

BUSINESS
PROFILE



PREFACE

Navana Group



NAVANA GROUP under the prominent cadetship of Mr. Shafiul Islam Kamal as Chairman emerged into a separate physical entity from Islam Group after the death of its Chairman Mr. Jahurul Islam which was then the largest business group in Bangladesh. NAVANA GROUP comprising of a number of companies, has diversified its activities in various areas like product and project marketing, construction and real estate business, international trading, distributorship and production of various items and already attained significance in the business arena of Bangladesh.

NAVANA LIMITED, the flagship company of the NAVANA GROUP (previously Islam Group) was established in 1964 by the then Group's founder Mr. Jahurul Islam and had an auspicious step into the business under an exclusive distributorship agreement with TOYOTA of Japan to market Toyota cars in the then East Pakistan.

It was indeed a great honour for our the then Chairman Mr. Jahurul Islam and the Vice Chairman Mr. Shafiul Islam Kamal (now Chairman of NAVANA GROUP) who are entrusted in

the business community as pioneer in the business arena of the country. Due to the dynamic leadership of the key figure of the Group, with a short

span of five years, Toyota Corona, nicknamed the "Miracle Car" captured 80 percent of the 1300-1500 cc Volkswagen, Opel, Hillman, Austin, Morris etc. This was a tremendous marketing achievement

set forth by NAVANA, Toyota is still enjoying. As an outcome of NAVANA's pragmatic marketing strategies and huge efforts Toyota Car's resale value has been reached the highest level in

Bangladesh compared to that in other countries which has been appeared as major factor influencing customer's buying decision in favour of Toyota. The market subsequently and till today associated with the name of Toyota as symbol of reliability, durability and quality.

In a later years the Group has entered into an exclusive distributor franchise with HINO Motors of Japan and as a result of the dynamic leadership of the Group's Chairman and with a team of experienced marketing experts the HINO brand has been able to attain a significant market share in our heavy transport sector and now HIND is the symbol of prestige.

In the marketing front the group is enjoying a tremendous success in marketing of world reputed brand Goodyear in Automobile Tyre Sector. Goodyear Tyre have been able to gain a significant amount of market share and recently it has been the Market Leader in commercial tyre segment. This has been possible due to the Group's excellent reputation, marketing strategies and due efforts.

In August 1981, the Group set up Aftab Automobiles Ltd. to assemble Toyota and Hino vehicles for the Bangladesh market. Aftab Automobiles

Ltd. is the largest private sector automobile assembling plant in Bangladesh. Aftab Automobiles Ltd. became a listed company on the Dhaka Stock Exchange in 1987. In 1998 Aftab Automobiles Ltd. has gone under a massive BMRE program and as a result of the program, it started its Body Fabricating Unit, Paint Manufacturing Unit and Battery Unit.

Soon after separating from Islam Group, Mr. Shafiul Islam Kamal who was also incharge of Construction Division and the Real Estate Division in the then Islam Group formed a new construction & real estate developing unit of the Group named: Navana Construction Ltd. and Navana Real Estate Ltd., which is now one of the leading construction and real estate developing company in Bangladesh.

In the trading front, the Group has brought into existence a separate trading unit in 1996 namely Biponon Limited. This company commenced business in the potential field of Health and Medical Equipment Sector. And within a short span of one year since its commencement it was awarded with one of the biggest single tender under the Ministry of Family & Welfare, worth of US\$ of 5.0 million to supply & installation of Medical Equipment under EC finance.

Taking into consideration of the importance of the aid worthy projects the group introduced another company in 1998 namely Navana Interlinks Limited in its chain. Navana Interlinks Limited has started involving in the potential sector of Civil Aviation, Telecommunication, Power Development, Heavy & Light Industry Sector, Food Sector, Chemical & Bulk Commodities Supply & Indenting, as well as turnkey projects in these sectors. And within a short span of time the company has picked a number of projects some of them have come into matured stage.

In the very potential IT arena the group has landed with a new company namely Navana Computers & Technologies LW. In short span of time it has earned a reputation and gained customer satisfaction in IT market. It is already appointed as the Reseller of Hewlett Packard. In 1999, it started production of NAVANA brand AVR & subsequently considering the market prospect it also started production of IPS & UPS in May 2000. The recent success of this company is to enter into a distributorship agreement with GATEWAY INC., USA for marketing its complete range of products in IT market.

Aftab Automobiles Ltd., the listed company on Dhaka Stock Exchange has introduced a new unit for manufacturing paints with brand name NAVANA PAINTS. The company started production in November 1999 and launched marketing through exhibition at DITF 2000. The response from the users so far is tremendous.

Aftab Automobiles Ltd. also established a new unit of manufacturing of Batteries under the brand name of NAVANA. And within a short span of time since its inception the company has able to establish its good will in the market.

In March 1999 the Group took over a Deep Tubewell Company and which has already started operation.

Over the years NAVANA GROUP has established itself under the dynamic leadership of Mr. Shafiul Islam as Chairman. With the dynamic leadership of Mr. Shafiul Islam — Chairman, Navana Group has established itself as one of the leading and fastest growing Group of companies in Bangladesh. And more diversification is awaited in the different sectors like Public Pay Phone Service, Pharmaceutical Sector, and LPG distribution.

Corporate Directory

Navana Group

Group Companies:



- Aftab Automobiles Ltd. (Automobile Assembling Unit)
- Aftab Automobiles Ltd. (Paints Unit)
- Aftab Automobiles Ltd. (Bus Body Unit)
- Aftab Automobiles Ltd. (Battery Unit)
- Aftab Automobiles Ltd. (Furniture Unit)
- Navana Limited
- Navana CNG Limited
- Navana Real Estate Ltd.
- Navana Construction Ltd.
- Navana Computers & Technologies Ltd.
- Navana Computers & Technologies Ltd (Software Unit).
- Biponon Limited
- Navana Interlinks Ltd.
- Navana Taxi Cab Co. Ltd.
- Navana Electronics Ltd.
- Navana Distributions Ltd.
- Navana Textiles Ltd.

Related Activity:

- Automobile Assembling
- Automobile Manufacturing (final stage of developing)
- Paint Manufacturing, Marketing & Sales
- Battery Manufacturing, Marketing & Sales
- Furniture Assembling, Marketing & Sales

- Automobile Marketing & Sales
- Real Estate Development
- Construction
- Computer Hardware & Accessories
- Medical & Scientific Equipment, Sales & Marketing
- Project Marketing
- Taxi Cab Sales & Marketing
- IPS, UPS, Stabilizer Manufacturing, Sales & Marketing
- Ata, Maida, Suji, Salt Sales & Marketing
- Composite Textile Mill comprising Acrylic Spinning Unit, Yarn Dying Unit (acrylic & cotton) and Sweater Unit.

Bankers:

- Agrani Bank Ltd.
- Pubali Bank Ltd.
- South East Bank Ltd.
- Islami bank Bangladesh Ltd.
- National Bank Ltd.
- The City Bank Limited

- Prime Bank Limited
- Mutual Trust Bank Ltd.

Auditors:

- Qasem & Co. - Chartered Accountants
- Rahman Mostafa Alam & Co. - Chartered Accountants



SHAFIUL ISLAM

Chairman & Managing Director

Born in 1949, Mr. Shafiul Islam Kamal, son of Late Alhaj Aftabuddin Ahmed, had his early education in science related subjects. He joined the Islam Group in 1968 to begin what was to become a successful career in the automotive as well as in construction, real estate business. In the early years, he gained valuable experience by being involved in the management of the Group's diverse business operations. He played a major role in establishing Navana as the premier car company in Bangladesh, and later, in setting up Aftab Automobiles. He was also responsible for the construction company named: Bengal Development Corporation (BDC) and he was directly responsible for the construction work of BDC in Middle East and from 1981 he was also taking care Eastern Housing Limited, then the largest real estate developing company in Bangladesh. In 1996, after the death of Mr. Jahurul Islam, the then Chairman of Islam Group, he separated from Islam Group with Navana Ltd. and Aftab Automobiles Ltd. and formed Navana Group. He has been the key person of the business of Islam Group and he was a person responsible to take care all problems and to maintain public relation with all the top politicians, bureaucrats, top military officials and other key persons. With the back-ground and the amount of acceptability that he had, no body else in this country enjoys that.

MONWARUL ISLAM

Director

Born in 1961, Mr. Monwarul Islam, son of Mr. Nazirul Islam had his early education from England. He did his Graduation from Dhaka City College, Dhaka, Bangladesh. He joined the Navana Group formally in 1989 and since then he is taking care of HINO Sales & Service and Good Year Sales Division.

SAIFUL ISLAM SHUMON

Director

Born in 1975, Mr. Saiful Islam Shumon, son of Mr. Shafiul Islam Kamal, had his early education in business related subjects in the year of 1997 from New Delhi University, India. He joined the Navana Group in 1997. In the early years, he gained valuable experience by being involved in the management of the Group's diverse business operations. After formally joining Navana Limited in 1997, he is overall incharge of Navana Real Estate Limited and Navana Construction Limited. Since 1998 he is

working with Navana Interlinks Ltd. and Biponon Limited and also responsible for Turnkey Project Marketing and has the experience in Power and Telecom Sector. He is also Chief Executive of Navana Computers & Technologies Ltd. and Aftab Automobiles Ltd. (Paint Unit).

SAKHAWAT HOSSAIN

Director

Born in 1935, Mr. Sakhawat Hossain, son of Late Alhaj Ahmmad Ali, graduated in commerce in 1953 and completed Course of Chartered Accountant in 1957. Joined Swissboring and worked 14 years and thereafter joined Islam Group as Director. Since 1996 actively engaged and looking after Navana Real Estate business. He has expertise in Finance and Project Management.

MD. SHAHIDULLAH

Director

Born in 1951, Mr. Md. Shahidullah, son of Alhaj Aftab Uddin Ahmed completed his B.Sc. Engineering (Mechanical) in 1972. He worked in different reputed organizations in Bangladesh and thereafter joined Islam Group as Director. Since 1996 actively engaged and looking after Navana Construction business. He has expertise in Construction and Project Management.

MAHMOOD JAN CHOWOHURY

Operative Director

Born in 1946, Mr. Chowdhury, had his early training in Automobile Engineering and Management from Britain. He attended numerous training courses abroad covering Sales Service, Industrial Management, QC Circle Management and Automobile Jig Manufacturing. He also has working experience with an automobile company in the UK. He joined Navana as Technical Manager, a position he held for 8 years, following which he was made Plant Manager of Aftab Automobiles, and later promoted to General Manager. He was promoted as Operative Director of Navana's Chittagong Division in June 1996.