



## INTERNSHIP REPORT ON FOREIGN TRADE ACTIVITIES



**Internship Report**

**On**

**“Foreign Trade Activities in Bank Asia Limited (Banani Branch)”**

**BUS 400 – Internship**



**SUBMITTED TO**

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## LETTER OF TRANSMITTAL

14<sup>th</sup> Januray, 2016

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**Subject: Submission of Internship Report.**

Dear Madam,

With the great pleasure I submit the internship report as a partial fulfillment of BBA Program. I tried to give a best effort to prepare this report on “Bank Asia Ltd.” according to your guideline. I also tried to focus my best work sincerely to cover all aspects regarding the matter. Practical exposure is very essential for orientation with the real world- working area. I have learned a sound knowledge and understand on the basic operation of the bank. I have thoroughly enjoyed in preparing this internship report which has contributed significantly to my understanding on the essentials and importance practical knowledge. I express my special gratitude to you for dedicating your valuable time and helping me whenever needed.

At the time of preparing report, some flaws may emerge; hope that you will consider these flaws favorably.

Sincerely Yours,

---

Farah Salsabil

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## ACKNOWLEDGMENT

First of all I would like to my cordial thanks for almighty Allah whose uniqueness, oneness, and wholeness are unchallengeable guided us in difficult circumstances. All respects are for His holy Prophet Hazrat Muhammad (SM) Peace be upon him, who enable us to recognize the oneness my creator. I am grateful to many individuals for completing my internship report successfully. I would like to thank the **School of Business of BRAC University** and **Bank Asia Limited** for giving me the opportunity of having an Internship program. I have gathered an enormous deal of experience while going through the internship period and preparation of this report. My warm admiration is to thank my Internship **Supervisor SyedaShaharbanuShahbazi Ahmed** Senior Lecturer in BRAC Business School, BRAC University; for guiding me and encouraging me to work on this exciting topic for my internship paper. I strongly believe that, these will assist me a lot to make me more professional and building my future professional career. I am very grateful to, Madam, **SyedaShaharbanuShahbazi Ahmed**. All the people working in the bank were very supportive, co-operative and friendly, but still I would like to mentioned some names whom I found topping the list to give thanks and expose my gratefulness to Mr. Zahid Hossain (SVP) and manager and Mr. Shifaul Karim (SEO) and Mr. Nur-E-Alam Senior Officer who always supports me during my internship period to provides me a various types of information about the report preparing. Finally, my heartiest thanks go to others who were involved and helped directly and indirectly to prepare this report. Without them all these wouldn't have been made possible.

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## **EXECUTIVE SUMMARY**

The report stands for foreign trade activities in Bank Asia Limited (Banani Branch). Foreign trade operation is one of the significant functions of the bank. It plays a vital role in overall economy of the country. Foreign trade contains Import and Export section and foreign remittance department contains inward and outwards remittance. In the report, the entire procedure has been published with the full of required data. All the clauses and steps are clearly mentioned in this report. The details about Letter of credit i.e. classification of L/C, L/C opening procedure, types of L/C, L/C payments moods, required documents, documents checking and transmitting L/C. Amendment, why it is required and when is needed and lodgment system. When document is going out retire what the last step of retirement and reports to the Bangladesh Bank. And also disclose the matter about export procedure. The procedure began to get the ERC (Export registration certificate) by chief controller of import & export office. After that, receiving the letter of credit and advising L/C, necessary document collection and also reports to the Bangladesh Bank. At the end of export section, bank issued PRC (Proceeds Realization Certificate) for the exporter. Last but not the list, the foreign trade remittance process and performance analysis. Here expose export & import growth. The export growth is positive impact for economy.

# CHAPTER ONE

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## 1. ORGANIZATIONAL OVERVIEW OF BANK ASIA LIMITED

### 1.1 Introduction

The basic objective of Bangladesh government is to achieve high economic growth according to present economic policy. To achieve this objective, the banking sector plays a crucial role. Bank Asia limited is the bank which is a new entrant in the private banking scenario of Bangladesh. It also operates in Bangladesh for a long time as a country's one of the good banks. Bank Asia limited conducts all types of commercial banking activities. The core service or business comprises of Import/Export finance, Working capital finance and corporate finance. Foreign trade operation is one of the most important activities of the bank. It helps corporate clients build their businesses by providing financial and strategic advice and products. Foreign trade contains Import and Export section and foreign remittance department contains inward and outward remittance.

### 1.2 History of Bank Asia Limited:

Bank Asia has been launched by a group of successful entrepreneurs with recognized standing in the society. The management of the Bank consists of a team led by senior bankers with decades of experience in national and international markets. The senior management team is ably supported by a group of professionals many of whom have exposure in the international market. It set a milestone by acquiring the business operations of the Bank of Nova Scotia in Dhaka, first in the banking history of Bangladesh. It again repeated the performance by acquiring the Bangladesh operations of Muslim Commercial Bank Ltd. (MCB), a Pakistani bank.

In the year 2003 the Bank again came to the limelight with oversubscription of the Initial Public Offering of the shares of the Bank, which was a record (55 times) in our capital market's history and its shares command a respectable premium.



The asset and liability growth has been remarkable. Bank Asia has been actively participating in the local money market as well as foreign currency market without exposing the Bank to vulnerable positions. The Bank's investment in Treasury Bills and other securities went up noticeably opening up opportunities for enhancing income in the context of a regime of gradual interest rate decline.

Bank Asia Limited started its service with a vision to serve people with modern and innovative banking products and services at affordable charge. Being parallel to the cutting edge technology the Bank is offering online banking with added delivery channels like ATM, Tele-banking, SMS and Net Banking. And as part of the bank's commitment to provide all modern and value added banking service in keeping with the very best standard in a globalize world.

### 1.3 Product/Service Offerings

- DPS+ (deposit pension Scheme plus) is a 3, 5, 7,10 and 12 years term. Monthly installment raising from BDT 1000/-to BDT 10000/-
- MB+ (monthly benefit plus) is 3 and 5 years scheme that lets you earn monthly benefit of BDT 1000/- (before tax) for deposit of BDT 1, 00,000/- or it's multiple.
- DB+ (double benefit plus) is a six year scheme. The deposit will be double in 6 year. Minimum initial deposit for the scheme is BDT 1, 00,000/- or it's multiple, maximum is BDT 25, 00,000/- under single name, BDT 40, 00,000/- under joint name.
- TB+ (triple benefit plus) is a 9 years 6 month scheme. The deposit will be tripled in 9 years 6 months. Minimum deposit for the scheme initially BDT 10, 00,000/-
- or it's multiple, maximum is 25, 00,000/- under single name. & BDT 40, 00,000/- under joint name.
- FDR (fixed deposit rate) 1 months and 2 months tenure below 2 crore 10% per annum.2 crore& above 12% per annum. 3 months, 6 months, and 1 year any amount will get12%. And 1 year above will get 11% for any amount.

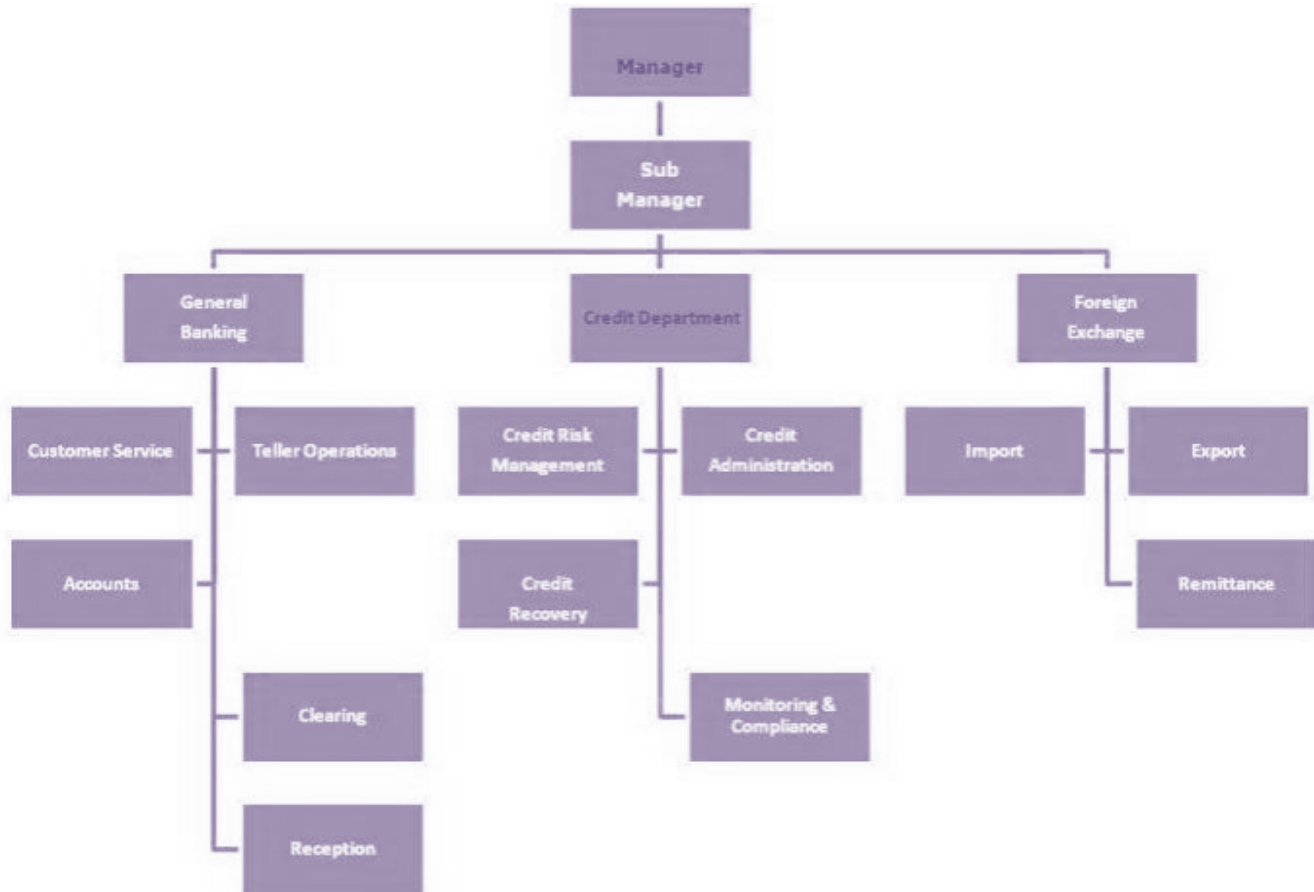
## 1.4 Corporate Milestones

1	Certificate of Incorporation received	28/09/1999
2	Letter of Intent received	24/02/1999
3	First meeting of the Promoters held	15/04/1999
4	Certificate of Commencement of Business	28/09/1999
5	First meeting of the Board of Directors held	01/10/1999
6	Banking license received	06/10/1999
7	First Branch license received	31/10/1999
8	Inauguration of Bank:	27/11/1999
9	Date of Publication of Prospectus:	29/06/2003
10	Date of IPO Subscription:	23/09/2003, 24/09/2003
11	Date of First Share Trading in Bourse:	08/01/2004
12	Date of Agreement with CDBL:	20/12/2005
13	Date of First Scrip less Trading:	30/01/2006
14	Number of Promoters:	22
15	Number of Directors:	12
16	Number of Branches:	50
17	Number of SME centers	9
18	Number of Islamic Wing	4
19	Number of Brokerage Branches	2

## 1.5 Hierarchy of Bank Asia

President and Managing Director
Deputy Managing Director (DMD)
Senior Executive Vice President (SEVP)
Executive Vice President (EVP)
Senior Vice President (SVP)
Vice President (VP)
First Vice President (FVP)
Assistant Vice President (AVP)
First Assistant Vice President (FAVP)
Senior Executive Officer (SEO)
Executive Officer (EO)
Senior Officer (SO)
Management Trainee Officer (MTO)
Officer
Junior Officer (JO)
Assistant Officer (AO)
Banking Officer (BO)
Trainee Officer (TO)

## 1.6 Organogram:



## 1.6 Visions for the Future:

### 1.6.1 Vision:

Bank Asia's vision is to have a poverty free Bangladesh in course of a generation in the new millennium, reflecting the national dream and to build a society where human dignity and human rights receive the highest consideration along with reduction of poverty.

### 1.6.2 Mission:

- To assist in bringing high quality service to the customers and to participate in the growth and expansion of the national economy.
- To set high standers integrity and bring total satisfaction to the clients, shareholders and employees.

- To become the most sought after bank in the country, rendering technology driven innovative service by the dedicated team of professionals

### **1.6.3 Core values:**

- Place customer interest and satisfaction as first priority and provide customized banking products and services.
- Value addition to the stakeholders through attaining excellence in banking operations.
- Maintain high ethical standard and transparency in dealings.
- Be a compliant institution through adhering to all regulatory requirements.
- Contribute significantly for the betterment of the society.
- Ensure higher degree of motivation and dignified working environment for our human capital and respect optimal work-life balance.
- Committed to project the environment and go green.

### **1.6.4 Objective:**

- Giving full attention to the customer.
- Identifying customer actual needs.
- Improving customer service quality.
- Creating happy relationship with the customer.
- Giving importance even to smallest query.
- Attracting new worth through higher sales and profit.
- Creating image through serve the best service & product.
- Achieving corporate objective through joint effort.

## CHAPTER TWO

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### 2. JOB DESCRIPTION

In BBA program internship plays a significant role for the students. The entire program duration is 3 months which help the students to learn about the organizational proceedings as well as to cope up with those environments as manner of professional employees. These learning could made the student professional, sincere, well communicator, punctual and also be a smart in various aspects.

In order to complete my graduation from BRAC University, I have done my internship in Bank Asia Limited (MCB, Banani Branch). I was assigned to assist Mrs. ShehlyParvin, Assistant Vice Principle and inchargeof Foreign Trade And Exchange Department.

It was really a great opportunity to work as an intern in a well reputed bank in Bangladesh. I worked there for 3 months under the Foreign Trade Department (Export). Working in Foreign Trade Department really gave me lots of experience about practical job life and improved my skills a lot. For this reason, I will be always grateful to Mrs. ShehlyParvinand Mrs. SuraiyaRahmanbecause they guided me always in the right track thus I can fulfill the tasks in proper manner.

#### 2.1 Working environment:

The working criteria and my main duties and responsibilities are to know and support my colleagues in their day to day workplace. The whole environment is much more co-operative and helpful which encouraged me to be familiar with the environment. Everyone tried to make me understand the work mechanism and the proper way to execute it. My working department basically includes the Foreign Trade Department where the daily transactions are being done through foreign currencies. The most common form of currency is the US dollar, Euro dollar, ACU dollar (which is used for 7 Asian based countries) are used for exporting and importing.

## 2.2 Specific responsibilities of the job:

Mainly, I worked export section of foreign trade department. In export section, I issued EXP forms. Getting all the documents from exporter, I sorted out all of these and made forwarding for EXP documents. I updated all this information in Microsoft excel and also the register.

The Online Banking Software of Bank Asia is the licensed software named Stellar where every employee's responsibility is to update their daily transactions in this software. There are two icons, one is named Bangladesh Bank, and the other is Stellar. The folder which is named Bangladesh Bank, where after clicking, we can get the access by giving the employees Id and password and after this it is required to select from which branch my information is being provided. My task is to post their every month's schedule in the Bangladesh Bank's web site. Regarding export, there are four forms (original, duplicate, triplicate and the quadruplicate). I used to post their Exp Duplicate and Exp Triplicate schedule in the Bangladesh Bank. The Import and Export forms of information are required to post in the Bangladesh bank because they need to identify that how much export and import is being done each and every year and also check that all the banks are maintaining their regulations or not.

## 2.3 Significance of my work:

The major duties and responsibilities are to post the daily transactions through online in Bangladesh Bank in order to record the annual export and import information of Bangladesh. When I have placed this information in the system, according to its code, it is then recorded in Bangladesh Bank's online system.

This is an important task because with this the Government of the country will be able to know how much export and import is being done yearly so that they can make the budget much more comprehensive for the people of Bangladesh and also some following facts are:

Balance of Payment position, trade deficit position, stock of necessity commodity, highest exporting country, highest importing country, present and prospective area of export.

## 2.4 Challenges faced while working:

Lots of problems have arisen while working in Bank Asia. Most common problem is in the system software named Stellar, where lots of information is required to update. I personally feel that these are some of the following problems I have faced while performing my tasks:

1. Sometimes the software is hanged and it becomes so slow that it is difficult to work on it which is why we need to wait for some time to make it user friendly.
2. While reporting in the Bangladesh Bank, some goods country code and HS code is not found therefore it takes time to complete the work.
3. Sometimes the workplace makes me monotonous because it is difficult to concentrate on the same work again and again.

## 2.5 Critical Observation:

From my observation, huge volume documents are being taken by this branch in daily basis regarding export purpose, for which we had to post lotsof transactions to the online system of Bangladesh bank. This deceleratesthe speed of the software Stellar which causes the software to hang during work time. As a consequence the work slows down and takes long time to finish day to day work. Sometimes they fail to meet target of the Bangladesh bank within the given deadline.

## 2.6 Recommendation:

The only way to solve this problem is to update the software and make it user friendly so that the software could run easily and the user can work swiftly within short period of time. Therefore, the management needs to notice this particular problem faced by the employees, otherwise everyone will have to suffer.



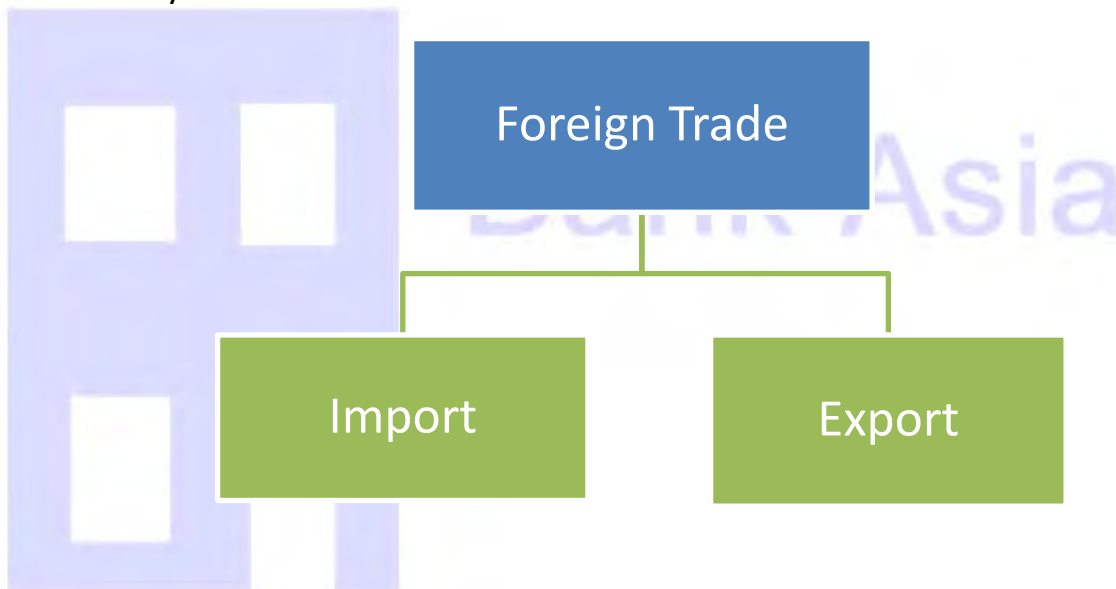
## CHAPTER THREE

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### 3.EXPORTING OVERVIEW OF BANK ASIA LIMITED (MCB, BANANI BRANCH)

#### 3.1 Overview:

Foreign Trade means exchange of foreign currency for the trade purpose between two countries. In other words, Foreign exchange deals foreign financial transactions related to trade or business. Foreign Trade Department has two sections. They are:



When a country sells the product to the other country after fulfilling the self-demand then it is called export. Export trade can be enormous contribution on the national economy.

The export trade of the country is regulated by the Import and Export control Act, 1950. There are a number of formalities, which an exporter has to fulfill before and after shipment of goods.

The primary requirement is to engage in the business of import and export, registration with the Chief Controller of Imports and Exports (CCI&E).

These procedures are enumerated as follows:

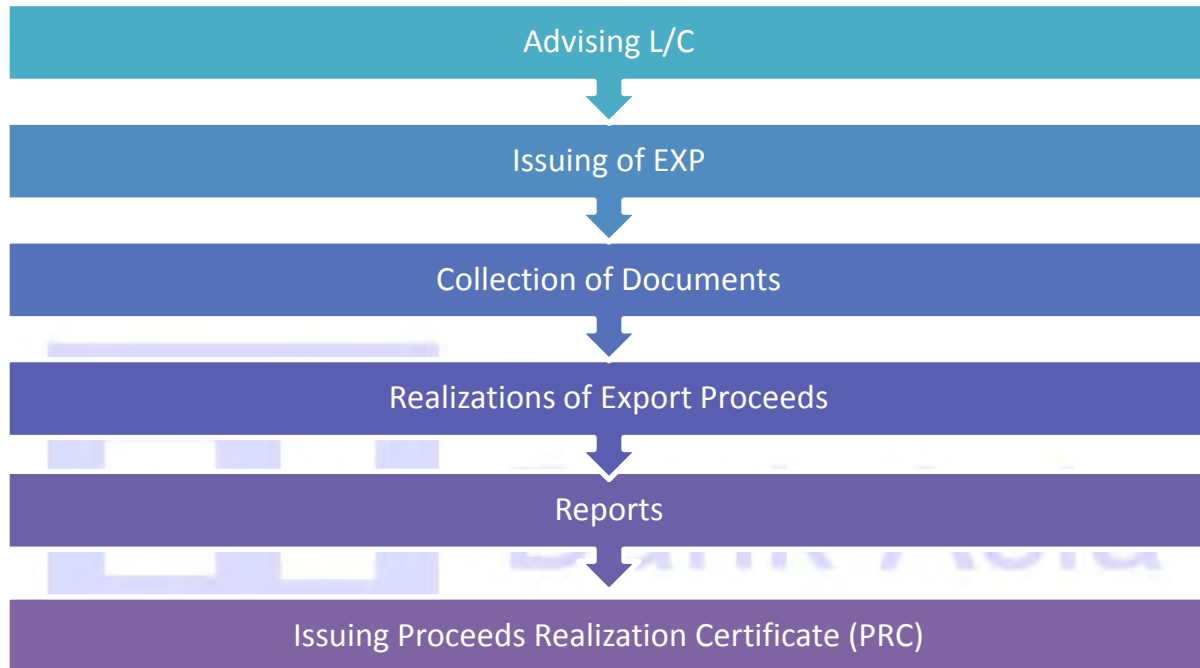


Figure: Export procedure of Bank Asia Limited

### 3.1.1 Step-1: Advising L/C

Advising L/C is the first terms to export for a bank but in case of advance payment or documentary collections, this advising L/C step is not required. Obtaining the sales contract, the exporter should ask the buyer for letter of credit clearly stating terms and conditions of export and payment. When export L/C is transmitted to the bank for advising, the bank sends an advising letter to the beneficiary showing that, L/C has been issued. Issuing bank sent two copies of L/C. Original copy is given to the beneficiary and the second copy is retained by the branch.

### 3.1.2 Step-2: Issuing of EXP

All exports must be declared on the EXP from which the branch to their clients engaged in export trade supplies. The branch ensured that the exporter is registered with the CCI & E before certifying any export from. EXP is issued to the

exporter and then the exporter will bring this EXP form and pass to the customs. An EXP form contains the following particulars:

1. Name & address of the authorized dealer.
2. Particulars of the commodity to be exported with code.
3. Country of destination.
4. Port of destination
5. L/C value in foreign currency.
6. Terms of sales.
7. Name and address of the importer.
8. Name of caring vessel.
9. Bill of lading.
10. No. & date.
11. Port of shipment.
12. Land custom post.
13. Shipment date.
14. Name and address of the exporter.
15. Sector (Public or Private) under which the exporter falls.

### **3.1.3 Step-3: Collection of Document**

The exporter makes shipment of goods and prepare document as per the agreement. The exporter must submit all the copies of the EXP form along with the other documents covering the exports to the branch within 14 days of shipment. Exporter prepares the required documents mentioned in L/C are as such:

- Bill of exchange: The way of collecting export payment to the importer.
- Bill of Lading: A bill of lading is a document issued by the shipping company or its agent, acknowledging the receipts of goods.
- Insurance policy: In case of any accident to the product since the conveying period, according to insurance policy the insurance company will bound to compensate the damages product.
- Certificate of origin: A certificate of origin declares the place of actual manufacturer or growth of the goods.
- Inspection certificate: These certificates ensure the product accuracy according to L/C.
- Commercial invoice: A list, in which contain the total description about the product.
- Packing list: The list would contain the details of goods contained in individual packages.
- This helps in identifying the contents of specified packages and thus may facilitate assessment by the custom.
- Full set of shipping document: The documents to be collected from or endorsed by the customs house.

These documents should be submitted to the bank for negotiation. The respective officer must check all above documents and make sure about the terms and conditions are right or wrong. Thereafter, the nominated bank delivers the full document to the importer bank.

#### **3.1.4 Step-4: Realization of Export Proceeds**

The importer bank can only dispatch the money when all documents are delivered to them. Nominated bank realized the export proceeds within 120 days. The period prescribes by the Bangladesh Bank within which exporter must receive full foreign exchange proceeds of exporter in four months if the receipt of the full proceeds of any shipment is delayed beyond the period without a special authority from the Bangladesh Bank. Branch can make payment to the exporter by passing the Accounting Vouchers. The exporter will be liable to action under FER Act, 1947.

### 3.1.5 Step-5: Reports

After receiving the payment, branch certifies on the reverse of the triplicate copy of the form which retained with them and forward it to the Bangladesh Bank with the usual return. The quadruplicate copy is retained by the branch for record. The nominated bank must report duplicate EXP form to the Bangladesh Bank within 14 days of shipment.

### 3.1.6 Step-6: Issuing Proceeds Realization Certificate (PRC)

Finally, the nominated bank is issued Proceeds Realization Certificate (PRC) to the exporter. Once the export proceeds are realized, the exporter has to prepare bank certificate. Proceed Realization Certificate (PRC) should be submitted in the standard format issued at Bangladesh bank for which exporters get reduction of an amount of money from their income tax.

### 3.2 Objective:

- To examine and analysis overall foreign trade activities.
- To learn about foreign trade activities (Export).
- To know about how to issuing EXP transaction.
- To be acquainted with the Export.
- To get a practical knowledge about Export procedure.
- To know how to handle Stellar Software by reporting duplicate EXP transaction for Bangladesh Bank.

### 3.3 Methodology

This report has been prepared on the basis of experience gathered during the period of internship and my own learn and understanding. The entire process has been made by collecting primary data which played a vital role and easy to write down the report and secondary data was needed for supportive structured buildup to the report.

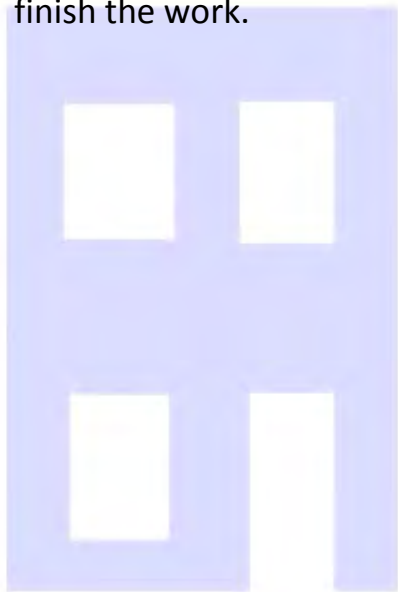
### 3.4 Scope:

With the whole internship period it was a great experience to know and got chance to work in the foreign exchange department. It's also a great achievement for me to learn and implement by practically the entire procedure of export trade.

To be trained about the issuing EXP form, sorting EXP forms, required document checking, payment moods register entry and also got to know regarding Bangladesh Bank reporting. All of these opportunities I had captured in that practical field and also to expand knowledge.

### **3.5 Limitations of the report:**

- Sometimes the concerned personnel may not provide enough time due to rush banking hours.
- As a matter of fact three months is too short after that I had tried to give best effort to my learning purpose.
- The Stellar software is not so much advanced and for this it takes more time to finish the work.



Bank Asia

# CHAPTER FOUR

## 4.PERFORMANCE ANALYSIS OF EXPORTING ACTIVITIES

### 4.1 Bangladesh Exports (1972-2016)

Exports in Bangladesh increased to 196.36 BDT Billion in October from 180.31 BDT Billion in September of 2015. Exports in Bangladesh averaged 33.93 BDT Billion from 1972 until 2015, reaching an all time high of 211.99 BDT Billion in August of 2015 and a record low of 0.05 BDT Billion in February of 1972. Exports in Bangladesh are reported by the Bangladesh Bank.

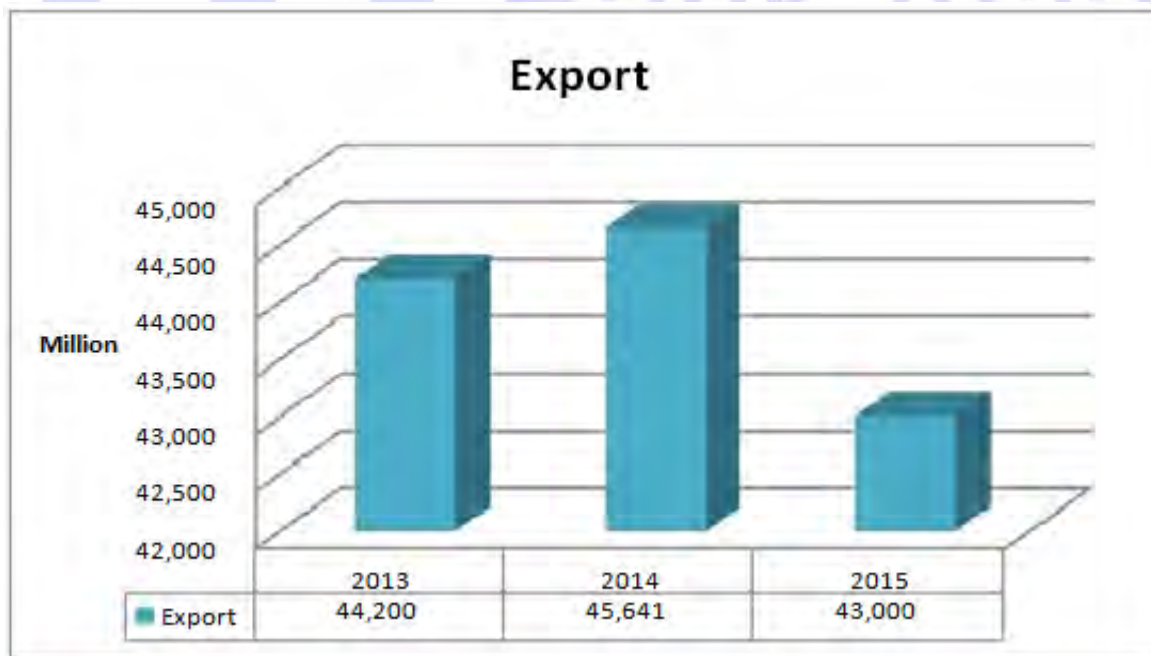


Actual	Previous	Highest	Lowest	Dates	Unit	Frequency
196.36	180.31	211.99	0.05	1972 - 2015	BDT Billion	Monthly

Bangladesh key exports are garments including knit wear and hosiery (80% of exports revenue). Others include: jute goods, home textile, footwear and frozen shrimps and fish. This page provides the latest reported value for - Bangladesh Exports - plus previous releases, historical high and low, short-term forecast and long-term prediction, economic calendar, survey consensus and news. Bangladesh Exports - actual data, historical chart and calendar of releases - was last updated on January of 2016.

Bangladesh is an oriented country which largely depends on the ready made garments exports for its exports earnings . The country is expanding this sector since its liberation . Bangladesh is the second largest garments exporter to European Union. After RMG sector , exports of leather and leather goods takes the second largest exporting industry in Bangladesh which crossed 1 billion dollars in fiscal year 2014-2015 according to data from the Export Promotion Bureau . In 2014-2015 Bangladesh exported leather and leather goods worth 1.13 billion dollars compared with 1.12 billion dollars in previous fiscal year which makes it the second highest contributor to the national exports after garment. Jute and jute goods become the third highest export earners according to data, which worth around 1 billion dollars.

#### 4.2 Current Situation of Exporting Activities in Bank Asia Ltd.

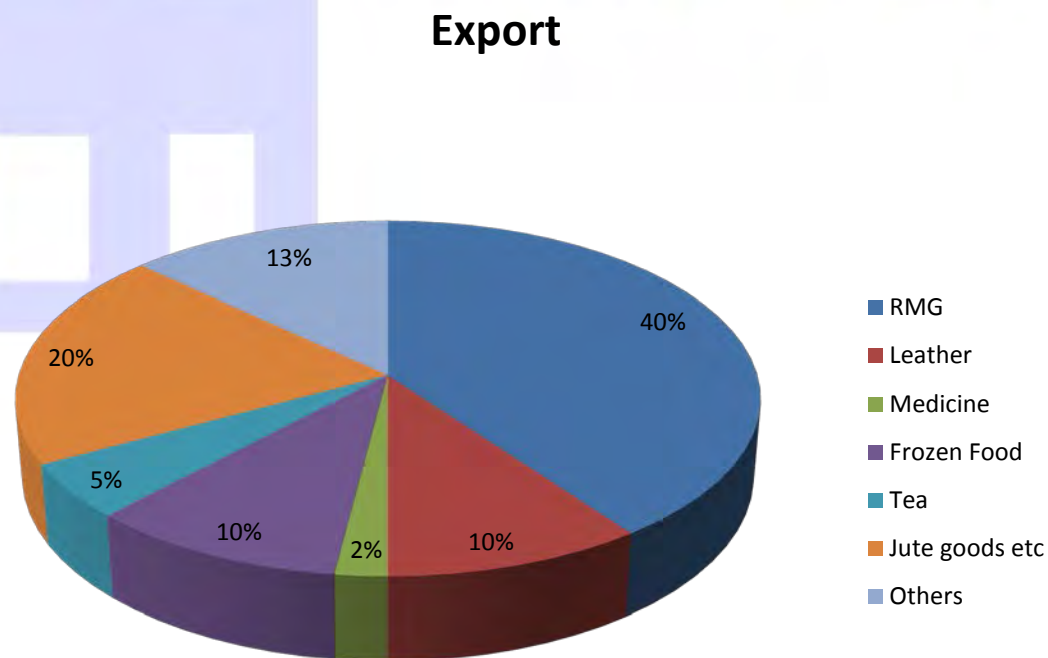


Since 2013 to 2015 export also increased but the scenario was not like import. In 2013, The total export amount is 44,200 million taka. For the next year in 2014 the total export is 45,641 million taka which enhanced by 441 million taka with 1.07% growth to compare with the previous year. In the same way in 2015 export is decreased at 1,641 million taka by the total amount of 43,000 million taka with



-3.94% growths. As I mentioned earlier that political unrest was the key reason for downsizing of export but in 2014, Bank Asia is expecting their growth will be 43% that is definitely a positive sign for national economy. The growth trend should have continued for country development. In order to make the strong economy, export can play an important role. Large extent of export can create a huge opportunity i.e. employment opportunity, can be made strong local currency against foreign currency, build up strong capital market, reduce the poverty and so on. Exported items which are contributed for better growth those are:

- RMG (Ready-made garments) 40%
- Leather 10%
- Medicine 2%
- Frozen food 10%
- Tea 5%
- Jute goods etc. 20%
- Others 13%



**Readymade Garments:** RMG leads the Bangladesh export market, total amount of yearly export 40% is garments goods. About 15 million people are directly dependent on this sector. Cheap labor forces are one of the main reasons for better growth of export.

**Leather:** Bangladesh is capable of producing 180 Million square fit of Leather annually. There are 15 large-scale modern shoe factories engaged in the production of high quality footwear with 2500 smaller footwear units spread all over the country. These units are producing for the domestic market. Over 50 manufacturers are producing various leather items such as travel goods, suitcases, briefcases and fashion accessories, along with belts, wallets, handbags, card holders etc. for overseas export.

**Frozen food:** Fiscal year 2014 and 2015 export of vegetables is over 10,000 MT per year on an average. In fiscal year 2013-2014 fruits and vegetable is export almost 10% of the total export. Shrimp is also one of the most important exported items. Around 1.2 million people are directly employed in the capture and culture fisheries. Overall, 120 million people depend on the fisheries and livestock sector, directly or indirectly, for their livelihood.

**Tea:** Tea is the other significant element of export in Bangladesh, each year tea contribute 5% of total export. The main tea growing areas are: Sylhet, Chittagong & Panchagar. Approximately 58 million Kg teas are produced annually. Major importing countries of Bangladesh tea are: Afghanistan, Iran, Pakistan, UAE, Saudi Arabia and Russia. In our country produce organic tea; this main concept is chemical free production. Kazi&Kazi Tea Company produce this tea in Panchagar. Since 2008 they export this tea in United Arab Emirates country.

**Jute and Jute goods:** Since 2013 to 2015 jute made products demands have been created in Europe market. About 20% jute products are exported from Bangladesh over the last two years. As a result, a large scale employment

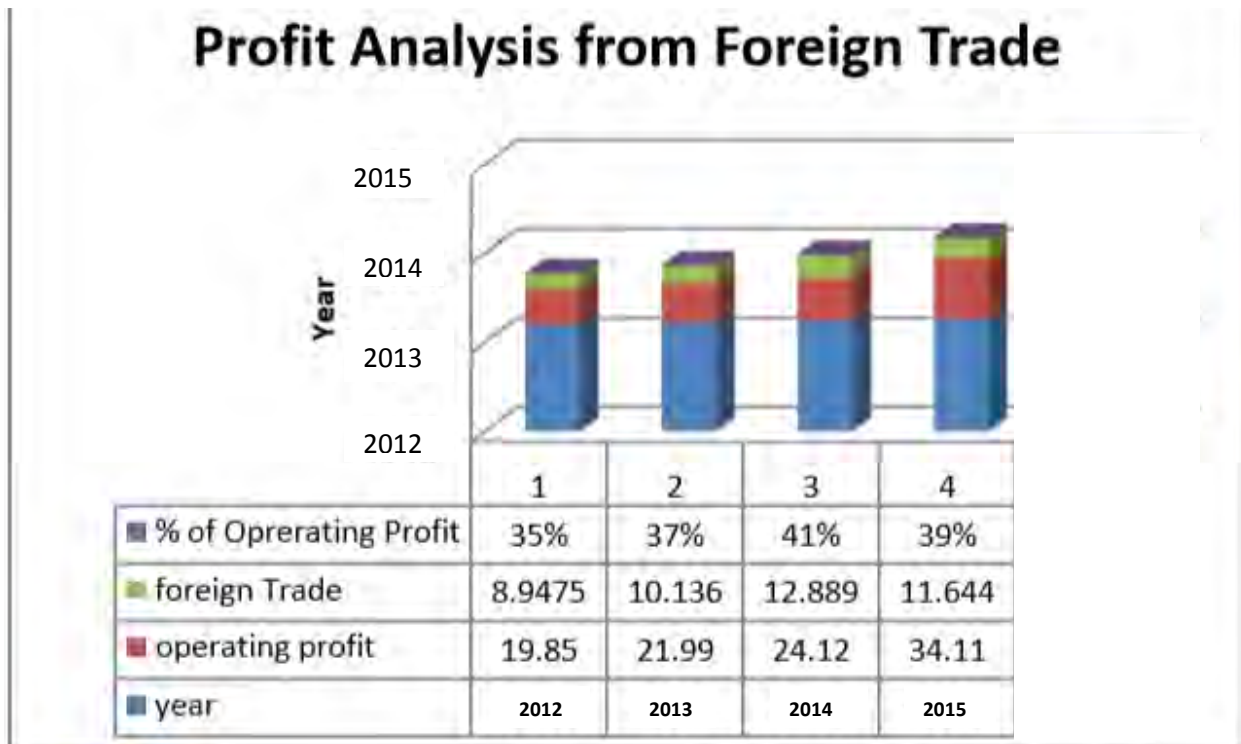
opportunity has created. And it also again contributes to the national economy as like before.

**Medicine:** As of late we have seen, that our pharmaceuticals industry keeps contribution in economy by export earning remittance. The total amount of export 2% is goes for pharmaceuticals industry. SQUARE, BEXIMCO, and OPSONIN kept the big role for this sector.

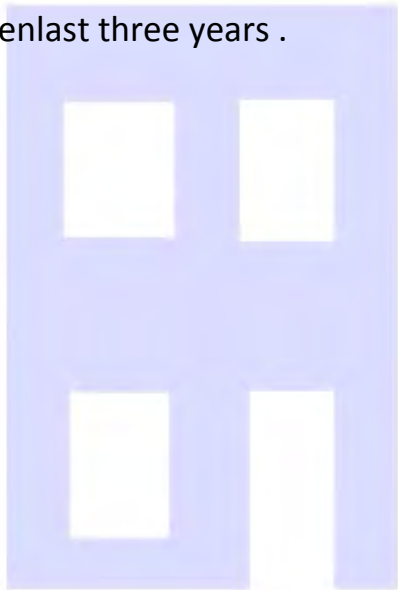


Bank Asia

### 4.3 Profit Analysis

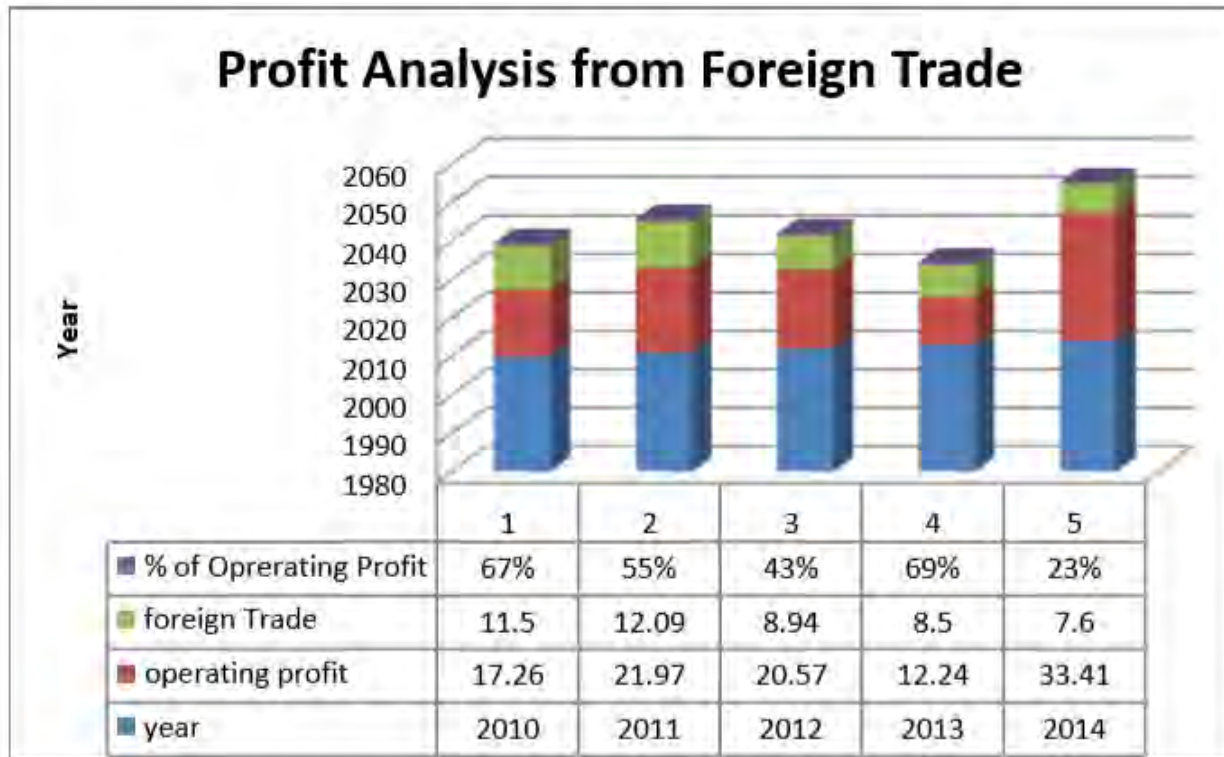


This graph mainly shows the contribution of profit from foreign trade. In this graph this is shown that the total operating profit and the amount earn from foreign trade. If we compare between 2012 to 2014 we can say that in 2014 foreign trade contributed 41%of the total profit which is higher than the percentage of previous two years. In 2015 income from foreign trade is 11,644 million taka which contributed 39% of the profit. Compare to the previous year the percentage is decreased because of political unrest which results small amount of exported and imported goods which shows less percentage of profits form Foreign Trade Department . As Bank Asia Ltd is becoming more efficient in Foreign Trade activities and started to take huge amount and volume of export and import documents from their clients which results more profit in 2015 thenlast three years .



Bank Asia

### 4.3 Cross-sectional analysis between Bank Asia Ltd and Eastern Bank Ltd



This graph mainly showed the contribution of profit from foreign trade of Eastern Bank. Here we can see that in 2010 to 2012 the contribution from foreign trade, growth rate is decreasing. In 2013 it is increased by 69% but in 2014 it decreased by 23% which is a very bad sign for the bank. It indicates that the bank did not do well in import and export business. As a result it is decreasing.

### 4.4 Comparison between Bank Asia Ltd and Eastern Bank Ltd

If we compare between Bank Asia and Eastern Bank we can say that Bank Asia perform better. Because Bank Asia's growth rate is more stable then Premier Bank. Though Bank Asia's contribution percentage from foreign trade on profit is decreased only for one year among this five year but Eastern Bank has a decreased growth rate and within this five year its growth rate is decreasing day by day .Bank Asia also have a decreasing growth rate but this had only for one year then its growth rate is increasing. So we can say that Bank Asia is performing well than Eastern Bank.

## CHAPTER FIVE

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### 5.RECOMMENDATION AND CONCLUSION

#### 5.1 Recommendation:

Though Bank Asia is one of the best bank and it is also performing well but this bank specially MCB, BananiBranch need to focus on some factors. To get improvised the export and import sector of Bank Asia Limited, I have recommended to the company (MCB, BananiBranch) which factors should be given more importance. These are following below:-

Bank Asia should keep an eye on the growth of export & import while it's tend to turn into negative.

Bank Asia MCB, Banani Branch is well decorated and also having a talent pull of employees there is no doubt, but there is a shortage of employees so Bank Asia should get enhanced the employee in foreign trade.

Bank should more concentrate on all categories client.

Bank Asia operating software "STEALER" should be changed, because most of the time it does not work which hamper employees attention and also consume more time. In order to get higher customer satisfaction the bank has to concentrate more on employee satisfaction, which will lead to higher quality of services. The employee should be awarded means giving them over time payment.

#### 5.2 Conclusion:

I have prepared this report while I was doing my internship at the MCB, BananiBranch of Bank Asia limited. The banking sector of Bangladesh is in its growth stage. The banks of Bangladesh are a major source of revenue for the Government and are a very large employer of people. The banks were seen as the cash cow for the economy and funds for the Government growth targets for

sectors of the economy could be channeled through the banking system. Export and import are playing key role to our country's economy and each of bank is behind this massive success. Every bank builds up with a different activity on which they are specialized so as Bank Asia is specialized on Export and Import activities. From the beginning of this report I tried to show how Bank Asia does their export activities and on the basis of their activities how they performed in last four years. From the performance analysis we have seen that if government retain country's political situation stable than growth of both export & import rises. In 2012 & 2014, Bank Asia had positive growth in export & import but later in 2015, growth was negative in both sectors. From 2016 Bank Asia is expecting that growth will touch 50% in export sector if everything goes well. We also analysis the percentage of contribution from foreign trade on profit and found that Bank Asia is performing well. We also compared Bank Asia with Eastern Bank on the basis of the profit contribution from foreign trade and found that Bank Asia's growth rate is increasing then Eastern Bank.

## CHAPTER SIX

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### 6. REFERENCES

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