

*Taking* **Bangladesh** *to the*  
**WORLD**

textiles

chemicals

ceramics

itc & media

apparel

real estate

aviation

energy





# **TAKING BANGLADESH TO THE WORLD...**

**BEXIMCO**

**Today the Beximco Group (“Beximco” or the “Group”) is the largest private sector group in Bangladesh. Beximco was founded in the 1970’s by two brothers – Ahmed Sohail Fasiur Rahman and Ahmed Salman Fazlur Rahman. Since the early days, the Group has evolved from being primarily a commodities trading company to a leading, diversified group with a presence in industry sectors that account for nearly 75% of Bangladesh’s GDP. Beximco’s corporate mission is to “take Bangladesh to the world”.**

As Beximco has grown over the years, the flagship platform now has operations and investments across a wide range of industries including textiles, trading, marine food, real estate development, hospitality, construction, information and communication technologies, media, ceramics, aviation, pharmaceuticals, financial services and energy. The Group sells its products and services in the domestic Bangladesh market as well as international markets. Beximco is the largest employer in the private sector in Bangladesh and employs over 45,000 people worldwide.

The Beximco name has now become one of the most recognizable brand names in Bangladesh. It is synonymous with innovation, trust and quality. The Group consists of five publicly traded and seventeen privately held companies. The publicly traded companies – Bangladesh Export Import Co. Ltd., Beximco Pharmaceuticals Ltd., Shinepukur Ceramics Ltd., Beximco Synthetics Ltd. and IFIC Bank Ltd. – have a combined market capitalization of approximately \$1,300 million. The Group had total revenues of \$834 million in the year ended December 31, 2010.

Beximco encompasses one of South Asia’s largest vertically integrated textile and garment companies. The textile division is a fully integrated manufacturer

of cotton and polyester blended garments for men, women and children, both for domestic and export markets. Beximco is also the largest exporter of pharmaceuticals in Bangladesh with a presence in 45 countries. The pharmaceuticals division manufactures and sells generic pharmaceutical formulation products, active pharmaceutical ingredients (API) and intravenous (IV) fluids. The Group is also the largest ceramics exporter and has an investment in GMG Airlines, the largest private commercial airline in Bangladesh and Unique Hotels & Resorts, which owns the Westin Hotels in Bangladesh.

State-of-the-art manufacturing plants located in the vicinity of Dhaka provide the Group with a highly cost effective manufacturing base. A majority of its plants are in the Beximco Industrial Park, a vertically integrated self-contained facility. This facility provides ready access to captive power, water purifying, liquid nitrogen, waste water treatment and other key infrastructure. The Group’s global clients include some of the world’s best known brands including BT, BASF, Chevron, Calvin Klein, H&M, JC Penney, Macys, Zara, UNICEF, Royal Doulton and Villeroy & Boch.

Beximco is well positioned to capitalize on strong growth across industries in both the domestic and global

markets. Each Group company is managed by an independent, professional team with significant depth of experience. Management teams have established a clear strategic plan that will further strengthen the overall platform. Beximco intends to leverage its market position and global scale, further diversify operations into highly profitable sectors, capitalize on the domestic growth opportunity and selectively pursue international opportunities going forward.

In recognition of its corporate success and creation of shareholder value, the Beximco Group has and continues to make significant contributions to Bangladesh’s society. Sponsored organizations include “Proyash”, a specialized institute that works for the holistic development of children with special educational needs and “Gono Sahajjo Songstha”, an institution that provides education for the underprivileged. Beximco was also an official sponsor of the Bangladesh national cricket team for the ICC Cricket World Cup 2011 and also the official title sponsor of the FIFA friendly match between Argentina and Nigeria 2011.

# TEXTILES

One of South Asia's largest vertically integrated textile and garment companies with in-house analytical and creative abilities.



+

COTTON

+

+

FABRIC

+

DENIM +

KNITTING

+

APPAREL



# PHARMACEUTICALS

The Group is the largest exporter of pharmaceuticals in Bangladesh with presence in 45 countries

Beximco manufactures and sells generic pharmaceutical formulation products, active pharmaceutical ingredients (API) and intravenous (IV) fluids. The Group's product portfolio includes a variety of therapeutic categories, such as analgesics, antibiotics, cardiovascular, central nervous system, dermatology, gastrointestinal and respiratory. It also has contract manufacturing agreements with global pharmaceutical firms. Selected customers include Asthma Drug Facility, Bayer, GlaxoSmithKline, Novartis, Raffles Hospital, UNICEF and UNESCO.

The Group is planning to expand manufacturing capacities in value added products such as inhalers, eye drops and sprays. Targeted global expansion areas include Middle East, European Union, Latin America, USA, Australia and New Zealand.



# AVIATION

The Group operates the largest private commercial airline in Bangladesh.

The Group made a strategic investment in GMG Airlines in June 2009 to expand its industry reach and capitalize on the growing travel market. The Group operates 234 flights per week with 10 international and 5 domestic destinations. GMG currently operates a fleet of Boeing 767-300ER, MD 80 (82, 83) and Bombardier Dash 8 aircraft. The Group plans to add more aircraft in its expanding fleet, introduce new routes and destinations and to become the most preferred airline in the region.





# CERAMICS

The Group is the largest ceramics exporter in Bangladesh.

Beximco produces high quality porcelain (15 MT per day) and bone china (3 MT per day) tableware. The Group also plans to expand bone china capacity by 4.5 MT per day. The manufacturing facilities are equipped with state of the art testing and quality control laboratory facilities, decal plant, carton packaging plant, modeling unit and a captive gas based power plant, and the best effluent discharge mechanisms. Selected clients include Libbey, Porsgrund, Portmeirion, Royal Doulton, Richard Ginori, Villeroy & Boch and Wedgewood.



# ICT & MEDIA

The Group sets world class standards in the Bangladesh broadcasting industry.





internet education share green achieve journalism people literacy relevant multimodal Video News Seton Media computer faith dhakalive creativity framework technology Learning School view design website illustrate contribute reach research High develop islam digital Opinion Rebel Blog culture social networking express opportunity



# TRADING, REAL ESTATE & CONSTRUCTION

One of the leading real estate developers in Bangladesh with a large, high quality land bank in and around Dhaka.

The Group capitalizes on its industry knowledge and identifies market opportunities in actively traded commodities. It engages in yarn trading for captive use in the Textiles division as well as sales to third parties.

It has a presence across the value chain from culturing, processing, packaging and selling marine food products. The Group has over 1,000 acres of land with best in class infrastructure in this segment. Beximco also plans to enter the deep sea fishing business and value added production including ready to eat and ready to cook products.

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# FINANCIAL SERVICES

Successfully partnered with the Government to provide banking and financial services.

IFIC Bank was set up by the Government in 1976 as a joint venture between the Government of Bangladesh and sponsors in the private sector with the objective of working as a finance company within the country and setting up joint venture banks and financial institutions abroad.

Beximco Securities provides stock broking, portfolio management, management of IPOs and right issues as issue manager, underwriting of IPOs and rights issues and management of assets of trust and mutual funds.





# MARINE FOODS

The Group has presence across the value chain from culturing, processing, packaging and selling marine food products.

The Marine Foods division has established infrastructure for culturing, processing, packaging and selling of sweet water fish and shrimps. Large scale infrastructure includes a land bank and processing and storing facilities. The division is currently focused on domestic sales with a strategy to reinstate exports. It is also evaluating deep water fishing options.





# JUTE

The world's premier jute manufacturer and exporter

The Group supplies yarn to the world's premier carpet and rug manufacturers in Europe and the United States. Besides carpet yarn and twine, the Group also produces yarn and twine for producing Tatami mat and other floor coverings, for gardening and household purposes. The Group specializes in producing high-valued yarn with special treatments (dyed, sized, polished, rot-proofed and waxed).





# ENERGY

Developing power infrastructure to support Bangladesh's future growth potential

Beximco engages in commercial peat mining mainly for power generation. The Group also plans to enter into petroleum sector and setting up a thermal power plant for electricity generation. With an aim of providing electricity to the northern part of Bangladesh, Northern Power Solution Limited is setting up a 50 MW HFO fired rental power plant at Katakali, Rajshahi. Beximco Group holds a 49.97% stake of the company. The Group is planning to develop coal fired power plants for generating electricity and support the overall economic development of the country.





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