

Report

on

Bangladesh Road Show UK 2015

10-11 September, 2015

Venue: East Wintergarden, Canary Wharf, London

Prepared for:

Secretary, Internal Resources Division (IRD)

&

Chairman, National Board of Revenue (NBR)

Prepared by:

Mohammad Akbar Hossain

First Secretary (Customs: Intelligence and RM)

National Board of Revenue (NBR)

Introduction:

Investment, especially, Foreign Direct Investment (FDI) is the lifeline for the economy of a country. To attract FDI, the developing countries have started competition in various ways and means. Each country is trying to invite FDI providing lots of incentives to the investors. Bangladesh as an emerging economy of South Asia is also trying its best to attract FDI. As an instrument of inviting investors, Board of Investment (BOI) has arranged an Investment Road Show in the United Kingdom (UK) from 10-11th September, 2015. I got the opportunity to participate in this Road Show on behalf of National Board of Revenue (NBR). The following paragraphs contain the outcomes and experiences of the road show briefly.

Description:

To make this Road Show a successful one, BOI has arranged series of preparatory meetings with the relevant stakeholders. The Road Show itself was organized with the cooperation of Public Private Partnership (PPP). Delegates from different relevant government ministries as well as private sectors made this road show a vibrant and fruitful one. According to the government order, the delegates reached London timely. The road show has taken place at East Winter garden, Canary Wharf, London. H. E. Md. Abdul Hannan, High Commissioner of Bangladesh to UK opened the show formally with his welcome speech. In addition, Dr. Towfiq-e-Elahi Chowdhury, Honorable Adviser to the Prime Minister of Bangladesh on Energy and Mineral Resources Affairs, Dr. S A Samad, Executive Chairman, BOI and Mr. Abdul Matlub Ahmad, President, Federation of Bangladesh Chamber of Commerce and Industry (FBCCI) welcomed the investors to the road show with their inaugural speeches.

After the inaugural session, the CEOs of different business firms arranged a panel discussion on Realizing Opportunities into Investment in Bangladesh. The CEOs expressed their experiences while making business in Bangladesh. Mr. Abul Kalam Azad, Principal Secretary to the Prime Minister of Bangladesh moderated this session. The CEOs panel consists of Mr. Kamran Bakr, Chairman and Managing Director, Unilever Bangladesh Ltd, Mr. Paul Forman, Group Chief Executive, Coats Group PLC UK, Mr. Abrar A Anawar, CEO Standard Chartered Bank, Bangladesh, Mr. Francois de Maricourt, Chief Executive Officer, HSBC Bangladesh and Ms. Farzana Chowdhury, MD and CEO, Green Delta Insurance Company. The CEO panel highly appreciated the prospects of investment in Bangladesh.

Dr. Atiur Rahman, Governor of Bangladesh Bank illustrated a presentation on Bangladesh shifting - towards a middle income economy. Mr. Rahman has described the current business environment and fiscal situation of the country in details. The wheel of the economy is moving forward. He invited the investors to join the development of Bangladesh. Afterwards, Mr. Abul Kalam Azad, Principal Secretary to the Prime Minister of Bangladesh delivered his speech on Investing in Growth - opportunities bundles. He assured the investors as regards incentives and benefits provided by the government.

After that, various panels discussed uncovering opportunities for investment. Panel A, Chaired by Dr. Towfiq-e-Elahi Chowdhury, BB highlighted on Reinforcing the Growth Pillars: Investing in Infrastructure and Energy Sector in Bangladesh. Panel B highlighted on Investment Opportunities in Bangladesh Capital market. Panel C analyzed Regulatory framework in Bangladesh for investment. Panel D discussed PPP in Bangladesh. Afterwards, Panel E talked on Economic Zone in Bangladesh. Panel F discussed Investment opportunities in Alternative Power Sector in Bangladesh.

Prospect of ICT Industry in Bangladesh has been discussed by Panel G. Panel H discussed Prospect of Leather and Leather goods in Bangladesh. Panel J highlighted Prospect of agro business industry in Bangladesh. Prospect of Telecommunication Industry in Bangladesh has been highlighted by panel K. Moreover, some individual presenters put up their presentations before the investors on tourism, ship building, plastic industry and ceramic industry in Bangladesh.

NBR Presentation:

The participants from public sectors highlighted the regulatory framework and prospects of investment in Bangladesh with facts and figures. On the other hand, the private sectors participants who are doing business in Bangladesh described their own experiences. The participants invited the investors to invest in Bangladesh.

NBR presented revenue incentives and trade facilitation issues. Besides, NBR also highlighted the Good Governance and Modern Management Framework that highly appreciated by the audience. NBR has changed the traditional management system and started a new management approach named good government and modern management (GG&MM) framework.

However, NBR follow 5Cs approach: Cooperation, Coordination, Coherence, Commitment and Courage. 5 Fs approaches: Fund (Revenue), Function (Responsibility), Functionary (Human Resources), Facilitation (Trade Facilitation) and Freedom (Delegation of Power). NBR practices QTTM: Quality, Quantity, Timeliness, Transparency and Teamwork. In addition, NBR representative also pointed out 5 Is approach: Increased Revenue Collection, Improved Office Management for better taxpayers service, Impressive Stakeholder Relations, Increased use of ICT (ICT as an enabler) and Integrity. These approaches lead NBR towards a result oriented

management. That assists NBR to achieve revenue growth more than 16% since financial year 2007-08.

Moreover, recently, NBR started having dialogue with the businessmen and investors across the country to address their problems and requirements. Through this forum, the stakeholders can directly communicate with the Chairman NBR.

However, we have had B 2 B session with various investors. Mr. M. R. Chowdhury, President of British Bangladesh Chamber of Commerce described his experiences regarding tax offices. We need to outreach our e-services and facilities to common businessmen so that they could know where to go to get the right services.

As a part of B 2 B discussion, Member (Tax Policy) and I visited the office/ factory of an investor. Before starting the business, an investor needs to know the stand of government on revenue and Customs matters. Sometimes an investor may face problems if they get wrong information about tax rates and regulations.

Conclusion:

As a part of the delegation, we have had fruitful discussions with the prospective investors. The road show does introduce Bangladesh to the foreign investors with fascinating and untold stories. The stories that were told in the road show definitely motivated investors to invest in Bangladesh. The participation from public and private sectors made the road show as a successful one.



BANGLADESH ROADSHOW UK 2015



CREATING OPPORTUNITIES FOR INVESTORS

10-11th September, 2015 • East Wintergarden, Canary Wharf, London, E14 5AB

PROGRAM

Pre-Roadshow Activities

Date & Time	Activities	Venue
Tuesday 1 Sep 2015	Pre Bangladesh Investment Road Show Press Conference by H. E. Md. Abdul Hannan High Commissioner of People's Republic of Bangladesh in UK	East Wintergarden, Canary Wharf

Roadshow Conferences

Day 1: Thursday, 10 September, 2015

09:00-10:15 Inaugural Session: Welcome to opportunities

Venue: **Main Hall**

Time	Duration	Description/Themes	Speakers/Resources
08.45	45 min	Participant Registration	
09.30	5 min	Welcome address	H. E. Md. Abdul Hannan <i>High Commissioner of Bangladesh in UK</i>
09.35	5 min	Speech	Mr Iqbal Ahmed OBE <i>President, UK Bangladesh Catalysts of Commerce and Industry(UKBCCI)</i>
09.40	5 min	Speech	Mr Abdul Matlub Ahmad <i>President, Federation of Bangladesh Chamber of commerce and Industry (FBCCI)</i>
09.45	5 min	Speech	Mr. Sunil Kaushal, <i>Regional Chief Executive Officer, India & South Asia, Standard Chartered Bank</i>
09.50	5 min	Speech	Mr Gavin Serkin, <i>Emerging markets Editor-at-large, Bloomberg</i>
09.55	5 min	Speech	Dr. Towfiq-e-Elahi Chowdhury, BB <i>Hon'ble Adviser to the Prime Minister of Bangladesh Power, Energy and Mineral Resources Affairs</i>
10.00	10 min	Chairperson Speech	Syed A Samad <i>Executive Chairman, Board of Investment (BOI)</i>

10:15-11:15 CEO's Panel: Realizing opportunities into investment

Venue: **Main Hall**

Mr. Kamran Bakr, <i>Chairman and Managing Director, Unilever Bangladesh Limited</i>
Mr. Paul Forman, <i>Group Chief Executive, Coats Group PLC UK</i>
Mr Abrar A. Anwar, <i>CEO, Standard Chartered Bank, Bangladesh;</i>
Mr. Francois de Maricourt, <i>Chief Executive Officer, The Hong Kong and Shanghai Banking Corporation Limited, Bangladesh</i>
Ms. Farzana Chowdhury, <i>Managing Director & Chief Executive Officer, Green Delta Insurance Company Limited</i>
Mr. Rajeev Sethi, <i>Chief Executive Officer, Grameenphone</i>
Moderated by: Mr. Abul Kalam Azad, <i>Principal Secretary to the Prime Minister, Bangladesh</i>

11:15-11:30 **Coffee break**

11:30-13:00 **Inaugural Session: Revealing the opportunities**

Venue: **Main Hall**

Time	Duration	Description/Themes	Speakers/Resources
11:30	30 minutes (including 10 minutes Q&A)	Bangladesh shining – towards a middle income economy	Dr. Atiur Rahman <i>Governor, Bangladesh Bank</i>
12:00	30 minutes (including 10 minutes Q&A)	Investing in growth – opportunities boundless	Mr. Abul Kalam Azad <i>Principal Secretary to the Prime Minister, Bangladesh</i>
12:30	30 minutes (including 10 minutes Q&A)	Investment opportunities in Bangladesh as a emerging economy	Bloomberg

13:00-14:00 **Lunch & Networking**

14:00-15:00 **Business Sessions– Uncovering opportunities for investment**

Time	Duration	Description/Themes	Speakers/Resources
14:00	60 minutes (including 15 minutes Q&A)	Panel A Reinforcing the Growth Pillars: Investing in Infrastructure and Energy sector in Bangladesh	Mr. Monowar Islam, Secretary, Power Division; Syed Afsor H. Uddin , CEO, PPP Office; Mr Abul Kalam Azad, Principal Secretary, PMO; Mr ASM Mainuddin Monem, DMD, Abdul Monem Ltd; Mr Salahuddin Kashem Khan, MD, A K Khan Group; Mr. Alex Marshall, Group Marketing & Compliance Manager, Clarke Energy; Mr Abrar A. Anwar, CEO, Standard Chartered Bank, Bangladesh; Md. Parvez Akhter, Senior Investment Manager, Corporates Asia, DEG Chaired by: Dr. Towfiq-e-Elahi Chowdhury, BB, Honb'le Advisor to the Prime Minister on Power and Energy, Bangladesh
15:00	60 minutes (including 15 minutes Q&A)	Panel B Financing the Growth Investment Opportunities in Bangladesh Capital Market	Mr Arif Khan, Commissioner, BSEC, Mr Alamgir Morshed, Managing Director & Head of Financial Markets, Standard Chartered Bank Bangladesh; Md Rafiqul Islam, CIO, Green Delta Capital Ltd, Mr Charles Spencer, Managing Director, Head of Commercial Banking origination, UKs' Ireland Capital Financing, HSBC Bank PLC, London UK Chaired by: Dr. Atiur Rahman, Governor, Bangladesh Bank;
16:00	60 minutes (including 15 minutes Q&A)	Panel C Regulatory framework in Bangladesh for Investment	Md Nojibur Rahman, Chairman, NBR; Mr Nabhash Chandra Mandal, Executive Member, BOI Dr. Atiur Rahman, Governor, Bangladesh Bank; Mr Abul Kalam Azad, Principal Secretary; PMO, Mr Matlub Ahmad, President, FBCCI Chaired by: Syed A Samad, Executive Chairman, BOI

19:00-21:00 **Networking Dinner at 'Red Fort Restaurant' hosted by H. E. Md. Abdul Hannan, High Commissioner of People's Republic of Bangladesh in UK**

Day 1 ended

Day 2: Friday, 11 September, 2015

Venue: Main Hall (parallel sessions in Promenade Room)

09:30-12:30 Business Sessions- Uncovering opportunities for investment

Time	Duration	Description/Themes	Speakers/Resources
09.30	60 minutes (including 20 minutes Q&A)	Panel D PPP in Bangladesh	Syed Afsor H Uddin, CEO, PPPO; Mr Mainuddin Monem, DMD, Abdul Monem Group; Mr Naser Ezaz Bijoy, MD & Head of Corporate & Institutional Clients, Standard Chartered Bank, Bangladesh. Chaired by: H. E. Md. Abdul Hannan High Commissioner of People's Republic of Bangladesh in UK.
10.30	60 minutes (including 20 minutes Q&A)	Panel E Economic Zone in Bangladesh	Major General Mohd Habibiur Rahman Khan, Executive Chairman, BEPZA. Mr Mohammed Shoheler Rahman, Manager MIS & Research, BEZA; Mr Salauddin Kasem Khan, MD, AK Khan Group; Chaired by: Mr Abul Kalam Azad, Principal Secretary, PMO
11.30	60 minutes (including 20 minutes Q&A)	Panel F Investment Opportunity in Alternative Power Sector in Bangladesh	Mr. Monwar Islam, Secretary, Power Division; Mr. Redwan Hossain, MD, New Nation Solar Company; Mr ATM Mahabubul Alom, MD, WIN Source Ltd. Chaired by: Dr. Towfiq-e-Elahi Chowdhury, BB, Hon'ble Adviser to PM on Power and Energy

12:30-14:00 Lunch & Networking

14:00-15:00 Business Sessions- Uncovering opportunities for investment

Time	Duration	Description/Themes	Speakers/Resources
14:00	60 minutes (including 20 minutes Q&A)	Panel G Prospect of ICT Industry in Bangladesh	Syed Farhad Ahmed, MD, AAMRA Ltd, Mr. Shameem Ahsan, President, BASIS; Mr. Md Jahangir Alam, Project Director, Jessore Software Technology Park Project, Bangladesh High-tech Park Authority; Chaired by: Mr. Shyam Sunder Sikder, Secretary, ICT Division.

Day 2: Friday, 11 September, 2015

Venue: **Promenade Room** (parallel sessions in The Gallery)

09:30-15:00 Business Sessions- Uncovering opportunities for investment

Time	Duration	Description/Themes	Speakers/Resources
09.30	50 minutes (including 15 minutes Q&A)	Panel H Prospect of Leather & Leather Goods in Bangladesh	Mr. Md. Saiful Islam, MD, Picard Bangladesh Ltd; Mr Ziaur Rahman, MD, Bay Footwear Ltd. Chaired by: Mr Abdul Matlub Ahmad, President, FBCCI
10.20	50 minutes (including 15 minutes Q&A)	Panel J Prospect of Agro Business Industry in Bangladesh	Mr Mahbubul Alam, Vice President, FBCCI; Mr Ahsan Khan Chowdhury, DMD, PRAN Group; Dr. F H Ansarey, Executive Director, Advanced Chemical Industries Limited; Mr Tanveer Ahmed, MD, IFAD Group. Chaired by: Mr Md. Nojibur Rahman, Chairman, NBR
11.10	50 minutes (including 15 minutes Q&A)	Panel K Prospect of Telecommunication Industry in Bangladesh	Mr. Ahmad Y. Haleem, CFO, Banglalink Mr. Rajeev Sethi, CEO, Grameenphone Mr Faisal Karim Khan, Director, Summit Communication Ltd; Chaired by: Mr Salahuddin Kashem Khan, MD, A K Khan Group

12:30-14:00 Lunch & Networking

14:00-15:00 Business Sessions- Uncovering opportunities for investment

Time	Duration	Description/Themes	Speakers/Resources
14.00	20 minutes (including 10 minutes Q&A)	Presentation On the Prospect of Tourism in Bangladesh	Mr. Aparup Chowdhury, Chairman, Bangladesh Porjaton Corporation.
14.20	20 minutes (including 10 minutes Q&A)	Presentation On the Prospect of Shipbuilding in Bangladesh	Mr. Md. Saiful Islam, MD, Western Marine Shipyard Ltd.
14.40	20 minutes (including 10 minutes Q&A)	Presentation On the Prospect of Plastic Industry in Bangladesh	Mr Ahsan Khan Chowdhury, Deputy Managing Director, PRAN-RFL Group.
15.00	20 minutes (including 10 minutes Q&A)	Presentation On the Prospect of Ceramics Industry in Bangladesh	Mr Irfan Uddin, MD, Farr Ceramics Ltd.

15:45	30 minutes	Meeting of FBCCI delegates with the British Chamber of Commerce at the Promenade Room	
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16:30-17:00 Concluding Press Briefing

Venue: Promenade Room

H. E. Md. Abdul Hannan, High Commissioner of People's Republic of Bangladesh in UK,

Mr. Mojammel Babu, Managing Director, Channel 71;

Mr. Ali Arafat, Academician & Researcher;

President, FBCCI;

Executive Chairman, BOI and Representatives of co-organizers

19:00-21:00 Networking Dinner followed by cultural evening

Venue: **Main Hall**

End of the Roadshow

Business Session (Conference Hall B) 10 & 11 September 2015

- a. 12 Booth for Public and Private sector (Volunteer, well English spoken Bangladeshi student from UK present booth information which are provided by Event Management)
- b. B to B Business talks to be scheduled on an individual Basis in separate room/booth in The Gallery.

পররাষ্ট্র মন্ত্রণালয়
গণপ্রজাতন্ত্রী বাংলাদেশ সরকার
ঢাকা



MINISTRY OF FOREIGN AFFAIRS
GOVERNMENT OF THE
PEOPLE'S REPUBLIC OF BANGLADESH
DHAKA

No. C&W/Cons/NV/Aug/15/H-2618

The Ministry of Foreign Affairs, Government of the People's Republic of Bangladesh presents its compliments to the British High Commission in Dhaka and has the honour to state that the following delegation led by Mr. Tawfiq-e- Elahi Chowdhury, BB, Hon'ble Adviser to Hon'ble Prime Minister on Power, Energy and Mineral Resources Affairs, Government of the Peoples Republic of Bangladesh, have been nominated to participate in the "Road Show" to be held in United Kingdom from 10-11 September 2015. Details of their passports are as follows:

Sl. No	Name & Designation	Organization	Passport No.
01.	Dr. S A Samad, Executive Chairman	Board of Investment	AG4123381
02.	Dr. Atiur Rahman, Governor	Bangladesh Bank	DC7000446
03.	Md. Abul Kalam Azad, Principal Secretary	Prime Minister's Office	DC9002116
04.	Md Nojibur Rahman, Chairman	National Board of Revenue	DC5002613
05.	Monowar Islam, Secretary	Power Division	DC0002353
06.	Mohd Habibiur Rahman Khan, Executive Chairman	Bangladesh Export Processing Zones Authority (BEPZA)	DC7001674
07.	Aparup Chowdhury, Chairman	Bangladesh Parjatan Corporation	OA9014716
08.	Md Mahbubul Alam, Executive Director	Bangladesh Securities and Exchange Commission	OC0032184
09.	Nabhash Chandra Mandal, Executive Member	Board of Investment	OA3012978
10.	Syed Afsor H Uddin, Chief Executive Officer	Public Private Partnership Office (PPPO)	510731839
11.	Tauhidur Rahman Khan, Director	Board of Investment	OC7036743
12.	Shaikh Yusuf Harun, Director General	Prime Minister's Office	OC3117930
13.	Md Ahsan Kabir, General Manager	Bangladesh Export Processing Zones Authority (BEPZA)	OC9010497
14.	Md Akbar Hossain, First Secretary	National Board of Revenue	OA7011933
15.	Md Bashirul Alam, Deputy Manager	Public Private Partnership Office (PPPO)	OC2041788
16.	Md Masum Patwary, PS to the Chairman	Privatization Commission	OC9033599
17.	A N M Abul Kashem, General Manager	Bangladesh Bank	OC2019846
18.	Mozammel Haque, Managing Director	Ekattor Media Ltd.	BF0229419
19.	Mohammad Ali Arafat, Academician & Researcher	Independent University Bangladesh	AF6468339
20.	Abdul Matlub Ahmad, President	The Federation of Bangladesh Chamber of Commerce and Industry (FBCCI),	BA0798979
21.	Salahuddin Kasem Khan, Managing Director	A. K. Khan & Co Ltd.	BF0174524
22.	ASM Mainuddin Monem, Deputy Managing Director	Abdul Monem Ltd.	AA2440723
23.	Mahbubul Alam, Vice President	The Federation of Bangladesh Chamber of Commerce and Industry (FBCCI)	BB0896380
24.	Sunil Kaushal, Chief Executive Officer India & South Asia	Standard Chartered Bank	E5036800K
25.	Abrar A Anwar, Chief Executive Officer	Standard Chartered Bank	BB0071806
26.	Alamgir Morshed, Managing Director & Head of Financial Markets	Standard Chartered Bank	BB0498585
27.	Naser Ezaz Bijoy, Managing Director & Head of Corporate & Institutional Clients	Standard Chartered Bank	BB0250534
28.	Francois de Maricourt, Chief Executive Officer	The Hongkong and Shanghai Banking Corporation Limited, Bangladesh (HSBC)	15FV12356
29.	A T M Mahbubul Alam, Chairman	Winsources Ltd.	AB9392329
30.	Kamran Bakr, Chairman & Managing Director	Unilever Bangladesh	AF1114219
31.	Nurul Fazal Bulbul, Advisor	Abdul Monem Ltd.	BCO 591408
32.	Mohd Iqbal Hossain Chowdhury, Managing Director	Iqbal Brother's Ltd.	BH0165076

[Handwritten Signature]

পররাষ্ট্র মন্ত্রণালয়
গণপ্রজাতন্ত্রী বাংলাদেশ সরকার
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MINISTRY OF FOREIGN AFFAIRS
GOVERNMENT OF THE
PEOPLE'S REPUBLIC OF BANGLADESH
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33.	Tanveer Ahmed, Managing Director	IFAD Group	BF0641715
34.	Faisal Karim Khan, Director	Summit Group	AF3762160
35.	G M Khokon Khan, Chairman/Managing Director	FG-Kalon Hi-Tech Industries Ltd.	AA5368013
36.	Sk Md Samiul Islam, Managing Director	Dhaka Cotton Company	AF2796863
37.	Md Quyium Hassan, Deputy Director, Finance	Walton Hi-Tech Industries Ltd.	AD1785363
38.	Abul Bashar Hawlader, Director, Finance	Walton Hi-Tech Industries Ltd.	AA6540908
39.	A M Ehsan-ul Haque, Deputy General Manager, Sales	Aamra Technologies Limited	AF7329235
40.	Farzana Chowdhury, Director	Green Delta Capital Ltd.	AG1454923
41.	Md Rafiqul Islam, Chief investment Officer	Green Delta Capital Ltd.	BE0709168
42.	Ziaur Rahman, Managing Director	Bay Footwear Ltd.	BA0050234
43.	Shahidul Islam, General Manager	Bay Footwear Ltd.	AA5352306
44.	Priti Chakraborty, Chairman	Aysha Memorial Specialized Hospital (Pvt.) Ltd.	AG9270756
45.	Avijit Bhattacharjee, Director	Aysha Memorial Specialized Hospital (Pvt.) Ltd.	AF2235243
46.	Rezaur Rahman, Managing Director	Aristo Technologies Ltd.	AD7653213
47.	Md. Mahbub Alam, Chairman	Aristo Technologies Ltd.	AD3753296
48.	Sayedur Rahman, Consultant	Aristo Technologies Ltd.	AF2593549
49.	Kamal Anwer Ahmmed, Chairman	Complete Structure Ltd.	AF6664960
50.	Md Anaetur Rahman, Consultant	Complete Structure Ltd.	BC0988309
51.	Redwan Hossain, Managing Director	New Nation Solar Ltd.	BB0282438
52.	Anamul Haque Majumder, Senior Correspondent	Channel 24, Times Media Limited	AG4664057
53.	Nasher Ahmed, Senior Cameraperson	Channel 24, Times Media Limited	AF8812107
54.	Md Ariful Hoque, Deputy Director	Board of Investment	OC0009335
55.	Khandker Sadia Arafin, Deputy Director	Board of Investment	OC0138310
56.	Abu Mohammad Nurul Hayat Totul, Assistant Director	Board of Investment	OC9057737

The Ministry would appreciate if the esteemed High Commission could kindly endorse necessary visas on their passports forwarded herewith.

The Ministry of Foreign Affairs, Government of the People's Republic of Bangladesh avails itself of this opportunity to renew to the British High Commission in Dhaka the assurances of its highest consideration.


Dhaka, 17 August 2015

The British High Commission, Dhaka