



PPP Global Investors' Forum: Bangladesh 2012

Date : 7-8 December, 2012

Time : 9:00 am – 6:00 pm

Venue : Ruposhi Bangla Hotel (Winter Garden)
Dhaka, Bangladesh

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be a part of it”***

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Public Private Partnership Office
Prime Minister's Office, Bangladesh



Board of Investment
Prime Minister's Office, Bangladesh

For more information or to register :

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Web : www.bangladeshpppinvestorsforum.com

Event Schedule

DAY-1 (7 December, 2012)

| | | |
|-------------------|------------------|--|
| INAUGURAL SESSION | 9:00 - 10:00 am | <ul style="list-style-type: none"> Video Presentation: Showcasing Bangladesh |
| | 10:00 - 10:05 am | <ul style="list-style-type: none"> Arrival of Chief Guest |
| | 10:05 - 10:10 am | <ul style="list-style-type: none"> Recitation from Holy Books |
| | 10:10 - 10:20 am | <ul style="list-style-type: none"> Welcome Address by Mr. Shaikh Md. Wahid-uz-Zaman, Principal Secretary, Prime Minister's Office Video Presentation & Introduction of the PPP Program by Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |
| | 10:20 - 10:50 am | <ul style="list-style-type: none"> Speech by Development Partners IDB, IFC, JICA, ADB & World Bank Speech by Mr. A. K. Azad, Former President, Representative, FBCCI |
| | 10:50 - 11:10 am | <ul style="list-style-type: none"> Speech by Special Guest Dr. Dipu Moni, MP, Hon'ble Minister, Ministry of Foreign Affairs, Govt. of the People's Republic of Bangladesh Speech by Special Guest Mr. Abul Maal Abdul Muhith, MP, Hon'ble Minister, Ministry of Finance, Govt. of the People's Republic of Bangladesh |
| | 11:10 - 11:25 am | <ul style="list-style-type: none"> Speech by Chief Guest Her Excellency Sheikh Hasina, MP, Hon'ble Prime Minister, Govt. of the People's Republic of Bangladesh |
| | 11:25 - 11:30 am | <ul style="list-style-type: none"> Concluding Speech by Dr. Syed A. Samad, Executive Chairman, Board of Investment, Prime Minister's Office Vote of Thanks by Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |
| | 11:30 - 12.00 pm | <ul style="list-style-type: none"> Tea Break |
| | 12:30 - 2.00 pm | <ul style="list-style-type: none"> Registration of Delegates Exhibition Stalls Open & Lunch for Delegates |
| PLENARY SESSION | 2:30 - 4:00 pm | <p>PPP in Bangladesh: Applying International Best Practice</p> <ul style="list-style-type: none"> Opening Remarks by Mr. Shaikh Md. Wahid-uz-Zaman, Principal Secretary, Prime Minister's Office Keynote Speech: <i>PPP Global Success & Best Practices</i> -Mr. Richard Abadie, Global Leader of Capital Projects & Infrastructure, PwC Presentation of PPP Program - Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office Government Financing Support for PPPs - Mr. Md. Faruque Hossain, Deputy Secretary, PPP Unit, Ministry of Finance ADB PPP TA Program-Mr. John Grant Hauber, Principal Private Sector Development Specialist, ADB WB IPFF Program -Mr. A. K. M. Abdullah, Financial Sector Specialist, World Bank |
| BUSINESS FORUM | 4:00 - 5:30 pm | <p>Business Forum: The PPP Pipeline</p> <p>PPP Pipeline: Health Projects</p> <ul style="list-style-type: none"> Video & Presentation of Dialysis PPP Projects-Representatives from Ministry of Health & Family Welfare Presentation of Care for the Elderly Project- Representative from Ministry of Social Welfare International Perspective on PPP Health Projects-Health PPP Specialist, IFC <p>PPP Pipeline: Economic Zones</p> <ul style="list-style-type: none"> Video & Presentation on Economic Zones Project-Representative from BEZA, Prime Minister's Office International Perspective on Economic Zones-Mr. Martin Norman, Senior Private Sector Development Specialist, World Bank |
| | 5.30 - 6.00 pm | <ul style="list-style-type: none"> Tea Break |

DAY-2 (8 December, 2012)

| | | |
|--------------------------|------------------|---|
| BUSINESS FORUM | 9:30 - 11:00 am | <p>PPP Pipeline: Transport Projects</p> <ul style="list-style-type: none"> Video & Presentation of Dhaka Ashulia Elevated Expressway Project - Representative from Bridges Division Video & Presentation of Dhaka Bypass Project - Representative from Roads & Highways Division International Perspective on Transport PPPs - Mr. Manish Agarwal, Executive Director, PwC |
| | 11:00 - 11:15 am | <ul style="list-style-type: none"> Tea Break |
| | 11:15 - 12:45 pm | <p>PPP Pipeline: Water Supply Project</p> <ul style="list-style-type: none"> Presentation of Khilkhet Water Treatment Plant Project - Representatives from Dhaka WASA <p>PPP Pipeline: Port Project</p> <ul style="list-style-type: none"> Video & Presentation of Construction & Operation of Jetties at Mongla Port through PPP-Representatives from Ministry of Shipping |
| | 12:45 - 12:50 pm | <ul style="list-style-type: none"> Business Forum Wrap-up - Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |
| | 12:50 - 2:00 pm | <ul style="list-style-type: none"> Lunch for Delegates |
| PANEL DISCUSSION SESSION | 2:00 - 2:50 pm | <p>Panel Discussion Session 1</p> <p>Institutional Framework for PPP:</p> <ul style="list-style-type: none"> Keynote Speech: "Developing an Institutional Framework to Attract PPP Investors" - Mr. James Stewart, Chairman, Global Infrastructure, KPMG Panel Discussion by Representatives from ADB, World Bank, Association of Bankers, Bangladesh & KAFCO |
| | 2:50 - 4:10 pm | <p>Panel Discussion Session 2</p> <p>Financing PPP Projects in Bangladesh:</p> <ul style="list-style-type: none"> Keynote Speech: "Financing PPP Projects in Bangladesh"- Mr. Md. Abul Quasem, Deputy Governor, Bangladesh Bank International Perspective on Financing PPP Projects -Mr. Michael W. Cooper, Head of Infrastructure Asia Pacific, Project Finance, HSBC Bank Malaysia Berhad Panel Discussion by Representatives from Development Partners & Financial Institutions |
| | 4:10 - 5:00 pm | <ul style="list-style-type: none"> "Bangladesh Investment Climate" - Representative from Board of Investment, Prime Minister's Office Panel Discussion by Private Sector Representatives & Development Partners. |
| | 5:00 - 5:30 pm | <p>Closing Session:</p> <ul style="list-style-type: none"> Chairperson: Dr. Syed A. Samad, Executive Chairman, Board of Investment, Prime Minister's Office Chief Guest: Dr. Tawfiq-E-Elahi Chowdhury, BB, Energy Advisor to the Hon'ble Prime Minister Vote of Thanks: Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |



PRIME MINISTER

Government of the People's Republic of Bangladesh

Message from the Honourable PRIME MINISTER



I welcome you all to the PPP Global Investors' Forum: Bangladesh 2012. This event will showcase, for the first time, our government's initiative to project the enhanced PPP Policy and Framework, and the efforts to create a conducive environment for the PPP investors.

The forum will unveil a portfolio of attractive opportunities for prospective private partners across various sectors such as transport, energy, shipping, ports, social infrastructure like healthcare and education, and other infrastructure issues of national importance.

We strongly believe that these opportunities will open new areas of investment and thus help achieve our long-cherished national goal - Vision 2021.

I am looking forward to sharing with you our governments planning and implementation strategies of PPP Programmes for our mutual benefit.

It is my sincere hope that you will be able to take advantage of this grand event and work with us in partnership to deliver and share the benefits of a successful PPP Programme.

Joy Bangla, Joy Bangabandhu
May Bangladesh Live Forever

Sheikh Hasina



FINANCE MINISTER
Government of the People's Republic of Bangladesh

Message from the Honourable **FINANCE MINISTER**



I am pleased to welcome you to the PPP Global Investor's Forum: Bangladesh 2012.

I consider this forum as a milestone event in the development of Bangladesh's infrastructure. This occasion marks a new beginning for the use of public-private partnership in improving the physical infrastructure that will enhance growth and prosperity in Bangladesh.

This government has worked tirelessly to create the financial vehicles and conditions to support robust and sustainable investment in critical infrastructure and public services. The goal of this forum is to share with you the enabling framework that we have developed to implement the PPP program, and to showcase the pipeline of PPP projects that will offer opportunities for private sector investment.

I invite you to share in this opportunity, and partner with us in the future growth of Bangladesh.

Joi Bangla, JoiBangabandhu

Abul Maal Abdul Muhith, MP



FOREIGN MINISTER
Government of the People's Republic of Bangladesh

Message from the Honourable **FOREIGN MINISTER**



It is my pleasure to learn that “PPP (Public-Private Partnership) Global Investors’ Forum: Bangladesh 2012” is being organized by the PPP Office and Board of Investment for the first time in Bangladesh.

Bangladesh has already made its mark on the world map as an investment-friendly country. We can emerge as one of the best locations for investment in Asia-Pacific, through development of our infrastructure.

This government of Prime Minister Sheikh Hasina has determinedly worked to facilitate investment in critical infrastructure and public services. The goal of this forum is to share with you the enabling framework that we have developed to implement the PPP programme and display the portfolio of available PPP opportunities.

It is my sincere hope that this event will portray the scenario of overall PPP in Bangladesh and encourage you to work with us in partnership to deliver and share the benefits of a successful PPP Program.

I wish “PPP Global Investors’ Forum: Bangladesh 2012” all the success.

Joy Bangla !
Joy Bangabandhu !

Dipu Moni
Dr. Dipu Moni, MP



EXECUTIVE CHAIRMAN
Board of Investment
Prime Minister's Office
Government of the People's Republic of Bangladesh

Message from the Honourable **EXECUTIVE CHAIRMAN**



Bangladesh has proved to be a resilient and attractive investment destination even in the thick of a severe global economic downturn. New opportunities are emerging for foreign investors in Bangladesh every day. We are poised to achieve at least 6% GDP growth despite the worldwide slowdown. Bangladesh can be your top choice for foreign investment including relocating industries. We offer a strong local market, greater global market access and proven export competitiveness. Our middle class is larger than the total population of Malaysia, Singapore and Thailand.

The present government of Honorable Prime Ministers Sheikh Hasina is committed to sustainable growth and poverty reduction to achieve middle-income country status by 2021. We recognize foreign investment as the key driver and catalyst of economic growth and development to build the envisioned Digital Bangladesh. We have announced Public-Private Partnership (PPP) opportunities in industrial and social infrastructure sectors to develop strategic relationships with investors.

We hope you will join thousands of investors already benefiting from investment in Bangladesh. We offer a winning combination of benefits and opportunities to be your preferred investment destination. As the designated agency for promoting private investment in Bangladesh, we are here to serve you and facilitate your investment in Bangladesh in a business-friendly, open, transparent, hassle-free and fast track environment.

Welcome to Bangladesh

Dr. Syed A. Samad



CHIEF EXECUTIVE OFFICER
Public Private Partnership Office
Prime Minister's Office
Government of the People's Republic of Bangladesh

Message from the CEO



The Government of Bangladesh has prioritized the PPP program as a key initiative for increasing the investment in infrastructure and supporting the realization of Vision 2021; the vision that sees Bangladesh progress to a middle income country by the year 2021.

To support the development of the PPP program, the Public Private Partnership Office (PPP Office) and the Board of Investment (BoI) under the Prime Minister's Office have organized the "PPP Global Investors' Forum: Bangladesh 2012". This event is a crucial milestone for the PPP program and success will be catalytic in aiding the effective execution of the PPP program in Bangladesh.

This is a first of a kind event in Bangladesh which will showcase to investors, sponsors and other stakeholders, the PPP program in Bangladesh and highlight the specific opportunities for working in partnership with the public sector to execute PPP projects in core sectors of the economy.

I look forward to sharing with you the strategic steps taken by the government to implement the PPP Program in Bangladesh.

A handwritten signature in black ink, appearing to read "Afsor H. Uddin".

Syed Afsor H. Uddin

SPEAKERS



Richard Abadie

Richard is global head of PPP advisory services at PwC and was head of the Private Finance Unit for Her Majesty's Treasury. He has taken over responsibility for co-ordinating the global PPP and infrastructure finance business but will retain significant transport project responsibilities. He is also a member of the PricewaterhouseCoopers Global Core Government Leadership team as well as a member of the European Engineering & Construction industry team.

Richard is a regular speaker on international PPP seminars. He also authored a report on the impact of the credit crunch on infrastructure finance. Richard also led preparation of a Treasury PFI policy document published alongside March 2006 budget.



Syed Afsor H. Uddin

Syed Afsor H. Uddin was appointed in January 2012 as the Chief Executive Officer (CEO) of the PPP Office under the Prime Minister's Office, Government of Bangladesh. In his role as CEO he has taken over the lead responsibility for driving the development and implementation of the PPP program in Bangladesh.

Syed has focused on infrastructure, finance and trade investment for over 15 years; he was the Senior Policy Advisor in the PPP team at HM Treasury during Rt Hon Chancellor Gordon Brown's tenure. More recently Syed has been with PwC in the UK as a Management Consultant focusing on advising UK Government Departments on the optimum way for structuring their Public Private Partnership (PPP) projects.

Syed completed his LLB (Hons) at the London School of Economics and specialised in Banking and Finance Law during his LLM degree before being called to the Bar from Lincoln's Inn.



Md. Faruque Hossain

Md. Faruque Hossain is a Deputy Secretary of Public-Private Partnership (PPP) Unit, Ministry of Finance, Government of Bangladesh. He has been closely involved in developing the policy on Government financing in PPP Projects. He is a National Trainer of Public Procurement Management (ILO-ITC certified). He is also a qualified resource person of Chartered Institute for Purchasing and Supply, UK and Trainer of PPP enrolled with CPTU. He has working experience in different ministries with experience in project implementation and financial issues. After his MSc in Soil Science he completed his MBA in 2005.



Grant Hauber

Grant Hauber is a Principal Public-Private Partnership Specialist, at the office of the Director General, South Asia Dept, ADB. Mr. Hauber is responsible for PPP advisory services in the ADB's South Asia region and is a core member of the Bank's PPP Community of Practice. He has over 20 years of experience in private sector project development, project finance banking and management consulting focused on the emerging markets of Asia. Prior to joining ADB he ran a Singapore-based financial advisory boutique helping raise capital for clean energy projects throughout Asia. He holds an MBA from the Yale School of Management and a Bachelor of Science in civil engineering from Carnegie-Mellon University, USA.



A. K. M. Abdullah

Mr. A. K. M. Abdullah is a Financial Sector Specialist in Finance and Private Sector Development Unit of the World Bank, based in Dhaka Office, Bangladesh. He has been working on private sector investment in infrastructure, development of PPP laws and institutions, and promotion of long-term financing for infrastructure in Bangladesh and other countries in South Asia Region. He also works on enhancing access to finance and broadening the provisions for financial services for the poor in Bangladesh and Sri Lanka. Prior to joining the World Bank Mr. Abdullah worked in an internationally owned financial institution as well as in the University of Dhaka as an Assistant Professor.

Mr. Abdullah, a Bangladeshi national, did his Masters in Business Administration with Fulbright Scholarship from Atkinson Graduate School of Management, Oregon, USA.



Isabel Chatterton

Isabel Chatterton is the head of PPP Transaction advisory services for IFC South Asia.

Isabel, a Colombian national, joined the World Bank in 2001 and has since then held various positions in the Bank and IFC in South Asia, Latin America & Caribbean and Middle East. She has worked for many years on PPP projects in South Asia. Before joining the Bank, Isabel worked in emerging markets and Western Europe for WS Atkins, working on infrastructure finance and public private partnerships in infrastructure. Isabel holds an MBA from University of Birmingham with emphasis on Corporate Finance, and a PhD in Development Finance/Development Economics also from University of Birmingham.

SPEAKERS



Martin Norman

Martin Norman has been a Senior Private Sector Development Specialist with the World Bank Group in Bangladesh since September 2007. He focuses primarily on assisting the Government of Bangladesh with establishing a new economic zone regime with private sector participation and boosting investment in specific sectors.

Before joining the World Bank Group, he was a consultant with the Services Group, Inc., for four years, first as the Resident Advisor to the Nigerian Export Processing Zones Authority (NEPZA), then in Morocco, Iraq, Botswana and other countries of southern Africa in the areas of economic zones and facilities management, investment promotion, and private sector development. He began his career in Latin America where he spent 10 years managing and marketing free trade zones.

Mr. Norman holds an MBA from Cornell University and a B.A. from the University of Maryland in German Literature.



Manish Agarwal

Manish Agarwal is a Partner in the Capital Projects & Infrastructure practice of PwC. He has over 16 years of experience in advising developers, financiers, governments and regulators in enabling private sector investment in Infrastructure, across power, transport, urban and social infrastructure sectors. He has advised on several marquee projects including privatisation of power transmission in Philippines, power distribution privatisation in Delhi, private port policy of Gujarat, structuring of Mumbai Trans Harbor Link, regulation of private airports and viability of Hyderabad Metrorail. He has earlier advised Govt. of Bangladesh on contracting of power projects. He is currently assisting the World Bank in a detailed review of India's Roads PPP program, and in Value For Money assessment for World Bank supported PPP road projects. He has spoken at several infrastructure financing events, and writes regularly for leading Infrastructure magazines. He is a B.E from BITS Pilani, and PGDM from IIM, Kolkata.



James Stewart

James joined KPMG in May 2011 as Chairman of KPMG's Global Infrastructure practice and since then has visited over 30 countries to discuss their infrastructure programs. Prior to joining KPMG, James was Chief Executive of Infrastructure UK and before that Chief Executive of Partnerships UK. In these roles he was at the center of the UK Government's thinking on PFI and PPPs for over ten years and had a significant involvement in many of the major projects and programs in the infrastructure market; eg Crossrail, LIFT, Building Schools for the Future. Whilst at Infrastructure UK James was responsible for the publication of the UK's first National Infrastructure Plan.



Md. Abul Quasem

Mr. Md. Abul Quasem was appointed as the Deputy Governor of Bangladesh Bank in July 07, 2011. He completed his B.S.S. (Hons.) in Economics and M.S.S. in Economics respectively in 1973 and 1974 from University of Dhaka.

He Joined Bangladesh Bank as an Assistant Director in 1976. During his 35 years of working in Bangladesh Bank Mr. Quasem served in the core departments of Bangladesh Bank & was promoted to the post of Executive Director in Bangladesh Bank. Then he was appointed as the Deputy Governor of Bangladesh Bank. Mr. Quasem attended much domestic and foreign training in different international organizations in various countries.

Mr. Quasem also holds the additional charge of the project director of Investment Promotion & Financing Facility project cell which works for development of PPP project in Bangladesh.



Michael W. Cooper

Michael is HSBC's Director of Infrastructure for the Asia Pacific region and has worked extensively in the power and wider infrastructure industries. He has more than 25 years of advisory and lending experience for corporates and governments. Michael's sector expertise includes power (conventional, nuclear and renewables) as well as transportation and the traditional infrastructure industries.

Michael joined HSBC in 2006 having previously been a Director with several investment banks and an independent financial advisory house where he specialised in advising sponsors of infrastructure projects and governments on PPP/PFI and industry restructuring assignments. Michael has led debt and advisory assignment with a total value in excess of USD60bn.

In mid 2011 Michael relocated to Kuala Lumpur from Abu Dhabi where he led HSBC's thriving MENA infrastructure business.

PANELISTS

Panelists

Business Forum

Day-1

| PPP Pipeline: Health & Economic Zone | | |
|--------------------------------------|---|--|
| Name | Title | Organization |
| <i>Moderator:</i> | | |
| Mr. Najmul Hasan | Chief Executive Officer | United Hospital |
| Mr. Md. Helal Uddin | Deputy Chief | Ministry of Health and Family Welfare |
| Professor Dr. Muhibur Rahman | Head of Urology | NIKDU |
| Mr. Meshkat Ahmed Chowdhury | Joint Secretary | Ministry of Social Welfare |
| Mr. Kaikobad Hossain | Executive Member (Additional Secretary) | Bangladesh Economic Zone Authority (BEZA) |
| Mr. Martin Norman | Senior Private Sector Development Specialist | World Bank |
| Dr. Dhawal Jhamb | Global Health PPP Expert | IFC |

Business Forum

Day-2

| PPP Pipeline: Bridge & Roads | | |
|----------------------------------|---|---|
| Name | Title | Organization |
| <i>Moderator:</i> | | |
| Professor Jamilur Reza Choudhury | Former Advisor, Caretaker Government Vice Chancellor | Government of Bangladesh Asia Pacific University |
| Mr. Md. Kabir Ahmed | Chief Engineer | Bangladesh Bridge Authority |
| Dr. Md. Shamsul Hoque | Professor | BUET |
| Engr. Mahboob-ul Alam | Additional Chief Engineer | Roads and Highways Dept. |
| Mr. Shafiqul Islam | Joint Secretary | Roads Division |
| Mr. Shishir Kanti Roy | Deputy Project Director | Roads and Highways Dept. |
| Mr. Manish Agarwal | Executive Director | PwC |

| PPP Pipeline: Water & Ports | | |
|--|-------------------------|------------------------------|
| Name | Title | Organization |
| <i>Moderator:</i> | | |
| Mr. Md. Saiful Islam | Chairman | Western Marine Shipyard Ltd. |
| Engr. Md. Mahmudul Islam | Superintending Engineer | Dhaka WASA |
| Mr. Klaus Schonfeld | Water Supply Expert | Mott MacDonald |
| Mr. Falko Josef Sellner | Legal/PPP Expert | Mott MacDonald |
| Mr. Md. Alauddin | Joint Secretary (Admin) | Ministry of Shipping |
| Commodore M. Abul Kalam Azad (G) Ndc, Psc, BN | Chairman | Mongla Port Authority |

Panel Discussion Session-1

Day-2

| Name | Title | Organization |
|-----------------------------------|--|---|
| <i>Moderator:</i> | | |
| Ms. Nihad Kabir, Barrister-at-Law | Senior Partner | Syed Ishtiaq Ahmed & Associates |
| <i>Keynote Speaker:</i> | | |
| Mr. James Stewart | Chairman, Global Infrastructure | KPMG |
| Mr. John Grant Hauber | Principal Public Private Partnership Specialist | ADB |
| Mr. Salahuddin Ahmad | Chief Executive Officer | KAFCO |
| Mr. Vincent Palmade | Lead Economist, Finance & Private Sector Development Unit | World Bank |
| Mr. Md. Nurul Amin | Managing Director President | NCCBL Association of Bankers, Bangladesh |
| Mr. Abdul Gafur | Executive Director | AMCHAM |

PANELISTS

Panelists

Panel Discussion Session-2

Day-2

| Financing PPP Project in Bangladesh | | |
|---|--|--|
| Name | Title | Organization |
| <i>Moderator:</i> Professor M. Fouzul Kabir Khan | Former Secretary Founding Chief Executive Office | Ministry of Power, Energy & Mineral Resources IDCOL |
| <i>Keynote Speaker:</i> Mr. Md. Abul Quasem | Deputy Governor | Bangladesh Bank |
| Mr. Ryuichi Kaga | Senior Advisor (Public-Private Partnership) | ADB |
| Mr. Michael W. Cooper | Head of Infrastructure, Asia Pacific, Project Finance | HSBC |
| Mr. A. K. M. Abdullah | Financial Sector Specialist | World Bank |
| Mr. Fida Rana | Senior Investment Officer | IDB |
| Mr. Ali Reza Iftekhar | Chief Executive Officer | Eastern Bank Ltd. |
| Mr. Mahmood Malik | Chief Executive Officer | IDCOL |
| Mr. M. Atiquzzaman | Chief Executive Officer | BIFFL |

Panel Discussion Session-3

Day-2

| Investment Climate in Bangladesh | | |
|---|--|---------------------|
| Name | Title | Organization |
| <i>Chairperson:</i> Dr. Syed A. Samad | Executive Chairman | Board of Investment |
| <i>Moderator:</i> Ms. Rokia Afzal Rahman | President | MCCI |
| <i>Keynote Speaker:</i> Mr. Ahmad Nasiruddin Mahmood | Member | Board of Investment |
| Mr. M. Masrur Reaz | Program Manager, Advisory Services in South Asia | IFC |
| Mr. Asif Ibrahim | President | DCCI |
| Mr. Vincent Palmade | Lead Economist, Finance & Private Sector Development Unit | World Bank |

EVENT SUMMARY

Program Overview

The “PPP Global Investors' Forum: Bangladesh 2012” is the premier national platform to:

- Unveil the pipeline of opportunities for PPP investors covering critical sectors:
 - Transport– roads, rail, bridges and ports
 - Energy, water and waste
 - Social infrastructure- hospitals and health services
 - Civil accommodation infrastructure- economic zones & housing
- Showcase the enabling environment created to protect and incentivize PPP investors and ensure the successful delivery of projects.
- Introduce the financing vehicles and supports that will help realize investments.
- Highlight the investor friendly environment that the Government has developed to make Bangladesh one of the most liberal FDI regimes in South Asia.
- Meet key stakeholders in Bangladesh's PPP future.

Leading Industry Experts

- Mr. Michael W. Cooper, Head of Infrastructure Asia Pacific, Project Finance, HSBC Bank Malaysia Berhad
- Mr. Vincent Palmade, Lead Economist, Finance & Private Sector Development Unit, World Bank
- Dr. Rana Mehta, Executive Director, PwC
- Mr. James Stewart, Chairman, Global Infrastructure, KPMG
- Mr. Richard Abadie, Global Leader of Capital Projects & Infrastructure, PWC
- Mr. Martin Norman, Senior Private Sector Development Specialist, World Bank
- Mr. J. Grant Hauber, Principal Public Private Partnership Specialist, Officer of the Director General, South Asia Department, Asian Development Bank
- Other international experts as panelists.

Who will Attend

The “PPP Global Investors’ Forum: Bangladesh 2012” will be the premier meeting place for key players in infrastructure development and investment where opportunities can be identified and relationships forged to participate in Bangladesh’s investment future.

- Project developers/sponsors
- Equity investors and infrastructure funds
- Institutional investors
- Senior Govt. Officers
- Commercial lenders
- Professional advisors and consultants
- Bilateral trade partners and finance organizations

Event Highlights:

- Learn about new PPP project investment opportunities.
- Discover the robust PPP framework and policy support environment.
- Hear about available financing support to PPP projects and investors.
- Meet key officials from project sponsoring agencies, funding entities and development finance institutions.
- Interact with other investors, lenders, vendors and contractors focused on Bangladesh’s PPP future.

Key Government Agencies represented:

- PPP Office, Prime Minister’s Office
- PPP Unit, Ministry of Finance
- Ministry of Communications, covering roads, highways, bridges
- Ministry of Health & Family Welfare, covering hospitals and health care facilities
- Ministry of Shipping, covering deep sea and riverine ports
- Ministry of Social Welfare
- Bangladesh Economic Zones Authority covering special economic zones
- Investment Promotion and Financing Facility, Bangladesh Bank
- Dhaka WASA
- Infrastructure Development Company Ltd. (IDCOL)
- Bangladesh Infrastructure Finance Fund Ltd. (BIFFL)

EVENT DETAILS

DAY-1 (7 December, 2012)

| | | |
|-------------------|------------------|---|
| INAUGURAL SESSION | 9:00 - 10:00 am | Video Presentation: Showing Bangladesh |
| | 10:00 - 10:05 am | Arrival of Chief Guest |
| | 10:05 - 10:10 am | Recitation of Holy Books |
| | 10:10 - 10:20 am | Welcome Address by Mr. Shaikh Md. Wahid-uz-Zaman, Principal Secretary, Prime Minister's Office Video Presentation & Introduction of the PPP Program by Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |
| | 10:20 - 10:50 am | Speech by Development Partners: Mr. Yasuhary SHINTO, First Secretary, Embassy of Japan in Bangladesh Mr. Iqbal Karim, Bangladesh Representative, IDB KYLE F. KELHOFER, Country Manager Bangladesh, Bhutan and Nepal, IFC M. Teresa Kho, Country Director, ADB ELLEN GOLDSTEIN, Country Director, World Bank Speech by Mr. A. K Azad, Former President, Representative, FBCCI |
| | 10:50 - 11:10 am | Speech by Special Guest Dr. Dipu Moni, MP, Hon'ble Minister, Ministry of Foreign Affairs, Govt. of the People's Republic of Bangladesh Speech by Special Guest Mr. Abul Maal Abdul Muhith, MP, Hon'ble Minister, Ministry of Finance, Govt. of the People's Republic of Bangladesh |
| | 11:10 - 11:25 am | Speech by Chief Guest Her Excellency Sheikh Hasina, MP, Hon'ble Prime Minister, Govt. of the People's Republic of Bangladesh |
| | 11:25 - 11:30 am | Concluding Speech by Dr. Syed A. Samad, Executive Chairman, Board of Investment, Prime Minister's Office Vote of Thanks by Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office |
| | 11:30 - 12:00 pm | Tea Break |
| | 12:30 - 2.00 pm | <ul style="list-style-type: none"> ▪ Registration of Delegates ▪ Exhibition Stalls Open ▪ Lunch for Delegates |
| PLENARY SESSION | 2:30 - 4:00 pm | <p>PPP in Bangladesh: Applying International Best Practice</p> <p><u>Opening Remarks:</u> Mr. Shaikh Md. Wahid-uz-Zaman, Principal Secretary, Prime Minister's Office</p> <p><i>This session explores the global track record of success for PPP and considers the application of best practice in the context of development of the PPP Program in Bangladesh. Issues that will be considered include:</i></p> <ul style="list-style-type: none"> - Why are PPPs seen as critical for meeting infrastructure constraints? - What is the track record of success for PPPs? - What are the prerequisites for implementing a successful PPP program? - How can Development Partners support Member countries in developing PPP programs? - What progress has been made in developing Bangladesh's PPP framework? <ul style="list-style-type: none"> ▪ <u>Moderator:</u> Mr. Md. Muslim Chowdhury, (Additional Secretary) Director Public Finance System, DMTBF Project, Finance Division, Ministry of Finance ▪ <u>Keynote Speech:</u> PPP Global Success and Best Practices, Mr. Richard Abadie, Global Leader of Capital Projects & Infrastructure, PwC ▪ <u>Presentation of PPP Program</u> - Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister's Office ▪ <u>Government Financing Support for PPPs</u> - Mr. Md. Faruque Hossain, Deputy Secretary, PPP Unit, Finance Division, Ministry of Finance ▪ <u>ADB PPP Technical Assistant (TA) Program</u> - Mr. John Grant Hauber, Principal Public Private Partnership Specialist, Asian Development Bank ▪ <u>WB Investment promotion & Financing Facility (IPFF) Program</u> - Mr. A. K. M. Abdullah, Financial Sector Specialist, World Bank |

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| BUSINESS FORUM | 4:00 - 5:30 pm | <p>Business Forum: The PPP Pipeline</p> <p><i>The PPP Office has been working together with Line Ministries and Executing Agencies to identify projects that are suitable for development on a PPP basis. The business forum session unveils a selection of projects across a range of different sectors. The highlighted projects address constraints in the social and economic infrastructure areas covering health, economic zone, road, bridge, port and utility sectors.</i></p> <p><i>All the projects featured have received Cabinet Committee on Economic Affairs (CCEA)/Line Ministry approval for development as PPP projects. These projects are currently being subject to detailed feasibility studies and will be launched for open procurement from early next on satisfactory completion of these studies.</i></p> <p><i>The Business Forum ends with the PPP Office unveiling an additional pipeline of over 23 projects which are currently being prepared for CCEA/Line Ministry approval for development on a PPP basis. The combined value of the projects are estimated around 5 billion US Dollars.</i></p> <p><u>Moderator</u> - Mr. Najmul Hasan, Chief Executive Officer, United Hospital</p> <p>PPP Pipeline: Health Projects</p> <ul style="list-style-type: none"> • <i>Introductory Remarks</i>-Mr. Md. Helal Uddin, Deputy Chief, Ministry of Health & Family Welfare • <i>Video & Presentation of Dialysis PPP Projects at NIKDU, Dhaka & CMC, Chittagong</i> - Prof Dr. Muhibur Rahman, Head of Urology, NIKDU • <i>Presentation of Care for the Elderly Project</i> – Mr. Meshkat Ahmed Chowdhury, Joint Secretary, Ministry of Social Welfare • <i>International Perspective on PPP Health Projects</i> - Dr. Rana Mehta, Executive Director, PwC <p>PPP Pipeline: Economic Zone</p> <ul style="list-style-type: none"> • <i>Introductory Remarks & Video Presentation on Economic Zone Project</i> - Mr. Md. Kaikobad Hossain, Executive Member (Additional Secretary), BEZA, Prime Minister’s Office • <i>International Perspective on Economic Zone</i> - Mr. Martin Norman, Senior Private Sector Development Specialist, World Bank • Question & Answer |
| | 5.30 - 6.00 pm | Tea Break |

EVENT DETAILS

Event Details

DAY-2 (8 December, 2012)

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| BUSINESS FORUM | 9:30 - 11:00 am | <p>Moderator - Professor Jamilur Reza Choudhury, Former Advisor, Caretaker Government, Government of Bangladesh & Vice Chancellor, Asia Pacific University</p> <p>PPP Pipeline: Transport Projects</p> <ul style="list-style-type: none"> • <i>Introductory Remarks</i>- Mr. Md. Kabir Ahmed, Chief Engineer, Bangladesh Bridge Authority • <i>Video & Presentation of Dhaka Ashulia Elevated Expressway Project</i>—Professor Shamsul Haque, Professor, BUET • <i>Introductory Remarks</i> - Mr. Shafiqul Islam, Joint Secretary, Roads Division • <i>Video & Presentation of Dhaka Bypass Project</i>- Mr. Shishir Kanti Roy, Deputy Project Director, Roads and Highways Dept. & Engr. Mahboob-ul Alam, Additional Chief Engineer, Roads and Highways Dept. • <i>International Perspective on Transport PPPs</i> - Mr. Manish Agarwal, Executive Director, PwC |
| | 11:00 - 11:15 am | Tea Break |
| | 11:15 - 12:45 pm | <p>Moderator - Mr. Md. Saiful Islam, Chairman, Western Marine Shipyard Ltd.</p> <p>PPP Pipeline: Water & Ports</p> <p>PPP Pipeline: Water Supply Project</p> <ul style="list-style-type: none"> • <i>Introductory Remarks</i> -Engr. Md. Mahmudul Islam, Superintending Engineer, Dhaka WASA • <i>Presentation of Khilkhet Water Treatment Plant Project</i>— Mr. Klaus Schonfeld, Water Supply Expert, Mott MacDonald <p>PPP Pipeline: Port Project</p> <ul style="list-style-type: none"> • <i>Introductory Remarks</i> - Mr. Md. Alauddin, Joint Secretary (Admin), Ministry of Shipping • <i>Video & Presentation of Construction & Operation of 2 Jetties at Mongla Port Through PPP</i> - Commodore Md. Abul Kalam Azad, ndc, pcb, BN, Chairman, Mongla Port Authority |
| | 12:45 - 12:50 pm | Business Forum Wrap-up - Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister’s Office |
| PANEL DISCUSSION SESSION | 2:00 – 2:50 pm | <p>Panel Discussion Session 1: “Developing an Institutional Framework to attract PPP Investors”</p> <p><i>Successful PPP programs worldwide are based on good legal and institutional frameworks which ensure clear allocation of institutional responsibility, transparency in procurement, fair and balanced negotiation process, protection of investors’ rights and obligations throughout the project life. The issues that will be covered include:</i></p> <ul style="list-style-type: none"> - <i>How can PPP law enhance investor’s confidence?</i> - <i>What is the role of various institutions in developing and implementing PPP projects?</i> - <i>What role can multilaterals play in promoting PPP?</i> - <i>What does it take to incentivize private sector to participate in PPP projects?</i> - <i>How do you build and sustain institutional capacity for long term PPP development?</i> <p>Moderator: Ms. Nihad Kabir, Barrister-at-Law, Senior Partner, Mr. Syed Ishtiaq Ahmed and Associates Keynote Speech: Mr. James Stewart, Chairman, Global Infrastructure, KPMG Panel Members:</p> <ul style="list-style-type: none"> • Mr. John Grant Hauber, Principal Public Private Partnership Specialist Asian Development Bank • Mr. Salahuddin Ahmed, CEO, KAFCO • Mr. Nurul Amin, President, Bangladesh Bankers Association • Mr. James Stewart, Chairman, Global Infrastructure, KPMG • Mr. Vincent Palmade, Lead Economist, Finance & Private Sector Development Unit, World Bank • Mr. Abdul Gafur, Executive Director, AMCHAM |

EVENT DETAILS

Event Details

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| <p>2:50 - 4:10 pm</p> | <p>Panel Discussion Session 2: “Financing PPP Projects in Bangladesh”</p> <p><i>PPPs are structured so that the responsibility of raising finance lies with the private sector. However, in developing countries access to long term finance is key impediment to transacting PPP projects. This session explores how long term financing constraints can be addressed in Bangladesh. The issues that will be covered include:</i></p> <ul style="list-style-type: none">- <i>What financing facilities are being offered by development partners?</i>- <i>Has government made available any dedicated long term financing facility for PPP projects?</i>- <i>What is the domestic experience of arranging long term infrastructure financing?</i>- <i>What are the challenges of accessing international finance for PPP projects?</i>- <i>What are the key domestic constraints for securing financing for PPP projects?</i> <p>Moderator: Dr. M. Fouzul Kabir Khan, former Secretary, GoB and founder CEO of IDCOL Keynote Speech: Mr. Md. Abul Quasem, Deputy Governor, Bangladesh Bank Panel Members:</p> <ul style="list-style-type: none">• Mr. Ryuichi Kaga, Senior Advisor (Public-Private Partnership), Asian Development Bank• Mr. Michael W. Cooper, Head of Infrastructure Asia Pacific, Project Finance, HSBC Bank Malaysia Berhad• Mr. A. K. M. Abdullah, Financial Sector Specialist, World Bank• Mr. Fida Rana, Senior Investment Officer, Islamic Development Bank• Mr. Ali Reza Iftekhar, CEO, Eastern Bank Ltd.• Mr. Mahmood Malik, CEO, IDCOL• Mr. M. Atiquzzaman, CEO, BIFFL |
| <p>4:10 - 5:00 pm</p> | <p>Panel Discussion Session 3: “Investment Climate in Bangladesh”</p> <p><i>PPPs are investment vehicles that depend on overall investment climate of the country and protection and support provided to investors. The session highlights the overall investor friendly framework of Bangladesh and the steps recently taken to improve it further. The issues covered in the session will include:</i></p> <ul style="list-style-type: none">- <i>What are the expectations of potential PPP investors?</i>- <i>What are the major constraints that need to be mitigated?</i>- <i>What specific areas are improvements in investment climate needed to make the PPP program successful?</i>- <i>What legal, policy, regulatory and institutional changes are needed?</i>- <i>What lessons can be learnt from how other countries have sought to enhance their investment climate?</i> <p>Chairperson: Dr. Syed A. Samad, Executive Chairman, Board of Investment Moderator: Ms. Rokia Afzal Rahman, President, MCCI Keynote Speech: Mr. Ahmad Nasiruddin Mahmood, Member, Board of Investment Panel Members:</p> <ul style="list-style-type: none">• Mr. Asif Ibrahim, President, DCCI• Mr. M. Masrur Reaz, Program Manager, Advisory Services in South Asia, IFC• Mr. Vincent Palmade, Lead Economist, Finance & Private Sector Development Unit, World Bank |
| <p>5:00 - 5:30 pm</p> | <p>Closing Session: Chairperson: Dr. Syed A. Samad, Executive Chairman, Board of Investment, Prime Minister’s Office Chief Guest: Dr. Tawfiq-E-Elahi Chowdhury, BB, Energy Advisor to the Hon’ble Prime Minister Wrap-up &Vote of Thanks: Mr. Syed A. H. Uddin, CEO, PPP Office, Prime Minister’s Office</p> |



In Bangladesh, the HSBC Group's history dates back to 1996 when 'The Hongkong and Shanghai Banking Corporation (HSBC) Ltd' opened its first branch. Today, the HSBC Group offers a comprehensive range of financial services in Bangladesh including commercial banking, consumer banking, payments and cash management, trade services, treasury, and custody and clearing.

Within 15 years of establishment, HSBC in Bangladesh has had an amazing growth journey in terms of customer base, service network and transaction volume. HSBC is the only international bank present in 7 Export Processing Zones (EPZ). In addition, HSBC Bangladesh facilitates 8% of the overall trade volume of Bangladesh. Its Personal Internet Banking (PIB) platform is groundbreaking, in terms of security and feature variety. Furthermore, HSBC Bangladesh has a strong footprint in community engagement areas such as education, environment and local culture.

HSBC Bangladesh also received the 'AAA' rating for the fifth consecutive year from Credit Rating Agency of Bangladesh Limited (CRAB) - the leading credit rating agency of Bangladesh. In fact, HSBC Bangladesh is the only bank in Bangladesh to receive the 'AAA' rating (as per the latest CRAB ratings as of 30 September 2012).

General Background

- Total network of 13 branches, 38 ATMs and 8 Customer Service Centres
- Business Development Offices in 7 EPZs: Only international bank present in all EPZs
- Key Business Areas
 - Commercial Banking
 - Corporate and Institutional Banking
 - Retail Banking and Wealth Management
 - Global Markets

HSBC's operations in Bangladesh

- **Commercial Banking:** Commercial banking is a traditional strength of the HSBC Group. In Bangladesh, HSBC is a popular choice for customers because of the Group's international reach and a wide range of financial services and products. HSBC has an offshore banking unit (OBU) licence and can therefore also provide foreign currency financing to qualifying customers. In addition, there are 7 business development centres in the country's major 7 EPZ areas including Dhaka, Chittagong, Adamjee, Mongla, Comilla, Karnaphuli and Ishwardi.

As the leading international bank, HSBC Bangladesh facilitates around 8% of the overall trade volume of Bangladesh, thereby playing a major role in the country's export oriented sectors. So, in order to reinforce HSBC's commitment to Bangladeshi businesses in international trade and recognise the exporters' contribution to the Bangladesh economy, HSBC launched the first ever HSBC Export Excellence Awards (EEA) in February 2010. This has become an annual flagship programme for HSBC Bangladesh.

- **Retail Banking and Wealth Management:** With a network of 13 offices, 38 ATMs, 8 Customer Service Centres, an offshore banking unit, and offices in 7 EPZs, HSBC offers a full range of personal banking and related financial services including current and savings accounts, personal loans, time deposits, travellers cheques and inward and outward remittances.
- **Corporate and institutional banking:** Corporate and institutional banking provides dedicated relationship management services to HSBC's clients in major corporate and financial institutions. The Bank's focus is on fostering long-term relationship based on its international connections and extensive knowledge of Asia and Asian business.
- **Global Markets:** The HSBC Group's Global Markets business ranks among the largest in the world. In Bangladesh, HSBC's fully integrated sales, trading team leverages on HSBC's global platform to provide treasury solutions of international standards to Bangladeshi clients.

Recent recognition and awards

- Best Employer Award 2010 by Bdjobs.com
- Best Domestic Cash Management Bank in Bangladesh, 2012 by Euromoney
- Best Regional Cash Management Bank in Asia, 2012 by Euromoney
- Best Global Cash Management Bank, 2012 by Euromoney
- The World's Most Valuable Banking Brand by The Banker Magazine
- Top Banking Brand in Asia by Media Magazine and TNS

Corporate Sustainability (CS) and Community Engagement

In 2011, HSBC Bangladesh dedicated a total of 5,168 volunteer hours (319 staff volunteers) to a total of 23 CS projects. The breakdown of our CS contribution is as follows:

Environment 56%, Education 28%, Others 16%. Some of our key CS projects are 'HSBC-The Daily Star Climate Awards', 'HSBC Prothom Alo Language Competition', 'HSBC Young Entrepreneur Challenge', 'HSBC-Kali O Kalam Young Poet and Writer Awards' and 'HSBC Joy of Giving'.



Address : GP House, Basundhara, Baridhara, Dhaka-1229, Bangladesh
Telephone : 88 02 9882990
E-mail : info@grameenphone.com
Website : www.grameenphone.com

Grameenphone is the largest mobile telecommunication service provider in Bangladesh in terms of revenue, network coverage and subscriber base, incorporated in October 10, 1996 and launched its commercial operations in March 26, 1997. The company is listed in both the Dhaka and Chittagong Stock Exchanges as a public limited company.

Grameenphone serves mobile telecommunications across the nation based on GSM standard in the 900 MHz and 1800 MHz bands under the license awarded by Bangladesh Telecommunication Regulatory Commission (BTRC). After 15 years of successful operation, Grameenphone has got the operating license renewed on August 7, 2012 for the next 15 years effective from November 11, 2011.

Grameenphone focuses on the customers' expectations, both rural and urban by providing the best wireless services and making peoples life and business easier. It had over 41 million subscriptions with a market share of 41.7% as of October, 2012. Telenor Mobile Communications AS holds 55.8% of the shares in Grameenphone, while Grameen Telecom, the other main shareholder, holds 34.2%. The remaining 10% of the shares are held by general retail and institutional investors.

To eliminate all the differences and physical distance, Grameenphone brings people together and helps them stay close. It facilitates the mobile internet and data services to all of its customers covering the whole network area. Different innovative value added services like 24 hours medical call centers with licensed physicians, study and education information, electronic purchasing of train tickets and utility bills pay related services through mobile device. There are more than 500 Community Information Centers (CICs) across the country where people from rural areas can access within their capacity.

Grameenphone believes to maintain its business focus, taking the nation forward with top priority. Being a socially responsible company, Grameenphone participates in a number of CSR activities based on three core areas of health, education and environment with the objective of maximizing the benefits of mobile telecommunications, promoting safer products and services and minimizing its carbon footprint.

Grameenphone IT Ltd. (GPIT) is a wholly-owned subsidiary of Grameenphone. It was formed to create greater shareholder value by capitalizing on Grameenphone's existing state-of-the-art IT infrastructure and experienced IT professionals. GPIT aims to play an integral role in building the IT industry in Bangladesh and serve local and global customers.

Vision: We are here to help

Mission: Grameenphone is the only reliable means of communication that brings the people of Bangladesh close to their loved ones and important things in their lives through unparalleled network, relevant innovations and services.



In 1978 United Group was formed with a vision to contribute to the economy of Bangladesh bringing in innovative thinking, upholding commitments and being ethical in all its practices. The core values has helped UG to branch out in a number of commercial ventures, including power generation, real estate, healthcare, higher-education, land-port operation and more. Investing and aiding in public infrastructure has become a mission for the group. To serve the purpose, the company has been investing diversely into talented manpower as well. After thirty years of successful business, United Group's present value stands at a proud peak of Tk. 50,000 million.

United Power Generation & Distribution Company Ltd. (UPGD), the only Commercially Independent Power Producer (CIPP) in Bangladesh is currently producing 85 MW of electricity. As a private sector partner of BEPZA, UPGD provides uninterrupted power to the industries of DEPZ and CEPZ. UPGD supplies its surplus power to REB, BPDB and others. United Ashuganj Power Limited (UAPL), another concern of UG now supplying 55.55 MW of electricity to BPDB on a Quick Rental Contract was commissioned in June 2011 in a record time of less than 5 months. Khulna Power Company Ltd. (KPCL), of which UG holds majority share, the first Independent Power Producer (IPP) in the country has been acknowledged by BPDB as the best operational plant in the national grid.

United Land Port Teknaf Ltd. (ULPTL) has been acting as a partner of the public sector since 2006. Since the beginning of its operation ULPTL has been efficiently managing the only land port with Myanmar on behalf of the government. ULPTL has always been fulfilling its part of the obligation in regards to government terms & regulations. In spite of the unrest prevailing at the border and slower port activity, ULPTL has successfully brought in significant amount of revenue, from which the government has been profiting as well.

United Hospital and United International University, concerns of United Group, has been serving the community with state of the art facilities. The Hospital believes in appointing specialist physicians supported by high-end instruments, testing facilities and diagnostic centers ensuring people get the best value for their money. The University, with a firm commitment in providing quality education allocates Tk. 6 crore worth of scholarships every year to help the countries youth to be a part of the economy in the long run. The group has been participating in the real estate sector building residential and commercial properties. Major projects include the construction of United City, a prime real estate in the heart of Dhaka on 300 acres of land and the 5 & 3 star airport hotel and a retail store project with largest floor area giving the city a new and vibrant look.

As a privately owned organization, UG has been the trend setter of opportunities in Bangladesh, opening doors in various sectors. Working together in harmony with the public sector has been one of the many strengths of UG. Hence in 30 years of operation, UG is proud to contribute to the infrastructure and economy of Bangladesh, taking the nation to its long awaited glory.



Sector

Financial Services

Chairman

Mr. Anwarul Huq

Director, Reliance Insurance Limited

CEO and Managing Director

Mr. Selim R.F. Hussain

Email: selimRFhussain@idlc.com

Registered Office

Bay's Galleria

57, Gulshan Avenue

Gulshan 1, Dhaka 1212

Tel: 880-2-8834990

Key Financials*

| | |
|---------------------|-----------|
| Paid-up Capital | 1,237.50 |
| Operating Income | 1,197.04 |
| Profit before Tax | 705.54 |
| Profit after Tax | 389.44 |
| Total Assets | 35,443.23 |
| Shareholders Equity | 4,369.91 |
| Earning per Share | 3.15 |

*All amounts in BDT Million, as per half-yearly financials dated June 30, 2012

IDLC Finance Limited, Bangladesh's pioneering leasing company, was established in Dhaka in 1985. IDLC was formed through the collaboration of

- **International Finance Corporation (IFC)**, the private sector wing of the World Bank
- **German Investment and Development Company (DEG)**, one of the largest European development finance institutions and a member of KfW Bankengruppe
- **Kookmin Bank**, one of the largest banks in South Korea
- **Korea Development Financing Corporation**, one of the largest leasing companies in South Korea of the 1980s
- **The Aga Khan Fund for Economic Development**, a leading international development agency
- **The City Bank Limited**, one of the oldest Private Commercial Banks in Bangladesh
- **IPDC of Bangladesh Limited**, the first private sector financial institution in Bangladesh, and
- **Sadharan Bima Corporation**, the only state-owned general insurance corporation in Bangladesh

Today, IDLC Finance is the leading multi-product Non-Banking Financial Institution in Bangladesh with 26 branches and over 850 staff. IDLC offers a wide range of loans, deposits and capital market products and services to Corporate, Consumer and SME client segments. IDLC operates in the Capital Markets through its two wholly-owned subsidiaries – IDLC Investments Limited and IDLC Securities Limited.

The IDLC Group has always been a standard bearer for the financial sector in terms of corporate governance and statutory compliance. The Group is also highly regarded for its professional pool of resources and progressive work environment. In 2010, the IDLC Group committed to sustainable business by becoming a member of the Bangladesh CSR Centre, the United Nations Global Compact (UNGC), and finally, the United Nations Environment Programme Finance Initiatives (UNEP FI).



**Holcim Cement (Bangladesh) Ltd: Company Profile or
Holcim- A Household Name to Builders of Bangladesh or
Holcim- A Development Partner of Bangladesh**

In 2000, the Swiss based cement conglomerate “Holderbank” stepped into Bangladesh by acquiring Hyundai Cement. Subsequently United Cement and Saiham Cement were added to the capacity of Holcim Cement (Bangladesh) Ltd (i.e. HBL) in 2001 and 2002 respectively.

HBL is the first cement company in Bangladesh to have application-based multi-products. Since beginning, it has shifted focus from a mere production orientation to a marketing and services orientation that includes Customer Care Center – a 24-hour virtual service, Mobile Concrete Laboratory facility, delivery in bulk, home building facilitation program, and club for architects and engineers, etc.

The name “Holcim” has been a synonym with “quality cement for large construction projects in Bangladesh” since Holcim acquired Hyundai Cement in the year 2000. Various infrastructure icons of the country, like the tallest buildings, longest bridges and other notable construction projects have been built with Holcim’s cement for the last 12 years. As a customer-focused, socially responsible and best-managed company, HBL has been honored with various prestigious awards, recognitions and accolades since it started operations in Bangladesh.

In Bangladesh, almost every year HBL undertakes various CSR (Corporate Social Responsibilities) activities including development of plantations, education assistance for the children of masons, training and insurance facilities for masons, eye and dental treatment for local communities, sponsoring of sports programs and relief distribution for flood-affected people.

HBL’s recent initiative, the HGBB (Holcim Green Built Bangladesh) award and the CIAC (Concrete Innovation and Application Center) have won widespread acceptance of architects, engineers, designers and building professionals in Bangladesh.

To improve market share and simultaneously improve its cost competitiveness in the fast growing Bangladesh market, HBL is undertaking to expand its grinding capacity by installing a new ball mill of 0.7 mtpa at its existing Meghnaghat Plant.

For details: <http://www.holcim.com.bd/>



Ali Reza Iftekhhar
Managing Director and CEO

In 2000, the SwWe are living in world that is fast changing. Everyday, changes are

occurring in the marketplace. The pace of change is so rapid that the ability to change has now become a competitive advantage. EBL has not only kept its pace with time, but remained a leader in introducing new technology and service propositions in the financial sector of the country.

We are first in many areas. We are the first bank in Bangladesh to go online in our effort to go green; first to introduce internet banking, first to introduce VISA platinum and signature, first to offer priority banking proposition, first to introduce world renowned core banking solution UBS.

Our marketing concept revolves around customer-centered ‘sense and response’ philosophy. The job is not to find the right customers for our products, but to find the right products for our customers. For us service excellence is not just customer satisfaction, but customer delight.

Founded in 1992, in the past two decades Eastern Bank has become synonymous with product innovation, state-of-the-art IT solution and excellence in service proposition.

Our aim is to create value with values for sustainable future. Anticipating change occurring in the marketplace and embracing new technology are crucial to sustainable growth. EBL has always a champion when it comes to adopting new technology and best practices in banking. When we launched Internet Banking in 2003 we were the first bank in Bangladesh to do so.

We understand that our customers deserve special attention. At EBL, we are constantly looking for better ways to provide, combine and deliver products and services that meet our customers` expectation.

We aspire to be the leading bank committed to contribute positively to the society and customer-centric.

THINGS YOU DIDN'T KNOW ABOUT EBL

EBL is the first bank in Bangladesh to go online.

EBL provided the first “Green Loan” in Bangladesh in Solar Panel manufacturing plant which will contribute to transforming the lives of over a million people of the most remote and off-grid areas by lighting up their homes.

EBL is the first ever local bank to finance Aircraft purchase deal of Biman Bangladesh Airlines. Prior to this, only multinational banks used to finance such projects.

EBL generates highest profitability per employee in Bangladesh Banking sector.

EBL launched first ever Bank-sponsored Mutual Fund in Bangladesh.



Khondker Fazle Rashid
Managing Director

Professional Work Experience: 33 years

D&B D-U-N-S No. 73-149-9646

Company Details

Business Operation
Commercial Banking, Retail
Banking, SME Banking,
Corporate Banking, CMS Unit
and Electronic Delivery
Channels, Islamic Shariah
Banking

Chairman

Reshadur Rahman

Managing Director

Khondker Fazle Rashid

Board of Directors

Abdul HaiSarker, Rokshana
Zaman, Altaf Hossain Sarker,
Aminul Islam, Md. Amirullah,
Abdullah Al-Ahsan, Khondoker
Monir Uddin, M. N. H. Bulu,
Rakhi Das Gupta, Tahidul
Hossain Chowdhury, Jashim
Uddin, Kamala Khatun, Abdul
Wahed, Mohammed Hanif,
Khondoker Jami Uddin,
Amanullah Sarker, Suez Islam,
GM Shameem Hussain

Company Secretary

Arham MasudulHud

Registered office/ Head Office

Biman Bhaban (1st Floor).
100, Motijheel C/A,
Dhaka – 1000

Web site

www.dhakabankltd.com

Auditors

Hoda Vasi Chowdhury & Co.

DHAKA BANK LIMITED

We work to adapt, evolve & prosper as a "House of Banking Excellence"

Background

Dhaka Bank Limited (DBL) – a Bangladeshi bank that draws inspiration from the country's rich cultural diversity and heritage adopts standards in delivering service. Imbued with a passion for projecting Bangladeshi heritage in delivering products and services with technological excellence, it set the pace for DBL's journey since its inception in 1995. The Bank started its commercial operation on July 05, 1995 with an authorized capital of Tk. 1,000 million and paid up capital of Tk. 100 million. The paid up capital of the Bank stood at Tk 2,659,597,763 as on March 31, 2010. The total equity (capital and reserves) of the Bank as on March 31, 2010 stood at Tk 6,036,368,754.

The Bank has 54 Branches, 4 SME Service Centers, 5 CMS Units, 2 Offshore Banking Unit across the country and a wide network of correspondents all over the world. The Bank has plans to open more Branches in the current fiscal year to expand the network.

With 15 years inculcating corporate excellence as core values, DBL has consistently steered a course of success in establishing a financial house of corporate repute. In 2010, the bank earned several accolades in terms of achieving industry Key Performance Indicators: maintained Capital Adequacy Ratio at 10.09% (well above BASEL II compliance ratio of 9%) on Risk Weighted Assets (31/12/2010 RWA base of \$ 1.26 billion Taka equivalent), improved ROA to 2% (from 1.29% in 2009), reduced NPA ratio to below 5%. Supported by strong Credit Rating (CRAB) continuing to be at A1, it substantiates DBL's performance and potential as a well positioned bank in Bangladesh for more than a decade.

Vision

Our vision is to assure to clients, a standard that makes every banking transaction a pleasurable experience. Our commitment is to offer customers seamless service through accuracy, reliability, timely delivery, cutting edge technology and tailored solution to meet specific business needs, extend global reach in trade and commerce and turn out high yield on investment. Overall, our prime objective is to deliver service quality that demonstrates true reflection of our vision – Excellence in Banking.

Mission

To be the premier financial institution in the country providing high quality products and services backed by latest technology and a team of highly motivated personnel to deliver Excellence in Banking.

Products & Services

- DBL's Global Trade Services maintains correspondent Relationship Management Agreement with leading international banks/exchange houses in key financial markets in North America, Europe, Mid-East, Asia to facilitate issuances of letters of Credit/Remittances.
- Non-resident Taka Account, Non-resident investors Taka Account and Foreign Currency Account facilities in all major currencies e.g. US Dollar, GBP and Euro. Foreign Currency Deposit facilities extended to both foreign owned entities/ Non-resident Corporate/Institutional and Individual Investors.
- Wide network of 69 branches providing on line connectivity include Off-Shore Banking branches in Dhaka (capital city) and Chittagong (seaport city) Export Processing Zones to serve the needs of Foreign Direct investors.
- Authorized Foreign Currency Dealer branches in collaboration with, DBL's fully owned subsidiary company DBL Securities Limited offers domestic/international investors stock brokerage and custodial facilities.
- Member of Investment Promotion and Facilitation Fund (IPFF), a World Bank/ IFC supported initiative to support infrastructure support (power, inland ports, elevated expressways) finance.
- Consumer banking services provide countrywide ATM coverage, local & international (VISA) credit cards issuances.

Dhaka Bank Limited continued to foster its goal to be the most sought after commercial Bank in Bangladesh to both domestic / international investors / clients. Our vision is clear, our values are defined, our business model is designed to deliver excellence in banking services and our role and purpose is to make a discernable difference to our clients and to communities who entrust us with their financial future.

SILVER SPONSOR



Abdul Monem
Chairman



ASM Mainuddin
Director-1



ASM Mohiuddin
Director-2

A Short Profile

Abdul Monem Limited (AML)

Abdul Monem Limited is one of the leading business conglomerates of Bangladesh. Established in 1956, AML has faced the same kind of challenges of political turbulence, economic instability and socio-cultural changes that the country had to undergo for more than five decades—both during the pre- and post-independent Bangladesh. However, among the obvious odds and evens, the company grew availing the opportunities of global scope of Bangladeshi business. By dint of our unwavering perseverance and continued diligence needed in our pursuits, we have been able to drive our success by excelling our set-objectives.

As a matter of fact, we began with a modest approach as a construction contractor, soon becoming a trusted name and ultimately a synonym of quality, reliability and commitment. From then onwards, we have led for others to follow. For over 50 years, Abdul Monem Limited has successfully accomplished numerous projects including those aided by the World Bank, Asian Development Bank, Japan Bank for International Cooperation and Islamic Development Bank. The core strength of our organization has been in our capacity to gather the resources to complete infrastructure projects on a grand scale thus proving our capability to sustain long development periods and demonstrated our ability to bear the initial risks associated with such projects.

In fact, AML has developed a wealth of experience in infrastructure and development project arena in order to meet the international standards of quality and service. AML now has one of Bangladesh's broadest portfolios of business ventures and highest market penetration from being the **bottlers of Coca Cola**, having a **Sugar Refinery**, producer of **IGLOO ice cream**, producer of **pasteurized Milk** and other **Dairy products**, makers of **Food items** and snacks, manufacturing **Pharmaceuticals**, maker of **Auto Bricks, Bitumen** and selected construction materials, providing **Financial Services, Outsourcing of IT services, Energy providers**, etc., with a view to leveraging the strength of the parent company as well as the other strategic units. All of them contribute to the national economy with a further intention of generating employment opportunities for our fellow citizens.

Our fundamental promise is 'touching lives and building capabilities.' 'Touching lives' through relevant infrastructure development and/or by making products and services available—based on customer insights and needs. 'Building capabilities' by developing a people-oriented organization that is committed to get results in the right way by being responsible, excellence in execution and operation, applying human ingenuity, creativity and technologies, collaborating and seeking opportunities for development and growth.

Starting as a family owned business, AML has transformed into a multi disciplinary modern day Business Group delivering values to our customers. Our priority has been to focus on building capabilities to infuse strength and character in our people, our business partners, associates and stakeholders resulting in robust and dynamic growth of the establishment. Our talented and highly skilled 5,000-plus hands are directly and indirectly involved in the AML-workforce.

PARTNER



Infrastructure Development Company Limited (IDCOL) was established on 14 May 1997 by the Government of Bangladesh. The Company was licensed by Bangladesh Bank as a non-bank financial institution on 5 January 1998. Since its inception, IDCOL is playing a major role in bridging the financing gap for developing infrastructure and renewable energy projects in Bangladesh. After a decade, the company stands as the market leader in private sector energy and infrastructure financing in Bangladesh.

IDCOL's investment portfolio not only includes traditional power generation, telecommunication, information technology, ports etc but also urban environmental, energy efficient and renewable energy projects. The portfolio is gradually being expanded to include shipyards and shipbuilding, tourism infrastructure, roads and highways and other infrastructure sectors vital for national development.

IDCOL provides long-term local and foreign currency loans, arranges debt and equity, performs agency functions and provides corporate advisory and capacity building support for viable infrastructure projects.

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Public Private Partnership Office
Prime Minister's Office, Bangladesh



Board of Investment
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PPP Global Investors' Forum: Bangladesh 2012

PPP Office

The Office for Public-Private Partnership was established in September 2010 to act as a catalyst to proactively realize PPP projects. The PPP Office supports line ministries to identify, develop, tender and finance PPP projects. For interested investors and lenders, the PPP Office provides a professional, transparent, centralized portal to high quality PPP Projects. Staffed with both private sector professional and civil service resources, the PPP Office helps augment government sector line ministry project development efforts with world-class external PPP resources, with the goal of increasing the quality, attractiveness, and sustainability of PPP projects while realizing them in an efficient, cost-effective manner.



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Board of Investment

The Board of Investment was set up in 1989 by the Investment Board Act (Act #XVII of 1989) to encourage investment in the private sector and to provide necessary facilities and assistance in the establishment of industries. The provision of all kinds of facilities related to investment of local and foreign capital for the purpose of rapid industrialization is the prime function of the Board of Investment. Present Government accords high priority to the private sector being the lone clientele. As the only government organization with the private sector alone, BOI always endeavors to engage with them to solve problems as well as enable them to move on to higher levels of growth and income generation.

BOI is under the Prime Minister's Office (PMO) and is guided in all policy matters by the honourable Prime Minister. BOI functions are broadly categorized into four areas: Investment promotion, Investment facilitation (approval, permission, recommendations etc. including aftercare), Policy advocacy and Investment climate improvement.

Board of Investment has adopted the vision "Digital Bangladesh" as articulated by its chairperson, the honorable Prime Minister, and is in the process of automating its services. As a part of that, the registration procedure is now online. To facilitate the investors a dedicated website "<http://www.businesslaws.boi.gov.bd/>" has been set up which contains the related business laws, regulations, rules and orders.

Bangladesh is now the 27th most attractive investment destination in the world. Recently the New York Times in one of its publications has termed Bangladesh as "an unlikely corner of Asia, strong promise of growth". Economic fundamentals are sound and growth prospects bright. Goldman Sachs has identified Bangladesh as one of next big eleven emerging markets. Bangladesh has scored higher than the average rating of around 100 developing countries in the Country Policy & Institutional Assessment of the World Bank (CPIA) that assesses from broad areas like (a) economic management, (b) structural policies, (c) policies for social inclusion and (d) public sector management. According to the FDI friendly index of the World Bank, Bangladesh ranks as one of the most convenient destinations of private foreign capital movements. It is at the top of list of countries which provides the strongest land or property rights. Foreign business in Bangladesh requires completion of 9 procedures, while in neighboring India there are 16 procedures. In order to succeed models of economic development would need to leverage the vast unemployed labour forces in other countries of the world. Outsourcing and off shoring of work to fill the unfillable gaps in the developed labour markets- will become more urgent. Bangladesh can be a prime candidate for such outsourcing. BOI is continuously playing a pivotal role to achieve all those for investment growth in Bangladesh.



Board of Investment

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