

MICRO INDUSTRIES DEVELOPMENT ASSISTANCE AND SERVICES (MIDAS)

At MIDAS, we are the helping hand assisting micro, small and medium businesses in achieving sustainable business growth. - S M Al-Husainy, Chairman

Study & Research | Training | Technology Transfer | Dissemination

MIDAS Annual Report 2012 - 2013



"Before, no one asked for my opinion on anything. Now people come to ask me to help them. Even men don't dismiss me when I say something. More importantly, the village elders are getting their mobile phones serviced and are beginning to give me my full fees." says Rikta, to whom MIDAS reached out to gift her acquainted with her identity.

Rikta lives in Dinajpur, a district of Northern Bangladesh. She is from a marginalized population, as a girl living in poverty and belonging to an ethnic minority. Rikta's father is a day labourer barely making a decent living. Among four sisters she is the second. Rikta's elder sister has not been given in marriage because her parents could not manage dowry for her.

About the same time Rikta's parent allowed her to join "Kishori Kendra" run by Rangupur Dinajpur Rural Services (RDRS) for adolescent girls. One of the instructors knowing about Rikta's financial situation recommended about an occupational training organized by "Stromme Foundation". Initially Romesh, Rikta's father, could not imagine sending Rikta to Chittagong, the port city, for three months. After





assessing the situation he thought that at least Rikta can make a living on her own if she learned a craft.

Rikta lived in the Community Development Centre (CODEC) with an assigned family for three months while she was trained on mobile servicing free of charges. She received both theoretical and hands-on training on software and hardware of mobiles from **MIDAS**. She was also given five thousand taka as capital to start her own business. Now, she sub-lets a desk beside a tea stall.

Rikta currently earns nearly ten thousand taka per month after paying her shop rent, which she contributes to her family. With this growing additional income, Rikta is now looking at expanding her shop where she can provide other services like mobile banking and music downloads in the days to come.

She is making her dreams real.



MIDAS Annual Report 2012 - 2013

MICRO INDUSTRIES DEVELOPMENT ASSISTANCE AND SERVICES (MIDAS)

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Mission, Vision and Objectives

Vision: To be the front-line business development service provider in Bangladesh.

Mission: To help generation of employment to reduce poverty and promote socio-economic development.

Objectives:

MIDAS is committed to the development of a sound and rapidly growing micro, small and medium enterprizes sector in Bangladesh. Accordingly, it aims at:

- Identifying promising micro, small and medium-scale enterprizes by providing financial, managerial and technical assistance.
- Developing entrepreneurship and helping entrepreneurs to seek and explore new business opportunities.
- Facilitating capacity building of micro, small and medium enterprizes and promoting organizations.
- Serving as a catalytic force for the growth of micro, small and medium-scale business enterprizes in the country.
- Continuously developing its institutional capability to operate on self-sustainable basis.

Board of Directors



Chairman

Mr. S. M. Al-Husainy

A person with a brilliant academic career, Mr. S.M.Al-Husainy studied Physics and Electrical Engineering under Calcutta University and leaving behind a lucrative job with a multinational company in India, he joined public service with the then Government of East Pakistan in 1950. Originally planned to stay for only 2 years to see what it was like in the new state of Pakistan, owing to dire shortage of gualified professional people at that time and other reasons, he worked for the Government of East Pakistan and then the Government of Independent Bangladesh for nearly 42 years. Mr. Al-Husainy's last position in the Power sector under EPWAPDA was General Manager, Power, the highest position by which time under his leadership a very substantial network of transmission and distribution system and generation with capacity of nearly 500 MW was established starting from an insignificant base. In recognition of his contributions to public service, the then Government of Pakistan had awarded him a Tamgha-i-Quaede Azam (TQA) in 1963 and a Sitara-i-Khidmat (SK) in 1969 (since renounced in the wake of the war of Independence). Immediately after the Independence Mr. Al-Husainy's Services were reverted back to the Government with his appointment in January 1972 as a Secretary to the Government. The Ministries and Divisions in which he worked in that capacity included Flood Control, Water Resources and Power, Natural Resources (covering Petroleum and Minerals), Science and Technologies Research, Planning Commission (as a Member looking after Energy, Industry, Education Sectors among others) as well as the Ministry of Industries. While in Government, he served many important public sector organizations either as their Chairman or a Member of their executive bodies. To mention some, he was a Member of the Bangladesh Bank Board for many years, Bangladesh Biman, Bangladesh Shilpa Bank, Bangladesh Shilpa Rin Sangstha (the two merged later as BDBL), IPDC. He was the Founding Chairman of SABINCO and Managing Director of Bangladesh Krishi Bank. He also served as the Chairman of a large number of Financial Enterprises and also other National Institutions. Mr. Al-Husainy's last job with the Government was as the Chairman, Bangladesh Public Service Commission, where he made a large number of very important reforms. Mr. Al-Husainy represented the country in many national and international forum and has been the chief negotiator for important aid inputs to the country from multilateral and bilateral sources. Some of his notable contributions included, among others, launching for the first time a plan for Universal Primary Education and Non-fromal Mass Education; preparing the first National Plan of Action for Education for All; introducing mathematical modeling for comprehensive energy studies; first ever Trade and Industrial Reform Policy studies; as a lead for privatization policies of industries. Acted as the main driving force for establishment of the Rural Electrification Board and Export Processing Zone Authority; launching in 1982 the New Industrial Policy and implementing the largest disinvestment program in history of Bangladesh, etc. Mr. Al-Husainy was twice the President of Institute of Engineers Bangladesh (IEB)-the highest professional body for engineers in the country. Mr. Al-Husainy had also been a senior consultant in International Organizations such as ADB, The World Bank, UNDP, UNICEF and UNESCO. He is a founder Trustee of the ESTCDT, the founding body of the Independent University Bangladesh (IUB), the first Chairman of its Governing Council. Currently Chairman of Chittagong Independent University (CIU), Chairman of MIDAS, Vice-president of National Heart Foundation, Chairman, Bangladesh Chapter of Society for International Development (SID), Member, Executive Committee of Ahsania Mission and a Fellow of CPD. He was the recipient of IEB Gold Medal for professional excellence as well as that of Ahsania Gold Medal for Social Service. Throughout his career he has been an avid social volunteer and a dedicated Rotarian.



Director

Mr. Mohammed Ikramullah

Mr. Mohammed Ikramullah is a B.Sc. Engineer (Electrical) and an M.S. in Telecom Engineering from the Engineering University and Technology, Lahore, Pakistan. Mr. Ikramullah started his career with the Army as a Commissioned Officer in the Corps of Electrical and Mechanical Engineers (EME) and served there with distinction for 12 years. He left the Army on voluntary retirement in 1975. Then he joined Caritas Bangladesh and established the Mirpur Agricultural Workshop & Training School (MAWTs), a Swiss Caritas funded Project. As Head of MAWTS, he developed and introduced 3-year apprenticeship program that turned out to be the most successful technician training course in the country for NGOs engaged in poverty alleviation and rural development. Later, Mr. Ikramullah established Prism Bangladesh and became its chairman. It is one of the pioneers in the introduction of rural micro-credit in the coastal areas of Bangladesh. His outstanding work in Prism Bangladesh attracted the attention of all and sundries. USAID came calling and requested him to set up similar-type micro enterprise that would cover the needs of all institutions throughout the country. Subsequently, Mr Ikramullah mobilized development organizations (NGOs) in Bangladesh to establish a micro enterprise development organization called MIDAS. He is one of the founder Directors of MIDAS. He is also one of the Sponsor Directors and a former Chairman of MIDAS Financing Ltd.



Director

Ms. Rokia Afzal Rahman

Ms. Rokia Afzal Rahman is a leading woman entrepreneur and a former Adviser to the Caretaker Government of Bangladesh. Ms. Rahman started her agro-based company in 1980 and further diversified her business into insurance, media, financial institution and real estate. Ms. Rokia Rahman is the Chair and Managing Director of R. R. Group of Companies. She is also the Chair and Managing Director of Arlinks Group of Companies. She is the Chairperson of Mediaworld Ltd. (owning company of "The Daily Star"- the largest circulated English newspaper in Bangladesh) and MIDAS Financing Ltd. She is a Director of Mediastar Ltd (owning company of "Prothom Alo"-the largest circulated Bengali newspaper in Bangladesh), ABC Radio. She is also a member of the Board of Directors of Grameenphone Ltd. and MIDAS Investment Ltd. She is currently the President of Metropolitan Chamber of Commerce and Industries-MCCI, Dhaka; Vice President of International Chamber of Commerce-ICC Bangladesh; Trustee Board Member of Transparency International Bangladesh-TIB. Ms. Rokia Rahman is the founder President of Bangladesh Federation of Women Entrepreneurs-BFWE. Ms. Rahman's commitment to development brings her to the boards of BRAC, Manusher Jonno Foundation, SME Foundation and Campaign for Popular Education (CAMPE), etc. Ms. Rahman is the founder Chair of Presidency University Foundation, former Chair and currently Board Member of Asian University for Women - AUW, Chittagong. Ms. Rahman has received several international and national awards.

Board of Directors



Director

Mr. Shaikh A. Halim

Mr. Halim is the Executive Director of Village Education Resource Center (VERC), a national level NGO working with the poorest people to improve their lives by programs such as education, environment, livelihood development, inclusion of disadvantaged (women, disabled, *adivasis*), water, sanitation and hygiene. Under his leadership, VERC innovated and applied different participatory development models successfully and contributed in national, regional and international development strategies in the above said sectors. Mr. Halim is an Executive Board Member of ADAB. He was founding member of NGO Forum for Public Health, CAMPE, BSAF and was member in different government task forces and national committees at different times. He attended in many seminars, workshop in country and abroad and contributed articles in a good number of publications. He held a Masters degree in Social Welfare from the University of Dhaka and received training at home and abroad including being a fellow of the Commonwealth Foundation/UK.



Director

Prof. Hafiz G. A. Siddiqi

Educated in Bangladesh, United Kingdom, United States and Switzerland, Dr. Siddiqi has more than fifty years of experiences as Professor, researcher, international consultant and business executive. Currently, he is Professor Emeritus, School of Business, BRAC University. Before joining BRAC University, Dr. Siddigi voluntarily retired from North South University (NSU) after serving for about nineteen years. His contribution to the growth and development of higher education in the private sector of Bangladesh is outstanding. He was Professor and founding Dean, School of Business, NSU. He provided leadership to North South University as its Pro-Vice Chancellor (with no Vice Chancellor), Vice Chancellor and Chief Executive officer for about 15 years. He worked for the Institute of Business Administration, University of Dhaka for 20 years in various capacities including its Professor and Director. Besides, he taught for more than 8 years at two US universities, namely, Ohio State University, Columbus, Ohio and Minnesota State University at Mankato, Minnesota as Professor of International Business and Management. Dr. Hafiz Siddigi obtained Ph. D. degree from Manchester Business School, University of Manchester, United Kingdom, MBA from Graduate School of Business, Indiana University, Bloomington, Indiana, USA, MPIA (Master of Public and International Affairs), from Graduate School of Public and International Affairs, University of Pittsburgh, Pennsylvania, USA, MA (Economics) and BA (Honours in Economics) from Dhaka University.Dr. Siddiqi worked as international consultant of World Bank, Asian Development Bank, Manila, UN/ESCAP, Bangkok, and International Trade Centre, GATT/UNCTAD. He advised many agencies of the government of Bangladesh on various aspects relating to management development, marketing, performance evaluation, human resource development, technology transfer, etc. He is author/ co-author of 12 books and many articles. Besides, he serves the society by holding the following positions as Independent Director, BRAC Bank Ltd; Director, BRAC EPL Investment Ltd.; Director, BRAC IT Services Ltd.; Independent Director, Asia-Pacific General Insurance Co. Ltd.; Chairman, Board Audit Committee, BRAC Bank Ltd.



Director

Mr. Mirza Ali Behrouze Ispahani

Mr. Mirza Ali Behrouze Ispahani is the Chairperson of the conglomerate, M M Ispahani Group that has a rich legacy of nearly two hundred years. The M M Ispahani Group has set their footprints in the tea, textile, food, jute, real estate, poultry and shipping sectors, employing about ten thousand people. Mr. Ispahani is also a Sponsor Director of the Financial Express, a leading financial national daily. He is one of the members of Dhaka Stock Exchange (DSE). He is a committed Philanthropist chairing the Ispahani Islamia Eye Institute and Hospital and Ispahani Public School & College. Moreover he is a member of the Board of Trustees of the Independent University of Bangladesh (IUB). Mr. Ispahani's father, late Mr. Mirza Mehadi Ispahani, was one of the Board of Directors of MIDAS in its early days. He completed his higher education from the United States of America.



Director

Major General (Retd.) Mahabbat Jan Chowdhury

Major General (Retd.) Mahabbat Jan Chowdhury, after usual military training in Pakistan Military Academy (PMA), joined Pakistan Army as 2nd Lieutenant in September 1955. As a junior officer he served in the Pakistan Army as field/staff officer in Unit, Brigade and Divisional HQs, instructor in the Military Training Schools and Staff officer in the ISI (Inter Services Intelligence) Directorate. In Bangladesh Army, Gen Chowdhury served in BDR as Deputy Director General, Army HQs as Director of Army Signals Corps. He was appointed Director General of DGFI (Director General of Forces Intelligence) and was appointed Colonel Commandant of Bangladesh Army Corps of signals. He Completed Senior Officer's training on Public Administration & Developments from National Institute of Public Administration (NIPA) in April 1970. General Chowdhury was the Chairman, Board of Governments, Public Administration Training Centre; National Computer Board; Bangladesh Krishi Bank. He was Elected Vice Chairman of The Asian Forum of The Parliamentarians on Population & Development (an affiliated body of UNFPA) for South & South East Asian Countries. He was elected as a Member of Parliament from Faridpur, served as Cabinet Minister for Home Affairs, Ministry of Establishment, Ministry of Food & Ministry of Relief & Rehabilitation. Gen Chowdhury obtained BSC degree from PMA, Kakul, Pakistan. Presently, he is the Chairperson of Dynamic Communications Ltd and Taurus Knit Wear Ltd.



Director

Ms. Parveen Mahmud, FCA

Ms. Parveen Mahmud, FCA is the Managing Director of Grameen Telecom Trust. This organization facilitates social business activities by addressing social issues, poverty alleviation and women's empowerment. Ms. Mahmud began her career with BRAC and is now a Board Member of BRAC International and BRAC Finance and Audit Committee. She was the Deputy Managing Director of Palli Karma- Sahayak Foundation (PKSF), which is an apex funding institution of microfinance activities for poverty alleviation through employment generation. Ms. Mahmud is a chartered accountant by profession and is the past president - first woman president in the year 2011, of the Institute of Chartered accountants of Bangladesh (ICAB). She is also the first female board member of South Asian Federation of Accountants (SAFA), a leading accounting professional body of the SAARC countries. She was also a partner of ACNABIN-one of the leading chartered accountant's firm of the country. Ms. Mahmud serves various boards and audit committees of distinguished organizations. She was the Chairperson of Acid Survivors Foundation.



Director

Mr. Anjan Chowdhury

Mr. Anjan Chowdhury is a successful businessman of Bangladesh who is best known for his visionary personality and as a pioneer who believes in dynamism and empowerment as the core behind every success. His consistent preference is precision and discipline in his organizations. He is one of the key stakeholders of SQUARE GROUP-the leading business conglomerate in Bangladesh. Currently he is the Managing Director of Square Toiletries Ltd., Chairman of Maasranga Productions Ltd., Director of Square Pharmaceuticals Ltd., Square Textiles Ltd., Square Hospitals Ltd. He was recognized by the Government of Bangladesh as a CIP in different years since 2005 and Very Important Taxpayer since 2008 for his continuous contribution to the economic development of the country. Mr. Anjan Chowdhury is the youngest child of Late Samson H Chowdhury, the founder of Square Group. He completed his studies from University of South Florida in Management. Mr. Chowdhury actively participated in the liberation war of Bangladesh in 1971 as a Freedom Fighter; he was a member of Bangladesh Liberation Force (BLF). Only approximately 5000 were selected and trained as commando at the Chakrata, Dehradun cantonment in India to fight in the Bangladesh liberation war. Mr. Anjan Chowdhury was one of them. Mr. Chowdhury is a Trustee Member of Independent University of Bangladesh. He is the current Vice President of Bangladesh Olympic Association (BOA) and is a Councilor of Bangladesh Football Federation (BFF). He is the current president of BAPA (Bangladesh Agro Processors Association), Vice President of ATCO (Association of TV Company Owners), President of AOAB (Airline Operators Association of Bangladesh) etc. Mr. Anjan Chowdhury is also an Executive Committee Member of Bangladesh Golf Federation and a Director of Abahani Limited. Mr. Chowdhury was awarded the National Sports Award 2009 for his outstanding contribution in the sporting arena of the country by The Ministry of Youth & Sports. Mr. Chowdhury is also well known as a film producer having produced many feature films, short films, telefilms, single dramas and drama serials. He received the National Film Award 2010 as Best Producer in the year 2011 for his widely acclaimed feature film "Monpura" by the Ministry of Information. As a person, Mr. Chowdhury is involved in various philanthropic activities particularly focusing on the sustainable economic and educational development for the underprivileged.



Director

Mr. Bazlur Rahman Khan

Mr. Bazlur Rahman Khan is an Enterprise Development Specialist and Management Consultant with broad experience in financing, training, teaching, consulting, monitoring and evaluating the profitable and non-profit sectors. He taught in a number of universities and institutes. Previously, he was in senior management positions of MIDAS, MIDAS Financing Ltd, Glaxo Smithkline Bangladesh, Bangladesh Shilpa Bank and British American Tobacco. Mr. Khan is the Managing Director and CEO of Fuchs Lubricants Bangladesh Ltd, a member of Fuchs Group, Germany. He is the Chairman of Community and Habitat Development Trust, Board Director of Agro Industrial Trust and Chairman of SS GATE Workshop (Global Asset and Technology Exchange Program of UNDP) in Dhaka. Mr. Rahman obtained his MSc in Mechanical Engineering, specializing in Thermal power from Lahore, Pakistan and BSc in Mechanical Engineering from Pakistan University of Engineering and Technology, Lahore. He is also an MBA from IBA, Dhaka University.



Director

Ms. Sabina Alam

Ms. Sabina Alam is a prominent woman entrepreneur at the national level for more than two decades. At present, Ms. Alam is the Director of ABC Real Estates Ltd, a highly reputed construction company. She is the elected Director of Bangladesh Women Chamber of Commerce and Industry. Ms. Sabina Alam is an active member of Zonta Club Dhaka; Rotary Club of Dhaka Buriganga and Bangladesh Kennel Club. Some of the awards received by Ms. Alam include Priyo Dorshini award from the Indian Women Entrepreneurs' Association; Begum Rokeya Shining Personality award from Narikantha Foundation and International Award for Tourism, Hotel and Catering Industry from the Trade Leaders Club, Spain. Ms. Sabina Alam has completed her graduation in English Literature from the University of Dhaka.



Managing Director MIDAS

Ishtiaque A. Zaman, PhD

Ishtiaque A. Zaman, PhD has more than thirty-two years of diverse and rich professional experience in government, International Organization, charity institute, teaching and research. Dr. Zaman obtained his PhD from the University of Southern California, Los Angeles, USA. Prior to joining MIDAS, he worked as an international professional at ICDDR,B as Head, External Relations and Institution Development (ERID) Department. He was the Project Director and Team Leader of a research project involving ICDDR,B and the Ministry of Health and Family Welfare. Earlier he worked in the capacity of General Manager in Palli Karma-Sahayak Foundation (PKSF), a private non-profit company initially funded by the Government of Bangladesh. Dr. Zaman started his professional career in the Bangladesh Civil Service in the Administrative Cadre and was one of the top 2% candidates in the nationwide Superior Service Examination. He has taught undergraduate Political Science studies and later advanced undergraduate courses in International Relations in the United States. Most recently, he was the District Governor of Rotary International in Bangladesh.

Notice for Twenty First Annual General Meeting

30 November 2013

This notice is hereby given that the Twenty First Annual General Meeting of the Members of Micro Industries Development Assistance and Services (MIDAS) will be held at 4:00 p.m. on Friday, December 20, 2013 at its Head Office at MIDAS Centre (11th floor), Plot No. 5, Road No. 16 (New), Dhanmondi, Dhaka-1209, Bangladesh to transact business as per the following agenda:

AGENDA

- 1. To consider and adopt the Directors' Report for the period ended on June 30, 2013.
- 2. To consider and adopt the Audited Accounts for the year ended on June 30, 2013 and the Auditors' Report thereon.
- 3. To appoint auditors for the year 2013-2014 and fix their remuneration.
- 4. To elect Members of the Board.

For and on behalf of the Board,

Horen 2-----

Ishtiaque A Zaman, PhD Managing Director

Directors' Report

It is my pleasure to place before the Board of Directors of Micro Industries Development Assistance and Services (MIDAS) the Directors' Report on the activities for the year ended on June 30, 2013. During the year under the report, seven Board Meetings were held. Through these meetings, the operation of the Company was reviewed regularly and necessary policy guidelines were provided to the management. The decisions taken by the Board helped MIDAS in improving its performance and to play an effective role in promoting the development of medium, small and micro enterprises in Bangladesh.

Activities of MIDAS

(a) Survey, Study and Research

MIDAS provides consultancy services on industrial project development, business management and marketing. It conducted survey, study and research for national and multinational companies, financial institutions, development partners, government agencies international and local NGOs. During the year 2012-2013, MIDAS completed seven consultancy assignments and received Tk. 6.23 million as fees.

(b) Training

MIDAS provides training services on regular basis mainly in the fields of Entrepreneurship Development, Business Management and Skill Development. During the year, MIDAS organized and conducted seven training courses where 38 male and 136 female participated. The participants of the training courses included prospective entrepreneurs, returnee migrant workers, NGO beneficiaries and NGO staff in Manikgonj, Narayangonj, Jamalpur, Dhaka and Rangamati. The major sponsors of these courses were BMET and UN Women project, SME Foundation, Stromme Foundation and UNDP. In the year under report, the Training Unit of MIDAS earned fees amounting to Tk. 1.01 million.

(c) Technology Transfer

MIDAS under its Technology Transfer for Private Sector Development Program (TTPSDP) in partnership with PUM, a government supported organization based in The Hague, the Netherlands assisted six organizations with expert advices on seven distinct projects.

(d) Dissemination

MIDAS has a technical library pertaining to the enterprise promotion and development and sells publications of the World Bank, IMF, ADB, and FAO in Bangladesh as well as UPL and APPL. During 2012-2013, 726 publications worth Tk. 1.42 million at discounted local currency price were sold and 490 visitors called at MIDAS library to gather information on different subjects.

Accounts for the Year 2012-2013

The total income earned by MIDAS during the year was Tk. 24.42 million as against Tk. 35.40 million in the previous year. The total expenditure for the year was Tk 16.28 million during 2012-2013 as against

Tk. 11.66 in past year. The detailed audited accounts of MIDAS for the year ended on June 30, 2013 along with the Auditors' Report thereon are submitted separately.

Annual General Meeting

The Twentieth Annual General Meeting of the Company was held on December 23, 2012. The Directors' Report and the Annual Accounts of the Company for the year ended on June 30, 2012 together with the Auditors' Report thereon were adopted in the meeting. The following nine were elected in the Twentieth Annual General Meeting:

- 1. Mr. S.M. Al-Husainy
- 2. Prof. Hafiz G.A. Siddiqui
- 3. Ms. Rokia A. Rahman
- 4. Mr. Md. Ikramullah
- 5. Mr. Shaikh A. Halim
- 6. Mr. Mirza Ali Behrouze Ispahani
- 7. Mr. Bazlur Rahman Khan
- 8. Mr. Anjan Chowdhury
- 9. Ms. Sabina Alam

Article 40 of the Company provides that all Members of its Board of Directors except the Managing Director shall serve for a period of 2 (two) years and that they shall be eligible for re-election for further additional terms. Major General Mahabbat Jan Chowdhury (Retd.) and Ms. Parveen Mahmud were elected in the Nineteenth Annual General Meeting. They will be completing their two years term and being eligible for re-election in the Twenty-first Annual General Meeting. At present, the above mentioned eleven Members and the Managing Director is the composition of the MIDAS Board of Directors.

Acknowledgement

The MIDAS Board acknowledges with thanks the support and co-operation MIDAS received from various clients, well-wishers and development partners in the implementation of its various programmes. The Board also places on record its appreciation of the efforts made by MIDAS employees to improve the operational efficiency and financial standing of the organization.

For and on behalf of the Board of Directors of MIDAS,

from 6

S.M. Al-Husainy Chairman

Looking Ahead

MIDAS has completed the year 2012-13 decently. It has undergone some key changes since then. Three very successful and exciting new individuals have joined the Board of Directors. They are Ms. Sabina Alam, Mr. Anjan Chowdhury, and Mr. Bazlur Rahman Khan. The future of MIDAS looks bright under the able leadership of its Chairman Mr. S.M. Al-Husainy. MIDAS is an excellent organization with 31 years of glorious history. The composition of a rich and illustrious Board will take MIDAS to a new height of success and glory in the days ahead. We have a good staff, and I feel that I can utilize the same resources and turn this organization into a leading training and business research organization for medium, small and micro enterprises in the country.

The primary task of MIDAS is to showcase its talents in training and research and win competitive bids. In 2012-13, MIDAS received a grand total of around one crore Taka through competitive bids. We plan to post higher numbers during the 2013-14 financial year.

In order to be ready to handle big volumes of work, we need to be prepared and get ourselves organized. First and foremost, we'll mentor the staff who are already on board. There is a sense of pride that is returning in all. I now see a happy bunch of people willing to give their best to promote MIDAS.

We will seek the presence of experts from any one of the overseas contacts to provide expertise at MIDAS on a short-term basis for transfer of technology. We are expanding our network beyond the Netherlands, and are trying to have PUM-like similar institutional linkages with UK, USA, Canada, and Australia.

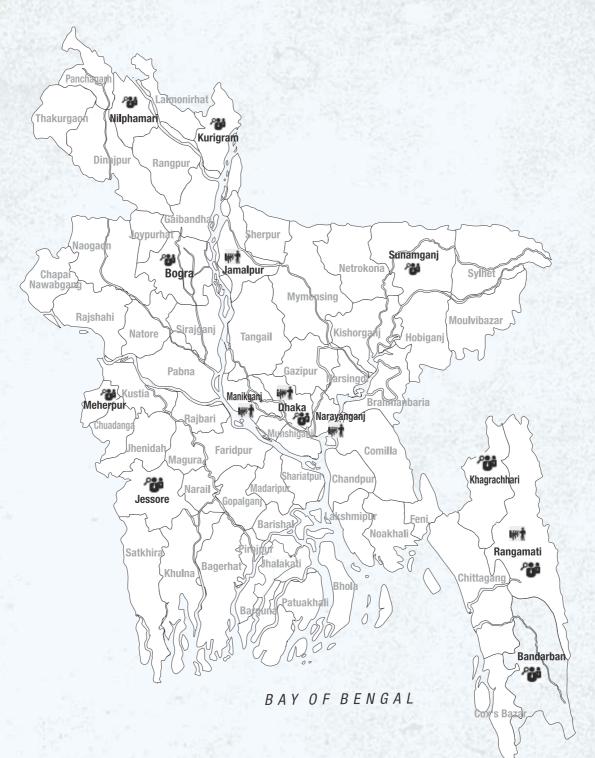
I want MIDAS to continue to be in the news for the right reasons. We will package information and foster excellent relations with media and our stakeholders to provide better insight on the activities of MIDAS.

The Annual Report reflects the activities of MIDAS during the year 2012-13. I thank everyone for their support in making 2012-13 a good year.

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Ishtiaque A Zaman, PhD Managing Director

)ur Work



LOCATIONS OF MIDAS ACTIVITIES DURING 2012-13

STUDY AND RESEARCH AREA

Dhaka, Meherpur, Kurigram, Bogra, Nilphamari, Jessore, Sunamgonj Rangamati, Bandarban and Khagrachari Districts.

TRAINING AREA

Manikgonj, Narayangonj, Jamalpur, Dhaka and Rangamati

Study and Research

Study on marketable trades and job opportunities under Shishuder Jonno program

Client: Y Save the Children.

Shishuder Jonno (SJ) is an integrated child development program of Save the Children International. The program is aiming to demonstrate innovative pathways to support Early Childhood Care and Development, Basic Education, School Health & Nutrition and Adolescent Development. The objective of the project is to contribute in learning and development of the children (15+) to their full potentials to strengthen their skill development and expand the existing job opportunities. SJ's flexible resources allow it to be used as a "learning laboratory" for Save the Children's education program, where new approaches to support children's learning and development can be designed, carried out and evaluated for broader learning and scale-up. MIDAS carried out the study to identify the marketable trades, job opportunities and the interest of the adolescents of Meherpur district.





Data Entry of Agro-information



Online Fertilizer Recommendation System (OFRS) was jointly developed by Katalyst and Soil Resource Development Institute (SRDI) under the Ministry of Agriculture. OFRS can provide rural farmers in Bangladesh with recommendations on the use of optimum combination of fertilizers for their crops. MIDAS conducted online data entry of soil information of 262 upazillas drawn from 6 divisions of Bangladesh on the Online Fertilizer Recommendation System (OFRS).

Study to Identify Constraints and Opportunities for Employment of Skilled Women and Differently Abled People (DAP) in the Formal and Informal Job Markets

Client: Swisscontact

Before Skills for Unemployed and Underemployed Labour (SkillFUL) project could begin Swisscontact wanted to identify the constraints and opportunities in formal and informal job market enabling it to design appropriate interventions exploring opportunities and increase job placement of women and differently abled persons (DAP). MIDAS conducted this study for the SkillFUL project. The scope of the study included assessing the existing limitations and actual opportunities for employment of skilled women and DAP in the formal and informal labour markets. The study covered Dhaka, Bogra, Kurigram, Nilphamari, Jessore and Sunamgonj districts.



 MIDAS assessed the actual employment opportunities of women and DAP.



MIDAS assessed employment opportunities in informal labour market.

Tracer Study of the Graduates under the Skills for Unemployed and Underemployed Labour (SkillFUL) project

The primary concern and direction of Skills for Unemployed and Underemployed Labour (SkillFUL) project is building career of the men and women over 15 years of age by giving them marketable skills training and offering post training support services. The project working areas include Dhaka, Kurigram, Bogra, Sunamganj, Nilphamari and Jessore. Swisscontact is implementing the SkillFUL project in collaboration with Centre for Mass Education in Science (CMES), a non-profit organization. The project is funded by the European Union and Swiss Agency for Development and Cooperation (SDC). MIDAS conducted a Tracer study in Dhaka and Kurigram by stock-taking SkillFUL project graduates' employment status, income and livelihood, one year after intervention.



Gender Assessment in Chittagong Hill Tracts



Empowered lives. Resilient nations.

A gender assessment is an intrinsic dimension of policy analysis. It identifies specifically how any development programme or public policy affects women and men differently. UNDP wanted to have an elaborate gender audit and assessment to assist the development

practitioners and organizations/ institutions based in Chittagong hill tracts to facilitate better understanding of the existing gender relations and gaps. On assignment, MIDAS carried out the study covering ten selected upazillas of Rangamati, Bandarban and Khagrachari districts.



MIDAS conducted Key Informant Interview with Raja Barrister Debashish Roy, King of Chakma tribe in Rangamati.





 MIDAS conducted field survey for the Study on Gender Assessment in Chittagong hill tracts.

Viability Study for the Irina Agro Processing Industries Project



Irina Agro Processing Industries is located in Gazipur. It is engaged in food processing of mango pulp, pineapple jelly, tomato paste, aseptic canning and cold storage of seasonal vegetables. This establishment was funded by the Equity and Entrepreneurship Fund (EEF) of Investment Corporation of Bangladesh (ICB). In order to enhance economic viability and profitability of the project, the company is interested to include additional machineries. For proposal of further expansion of Irina Agro Processing Industries, EEF division of Investment Corporation of Bangladesh (ICB) advised MIDAS to carry out technical and financial viability of the project. MIDAS has prepared a viability study report focusing on economic and financial aspects of this investment.

Feasibility Study of a Charity Hospital

Client: Mr. Shafat Ahmed, a Bangladeshi Canadian

The proposed charity hospital would be a joint social venture between Canada and Bangladesh for providing healthcare services to the poor and ultra-poor people of Bangladesh, free of charge. The feasibility study was carried out with the objective of determining the total investment requirement to be raised from Non-Resident Bangladeshis (NRBs) living in Canada.

Training

MIDAS specializes in the fields training on Entrepreneurship Development, Business Management and Skill Development among other topics. The participants of the training courses included prospective entrepreneurs, returnee migrant workers, NGO beneficiaries and NGO personnel in Manikgonj, Narayangonj, Jamalpur, Dhaka and Rangamati. Among the participants, 136 were women while 38 were men. This year, MIDAS developed customized training materials, organized and conducted seven training courses for BMET & UN-Women; SME Foundation, UNDP & Stromme Foundation.

Training Course on Entrepreneurship Development and IGA-Mini Garments





Two trainings on entrepreneurship development were organized under BMET- UN Women Joint project for 40 female migrant workers. MIDAS conducted the trainings. The objectives of five-day long entrepreneurship development training included helping the women to identify the day-to-day affairs of the business, calculating the cost of the products/services, preparing business plan, and formulating the marketing strategies to sustain and grow in a competitive business environment. This training helped the participant to be more confident. On the other hand, the objective of IGA-Mini Garments Training was to motivate participants to take up Mini-Garments as a profession. Hence, the participants will be creating selfemployment as well as employment for others through capacity building in their respective trades.



Training on SME Business Management

Client: SME Foundation

MIDAS conducted two batches of five-day training courses on SME Business Management in Jamalpur for the existing as well as potential women entrepreneurs of Jamalpur district. The courses were organized under SME Foundation where a total of 65 women participated. The main objective of the course was to help the participants to set up and run business on their own and thereby create employment in their communities.

> Training women on business management of small and medium enterprises.



Training on Marketing Support Service



In December 2010, MIDAS conducted a fiveday Training of Trainers (TOT) on entrepreneurship development in Dhaka. The course was sponsored by Stromme Foundation where field level personnel of its Partner Organizations participated. The TOT course included among others, topics on marketing, production, organization and management and financial aspects related to entrepreneurship development. As a part of refresher training, MIDAS conducted one-day training on marketing support service in Dhaka for the participants who had participated in the TOT. Twenty male and 10 female participated in the course.

> MIDAS conducted training on Marketing Support Service.

Training on Gender Analysis Framework



Resilient nations.



 MIDAS conducted training on Gender Analysis Framework.

MIDAS conducted two batches of three-day training on Gender Analysis Framework in Rangamati for gender focal points selected from partner NGOs of CHTDF, UNDP. A total of 39 i.e.18 male and 21 female participants attended the training. The prime objective of the course was to build the capacity on gender analysis using the framework so that they can effectively use the tool in their respective areas at the field levels. The training was conducted by adopting modern techniques of participatory learning such as simulation games, case studies, group discussions and videos to help communicate the critical conceptual issues to the participants. In order to analyze and prepare action plan, field visit was carried out, which provided basic understanding about different components of gender analysis framework.



PDC members are farming pineapples.

Technology Transfer



MIDAS is a matchmaker for Bangladeshi businesses under the Technology Transfer for Private Sector Development Programme (TTPSDP). One of the major technology partners is PUM, a government supported organization based in the Hague, the Netherlands. PUM offers the services of Dutch volunteer advisors, most of whom are retired top executives in manufacturing industries and other institutions. The expert pool is about 3,500 volunteers in the fields of management, quality assurance, financial and personal policy formulation, marketing, logistics development and other operational areas. Any Bangladeshi medium, small or micro sized company that does not have more than 250 employees qualifies to apply for PUM Senior Experts' services. The experts do not charge fees for their services. The service recipient organization has to bear the cost of expert's local expenses only. During July 2012 to June 2013, six organizations were advised by the PUM Senior Experts through MIDAS.

Prime Insurance Company Ltd

Client: Client

Prime Insurance Company Limited is one of the leading insurance companies of Bangladesh. Mr. J.M van der Poel was assigned to consult on business development using better MIS system. He also trained marketing and MIS professionals of Prime Insurance. Mr. Poel's advice was so successful that Prime Insurance requested his consultation three times. Suggestions of Mr. Poel assisted Prime Insurance Company Ltd to improve general MIS insurance base and marketing strategy to international standard. Now their professionals are implementing his expert advice on how to deal with customer, how to handle critical customer(s) and how to implement two way winning strategy. Earlier Mr. Poel was the assurance broker at SEA Institution in Utrecht, the Netherlands. He has also completed his law degree from the University of Leiden, the Netherlands. Mr. Poel worked as a Managing Director at H. van der Poel Verzekeringen B.V. in Zoetrwoude, the Netherlands. He also was a former Chairperson of NVGA Utrecht, the Netherlands.



Mr. Poel came to Prime Insurance Company Ltd thrice for consultancy.

Stamford University Bangladesh





Drs. Joseph Henricus Hubertus Peeters helped faculty members of Stamford University Bangladesh

Drs. Joseph Henricus Hubertus Peeters is an IT expert from PUM-Netherlands. He came to Bangladesh to provide expert services to the Department of Computer Science in Stamford University Bangladesh, a local private University. He assisted the faculty members in course designing, improving teaching method, and re-organizing the lab facility. The Department of Computer Science greatly benefited from Drs. Peeters advice and consultation. Drs. Peeters received his Supply Chain Management degree from SAP Education and Training Centre in Den Bosch, the Netherlands. He also completed his training programme in Management and Leadership from Rockwool University in Hedehusene, Denmark. He was Project Leader in International Cultural Heritage Projects at Limburgs Museum in Venlo, Netherland. He also worked in IBIS International B.V as General Manager and was honoured for his Leadership in 2000.

Royal Netherlands Embassy







Mr. Heida analyzed trade scenario of Bangladesh.

Mr. Jeep Heida is an expert in the field of trade scenario analysis. He came to advice the Royal Netherlands Embassy in Dhaka on trade scenario in Bangladesh. In addition, he reviewed and evaluated the previous trade practices in Bangladesh.

Ispahani Islamia Eye Institute & Hospital

Client:

Ispahani Islamia Eye Institute and Hospital Bangladesh

Ispahani Islamia Eye Institute & Hospital is a non-profit healthcare provider in Dhaka. The Hospital serves the society's underprivileged with eye care and also aids in sight against avoidable and needless blindness. Mrs. G. N. Hetebrij is one of the top experts of PUM-Netherlands on HRM System Development. She came to develop HR system of Ispahani Islamia Eye Institute & Hospital. She helped the hospital to develop their HR manual, advised compensation structure and created detailed job descriptions. She also gave training to the staff on customer relations and patient handling. Mr. Steven Roy, CEO of the Ispahani Islamia Eye Institute & Hospital, said "we are delighted with Mrs. Hetebrij's input. We are implementing her recommendations and gradually improving our HR system."



Mr. Roy, CEO, Ispahani Islamia Eye Institute & Hospital handing over a memento to Ms. Hetebrij.



Ms. Hetebrij conducting a workshop on how to communicate with patients.

Central Depository Bangladesh Ltd. (CDBL)





CDBL is a regulatory body that efficiently settles and transfer securities through computerized book entry system. CDS allows convenient and reliable means to settle securities transactions without physical movement and endorsement. Mr. Egbertus Fredericus Lavaleije is one of the top experts on MIS based database system. He came to assess the Central Depository System (CDS) of Central Depository Bangladesh Limited (CDBL). CDBL took his suggestions on day-to-day operational processes such as monitoring service process and reporting to customers. He also advised on IT related controls which ensures confidentiality, integrity, availability, customer transactions as well as backup and recovery. The new systems are now used to maintain CDBL's hardware and software.



Mr. Lavaleije advised and trained officials on Central Depository System (CDS).

TMSS Foundation





TMSS is a NGO working in 63 districts of Bangladesh. One of the projects of TMSS is on fishery. The project location is in Bogra, northern part of the country that includes twenty-five ponds and three water bodies. The beneficiaries of this project are poor and ultra-poor people living in remote areas. The project was facing obstacles in low fish reproduction, escaping fish from the pond during rainy season, lack of good quality fish pawn and most importantly lack of knowledge on modern scientific fish cultivation. Mr. Cornelies Sinke, expert on fisheries from PUM-Netherlands, advised on how to reshuffle water bodies for nursery, rearing and stocking fish. He selected high value and fast



Prof. Dr. Hosne-Ara Begum, Executive Director, TMSS showing Mr. Sinke the intervention area for the fisheries project in Bogra.

growing fish species. He described how to set up netting over dikes and trim trees for more sunlight. TMSS shared this knowledge with the beneficiaries who are now enjoying higher income from increased quantity of healthy fish.

Mr. Sinke completed his education on constitutional law of public administration from Hogere Bestuurs School in Utrecht, the Netherlands. He was former Chairperson of Diverse Nederlandse Gemeenthen, a fisheryorganization.

Dissemination



MIDAS is the distributor of the publications of the World Bank, International Monetary Fund (IMF), Asian Development Bank (ADB), and Food & Agriculture Organization (FAO) in Bangladesh. In addition, it sells the nationally renowned publications of University Press Limited (UPL) and Academic Press Publisher Library (APPL). The information resource centre of MIDAS has a library with 435 books and publications in its collection. During 2012-2013, seven hundred twenty-six publications, worth Tk. 1.42 million at discounted local currency price, were sold.

In 2012-2013, MIDAS published quarterly news bulletin, MIDAS News and circulated about 7,200 copies to chambers of commerce, trade associations, government agencies, banks, development financing institutions, diplomatic missions, international organizations, NGOs, donor agencies and selected individuals working as development practitioners at national and international levels.



MIDAS Information Resource Centre



Ridwan, Monir, Ebrahim, Aziz, Shams

Zia, Ishtiaque, Mashi

Jafar, Clara, Borna, Nahar



M A Quader Kabir & Co. Chartered Accountants Kabirs, House 11, Road 1A Sector 5, Uttara, Dhaka 1230 Phone: 8924229

AUDITORS' REPORT

We have audited the accompanying Financial Position of the **Micro Industries Development Assistance and Services (MIDAS)** as at June 30, 2013 and Statement of Comprehensive Income and Statement of Cash Flows and notes to the financial statements for the year then ended. The preparation of these financial statements is the responsibility of MIDAS's management. Our responsibility is to express an independent opinion on these financial statements based on our audit.

We conducted our audit in accordance with Bangladesh Standards on Auditing (BSA), which are consistent in all material respects with International Standards on Auditing (ISA), International Financial Reporting Standards (IFRS) as adopted in Bangladesh. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. Our audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. Our audit also includes assessing the accounting policies used and significant estimates made by management as well as evaluating the overall financial statement preparation. We believe that our audit provides a reasonable basis for our opinion.

Independent Opinion:

- a) In our opinion, the financial statements prepared in accordance with Bangladesh Accounting Standards (BAS), give a true and fair view of the state of Company's affairs as at June 30, 2013 and of the result of its operations and Cash Flow for the year then ended and comply with the Companies ACT 1994, and other applicable laws and regulations.
- b) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and made due verification thereof.
- c) In our opinion, proper books of account as required by regulating law and rules and regulations have been kept by MIDAS so far as it appeared from our examination of those books.
- d) The statement of Financial Position, statement of Comprehensive Income and statement of Cash Flows dealt with by the report are in agreement with the books of accounts.

M A Quader Kabir, FCA Partner

Date: November 18, 2013

Particulars	Amount (Tk.) 30.06.2013	Amount (Tk.) 30.06.2012
A. Fixed Assets :	4,654,112	2,375,515
Fixed Assets at Cost	17,703,411	14,280,290
Less: Accumulated Depreciation	13,049,299	11,904,775
B. Investments :	412,401,857	408,544,840
Fixed Deposit	118,169,000	113,900,000
Equity participation	292,198,830	292,198,830
Staff Welfare Loan	2,034,027	2,446,010
C. Current Assets :	15,071,941	17,838,226
Advance deposits & prepayment	9,436,603	7,594,564
Project loans receivables	109,392	109,392
Accounts Receivable (MFL)		9,147,886
Cash and Bank Balances	5,525,946	986,384
		1.8
Total Property and Assets (A+B+C) :	432,127,910	428,758,581
Financed by :		
A.Capital and Reserves	242,847,182	242,847,182
Capital Fund Account	242,847,182	242,847,182
B. Current Liabilities	2,369,248	7,502,407
Other Current Liabilities	1,899,296	7,032,455
Donation	469,952	469,952
C. Accumulated Surplus / (Deficit)	186,911,480	178,408,992
Total Liabilities and Fund (A+B+C) :	432,127,910	428,758,581

MICRO INDUSTRIES DEVELOPMENT ASSISTANCE AND SERVICES (MIDAS) STATEMENT OF FINANCIAL POSITION AS AT JUNE 30,2013

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Chairman Board Of Directors

Date: November 18, 2013

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Director

Managing Director

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M A Quader Kabir, FCA Partner

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Particulars	Amount (Tk.) 2012- 2013	Amount (Tk.) 2011- 2012
Operational Income	8,848,295	8,831,981
Less: Operational Expenses	13,816,201	8,221,010
Operational Surplus / (Deficit)	(4,967,906)	610,971
Less : Finance and Administrative Expenses	2,460,716	3,435,542
Net Operational Surplus / (Deficit)	(7,428,622)	(2,824,571)
Add. Non Operational Income	15,578,419	26,570,795
Net Surplus/ (Deficit) for the year	8,149,797	23,746,224

Director

MICRO INDUSTRIES DEVELOPMENT ASSISTANCE AND SERVICES (MIDAS) STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2013

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Chairman Board of Directors

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Managing Director

M A Quader Kabir, FCA Partner

Date: November 18, 2013

MICRO INDUSTRIES DEVELOPMENT ASSISTANCE AND SERVICES (MIDAS) STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2013

Particulars	Amount (Tk.) 2012- 2013	Amount (Tk.) 2011- 2012
A. Cash flow from Operating Activities :		
Net Profit	8,149,797	23,746,224
Adjustment of Non Cash Items : Construction Cost of MIDAS Centre charged to MIDAS		134,564,121
Loss in Equity Participation	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	645,721
MIDAS Centre Salary (MFL)	352,691	William Street
Depreciation	1,144,524	550,957
Total cash generated from operation	9,647,012	159,507,023
Advance Deposits and Prepayments	(1,842,039)	(772,333)
Project Loan Receivables	1.2.1.1.1.38	(52,771)
Accounts Receivable (MFL)	9,147,886	(9,147,886)
Other Current Liabilities	(5,133,159)	(122,371,641)
Total Cash flow from Operating Activities	11,819,700	27,162,392
B. Cash flow from Financing Activities :		
Net cash used in financing activities		122.111
C. Cash flow from Investing Activities :	300,235,255	alex-section in
Purchase of Fixed Assets	(3,423,121)	(7,000)
Fixed Deposit	(4,269,000)	(113,900,000)
	d. And the state	
Transfer of Land and Building (MIDAS Centre) to MFL	1849 N. R.	113,899,799
Equity Participation		(27,027,991)
Staff Household Item Loan	411,983	527,706
Total Cash flow from Investing Activities	(7,280,138)	(26,507,486)
Net Cash Increase (A+B+C)	4,539,562	654,906
Add: Opening Cash and Bank Balances	986,384	331,478
Closing Cash and Bank Balances	5,525,946	986,384
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Chairman **Board Of Directors**

Date: November 18, 2013

Director

Managing Director

M A Quader Kabir, FCA Partner

MIDAS Historical Background and Institutional Overview

MIDAS was established in 1982 under the Societies Registration Act 1860 with the support of United States Agency for International Development (USAID). MIDAS was also formally registered with the Department of Social Welfare, Government of Bangladesh as a non-profit voluntary organization.

Before the registration of MIDAS, a Cooperative Agreement was signed in 1981 between USAID (under its Rural Industrial Project) and The Asia Foundation (as an intermediary) to channel and administer USAID assistance to MIDAS. The registration of MIDAS as an NGO with its clear objectives and vision encouraged USAID to conclude a Cooperative Agreement (CA). The USAID CA, made in 1985, paved the way for providing loan and equity funds to potentially profitable and innovative business ventures. MIDAS thus became commercially-oriented gradually.

Having been advised by the NGO Cell of the Cabinet Division, Government of Bangladesh, the MIDAS Board of Directors reviewed the legal status of MIDAS and decided to form a Company Limited by Guarantee under the Companies Act 1913 with the same mission and mandate. Accordingly, a new company was incorporated on 30 December 1992 under Companies Act 1913 in the name of Micro Industries Development Assistance and Services and all assets and liabilities of the Society as on April 30, 1993 were transferred to the Company. USAID duly endorsed the transfer.

MIDAS is now a leading organization in the private sector, providing high-quality services to small enterprises in Bangladesh.

Visit any of our social network pages such a S



https://www.facebook.com/midas.info

https://twitter.com/midasinfo1





<u>Or reach us through</u> Telephone: +88 02 8116094, Fax: +88 02 8124227

<u>To learn more about MIDAS, please visit us at</u> Email: midas@midas-bd.com.bd | www.midas-bd.com.bd



• P A R T N E R S •

STRATEGIC PARTNERS



GOVERNMENT ALLIANCES



Economic Relations Division (ERD), Ministry of Finance Registrar of Joint Stock Companies and Firms NGO Affairs Bureau, Prime Minister's Office



INSTITUTIONAL CLIENTS



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