed.

A tariff hike without an improvement in services will hurt importers, and eventually, the costs would

have to be borne by end consumers, he said.

MMasrur Reaz, chairman and CEO of Policy Exchange Bangladesh, said there was no doubt that any such tariff hike would put additional pressure on businesses.

The country's imports and exports are facing several challenges both locally and globally—including the latest uncertainty surrounding a US tariff hike, he said.

He, however, opined that a logical revision of the tariffs was overdue, as it was very important to ensure better services and improved efficiency.

Modern equipment also needs to be installed; otherwise, a lack of efficiency would cause delays, service unpredictability, and a requirement for additional documents.

Reaz suggested raising the tariffs in phases over the next six months or a year, instead of by a substantial margin in one go, so that it can be better absorbed by businesses.

Bangladesh Garment Manufacturers and Exporters Association Director Sakeef Ahmed Salam said Bangladesh's ready-made garment (RMG) industry has been struggling with several setbacks since the post-Covid-19 period.

These include the increase in global energy prices caused by the Russia-Ukraine war, rising freight rates due to conflicts in the Middle East, a global economic downturn, and the recent US tariff hike, he said.

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PASHCHIMANCHAL GAS COMPANY LIMITED (PGCL)

(A Company of petrobangla)
Head Office, Nalika, Sirajganj.

Invitation for Tender

1 Ministry/Division	Ministry of Power, Energy and Mineral Resources/Energy and Mineral Resources Division.								
2 Agency	Bangladesh Oil, Gas & Mineral Corporation (Petrobangla)								
3 Procuring Entity Name	Pashchimanchal Gas Company Limited (PGCL)								
4 Procuring Entity Code	Not used at present								
5 Procuring Entity District	Sirajganj.								
6 Invitation for	Appointment of outsourcing Manpower contractor for supplying Nonconsulting services manpower for different category outsourcing services required in Pashchimanchal Gas Company Limited (PGCL).								
7 Invitation Ref No and Date	28.18.0000.034.53.007.25/Outsourcing/7087, Dated: 23/07/2025								
8 Procurement Method	Open Tendering Method (OTM). A Single stage Two Envelope tendering procedure will be followed for the IFT under which the tenderer shall submit at a time two separate sealed Envelopes, one for the Technical Proposal and other for the Financial Proposal all together in a single Envelope.								
9 Budget and Source of Funds	Company's Own Fund.								
10 Tender Package Names	Supply of outsourcing Manpower (Security Guard).								
11 Tender Selling Date	From 27/07/2025 to 20/08/2025(During Office Hour)								
12 Tender Closing Date and Time	21/08/2025 at 2.00 PM								
13 Tender Opening Date and Time	21/08/2025 at 2:30 PM								
14 Name & Address of the office Selling Tender Document	a) Account Department, Pashchimanchal Gas Company Limited, Head Office, Nalika, Sirajganj. b) Dhaka Liaison Office (Level-13), Pashchimanchal Gas Company Limited, Petrocentre (Level-13), 3 Kawran Bazar C/A, Dhaka-1215.								
15 Name & Address of the office Receiving Tender Document	Dhaka Liaison Office, Pashchimanchal Gas Company Limited, Petrocentre (Level-13), 3 Kawran Bazar C/A, Dhaka-1215.								
16 Name & Address of the office Opening Tender Document	Dhaka Liaison Office, Pashchimanchal Gas Company Limited, Petrocentre (Level-13), 3 Kawran Bazar C/A, Dhaka-1215.								
17 Eligibility of Tenderer	a) The minimum number of years of general experience of the Tenderer in contracting industries in public sector as Prime Contractor/Sub Contractor/Management Contractor shall be 5 (five) years counting backward from the date of publication of IFT in the newspaper (per Tender Document). b) The minimum specific experience as a Prime Contractor in providing non-Consultant Service of at least ONE contract of similar nature, complexity and methods completed over a period of three (3) years each with a value of at least of Tk 22 (Twenty Two) lacs salary and other pays for minimum 70 Nos. employed employee in a period of two month shall be required. c) The required average annual turnover of the Tenderer shall be at least of the amount of Tk 1.00 (One) crore over the last three years.Years counting backward from the date of publication of IFT in the newspaper d) The minimum amount of liquid assets i.e. working capital or credit line(s) of the Tenderer shall be Tk 22 (Twenty Two) lacs.								
18 Brief Description of Services	Supply of outsourcing Manpower (Security Guard).								
19 Price of Tender Document (Tk)	3,000/- (Three thousand taka) for each group not refundable.								
20 Package, Location, Tender Security Amount and Completion Time :	<table border="1"> <thead> <tr> <th>Identification of Package</th> <th>Location</th> <th>Tender Security Amount (Tk)</th> <th>Completion Time in Weeks/Months</th> </tr> </thead> <tbody> <tr> <td>28.18.0000.034.53.007.25/Outsourcing/7087, Dated: 23/07/2025</td> <td>Nalika Head Office, Sirajganj, Baghabari, Ullapara, Bera, Sharolia, Pabna, Iswardi, Bogra, Rajshahi, Sirajganj, Powerhub, Rangpur, Nilphamari, Syedpur, Pirganj and Dhaka Liaison Office.</td> <td>Tk.9,00,000/- (Nine Lacs)</td> <td>24 (Twenty Four) months from the effective date.</td> </tr> </tbody> </table>	Identification of Package	Location	Tender Security Amount (Tk)	Completion Time in Weeks/Months	28.18.0000.034.53.007.25/Outsourcing/7087, Dated: 23/07/2025	Nalika Head Office, Sirajganj, Baghabari, Ullapara, Bera, Sharolia, Pabna, Iswardi, Bogra, Rajshahi, Sirajganj, Powerhub, Rangpur, Nilphamari, Syedpur, Pirganj and Dhaka Liaison Office.	Tk.9,00,000/- (Nine Lacs)	24 (Twenty Four) months from the effective date.
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21 Name of Official Inviting Tender	Md. Shahenur Alam								
22 Designation of Official Inviting Tender	General Manager (Administration)								
23 Address of Official Inviting Tender	Pashchimanchal Gas Company Limited, Head Office, Nalika, Sirajganj.								
24 Contact details of Official Inviting Tender	Mob.: 01730357237, Tel. No.: 02588831448 E-mail : hrdpocl@gmail.com								
25 The Procuring Entity reserves the right to reject all the Tenders or annul the Tender proceedings.	At present Khadem (Care taker/manager), Driver, Pump/Generator Helper, Assistant Cook, Assistant Gardener, Cleaner, Electrical Helper, Pipeline Helper, Data Entry Helper, Guest house/Office Attendant, Messenger is being supplied by one contractor and Security Guard by another contractor to PGCL. In this case, in order to ensure the security of the company and to hire two types of manpower suppliers in PGCL, one potential supplier cannot participate in tender for supply of manpower in other types of positions/posts. This means that the company will have two separate manpower suppliers.								

23.7.2025
General Manager (Administration)
Pashchimanchal Gas Company Limited
Nalika, Sirajganj.

Trade misinvoicing is a collective failure

FROM PAGE BI

He noted that good governance in tax administration remains difficult without political will.