



Karachi

POST EVENT REPORT

SINDH

Exploring Sectoral Opportunities in Sindh under CPEC



MASS TRANSIT & TRANSPORT, PPP



INFORMATION TECHNOLOGY



SPECIAL ECONOMIC ZONES



AGRICULTURE



PHARMACEUTICAL



TEXTILE



LIVESTOCK



FOOD PROCESSING



AUTOMOBILES

14th March, 2022 (Sindh Chapter | Karachi)

CPEC

INDUSTRIAL COOPERATION B2B INVESTMENT CONFERENCE



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FOREWORD

China is moving towards high-end industrial manufacturing with the introduction of a dual circulation economy strategy as per the 14th Five Year Plan, and this has resulted in the rising phenomenon of Chinese industrial relocation to other countries around the world. Considering this paradigm shift of China moving towards the approach which envisages less reliance on heavy industries by increasing the share of the strategic emerging industries, coupled with opportunities presented by the original Belt and Road initiative, Pakistan can bank on this prospect and rapidly expand and diversify its industrial landscape.

The China Pakistan Economic Corridor's apex forum "Joint Cooperation Committee (JCC)" has assigned the Board of Investment (BOI), Pakistan, the task to facilitate, coordinate, implement, monitor, and evaluate the industrial cooperation under CPEC from Pakistan's side. An MoU on Industrial Cooperation was signed between Pakistan and China on 20th December 2018. In this context, a Project Management Unit (PMU) on CPEC IC was established in the Board of Investment (BOI) to take forward the second phase of China Pakistan Economic Corridor Industrial Cooperation (IC).

Since its inception, PMU CPEC IC has continued to work tirelessly to enable Pakistan to navigate and emerge stronger from this bilateral initiative. The dialogue on Industrial Cooperation under CPEC & SEZs framework, KPK Chapter of IC B2B Conference, Punjab Chapter of IC B2B Conference, Textile Sector diagnostic study, Mines & Minerals Sector Symposium, Special Economic Zone Regulations modernizing and digitization, and webinars held in pursuit of Industrial Cooperation, are

testimony to the commitment from Pakistan Government in spurring economic growth via technology transfer and FDI inflow from China.

The PMU CPEC IC would like to present this report of the CPEC Industrial Cooperation B2B Conference, held on 14th March 2022, in Marriott Hotel Karachi. The aims of the conference were: -

- To create awareness about Pakistan's investment framework & incentives, and role of Board of Investment (BOI) being the convenor of Joint Working Group of Industrial Cooperation under CPEC to attract Chinese investment in Pakistan.
- To facilitate interaction by providing a suitable platform to foreign (especially Chinese) and local businessmen and entrepreneurs under the auspices of CPEC.
- To exhibit potentials in different sectors of the province of Sindh including ready to launch projects for JVs and B2B cooperation.
- To explore possibilities of relocation of Chinese and other foreign industries into Pakistan

Over 600 participants both from the Chinese and Pakistan business community attended the conference. The conference also focused on marketing of Public Sector and Private projects available for investment in the region in different sectors. The Special Economic Zones and other Industrial Parks of the province of Sindh were also brought into spotlight.

The endeavors taken by PMU CPEC IC other than Investment Conferences over the brief period of time since it was established are summarized below: -

- BOI in collaboration with its Chinese counterpart, China Council for International Investment Promotion (CCIIP), has developed a Pakistan China Business-to-Business (B2B) Investment Portal (pakb2binvestmentgrid.com) to provide a JV matchmaking platform for Pakistani and Chinese companies. Securities & Exchange Commission of Pakistan (SECP) registered Pakistani companies which will register through this portal will be provided an opportunity to find suitable Chinese partners to invest in future joint ventures and other mutually beneficial endeavors.
- Likewise, with BOI's efforts the scope of income tax exemptions available in SEZs has been further widened to include exemption from minimum turnover tax, that was being charged up to 1.5% of the turnover from zone enterprises and zone developers. Moreover, to encourage public-private partnership in SEZ development, concession, and exemptions available to the developers of SEZs have also been extended to the co-developers of the SEZs. Similarly, the earlier available income tax holiday for the zone developers has been extended from 5-years to 10-years. Additionally, the one-time custom duty exemption available to SEZ investors on import of plant and machinery has been revised to replace plant and machinery with a more encompassing and liberal "capital goods".
- The Board of Investment (BOI) has recently notified "Sole Enterprise Special Economic Zone (SEZ), Regulations 2020" to facilitate serious investors to set up single unit SEZ, subject to fulfillment of policy criteria, and "SEZ Zone Enterprise Admission and Sale, Lease, and Sub-lease of Plot Regulations 2021" aimed at providing the Standard Operating Procedures (SOPs) to safeguard the interests of the zone enterprise(s) while their application(s) are considered by the SEZ Committee for admission into an SEZ, and subsequent sale, lease, and sub-lease of plots. These regulations have set the legal foundation for the "SEZ MIS Module" which has recently been launched by the BOI to ensure automation and transparency in processing of zone applications and enterprise admission application in SEZs.
- With regards to other incentives, one of the major incentives, is provision of utilities to the zero point of each SEZ. As a result of BOI's coordination with the line ministries, over past two years, funds amounting to Rs. 23.5 billion have been allocated from the Public Sector Development Programme (PSDP) for provision of utilities for all the SEZs.
- BOI and the National Development & Reform Commission (NDRC), China, have signed the Framework Agreement on Industrial Cooperation under CPEC on, 4th February 2022. The agreement reaffirms prioritized development and operations of the 9 CPEC SEZs, with primary focus on the early completion of Rashakai SEZ in KP, Allama Iqbal Industrial City in Punjab, Dhabeji SEZ in Sindh and Bostan SEZ in Balochistan. For

colonization of these SEZs, business-to-business matchmaking mechanism of Pakistani and Chinese enterprises has also been emphasized which will proliferate the people-to-people and institution-to-institution linkages.

It is noteworthy to mention that the Industrial Cooperation chapter, which is the linchpin of the second phase of CPEC, is open to third country participation, that calls for increased international investment from various countries in CPEC SEZs.

The Sindh Chapter investment conference was designed to foster interaction, learning and ‘matchmaking’ of concrete investment opportunities. It was structured to include plenary context setting, and sessions around priority sectors and SEZs with high level speakers from the public and private sectors of Pakistan and other countries, especially China. The highlight of the conference was the B2B sessions whereby interested companies, both from Pakistan and China, presented their investment proposals seeking JV partners.

The PMU would like to express gratitude to, the then Advisor to the PM on Commerce & Investment Mr. Abdul Razak Dawood, former SAPM for CPEC Affairs Mr. Khalid Mansoor, the Minister for Industries & Commerce Sindh Mr. Jam Ikramullah Khan Dharejo, and Consul General, Consulate General of China in Karachi, Mr. Li Bijian.

We are also grateful to the worthy speakers who shared their knowledge and provided valuable guidelines on CPEC Phase-II and the way forward. We would also appreciate the participants who attended the conference with keen interest and made it a huge success.

PMU also acknowledges the critical and full-fledged support extended by the team of Sindh Investment Department which

contributed towards execution of the event at the venue.

Lastly, PMU acknowledges the efforts of its own staff who played due role behind the scenes to make the event a success. This is in continuation of a series of investment conferences conceived by PMU which started from Khyber Pakhtunkhwa Chapter, proceeded to the Punjab Chapter, and reached the Sindh Chapter. Further conferences are planned and, in the pipeline, to promote the potential of all areas and provinces of Pakistan to enhance the process of Industrial Cooperation.

Despite every effort to make the compilation of data authentic, errors and omissions are excepted. The information presented is only for the benefit of facilitation of investors and should not be used to quote any person or institution/ministry/department.

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EXECUTIVE SUMMARY

The Federal Board of Investment (BOI), in collaboration with the Sindh Investment Department, i.e. BOI's counterpart from Government of Sindh organized a successful CPEC Industrial Cooperation B2B Investment Conference in Karachi on 14th March 2022 where the then Advisor to the Prime Minister on Commerce & Investment, Mr. Abdul Razak Dawood, Minister of State & Chairman BOI, Mr. Muhammad Azfar Ahsan and Secretary BOI, Ms. Fareena Mazhar were the keynote speakers, while other speakers included then SAPM on CPEC Affairs, Mr. Khalid Mansoor, H.E Li Bijian, Consul General of China in Karachi, Minister for Industries, Commerce, Sindh, Mr. Jam Ikramullah Khan.

The gathering was attended by 100+ Chinese participants and around 500 Pakistani participants. The Board of Investment in collaboration with its provincial counterpart successfully sensitized potential investors about the investment regime of Pakistan during the inaugural session which was followed by a B2B interaction between the Sindh Provincial Government and Chinese and Pakistani companies.

The following outcomes were achieved through the subject event.

1. The Federal and Sindh Government made the public and potential investors aware of the federal and provincial policies both at CPEC and non-CPEC levels.
2. The Federal and Provincial Governments deepened the mutual understanding regarding the policies and priorities of both sides.

3. Matchmaking was done between the Sindh Government, local investors, and the foreign Investors, both during the breakout sessions of the B2B conference and networking dinner. The matchmaking was done especially in the priority sectors identified for the said conference, which included, the Special Economic Zones, Food Processing Agriculture & Livestock, Information Technology, Public Private Partnership, Mass Transit & Urban Development, Automobiles and Pharmaceuticals. Following are a few highlights of the interactions facilitated during the conference

- a) The essence of the CPEC Industrial Cooperation B2B Investment Conference in Karachi was the sectoral B2B sessions, whereby the Sindh Government, and the leading Chinese companies along with the prominent Pakistani companies presented project proposals. The relevant provincial departments and companies were allotted to different sectoral Breakout-Rooms for facilitating targeted matchmaking with the potential investors. These provincial organizations included, Sindh Investment Department (as the Special Economic Zones Authority Secretariat of Sindh), Federal Engineering Development Board, Planning & Development Department Sindh, Sindh Enterprise Development Fund, National Incubation Centre, Sindh Urban Development Department, Sindh

Public Private Partnership Unit,
Housing, Sindh Economic Zones
Management Company, Special
Economic Zone Authority
(SEZA) Sindh, Pakistan
Industrial Development
Cooperation and United States
Pharmacopeia etc.

4. A Signing Ceremony for Award of Production Certificate to M/s Service Long March Tyres (Private) Limited.
5. Through the sectoral Board Rooms, the B2B matchmaking between the Pakistani and Chinese enterprises was also ensured. Furthermore, following the meetings, the Public and Private sectors projects were shared with all the participants, who are encouraged to engage BOI for assistance, and are being regularly followed up with.
6. By fully engaging the All-Pakistan Chinese Enterprise Association (APCEA) during the Karachi B2B Conference, the Board of Investment has paved the way for cooperation between APCEA and BOI on the Pak China Business and Investment Forum (PCBIF). The latter has been recently launched under the witness of the Prime Minister of Pakistan and includes the leading companies from both Pakistan and China under the convenorship of the BOI and APCEA, supported by the Chinese.

LIST OF ABBREVIATIONS

BOI	Board of Investment
BRI	Belt and Road Initiative
CARs	Central Asian Republics
CEO	Chief Executive Officer
CPEC	China Pakistan Economic Corridor
PMU	Project Management Unit
SEZ, FTZ	Special Economic Zone, Free Trade Zone
JVs	Joint Ventures
FDI	Foreign Direct Investment
IC	Industrial Cooperation
R&D	Research & Development
SAPM	Special Assistant to the Prime Minister
MOS	Minister of State
CAGR	Compound Annual Growth Rate
SECP	Securities & Exchange Commission of Pakistan
PRMI	Pakistan Regulatory Modernization Initiative
PPP	Public Private Partnership
SME	Small & Medium Enterprises
DBRIU	Doing Business Reform Implementation Unit
CLICK	Competitive and Livable City of Karachi
OEM	Original Equipment Manufacturer
API	Active Pharmaceutical Ingredient

INNAUGURAL SESSION



Speakers: Inaugural Session

1. Minister of State/Chairman, Board of Investment, Mr. Muhammad Azfar Ahsan
2. Special Assistant to the Prime Minister on CPEC Affairs, Mr. Khalid Mansoor
3. Secretary Board of Investment, Ms. Fareena Mazhar
4. Chief Secretary Sindh, Mr. Mumtaz Ali Shah
5. Consul General of China in Karachi, Mr. Li Bijian
6. CEO Service Long March Tyre, Mr. Omar Saeed
7. Advisor to the PM on Commerce & Investment, Mr. Abdul Razak Dawood

Welcome Address by MoS/Chairman Board of Investment



“BOI and National Development & Reform Commission signed the long-awaited framework agreement during PM’s recent visit to China”.

Former Minister of State and Chairman, Board of Investment Mr. Azfar Ahsan welcomed the guests to the third in series of investment conferences organized to bridge the gap between public and private sectors for meaningful partnerships. He said that since 2016, BOI has been designated as the lead agency for industrial cooperation under China Pakistan Economic Corridor.

Emphasizing the importance of 2nd phase of CPEC, he said that BOI would continue with investment promotion, facilitation, and industrial cooperation, and called for enhanced role from industrialists, private sector, and the business community. He informed the audience regarding Dhabeji and Karachi comprehensive coastal development zone project (KCCDZ) which have been included under the auspices of industrial cooperation.

He encouraged the private sector to play an engaging role in the second phase of CPEC, while the government will remain a regulator. Several of the government initiatives like Ease of Doing Business, regulatory reforms, structural reforms in the tax system and availability of energy inputs at regionally competitive prices were informed by him. Additionally, he apprised about government of Pakistan’s already launched conducive policies including, Electric vehicle policy, Mobile Device Manufacturing Policy, construction policies, sole enterprise SEZ regulations 2020 and SEZ enterprise admin

and sale lease, sub lease of plots regulations 2021 to increase investment in Pakistan.

Three CPEC SEZs were also mentioned i.e., AIIC in Punjab, Rashakai in KP and Dhabjei SEZ in Sindh. He said that Dhabeji is the most promising SEZ due to its ideal location and he is glad that the concession agreement has been accorded and soon the SEZ will enter its development stage. He also informed that BOI and National Development & Reform Commission signed the long-awaited framework agreement during PM's recent visit to China. The landmark agreement contains affirmations between the parties in terms of rapid industrialization through SEZs, enhance FDI through relocation of Chinese industries, effective B2B ties through Pak China business JVs, export led growth through the Chinese enterprises besides numerous other direct and indirect benefits for the country.

Similarly, he elaborated regarding BOI's collaboration with the China council for international investment promotion (CCIP), as a result of which Pak China investment portal has been developed to populate the data of Pakistani companies who are worthy of JVs with Chinese companies. Both local and Chinese companies are being encouraged to register in the portal to bridge the gaps between Pakistan and Chinese companies. Pakistan China business & investment forum (PCBIF) has also been established under the patronage of BOI and Chinese Embassy to further the agenda of partnership. The PCBIF forum was inaugurated by the PM with the objective of promoting bilateral business and investment endeavors.

He urged all to interact with the project management unit of BOI (PMU, CPEC-ICDP) to know further about this forum and encouraged to be part of this forum for

exploring opportunities. He said that today's conference will ignite the spirit of true B2B cooperation by taking on board all the sectoral stakeholders.

Talk on Investment Regime in Pakistan by Secretary, Board of Investment



"BOI is the lead agency for reforms under EoDB, Pakistan Regulatory Modernization Initiative, Industrial Cooperation under CPEC, and secretariat for Special Economic Zones"

The Secretary BOI Ms. Fareena Mazhar welcomed all to the conference exclusively organized to promote investment opportunities, special economic zones, and business to business matchmaking of Pakistan and Chinese companies. She provided an overview of the investment regime in Pakistan through her presentation.

BOI was established with the broad-based objective of promotion of investment in all sectors of economy, facilitation of local and foreign investors for speedy materialization of their projects, enhancement of international competitiveness and contribution to economic and social development. Visa facilitation, establishment of branch and liaison office, providing information on investment opportunities and facilitating companies looking for joint ventures are also under the mandate of BOI.

Giving a rundown of reasons to invest in Pakistan, she said that is strategically located to become Asia's premier energy and transport corridor is the gateway to CARS, financially liquid gulf region and economically enhanced far eastern tigers. The Pakistani market of 220 million inhabitants is teeming with opportunities, offering its investors with an ever-expanding middle class, young energetic workforce, and population. An added advantage is its large trained and English-speaking labour force. Lucrative incentives offered in SEZs make Pakistan a promising regional economic hub. It has key natural resources, making it an attractive destination for investments.

She said that the investment regime in the country is very liberal. All economic sectors are open to foreign investment, except a few specified restricted industries like arms and munitions, explosives, radioactive substances, security currency and mint. Equal treatment is to be meted to local and foreign investors. Foreign equity is allowed up to 100%. Remittances of royalty, franchise and technical fees, profits, dividends, and capital gains are allowed. Investors can borrow from both foreign and local banks, and foreign investment is fully protected under the laws of the land. Visa on arrival for 95 countries have been introduced, and foreign companies can open branch and liaison offices in the country.

To provide legal cover to the foreign investors, Pakistan has signed Bilateral Investment Treaties (BITs) with 48 countries and Avoidance of Double Taxation Agreement (ADTA) with 52 countries. In the Ease of doing business rankings, BOI jumped significantly from 147 to 108 in two years (2018-2020). The country is home to renowned multinationals which is testament to the lucrative investment potential it poses

for the foreign investors. The priority sectors are food processing, logistics, textile, automobiles, IT, housing & construction, tourism & hospitality, and pharma. Industrial base is there but there is huge potential of increasing industrial efficiency through technology transfer.

She further briefed that the government of Pakistan also adopted the concept of SEZ with the commencement of SEZ ACT 2012. The incentives include onetime exemption custom duty and taxes exemptions on import of all capital goods, for the development, operations, and maintenance of SEZ both for developer as well as zone enterprise. And exemption on income tax for a period of 10 years.

BOI is also the SEZ secretariat and SEZ authority for the federal SEZ responsible for coordination of activities, processing of zone applications, reviewing development agreements, international/domestic promotion of investments, processing additional incentives, facilitating SEZ authorities, and SEZ authority for Islamabad.

There are 22 approved SEZ in the country and area of 15, 624 acres at present has been declared to be under the SEZ. These are high end commercial manufacturing and technology hubs, each dedicated to investments clusters of different sectors. 9 out of these falls under CPEC framework. Rashakai, AAIC, Bostan and Dhabeji are early harvest SEZ. CPEC SEZs are also open for third country participation and investors from any country can invest and are given equal treatment by the government of Pakistan.

BOI is also taking lead on the PRMI project with the objective to reduce compliance burden on businesses and improve the effectiveness of the regulatory regime. The

final product of PRMI is the establishment of Pakistan business portal which will be an online one stop shop for business licensing, registrations, NOCs through an online system linked to all government departments, aiming to facilitate investors with enhanced ease of doing business measures.

Under the PRMI, BOI is hoping to map all the business regulations, laws and make them available online. Furthermore, to analyze the usefulness of all the business regulations, eliminate unnecessary regulations and simplify compliance requirements through consultations, automate compliance with business regulations, ensure e payment for all the relevant charges.

BOI is also the lead agency on industrial cooperation under CPEC, designated by the joint cooperation committee of CPEC. The CPEC framework operates on 1+4 cooperation mode, with CPEC as one core and Gwadar, energy, transport, infrastructure, and industrial cooperation as 4 priorities. In the long-term plan signed in 2017 provides conceptual framework of CPEC and macro guidance for its implementation. The industrial cooperation long term plan provides the overview of its key cooperation areas and the envisaged objectives. The CPEC phase II is essentially defined by these objectives whereby the BOI is taking the lead on special economic zones, relocation in investment of Chinese and foreign companies and b2b matchmaking of these companies with the Pakistani businesses. The Joint Cooperation Committee led by the NDRC of China and the Ministry of Planning Development & Special Initiatives of Pakistan is the apex decision making body of CPEC under the JCC. BOI is the lead agency on industrial cooperation JWG. Initially 9 CPEC SEZ sites were selected by both sides, and BOI held

SEZ trainings to the provincial governments on its effective development & operations. In 2018 BOI and NDRC signed an MOU on IC which defined the contours of the collaborating activities between the two parties. Rashakai, AAIC, Bostan, and Dhabeji SEZs were approved through the JWG IC platform. In line with the MOU a team of Chinese experts conducted Industrial Diagnosis of the textile sector in Pakistan to identify sector gaps and provide recommendations for its improvement. Through the PSDP funding, provision of utilizes was ensured by the BOI and similarly the BOI has also facilitated Pak China B2B joint ventures like Daewoo Double Star and Service Long March Tyre manufacturing joint ventures. Recently the Karachi coastal development comprehensive zone has also been included under the CPEC framework through the JWG on IC.

Long awaited framework agreement on IC ever since we signed the MOU in 2018 has been signed between BOI and NDRC of China which will foster IC between the two countries. The agreement reaffirms the prioritized development of 9 SEZs with the primary focus on early completion of Rashakai SEZ in KP. AAIC in Punjab, Dhabeji SEZ in Sindh and Bostan SEZ in Balochistan. For the colonization of these SEZs B2B matchmaking of Pakistani and Chinese enterprises has also been emphasized which will also facilitate P2P and I2I linkages.

Pakistan China Business & Investment Forum was launched by the joint efforts of the BOI and APCEA. The PM himself inaugurated the PCBIF on 3rd January 2022. PCBIF will rejuvenate further avenues of bilateral investment cooperation in the form of joint ventures and other mutually beneficial partnerships between Pakistan and

China. It will not only contribute to enhance B2B ties but also build P2P relations between all-weather friends. The steering committee is the decision-making body of PCBIF and consists of 19 Pakistani and 18 Chinese companies.

In the end she apprised that the PCBIF is established to promote sustainable bilateral business and investment endeavors, to engage the governments of Pakistan and China to promote mutually beneficial business and investment projects, to facilitate Chinese businesses which are interested to relocate and invest in the country, to enhance cooperation and develop synergy along various industrial sectors, to promote joint business and investment initiatives, for strengthening B2B and P2P ties, to serve as a platform for the facilitation of B2B investment collaboration and joint ventures, to collect and secure all the data information concerning bilateral economic collaboration and publicize the ongoing industrial cooperation projects.

Consul General of China in Karachi



“China is ready to share all the experience of fast growth of economy with Pakistan”

Mr. Li Bijian extended congratulations to BOI for organizing the event. He said that with the joint efforts of Pakistan and China

the first phase of CPEC has recorded tremendous achievements and made remarkable contributions to the socio-economic development of Pakistan. The first phase featured infra structure cooperation, like power energy road and transportation. In which most of the projects were implemented under the guidance of G2G framework. The second phase has already started with focus on industry, agriculture, and socio-economic cooperation where B2B shall be the main feature of cooperation. The business communities of both countries especially the private businesses are the key players in the second phase.

He said that Sindh province is better placed to attract investment and B2B cooperation due to geological locations, vast population fine infrastructure like highways railways seaports especially skills expertise and experience in development industrial zones. This region has become home of many projects in first phase, like thar coal power plant block 1 and 2, Qasim and UEP Wind farms and solar mirrors, and M5 expressway, it is firmly believed the province will play an even better role in second phase of CPEC. Investment is always a two-way affair and requires the steady joint efforts, dedication, and support from the angle of investors from China, while the local partner contributes with the sheer better understanding of laws regulations and of doing business in Pakistan. Reliable partners carry our duty and are aware of issues and solutions. From the angle of host country, the relevant federal and provincial departments may further ease of doing business especially effectively address the hurdles of policy and orientation customs clearance, tax holidays foreign exchange and remittance, training, land acquirement, facility and utility provided, security

protection, visa facilitation and providing one window service.

He apprised that in 1978 China started reforms and opened up its policy due to which in past 30 years China economy has witnessed fast growth and one of the most important achievements and secret is that to develop special economic zones in China. For that China provided all the policy incentives and one window services to help investors to solve their issues. The local government always provide free land for some years, and China is ready to share all this experience with Pakistan.

Lastly, he stated that Govt of China always places importance to further strengthen bilateral relations and cooperation with Pakistan. Commitment to CPEC is strong and lasting, while the consulate is ready to work even more closely with the concerned federal and provincial authorities to further facilitate bilateral trade investment cooperation, encourage more Chinese companies to explore investment opportunities in Pakistan and Sindh, provide more policy advise, and assist the Pakistan counterparts to conduct investment roadshows in China.

ADDRESS BY THE CHIEF SECRETARY SINDH



“Engaging relevant Chinese counterpart for transforming SMEs is very essential”

The esteemed guest appreciated BOI for organizing the event. He remarked that this indeed is a very timely initiative for collaboration and matchmaking activities between foreign and local business communities. He commemorated the BOI and CCIIP for developing the business-to-business investment portal and assured of CPEC being a success story. This conference is practical step towards the second phase in which high tech industries, SEZs joint ventures eco systems and other activities for industrial promotion are being focused. Sindh province has great potential for high tech industries, local and international trade, sophisticated services, contribution in international supply chain, modern farming, food processing, science, and technology along with efficient and accessible labor and smooth availability of raw materials. This conference can be a way forward for utilizing the potential of this province by the support of knowledge economy and investment. Government of Sindh with support of federal government is focusing on priority sectors, regulatory reforms, and central and innovative business environment. The development of e-commerce eco systems techno-oriented agriculture and food sector, uplifting green and blue economy and state of art special economic zones for environment friendly and industrialization are the top priorities. Sindh Government is therefore committed to support the investment and improve the investment climate. He appreciated the leading role of planning & development departments and the ministries of federal and provincial governments which have provided the infrastructure support to all these projects, specially providing the energy and water supply to special economic zones.

He further said that Sindh province has successful track record for public private partnership legal framework and its first viable law in the country. Under this initiative, Hyderabad Mirpur khas dual carriageway, Karachi Thatta dual carriageway and many initiatives in health and education have been successful completed. These projects have increased market access, connectivity urban and rural enterprises, quick access to raw and finished products, increased tourist and traveler's ratio and improved overall socio-economic conditions of the province. Public partnership unit of govt of Sindh is providing enabling environment for the private investment under friendly legal and regulatory framework with cost recovery and PPP financing arrangements. Sindh is trying to uplift the SME's which create employment and development and add value to economic activities and innovations in the sector. During the covid 19 pandemic most of the SMEs were affected due to lack of ecommerce capability and modern technology. There is need for supporting SMEs with adequate incentives as well as innovative policy and legal framework. Thus, engaging Chinese counterpart for transforming SMEs is very essential.

In the end he invited Chinese SME development section for working with relevant departments of govt of Sindh, particularly industries & commerce department. Success of the nations of industrialization are based on sound and prosperous SMEs. He also welcomed and invited all local investors to invest in Sindh province which has endless opportunities and tremendous prospects of high growth and high return. The province is always ready for proactive and effective role in CPEC and collective ventures with our Chinese friends

as well as all other friends who want to invest in the province of Sindh.

SPECIAL ASSISTANT TO THE PRIME MINISTER ON CPEC AFFAIRS



"This is the time for Pakistan to create an environment and persuade Chinese to come to Pakistan and start investing/relocating"

Starting with the history of CPEC, he apprised that there was a severe energy crisis when CPEC started. Power generation was based on imported expensive fuel. China was requested to help to essentially alleviate the power crisis and bring back the GDP which had deteriorated.

CPEC was started with the objectives to promote bilateral and regional connectivity, economic integration, and to develop and promote investment, trade, and logistical cooperation. There were three phases (major economic bottlenecks to economic & social development addressed), first was early harvest & short-term projects (period of expansion and development), medium term projects, and long-term projects (mechanism for sustainable economic growth and CPEC will play leadership role).

Describing CPEC outcomes, he stated that 25-billion-dollar investment has been achieved, with more than 5,300 MW power generation capacity, 880 KM line from Matiari to Lahore (660 KV line), and 3,500 MW power projects under implementation,

while 4,144MW projects are at last stage of completion. The focus now is on environmentally friendly projects. Transport infrastructure (1,800 Kms of new highways, motorways, and urban mass transit), 820 KM of optic fibre has been laid and development of Gwadar port (international airport is under advance stage of production, 30% has been completed. ML1 1,733 KM will be soon under execution, and Karachi Comprehensive Coastal Development Zone which will bring paradigm shift in that area.

He said that 9 SEZ are under purview of CPEC, 4 SEZ in each province and Gwadar Free Zone in which investments are open to investors from all over the world. Explaining about the vision of phase II, he said that it is to accelerate socio-economic development of Pakistan by bringing industrial, technological, and agricultural revolution through Chinese investment and transfer of technology. It will enable export growth, import substitution, create local employment opportunities, and make Pakistan a manufacturing hub. For that, linkages with Government entities, SOE's, private companies, financial institutions, and provinces in China is essential.

He stated that there are 147 companies operating in Pakistan. Formulation of consistent and convergent policies for priority sectors is needed. Also, replicating what China has done will prove to be beneficial i.e., when Industry was maturing in Europe and North America, they offered SEZ with special incentives. China is transiting into high tech industry, and this is the time for Pakistan to create an environment and persuade Chinese to come to Pakistan and start investing/relocating. Skill development & Training & Development institutes like the one in Gwadar, are necessary also.

Discussing about the reasons to invest in Pakistan, strategic location and Global connectivity, competitive regional labour costs, adequate and young population available in Pakistan (80% of the population is less than age of 40), competitive regional SEZ incentives were identified.

Briefing about Dhabeji SEZ, he said it is in Karachi and it is getting into execution. It has 1,500 acres of land and the developer has already been selected through competitive bidding. There are a number of areas for investment in Dhabeji like light engineering, automotive and auto parts, chemical and pharmaceuticals, textile etc. Also, 5 MW electricity will be provided in April, the total supply of electricity for which PSDP funds have been approved is 250 MW of power. 14 million cubic feet per day gas will also be supplied.

There are 11 Joint working groups, and recently three JWGs formed on Science & Technology, Agriculture, and Information Technology. Security of Chinese is being looked after by the Pakistan Army, Navy and Ministry of Interior has also a special cell.

Furthermore, he said that CPEC Authority has a facilitation center, and policy matters and other issues can be resolved using platforms of Cabinet committee on CPEC, Pak China Relationship Steering Committee and the PMO. He apprised that Special Economic Zone management companies will be legally empowered to bypass 37 type of NOCs/approvals which had to be obtained before.

**AWARD OF PRODUCTION
CERTIFICATE TO M/S SERVICE
LONG MARCH TYRES (PRIVATE)
LIMITED**



"The key to a successful joint venture is research and pitching to the right persons."

Mr. Omar Saeed CEO of SLM was handed over the signed production certificate by Director General SEZ BOI Mr. Abdul Samie and was witnessed by Advisor to the PM on Commerce & Investment, SAPM on CPEC Affairs, Chairman BOI, Secretary BOI, AS/EDG II BOI, Chief Secretary Sindh, and Chinese Consul General.

Mr. Omar Saeed talked about the journey of SLM joint venture with a Chinese company. He said that the global market for truck and bus tyres is of 100 billion dollars. Three years ago, service group together with Chinese company set out to establish a truck and bus tyre company in Pakistan. A 50-acre first sole enterprise SEZ is now setup which is making tyres that will be exported to the US from Pakistan. The capacity of this company is seven hundred 50 thousand tyres, while the investment made so far is 150 million US dollars and it will be taken up to 300 million US Dollars. He thanked the government for being incredibly supportive and said that BOI especially has given exemplary support. The first special economic zone in Sindh, which happened seamlessly, and it has enabled one thousand jobs in Nooriabad. This happened

when the country was in search of large-scale industrial relocation from China to Pakistan.

He further said that the management is very keen to show it to anyone who wants to come and look into it, and for the Chinese and the Pakistani businessmen it is great opportunity for learning shifting of large-scale industry and orientation of export. It will sell tyres to US, Brazil, and the European union, and will be the largest exporters of the country in the next five years, with the target of being number one exporter of Pakistan in 2026.

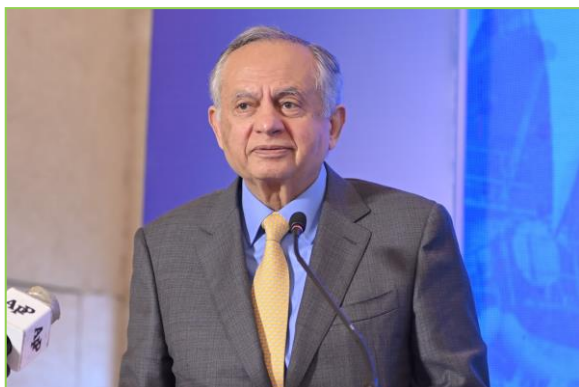
He said that the special economic zone is a wonderful initiative, with the potential of making the country a destination of exports of high technology engineering goods. Apprising about the joint venture structure he said that service group owns 51% and long march which is a leading global manufacturer of truck and bus tyres owns 44%. The process was, to make a list of who are the best potential partners i.e., a list of 10 companies which were not very large, as large companies are already setting up plants in Thailand Vietnam and eastern Europe. So, the right partner was sought out and luckily the CEO visited us, and we went to meet them, and eventually this partnership happened of Chaoyang long march. The company was looking to relocate to Thailand and Vietnam but changed their mind when they came to Pakistan. Although there was no raw material for this type of industry in Pakistan, however the joint venture was successful in bringing in investment in the area. For three years from 2014 to 2017, the company went 50 times to China for a joint venture in Shoes, even though Pakistan has leather local raw materials, but nothing happened. Changing the strategy worked when the company went for high engineering goods, as the company was also in the Tyre business, and gained success in 14 months.

The TERF financing (from State Bank) was used for the project, and \$80 million machinery was bought at rock bottom covid prices. If it was built now, it would have been 50% costlier. Pakistan has no local production of truck and bus tyres hence this is a massive import substitution. He highlighted the project benefits to the economy, foreign exchange through exports, import substitution, and advanced technology transfer into Pakistan. Pakistani entrepreneurs need the modern technology, in steel tyres from China.

He remarked that their competition is not Pakistan but Thailand and Vietnam, as the transportation cost of raw materials is the only disadvantage, but it will be covered with the help of the government. It is imperative that DLTL policy may be announced as some incentives are needed. A lot of western countries have antidumping tariffs on China; thus, they cannot buy from China, but they can buy from Pakistan as it is closest to them as compared to India, Thailand, or Vietnam.

ADVISOR TO THE PM ON COMMERCE & INVESTMENT

Way forward of the relationship between China and Pakistan:



"I implore everyone to put more focus on Central Asian Republics and Africa."

The Advisor to the PM on Commerce & Investment expressed pleasure at joint ventures like Service Long march which have successfully been implemented and ready for operation. He hoped that such collaborations happen more frequently in the future.

He said that now all the building blocks of economic growth are coming into place. Through CPEC and Chinese cooperation, we came over our power difficulties and have substantially improved our infrastructure. He said that a recognizable opportunity of CPEC is regional connectivity, and the PM has also endorsed it, resultantly Pakistan trucks can go to Pakistan and Uzbekistan and vice versa. The transit trade agreement is in place, customs unions and valuation agreements have been integrated.

He further said that Central Asian Republics are a population of 72 million, with a trade of 800 billion, and our exports to CARS grew to 147% showing the opportunities we have. He said that these investments are not CPEC specific, everybody can come forward and this has been done on agreement from China's highest level.

The guiding principles are to move away from trading economy to a manufacturing economy. Import substitution is necessary and we must make products in Pakistan with an export led growth strategy, in which our long-term survival rests. Last year we broke the record of our exports and this year we will do so.

Commenting on tariff rationalization he said that the export reserves of March are going to be pivotal. Ease of doing business has improved, we have reduced the cost of doing business like tariff structure in pharma, textile, engineering, footwear, duties have been reduced and in the next budget, duties

will be reduced much more, as high duties are anti export bias.

About Strategic trade policy framework, he said that its objectives include export diversification, just like in SLM is doing by exporting truck tyres. Geographical diversification, as Pakistan has a narrow range of products, under look Africa policy, is also being carried out in the same way. He requested the Chinese investors to put up facilities in Pakistan and then export to Africa. Lagos exhibition was also a success, and many people have setup offices in Lagos. He implored everyone to put more focus on CARS and Africa.

He mentioned that the overseas chamber praised the improvements in all parameters, a group of professional businesspeople of the overseas chamber who criticized the government two years ago, are saying that we are now on track.

He further encouraged Pakistani business community to reach out and make joint ventures with the Chinese. Although the situation in the world today is difficult but we know we must cooperate and work and integrate ourselves much more with Chinese partners and take avail of the opportunities. He said that economic development is a long journey, therefore, let us get together and make it an adventure for the betterment of our country, for our partners in China and for the betterment of our future generations.

INDUSTRIAL COOPERATION SESSION



Speakers: Industrial Cooperation Session

1. Mr. Bilal Ahmed Memon, Secretary Investment Department, Government of Sindh
2. Dr. Nasir A. Afghan, China Study Centre, Institute of Business Administration, Karachi
3. Mr. Yuncheng Chen, CEO, Industrial & Commercial Bank of China, Karachi
4. Mr. Li Jigen, CEO Sino Sindh Resources (Pvt.) Ltd.
5. Jam Ikramullah Dharejo, Minister Industries & Commerce, Sindh

“Regional Potential, Competitive Clusters & Opportunities: Overview of Advancement in EoDB in Sindh.

Mr. Bilal Ahmed Memon, Secretary Sindh Investment Department



“Sindh is amongst the top producer of natural gas as well as regional powerhouse for the future”

The Secretary Sindh Board of Investment gave a comprehensive competitive edge of Sindh underscoring multiple limbs of the province, and termed Sindh a financial hub and regional powerhouse.

The opportunity of Blue Economy, 1st special economic zone of the country, along with a well-established legal system were mentioned as features of Sindh. He also quoted endorsement of Sindh by “The

Economist” magazine as 6th in Asia in public-private partnership.

He also highlighted the overall progression of Sindh as a land of opportunities and its pivotal role in national economy alongside with Sindh’s institutional facilitation for investment. These institutions include Investment Department, Special Economic Zones Authority, PPP unit, Thar Coal & Energy Board, Sindh Transport & Mass Transit Authority, Sindh Transmission & Dispatch Company, and Sindh Tourism Development Company. He explained what Sindh province can offer to the investor such as large-scale manufacturing, adjacent three airports with one international airport, two dynamic seaports with 70% of seafood, a coastline with over 350 km and similarly the largest gas producing province of Pakistan. On demographics he narrated the wealth of 56% of labour force out of 48 million total population along with administratively covered 6 division, & 29 districts of the province. Regarding the power generation he said that Sindh is amongst the top producer of natural gas as well as regional powerhouse for the future. Thar coal for instance can produce 100,000 MW of electricity for 300 years, whereas more than 50,000 MW wind

potential can also be generated along with more than 50% of country oil and 5 KWh – 7.5/m²/per day solar insolation. Similarly, the province also accounts for 54% of GDP for Service Sector with 65% of weightage and 71% marine resources.

The Secretary further highlighted Investment department's role of adding value as a promotional bridge between investors and the government by implementation of investment framework policy, development support of Public Private Partnerships along with being sole convener of One-Window at the provincial level for facilitation of local and foreign investors. The units constituted under Investment Department are Sindh Economic Zone & Management Company, which is developing Dhabeji Special Economic Zone, Educational City comprising of 9,000 Acres of land dedicated for universities. Alongside, there is also a dynamic SEDF which provides agriculture subsidy for innovative framework in Sindh. Sindh also has compatible and livable city of Karachi, where ease of doing of business through DBRIU and CLICK and already accomplished, with 80% reforms of PMRI marking the province being a national lead.

He further showcased the regional potential of Sindh through competitive clusters & opportunities in Karachi division, having contribution of 29% to services sector of the country, 42% of Large-Scale Manufacturing with substantial growth in textile, pharmaceutical & food industry. Besides, the city is also host for 48% of seaborne trade requirements of the country along with 3 special economic zones supported with a better infrastructure through modern railway network and roads for regional connectivity, as well as the largest customs service house of the country that covers 74% of cargo and logistic services. Bin Qasim port facilitating

cargo and international goods is closer to airport, national highway and railway line as compared to other international cities.

Investment in Karachi means being part of a global value chain for all sectors, and it offers an edge assisted with state-of-the-art IT & communication, sophisticated E-Commerce system, effective banking & financial institution, better health, education, and resilient public-private partnership mode.

He also discussed the salient features of Sindh's different regions. Starting with Hyderabad Region, he said that it comprises of 43% urban and 57 % rural population, 49 tourism places, 47% contribution in Dairy for the province, 38% producer of vegetables and fruits in province, 21% cotton and sugarcane producer, 5th largest mango producing region in the world along with a well-established Indus River irrigation system and one of the largest lakes in Asia is also situated in the region. There are 12,300 micro cottage, Small & Medium Industries as well as potential for mega industries like construction & steel in Nooriabad Industrial Site. The region has an untapped potential in investment for energy sector both wind and solar, with a 50,000 MW potential in wind corridor, food processing & raw material industries, science and technology, e – commerce, education, and health.

Shaheed Benazirabad Region (Nawabshah) on the other hand has 62% rural & 38% urban population and is the largest producer of cotton & grey fruit in province, 2,350 micro cottage, small & medium industries, 29 % contribution in dairy for the province, 21% in vegetable and fruits along with gas production unit for the province. The region attracts investment primarily in food processing, & raw material industries, cotton & seeds oil industries, fish & shrimp farming,

meat processing industries, grey fruits, and multi-fruits processing industries along with tourism.

Larkano region is an old Indus civilization connecting two provinces. It is largest producer of rice with 4 million metric ton production, Guava producing region of 28,000 acres of land orchards, having Larkano Industrial Site, and 3 gas producing districts. The region attracts investment in multiple areas including rice bran oil extraction, modern farming & rice industries, vegetables & fruit pulp industries as well as meat processing industries.

Sukkur Region is the central point of country at south having skilled labour market. It is the largest producer of dates (2.5 million metric tons), a local airport, a well-established Sukkur industrial site, and all districts are natural gas producings. The region is a favorable place for foreign direct investment, having Khairpur Special Economic Zone, wheat and rice product industries, steel and cement industries, supply chain and logistics, brand value chain manufacturing and solar material manufacturing, to name a few for investment.

Lastly, he described the strengths of Mirpurkhas Region. It has the largest human friendly desert with a well-established road network, 2 airports, largest region of Coal to Energy. Investment potential exists in beans, chickpeas, and green legume with chilies processing industries in Kunri-Umarkot, coal expansion, tourism in desert safari and camping, mango modern farming & processing industries, modern farming of cows and beef processing units and alternative protein farming.

Industrial Relocation: Dynamics and opportunities of industrialization in Pakistan.

Dr. Nasir Afghan, China Study Center, Institute of Business Administration, Karachi



"Dhabeji has a huge potential to become the next Shenzhen"

Dr. Nasir Afghan started his presentation by asserting that China Pakistan Economic Corridor (CPEC) is beyond politics and government succession. He compared CPEC with the Marshall plan and said that it is Marshall plan for Pakistan because China is helping to build Pakistan's economy in the same way as the United States helped seventeen (17) European countries after second world war.

He thanked the government of China for starting CPEC with Pakistan and helping in developing its industrial and manufacturing sector. Learning from Chinas early economic zones, focus should be given to Dhabeji in Sindh, and not divided to many other special economic zones. According to the speaker, Dhabeji has lower costs for exporting products and is situated near to an excellent labor pool.

The opportunities of CPEC can be applied to evolve it into China Pakistan Afghanistan Economic and Trade Corridor. China has economically integrated with Central Asia after 500 years through the one belt one road

project. The CPEC geographic location gives it a significant place in the global politics. Pakistan can serve as the trade hub through which, trade from India to Afghanistan and central Asian countries can occur. Chinese businesses can jointly start mineral explorations and mining and trade operations between China, Afghanistan, and Pakistan.

Industry with high freight volume such as auto parts, textile, plastics, small electronics manufacturing, office furniture etc., can benefit from the corridor due to their logistics costs being reduced.

Furthermore, he stated that light industry, Halal Industry, medium and large industry, automotive & allied, building material, chemical & pharmaceuticals, FMCGs, foundries steel fabrication, light engineering, textile & garments, and IT are the suggested sectors for Dhabeji.

He emphasized the necessity for a well-trained Chinese language speaking labor pool. A colony of such a workforce is needed near the industrial zone. A new city between Sajawal and Dhabeji can be setup for manpower support of Dhabeji. He suggested to make Dhabeji SEZ successful through a strong and independent industrial zones management authority having full power to create and play with the policies in SEZs. He suggested that Chairman of industrial zone authority board must be Chief Minister of Sindh. The industrial zone is most suitable for labor intensive export-oriented products not for local makers.

Finally, he said that one industrial zone's success is the most important objective rather than three or fourteen.

Talk by Pakistan China Business & Investment Forum Member

Mr. Yuncheng Chen, CEO, Industrial & Commercial Bank of China (ICBC), Karachi



"As the most important host country of ICBC in South Asia, Pakistan's RMB clearing capability will be efficiently improved and trade with China will be more convenient & highly efficient"

Introducing ICBC, Mr. Yuncheng Chen said that it is a financial institution having the honor of being the largest commercial bank in the world, with 426 institutions in 49 countries and regions, 124 branches in 21 countries and regions along the OBOR, total assets of \$ 5.2 trillion, net profit \$ 50 billion (Y2020). In Pakistan, it was established in May 2011, with its HQ based in Karachi, sub-branches in Islamabad and Lahore, and total assets of \$ 3.3 billion.

Also, ICBC is a core financial service provider to CPEC, bilateral investment and trade cooperation, the most experienced commercial bank to serve CPEC Phase I and foreign investment and trade cooperation, one of the major financial institutions to actively support Pakistan social-economic development, industrialization and agricultural modernization.

ICBC has been the steering committee member of PCBIF and is dedicated in facilitating Pak-China cooperation and serves as the Deputy Chairman of APCEA since

2011 (as the Chairman of Karachi division during 2011- 2019). ICBC Karachi is a member of OICCI (Overseas Investors Chamber of Commerce & Industry).

Briefing about the prospect of ICBC in CPEC , where Chinese initiatives and Pakistani elements are connected, the bank is familiar with the macroeconomic and industrial policies, fully grasps the laws, finance, regulatory, foreign exchange policies, and measures. Close cooperation with local regulators, business association and banking peers, rich experience in cross-border settlement and local settlement, comprehensive consulting services, make it dedicated to serving foreign investment enterprise.

He remarked that the bank acts as an important bridge and matchmaker for bilateral cooperation by leveraging on many clients in many industry clusters. It is also the first bank authorized by State Bank of Pakistan to establish RMB mechanism contributing to more than 70% share of RMB transactions. It is also the first direct participant of Cross-Border Interbank Payment System (Backed by the People's Bank of China) in South Asia.

Highlighting success stories of ICBC in Pakistan, he informed that Haier-Ruba Industrial Park is one of the first industrial parks built by China in other countries in 2002. ICBC Karachi branch has an established partnership with Haier for more than 10 years. Similarly, MG-JW set up an operational plant for manufacturing, assembling of all kinds of MG automobiles on December 4th, 2020. ICBC Karachi branch provided multiple services to MG, helping to speed up the marketing infiltration.

Moreover, ICBC Karachi branch established partnership with Deli-JW for more than 3

years since 25th October 2018, provided account management, international settlement, and also provided syndicated loan for the plant's construction.

Thar Coal Project: A Success Story of Government of Sindh

Mr. Li Jigen, CEO Sino Sindh Resources (Pvt) Ltd



"Our vision is to create our future together in Thar and to see a prosperous Thar rise and shine"

The guest informed the audience that the Thar power plant includes two units of 660 MW Coal-fired power plant along with 7.8 Mt / an open pit lignite mine. The total investment of the project is 2.9 billion USD, meaning it is the largest investment in indigenous coal utilization under the priority list of CPEC.

He stated that the EPC and Integrated Project Cooperation Framework Agreement was witnessed at highest level during 2013 and 2014 respectively while signing of PPA on 27th August 2019 and implementation agreement on 12 December 2019. The water use agreement was signed on Feb 25, 2021. Financing Closure of Thar Block-1 7.8Mt/a Open Pit Lignite Mine Project was achieved on December 31, 2019. He further apprised that the 20MW self-provided photovoltaic power station at site started operation in December 2021. The first shovel of lignite

coal was extracted at the coal pit of Block 1 on Jan 31, 2022.

Updating about the overall progress, he said that it is 74% completed while project investment has reached 1.8 billion USD. The project uses the most advanced supercritical technology, advanced tower boiler, turbine and generator made by Shanghai Electric, for higher efficiency and lower coal consumption and emissions. There are 1400 Chinese and 2800 Pakistani employees working at the site.

Briefing about the overall progress of open pit lignite mine project, he informed that 76 % of it is complete, with an investment of 1.1 billion US dollars. At the mine Single Bucket-Truck Mining Technology is used. The project is on more than 150 square kilometers area with the production of 7.8 million tons of lignite per annum. It is Pakistan's largest scale of open cast coal mine under construction. There are 400 Chinese & 3,400 Pakistani employees working on the mine.

Describing the target of the company, he said it is the greater good of the community through provision of necessities, educational assistance, and health/medical assistance. Corporate social responsibility done by the company was also highlighted, and it was told that the total expenditure for CSR in the past two years was over 1 million US dollars.

Giving an account of the way forward and future, he said that Thar Block-1 Integrated Coal Mine Power Project is capable of powering 4 million households in Pakistan with 1,320 megawatts of indigenous, affordable, and reliable electricity after commercial operation date (COD) of the project. Also, development of local ecosystem and availability of various jobs which would greatly benefit the overall

economic growth and people's livelihood in Thar area. Large scale of utilization of indigenous coal would further bring down the cost of energy, save precious foreign exchange reserves and greatly enhance Energy Security of Pakistan. It would in turn stimulate the relevant investment in cement, chemical units, and coal-to-gas solutions in Thar area.

Closing Remarks by Jam Ikramullah Dharejo, Minister Industries & Commerce, Sindh



"We must understand the payback of development of coastal line of Sindh, and explore urban and rural strong clusters of investment jointly"

Jam Ikramullah Dharejo expressed his honor to be in the conference on behalf of government of Sindh, for exploring opportunities to make Pakistan prosperous and to make Sindh more competitive and contributing province. He expressed his thanks to Board of Investment (BOI) for organizing this conference which can be very useful for B2B collaboration. He said that this government assures smooth platform for investment opportunities, incentives, social sector investments technical and loan assistance and ease of doing business. Sindh province has potential of high growth and high performance. He recognized the business community of the province as a

promising community which is joining hands and standing shoulder to shoulder with the government to take the province to a path of progress and prosperity.

He stated that as today's world is moving ahead by finding and moving modern approaches of infrastructural and institutional development. He intimated about some promises fulfilled by the Government of Sindh. First, is the energy to fulfill the residential, commercial, and industrial energy requirement. Wind, solar and coal energies are utilized for the production of energy. The wind corridors are being used by public and private, Hydro China, Shanghai power, China group field co, GE, Siemens, and Goldwind are the international companies who have invested in energy generation.

He further added that investors are invited in this sector, particularly Ketu bandar power project is ready to start. More than 25,900 km road network is spread all over the province which accommodates farm to market, freight, and passenger transportation traffic. This road network has increased job market, agricultural fields, tourism, and travel activities. The successful public private partnership projects on roads like Hyderabad Mirpur Khas dual carriageway, Mulla Kacha way and others have supplied great benefits to communities and investors. Government of Sindh is establishing special economic zones like Dhabeji and Khairpur. All these sectors are warmly welcomed to establish business units in these SEZs, and avail benefits of incentives prescribed by SEZ act 2012. The Sindh Industrial Trading Estates (SITE) are also established to strengthen the industrial base of Sindh, and there are 9 SITE states developed to boost the urban and rural

economy in Sindh. There are around 19,300 small medium and mega industries all over Sindh working on services, logistics, manufacturing, industrial machinery electronics machinery, paper, toys and sports material, textile, leather, footwear, furniture, glass and glass ware, pharma, warehousing, construction.

He said that government of Sindh firmly believes in equipped, educated, energized labour and farmers in Sindh. The international community is welcome to establish institutions which could enhance the capacity of existing labour market and inculcate high tech knowledge to young human resource of Sindh. The education city project by GOS provides spaces particularly for innovative and applied science and technology institutions.

The development in Sindh could be possible with the support of local and internal investment community. This is one of the forums which can uplift the socio-economic conditions having capacity to bring the country on advanced path. He also guaranteed the international investment community that enterprises in Pakistan have great potential to complete in international markets and contribute to global value chain, and CPEC project would definitely be the venue of adoption of modern methods and smooth entry of Pakistani enterprises around the globe.

He expressed his thanks to the onsite and online Chinese, local friends for participating, saying that this conference will surely pave the way of strong relationships between enterprises of China and Pakistan.

SECTORAL BOARD ROOMS



The **Food Processing, Agriculture & Livestock and IT sector sessions** were moderated by Mr. Abdul Majid Karim, Manager Business Research & Sector Specialist, and assisted by Ms. Sehar, Research Associate. The moderator welcomed the participants.



He further said that the keynote speeches delivered in the first session have set the theme. The B2B part includes enterprises marketing their proposals to other potential partners. This collaboration is key to the growth of business and the overall economy

He described the format of the program and urged all to observe time limits for a meaningful interactive session.

FOOD PROCESSING, AGRICULTURE & LIVESTOCK BOARD ROOM

Sindh Enterprises Development Fund

Video:



- The points highlighted in the video are mentioned as below
- Pakistan is an agricultural country; therefore, the government of Sindh has

ensured credit subsidy for agriculture sector of Sindh through SEDF. It is working towards self-sustainability of the agriculture sector of Sindh.

- For the credit subsidy of 400 million Rs, an investment of 6,000 million Rs has been realized.
- Economic impact is 10 times more than the initial investment mobilized.
- Recorded message of SAPM to CM Sindh, Investment Department and Public Private Partnership Project invited investors to avail SEDF facility.
- Latest technology and machinery have increased due to the initiative. The aim is to grow the agriculture sector and shift from old technology to new methods.
- Successfully established 100 projects all across Sindh.
- Various banks, donor agencies and companies have become strategic partners of the initiative

Presentation:

Mr. Mehboob ul Haq CEO SEDF welcomed the guests and said that this sector is the main sector, and economic development and advancement can be achieved by progressing in the agriculture and livestock sector as it involves 40% of the population of the country.



He informed about the production and cultivation of different fruits and vegetables in Sindh such as bananas, dates, red chilies,

and fish products. However, the yields of these products need to be upgraded as per the global average to create an exportable surplus.

He said that SEDF has been rightly positioned by the Sindh Government to facilitate enterprises. We have success stories in small medium enterprises. Narrating the success story of Duch egg processing unit, he apprised that the unit in two years' time is looking to expand in the province of Punjab. He described the cost efficiencies and geographical advantage of Pakistan, and termed Pakistan a potential food basket for the multibillion-dollar food industry in middle east and central Asian countries.

Rice is another promising area for collaboration with Chinese, especially salt tolerant rice project in Pakistan. He apprised about the industries which have upgraded after intervention from SEDF, from conventional farming to modernized machinery like laser land leveler, mechanized transplanter, and kobuta harvester.

The growers are the most important people in the sector and need most hand holding, thus connecting the growers with the leading exporters is important. SEDF is also promoting green/clean energy in the agriculture units. Utilization of clean/green energy gives greater market access to high end European/global markets.

China imports 18-to-20-billion-dollar products from the region. Pakistan does not have half a percentage of share in those imports, which can be achieved by using Chinese expertise in those areas.

He concluded by stating that we expect to create a 2+2=5 equation with our Chinese friends.

China Machinery Engineering Cooperation (CMEC):



The CMEC representative apprised the audience about company profile. It was informed that CMEC belongs to SINOMACH Group which is the largest manufacturing & trading group in China. It's world top 500 enterprise with 150 thousand staff; 40 wholly owned or controlled subsidiaries; 45 national R&D institutes, 9 stock-listed companies, 180 oversea branches. CMEC was founded in 1978, The core businesses of the company are: engineering contracting, trade, investment, R&D and international service. With more than 40 years of experience in the engineering industry, CMEC has strong ability in providing one-stop customized engineering solutions to the customers. Now the company is present in more than 147 countries and regions in Asia, Africa, Europe, South America, etc.

He said that CMEC came to Pakistan in 1981 and setup first Chinese sponsored energy project Guddu power plant. Since then, lot of energy and infrastructure projects have been carried out by the company including the ones in CPEC. In Agriculture, CMEC has experience with Ukraine, Kazakhstan, Egypt, and Angola in products of maize, soybean, rice farms and green houses. The "Pakistan China Agriculture Cooperation & Exchange Center", to which 300 Agri scientists and 110

companies are connected, was also founded by “CMEC through Pakistan China Agriculture Cooperation Forum” under the guidance of Chinese Embassy in Pakistan.

The concept of Chilli contract farming in south Punjab and north Sindh has been introduced with Litong group. It starts from testing seeds and technology in 2021 to expand cultivated area to 30,000 acres by 2023-24 having production of 100 thousand tons and additional spicery crops. Also, the project envisions a bio plant extraction factory in Pakistan with focus on international market by 2025. The next milestone is for 400 acres to be planted, the farm location is mainly concentrated in south of Punjab and north of Sindh.

Different cattle /fish/poultry farms could be setup in different area in whole Pakistan for meat, milk, cheese, egg, hide etc. It also has a long-term plan for food deep-processing/ agriculture machine industry/trading.

Meyer:



The company representative informed that Meyer was founded in Hefei, China in 1993, was listed on the Shenzhen Stock Exchange in 2012, and it has three industrial parks with a total area of 300 acres.

Meyer is involved in intelligent identification solutions. Its products are used to find defective products in food or other industry. Their products include intelligent sorting, X-

Ray Inspection, and high-end medical imaging. The products are marketed in 100+ countries and regions with 50,000 customers+ worldwide, and 60,000+ machines in operation.

In Pakistan Meyers caters to industries like rice, daals, pulses, sesame, chilli, wheat, salt, and plastics.

Masyi Consultancy:



Starting with the company profile, the delegate informed that the company was setup in Feb 2020. It is a Joint Venture by Masyi Technologies Pakistan Private Limited which has head office in Hong Kong, DW Marine Farm from Malaysia and Global Cargo Far East Hong Kong limited.

She apprised that Halal Export Tourism Hub is a business model which implemented Halal standard in a complete supply chain solution which is following GS1 and international standard in agriculture sector stable retail channels to local farmers. About the partnership of the company, she apprised that it entered into partnership with state owned Tianjin Food group in 2021. Tianjin Beneficiation Tiptop International Trading Co., Ltd. is a wholly state-owned enterprise under Tianjin Food Group. It performs the function of the investor of state-owned assets and takes the responsibility of maintaining and increasing the value. It specializes in the import and export trade of goods and technology, with abundant capital,

strong relationship network, complete technology and professional personnel allocation, with partners all over the world, and established extensive and stable trade cooperation relations.

The delegate described the stages of the detailed collaboration model. The step wise progression is mentioned below.

Supply: Setup infrastructure with advanced agriculture technologies, provide quality seeds and species, Biofloc/RAS, Hydroponic , Feeding and Culturing livestock, Cold chain , Big data and AI farming, track and trace solution funded by Hong Kong Government from GS1 to track and trace the product, Increase productivity and quality, reduce cost, Reduce investment burden for local farm by renting out our infrastructures, Increase local farmers technology by training and export technologies, Provide guarantee sales channels for local farmers as we have extensive sales channels covering China, Malaysia, Hong Kong and Macau.

Logistics: Setup infrastructure with advanced cold chain technologies, increase quality, cost & investment reduction burden for local farm by renting out infrastructures, provide facilitation regarding export along with stable export channels.

Training: Setup unique agriculture training courses with Tianjin Beneficiation Tiptop Trading Private Ltd to provide local farmers, collaborate with well-known organization such as GS1 and SGS to provide food safety trainings, collaborate with official departments from China, Malaysia, and Pakistan to provide Halal and trading standards trainings.

Real Estate: Setup tourism infrastructure, provide a tourism theme and spot for foreign businessman and promote tourism, reduce investor cost by renting shops or as JV model , provide sustainable sales channels for

farmers, promote Pakistan and Halal culture, create a Malaysia, China, Hong Kong and Pakistan pilot mixed culture hub, attract foreign investors with marketing.

FECTO Group of Industries:



The Fecto Group delegate gave a brief introduction of the organization. According to the delegate, the company is one of the leading industrial groups in Pakistan. It was established in 1954 in the former East Pakistan having major activities of trading and assembling of electrical appliances and wires etc. In 1971, the group re-organized as Fecto Group of Industries (FGI) and emerged from scratch and aimed to move progressively from trading to industries. Presently, the group manages: 12 public quoted, un-quoted and private limited companies.

Since 1962, RFGI is the only assembler and manufacturer of Belarus Tractors in Pakistan. RFGI participated in various tractor schemes of Government of Pakistan like Green Tractor Scheme , Awami Tractor Scheme, and successfully supplied 25,000 Completely Built-Up units of MTZ 50 model tractors in Pakistan.

Business scope of the group includes, Sugar Plants, Cement Plants, Paper products, Import and Export units, other business activities carried through partnership & joint

ventures. Describing the group priority investment areas, he said it is interested in Mango/Guava/Tomato/Citrus Pulp processing plants in Agriculture sector, Ore beneficiation unit of Copper/Chromium, and Limestone Grinding plants in the in the Mining sector.

He further presented the B2B collaboration proposal of a fruit pulp processing plant which will cost PKR 524,056,718. The proposed means of financing are 40% by the company, 30% by the Chinese investor and 30% by Bank loans. The project has 23% internal rate of return, having 4.75 years of payback period, and the NPV of Pkr 174,064,844. He said that we look forward to Chinese collaboration and the possibility of exporting the whole product to China.

Mitho Khoso Biotech (Pvt) Limited:



The delegate from the company apprised the audience about the successful transformation of conventional banana varieties to tissue culture banana cultivation by the company.

He said that Sindh is a hotbed for banana cultivation and 72,000 Acres of Banana Farms are in Sindh (90% of Pakistan). The delegate explained the two types of bananas being grown. The conventional banana includes Basri variations. The basri variations are planted on 68,000 acres, it gives average yield of 10 ton/acre, is disease

prone, 22% of average global yield and sells for less as it weighs less.

The tissue culture bananas include Williams, Grand Naine, NIGAB-1 (Williams), and NIGAB-2 (B-10 Chinese). These are planted on 4,000 acres, giving an average yield of 30 ton/acre. The variant is disease resistant, meets Intl weight & size, 50% exportable grade, and sells for 25% higher price. Tissue Culture seed is in high demand but there is a shortage of 98%.

There is a proper process followed in cycle of 15 months from mother plant to the product. The business model and 30-month financial outlay is also available with the company.

Discussing the proposal, it was informed that there is an unmet demand of 70 million tissue cultured plants in Sindh alone. There are plantations in Punjab and KPK province as well. The company is looking to scale it up to 1 million plants per year.

MKB seeks financial & technical collaboration in producing and transplanting 70 million tissue cultured trees in next 10 years by establishing a chain of biotech labs and strengthening of banana value chain.

INFORMATION TECHNOLOGY SECTOR

Alibaba Group:



Mr. Song, country head Alibaba Group in Pakistan presented the company profile, along with actual potential of ecommerce market in Pakistan and revealed how they are currently operating in Pakistan. He apprised the audience that Alibaba is the world leading B2B e-commerce marketplace with buyers from 200 countries of the world. In 2018 Alibaba invested in Daraz and EasyPaisa. He underlined that Daraz is now 100% owned by Alibaba and EasyPaisa is also partly invested by Alibaba to provide digital payment solution in Pakistan.

Alibaba has many service partners in Pakistan. Currently 10 partners are working with Alibaba which provide not only sales representatives but also the after sales professional services like the training courses for the ecommerce and operational courses etc. Besides that, Alibaba is looking forward to cooperating with universities, institutes, and training centers to give trainings to the youth of Pakistan to build healthy workforce for ecommerce market of Pakistan.

He further underscored that during the past two years Pakistan has become No. 1 seller at Alibaba after China and the presence of Pakistani seller is growing very fast. Alibaba is giving exposure to Pakistani sellers and products to let the whole world know about the quality Pakistani products and services. Alibaba group is working hard to enhance the ecommerce infrastructure. There are some deficiencies like payments, logistics, customer delivery, online B2B transaction system etc. but Alibaba is committed to overcome these deficiencies and make Pakistan a digital hub.

Shenzhen Telconn Technology Company Ltd.:



Inspired by the vision of providing user-friendly qualified products at competitive prices and providing end-users with "Easy Life, Easy Fun", Telconn was established in Shenzhen China in 2007. As of today, Telconn series products have reached over 30 countries and regions across the globe. Cooperating with global partners in 15 countries, Telconn successfully sold 2,000,000 tablets and 600,000 smartwatches in the year of 2021 and stepped into the ranks of leading tablet and smartwatch manufacturers in mainland China.

After running official flagship stores under the brand of "G-Tide on Amazon US and Amazon UK, Telconn is about to land Amazon Germany and Amazon Japan. Besides, Telconn will explore new journey on Shopee and Lazada in 2022.

Furthermore, Telconn is committed to providing its customers with cost-effective products, services and solutions that consistently enable them to experience commitment creating value for customers. There are professional teams in both the aspect of hardware and software, along with Independent laboratory with a variety of advanced equipment and facilities, which greatly facilitates research and development for our products and supports our quality assurance processes.

Zong CM Pak:



The representative from Zong CMPak presented the company profile and proposed prospective joint ventures with Pakistani companies. In 2008, CMPak started its operations in Pakistan under the brand name of Zong. After Zong came into play it faced stiff competition from well entrenched rival operators like Mobilink and Telenor having over 15-20 million customers at that time and network reach of hundreds of towns in the country. Older operators, instead of capitalizing their coverage, subscribers, and service advantage, started price wars hitting the industry ARPUs hard. ZONG has been gradually gaining market share since its launch. As of Jan 2022, China Mobile Pakistan (CMPak – Zong) is the 2nd largest operator in Corporate. It has the fastest growth in corporate for last 5 years. Given the financial capability and its commitment, Zong is one of the largest and most prospective competitors in the Pakistan Telecom Industry.

He further mentioned that Zong has a strong capital structure (Financial Strength with the backing of CMC) and leader in 4G technology deployment. It is the largest 4G network, possesses both LDI and FLL licenses, decent coverage in both urban and rural areas, relationship with the Chinese Government and entities to tap the \$60

Billion CPEC potential business opportunities.

ZONG LINKUP is a video conferencing solution that enables participants to join a meeting from a PC, Mac, tablet, or smartphone, and to view, listen to, and talk to other meeting members. In addition to audio/video images, ZONG LINKUP can also share other content to make the meeting more interactive. Customers don't need expensive cameras or TP rooms. You can use the camera of your mobile phone or laptop to join a meeting anytime and anywhere.

O'Sell Cross-Border B2B E-Commerce:

The representative from O'Sell Cross-border Ecommerce presented the company profile and proposed the prospective joint ventures with Pakistani companies. He highlighted that the development of cross-border e-commerce continues to promote the transformation of international trade and the establishment of a new digital trade system.



In November 2019, the “Guiding Opinions of the Central Committee of the CPC and the State Council on Promoting High-quality Development of Trade” officially proposed to accelerate the development of digital trade.

He underlined that at present, “Loong Works” has landed in Peixian County of Jiangsu, Anqing of Anhui, Dongying of Shandong, Datong of Shanxi, Zhangjiakou of Hebei, Wenzhou of Zhejiang and Xiangyang of Hubei and more than other 80 cities. We

conducted in-depth cooperation with hundreds of industry associations, agency service providers, government, and other institutions.

He further apprised the participants that with the "Link Up 100 Cities in the Belt and Road" as the strategy, through domestic and foreign platform building, resources expansion, technology research and development, investment development, operation management, etc., OSell has been working in more than 20 countries around the world (Russia, Poland, Canada, UAE, Vietnam, Bahrain, Indonesia, Hungary, Brazil, Saudi Arabia, the United States, India, etc.), set up overseas service centers in the above-mentioned countries and successfully laid tens of thousands overseas channels.

A GO Partner is O'Sell's primary partner in a target country market. The GO Partner congregates all the localization services necessary to the success of our clients in the new market, including local distribution channels, government support, investments, and logistics and more. To cooperate with O'Sell, a GO Partner is responsible for investing in a domestic warehouse in China and local service center in the target country and also provide international logistics solution and overseas local distribution solution.

Together, the Go Partner system will offer overseas companies an opportunity to purchase directly from Chinese factories across the globe, and have access to services including consulting, display, ready stock purchasing, international inquiry, local currency payment and financing service, logistics & after-sales service, field trip to Chinese factories and more.

In the long term, O'Sell and Go Partner will form a JV, the two parties will work closer

and become one to build a new cross-border business consortium.

Zeplir Sensor Technologies Pvt Ltd.:

The Technical Director, Zeplir Technologies UK presented the company profile and the business proposal for prospective joint ventures with the Chinese companies. He highlighted that the world is going through the phase of automation and efficiency for clean energy. This is where Zeplir makes the sensors for future, products for next Gen4 application and products.

It was further mentioned that digital manufacturing offers huge potential to improve productivity, offers scalability, shorten lead times, reduce working capital and constantly rising demands. Zeplir and Chinese organizations can have an ideal collaboration in this high-tech Industry to meet global needs of today. The total investment required is USD 9M over total 5 years of period. ROI in this sector is remarkably high ~ 800% in 5 years' time.

GO Technology:

Go Energy Solutions was established in 2019 and registered in 2020. The representative informed that the company aims to deliver quality work with minimal cost in sector of renewable energy. So far, company has achieved the annual growth target of 2X-twice the sale each year. Go Energy Solutions provides solar PV based solutions for residential, commercial, agriculture and industrial sector.

Sharing the idea, it was apprised that it is to provide de-centralized power to local consumer. Such a grid will be Solar PV System with smart power handling equipment's. The mechanism of power



export will rely on demand in vicinity. Additionally, project will be done on BOT basis to make consumer self-power producer.

The cost depends upon the market trends and power demand. The benefits of this system are Minimum Power losses, due to smaller transmission network, power sufficient consumers and investment mode for new trend in renewable sector.

Novus Altair:

The representative from Novus Altair presented the company profile and said that company was founded in 2010, a leading security services provider headquartered in the UK, ISO 9001, ISO 14001 & ISO 45001. Novus Guard is a smart phone-based life alert app (Spin-off Novus Altair).



Novus Guard is designed and developed by team with industry specific skills, specialist academic background and with recognized R&D credentials. Novus Altair is based in UK, USA, Spain, Pakistan, and Malaysia.

She emphasized the key issues one faces during their life time such as safety & security risks leading to injury or death, inherent risks for vulnerable adults & lone workers, man down risks for riders, collision threats to drivers, no accident reporting due to incapacity, delayed accident reporting, lack of transparency and accountability, expensive devices, gadgets and technology etc. and apprised the audience that Novus Guard is the 24/7 life guard which alerts first responders in case of emergency without WIFI or internet connection.

She further envisaged that Novus Guard is a future WhatsApp for safety and security of lone workers, health care workers, field workers, vulnerable women, men, and children. We have collaborated with researchers from leading universities to work in AI, robotics and drones. We aim to dispatch drones and exploit meta verse technology during emergencies.

CarVan:

A platform that pools commuters together on a daily common route, essentially acting as a resource efficient, cost-effective and safety. CarVan offers a Techplatform where users can offer and avail themselves a car-pooling service through the app. The platform matches the request based on timing, source location, and destination and connects them together.

The delegate from CarVan pointed out the challenges faced by the community such as lack of safety & security, lack of standard public transport, shortage of appropriate supply in major areas, expensive car hailing services, surging fuel cost, parking space cost, increase air pollution and traffic congestion etc.

It was further apprised to the audience that the platform will provide quality customer

service with monthly subscription, comfortable ride during the travel, trackable throughout the commute, certified using 5 points verification method, notification ETA and matching carpooler and optimized route to reduce daily commute time.

Health Engineering Solutions (HES):

The representative from Health Engineering solutions Ecommerce presented the company profile and proposed the prospective joint ventures. He highlighted that “Health Engineering Solutions (Private) Limited” an approved Engineering Consultancy Firm from Pakistan Engineering Council (PEC) in the field of Bio-Medical, Electrical and Chemical Engineering having multi-disciplinary team of specialists applying comprehensive concepts and creating fully integrated designs for next generation buildings, hospitals, and infrastructure.

He underlined that the aim is to meet all future needs by designing and implementing through latest technology and integration methods aligning all international standards. Optimal organizations, functioning and healing environments in harmony with their surroundings, flexible architecture that adapts to changing needs, sustainable services that minimize energy costs. “Health Engineering Solutions (Private) Limited” works closely with clients to explore all choices throughout the design and development of any hospitals / buildings / infrastructure or new business.

He further underscored that the range of services is divided into two phases. The phase 1 includes project feasibility & budgetary analysis, master planning and zoning plans, architecture and MEP drawings, project management and preparation of medical equipment’s specification and validation. The second

phase involves patient flow planning, equipment procurement evaluation, preparation of medical equipment specification and validation, health care integrated solutions and turnkey project execution.

In the end he mentioned some of their projects such as Jinnah hospital Afghanistan, Amin-ullah khan Laghari hospital Afghanistan, Nishtar kidney center Afghanistan, Sheikh Zayed hospital Afghanistan, Liaquat University of Medical Health Sciences Pakistan, Ghulam Muhammad Mustafa Medical Center Pakistan, THQ Hospital Ghari Khairo, Pakistan etc.

NED Technology Park:



The Vice Chancellor of NED university presented the proposed NED technological park and the prospective joint venture opportunity with Chinese company for the development of this park. He highlighted that Technology Parks are key economic drivers to create, mentor and foster businesses with continuity in a country. Top corporations (Microsoft, Facebook and industry mega players) partner with university technology parks to create corporate innovation centers. Innovative activities result in measurable economic development in the region by successes through the incubation of emerging technology companies in technology park. Technology Parks are integrated into regional

innovation efforts and signature developments for creating dynamic LIVE-WORK-PLAY environment that attract high skilled technology professionals to a region. The focus on innovation is enabling university technology park to demonstrate continued strong growth despite any economic recession and other barriers.

It was further apprised to the audience that the NED Technology Park is the first fully integrated Science and Technology Park and the first Government-sponsored Park of Pakistan to be established within the premises of NED University Karachi. The initiative is meticulously aimed at redesigning the knowledge economy of Pakistan by stimulating and nurturing innovation-led germination and growth of hi-tech entities. The project will be the new national tech-park where entrepreneurs and multinationals will come together to discover, ideate, create, collaborate, and break new ground. For the project, NED University has available land of 1 acre.

NED technology park will benefit the local business growth by mentorship, increase job creation, foster international linkages and collaborations, enhance futuristic thinking & innovation, increase tax revenues, business development by reduced barriers, increase entrepreneurship and university impact on community & businesses etc.

PUBLIC PRIVATE PARTNERSHIP, URBAN DEVELOPMENT & TRANSPORT AND MASS TRANSPORT SYSTEM SECTOR



For the B2B Meetings, the Crystal Ball Board Room was designated for the **Public Private Partnership, Urban development & Transport and Mass Transport system** sectors where public & private Pakistani and Chinese companies were given the opportunity to present their investable proposals for potential joint ventures.

The session started with the opening remarks of Project Director PMU-CPEC-ICDP whereby he welcomed all the participants from public sector as well as private sector of both China & Pakistan. He apprised the participants about the steps taken by Board of Investment to facilitate the private sector and requested them to come forward and invest in the attractive market of Pakistan. The public sector departments of Sindh were also requested to facilitate the business community and ensure enabling environment for businesses to grow.

The following are the presentations presented by the representatives of different department & companies: -

Public Private Partnership PPP Unit Sindh:

Mr. Zain Fawzi, Director Finance, Public Private Partnership unit Sindh gave a detailed

presentations on Public Private Partnership (PPP) initiatives, highlighted the accomplishments of PPP unit and also gave an overview of the PPP unit Sindh big ticket projects. He said that the economist magazines Intelligence units report Infrascope 2018 ranks PPP unit Sindh as 6th best performer in Asia. He further stated that the foundation stone of PPP Unit Sindh was laid down in 2008 with technical assistance of Asian Development Bank. Within a span



of two years, a robust PPP Framework was put into place which focused on institutional, legal, and regulatory aspects. PPP Unit Sindh has ensured private participation and fair business practices; the PPP agreements today are model documents which cover various risks, including Political Force Majeure, Change in Law, Termination Payments, GoS Event of Default, and Title of Project Land, free of all encumbrances.

Building upon this solid base, over the past decade, Sindh PPP Unit has undertaken number of projects in various sectors including infrastructure, education, health & energy.

Planning & Development (P& D) Department:

Mr. Asim Siddiqui, DG Urban Regional Policy & Strategic Planning, P&D Sindh apprised the audience by giving detailed presentation on introduction of URP & SP Directorate, major accomplishments, and



ongoing initiatives taken by the directorate. He highlighted that Directorate of URP & SP was established in 2012-13, headed by Director General. Overall policy vision is given by P&D Board, comprising representation from Finance Deptt., Local Govt. Deptt., Academia and Urban Experts. Responsibilities include preparation of urban and regional short, medium, and long-term plans and framework. Provide technical support to Provincial government on urban and regional issues including preparation of development master plans including GIS based mapping, surveys, and relevant assigned tasks. He then underlined major accomplishments of the department including but not limited to: -

- Development of Master Plans (17 Secondary Towns of Sindh)
- Municipal Finance Assessment Study for the Province of Sindh
- Sindh Sanitation Policy, Notified by Local Govt. Deptt.
- Environmental & Social Management Framework Study for Multi-Sectoral Action for Nutrition Program for 29 Districts
- A City Diagnostic and Transformation Strategy for Karachi
- Established & operationalized the entire setup of KNIP including:
 - Environment, Social Management Framework & Plan
 - Resettlement Policy Framework

He further explained the urbanization status of Pakistan and added that Pakistan is one of the most urbanized countries among South Asian countries with an urban population accounting for 37.2% of the region's total population in fiscal year 2020. In the end he apprised the audience with potential Master Plan project of Karachi coastline.

Transport & Mass Transit System:



Mr. Wasif Ijlal Chief Executive Trans Karachi highlighted the benefits of red line-Karachi Rapid Bus Transit and how it's going to benefit the citizens of Karachi. He underlined that this project is not only going to be transformational for Karachi city, but it would also open huge avenues in Public Private Partnerships. Karachi is one of the mega cities of the world and still lacks a proper transit system but now a process has been started in which all the lines (Red, Blue, Orange, Green, Aqua, Purple, Brown, and Circular railway) will work under one umbrella called Karachi Breeze.

He underscored that red line BRT is a third generation Mass transit system which runs from Malir Halt to Numaiish Chowrangi. The total cost of the project is \$503 million out of which 85% is financed by international lending agencies like ADB, AIIB, AFD, Green climate fund and Government of Sindh. The Red line has a dedicated corridor of 24.7 km and consists of 22 stations.

He further added that the project has been divided into two lots. The Lot 1 (Malir Halt to Mosamiyat), the contract for the development was awarded to ZKB group and the preparatory work commenced on the site from March 1, 2022. The Lot 2 (Mosamiyat to Numaish), the contract for the development has been awarded to China Railway 3 and AM Associates (CR3-AM) and the contractor will be mobilizing on the site in April 2022.

In the end he mentioned investment opportunities for the private sector in projects like Biogas Operator, Bus Supplier, vehicle operating company, ITS- system control and service provider, last mile connectivity provider, land value capture etc.

Descon:



The delegate from Descon presented the company profile along with the proposal for prospective JV partnerships. He highlighted that Descon started its journey in 1977 and mainly is working in engineering, power, chemicals, and other lines. The main focus of Descon is in engineering and giving its services in infrastructure, plant & equipment and maintenance of plant.

He added that Descon has 20,000 employees all over the globe working with 26 Nationalities and in 8 countries. Since 1977 Descon has completed 10-million-man hours

in Engineering, 690-million-man hours of construction execution, 500,000 tons of equipment manufacturing and 80-million-man hours of Plant Maintenance. The net worth of Descon is \$1 Billion. Descon is currently working in UAE, Saudi Arabia, Pakistan, Kuwait, Qatar, Oman and South Africa and future is to expand to Romania, Yemen, Afghanistan, Africa, and Central Asian countries.

In construction sector Descon is giving its services in plant construction, transmission and distribution and standalone equipment's. In infrastructure it is working in hydropower plants, canals, barrages, and waste power treatment plant. Turnaround / shutdowns, EPC retrofits, construction retrofits services are provided as industrial services while boilers, skid packages, process equipment, wind towers, irrigation gates as manufacturing services. In the end he emphasized the participants to contact with him for any information.

Rafi Group:



The delegate from Rafi Group presented the profile of the company. Rafi Group has been in the real estate development sector. The group prides itself on fulfilling all its commitment on time, and in being 100% compliant with clients. Speaking about one of the groups projects, the delegate informed that Green Palms Housing Project is the

largest GDA-approved housing project in Gwadar. Green Palms Housing Project of Rafi Group aims to fulfill the anticipated housing demand for an industrialized Gwadar. It is conveniently located at the intersection of the main Makran Coastal Highway and Kahaan Avenue. The unbeatable location of Green Palms Housing Project provides it with direct access to the beach as well as the central business district within a few minutes' drive.

Health Engineering Solutions Pvt Ltd.:



The representative of HES Pvt Ltd. presented the company profile along with the proposal for prospective JV partnerships. He highlighted that “Health Engineering Solutions (Private) Limited” an approved Engineering Consultancy Firm from Pakistan Engineering Council (PEC) in the field of healthcare facility planning to have multi-disciplinary team of specialized architect, engineers and doctors applying comprehensive concepts and creating fully integrated designs for next generation buildings, hospitals, and infrastructure together with infection control environment. Our aim is to meet all future needs by designing and implementing through latest technology integration methods aligning with maximum possible international standards.

He then emphasized the idea of online hospital through Health solutions – An App Hospital, would like to reach the maximum people to facilitate them with the best available healthcare practices at their homes so no one will be leaving their loved ones unattended and only because of the distances or affordability. Following are the efforts to the direction mentioned above in our mission and vision statements.

- A. Ambulance
- B. Blood
- C. Chemist
- D. Diagnostics
- E. Equipment at home
- F. Facilities available near you
- G. General Physician Clinics (Audio Visual Consultancy)
- H. Home Care & Nursing

Practical implementation of the idea is connecting the maximum healthcare facilities at the back of Health Solutions App adding skilled rider in it to deliver healthcare need to their doorstep. Similar like food and taxi services available everywhere but only change is to add the resources like ambulance, laboratories etc. and skilled riders like phlebotomist, sonologist, pharmacist and paramedical to deliver the best healthcare at home.

He apprised that many international companies and government contacted us to enable such things in their countries like Singapore, Japan, Thailand, Philippines, and few states of USA. It has already discussed with many authorities globally that no such healthcare license is required to start this kind of App in anywhere in the world as the App is just facilitator not the healthcare service provider. This app is the tip of the iceberg as it is just connecting the need from healthcare providers on immediate basis.

China Railway Group Limited (CREC):



The Business Head of CREC, started by informing that in 2007 the company had been public listed in Hongkong & Shanghai Stock exchanges and renamed from CREC to China Railway Group Limited.

The company started its business in 1894 by building steel bridge structures for China Railway sector. Now the company has 55 subsidiaries with 290k employees working in them. The turnover of the company in 2021 is \$153 Billion and presently at 35th spot on Fortune 500 Global in the world. China Railway Group Limited has delivered more than 100,000 km of Railway in China which is about 2/3 of the total country. About 90% of the total electric railway has been delivered by China Railway Group Limited. In Pakistan they have participated in different projects like Tenjali Bridge, Multan Bus Rapid Transit, M-4 Motorway, Karachi Green Line, Islamabad Airport Bus Rapid Transit, New Gwadar International Airport etc.

Railway related industry is a heavy industry and requires transfer of material from one place to another therefore this industry must be near the area of Port. He further added that CREC is providing Vocational and Technical Training to the people of Pakistan with the support of private and Government sector of Pakistan. Water supply shortage in major cities like Karachi & Lahore is due to

outdated water supply, sewage treatment and poor drainage infrastructure. Ground subsidence is due to groundwater pumping. Water supply and treatment plants will be constructed in the coming 20 years in Panjab and Sindh as there is a great potential for water supply & treatment sector.

He underlined that Highway construction in Pakistan has entered high-speed track along with other CPEC projects. Pakistan has done several highways in Sindh and Panjab in PPP mode, such as M9 and M2 highway project. CREC is willing to engage in PPP-based cooperation with the government. The company has also shown great interest in Naya Pakistan Housing Scheme which is a flagship project of the incumbent Government of Pakistan.

China Civil Engineering Construction Company (CCEC):



The representative of CCECC said that China Civil Engineering Construction Corporation (CCECC) was established in 1979, as former Foreign Aid Bureau under Ministry of Railway of Chinese Government, is now one of the ENR-listed top 100 global contractors with a global business network in 110 countries and regions.

He underlined that CCECC Pakistan Branch was established in March 2015 with PEC Category C-A No Limit Certification. In the

last seven years, CCECC has undertaken 13 projects in Pakistan with a total contract value of over 870 million USD. 80 Chinese and over 1200 Pakistani staff are working in the Islamabad, Lahore, and Karachi offices, and on ongoing projects. There are 200 sets of equipment available on the ground including earth moving machinery, concrete and asphalt batching plants and pavers, bridge, launcher etc. The major projects undertaken by CCECC are DASU HPP-Karakoram Highway-KKH01, DASU HPP-Right Bank Access Road, PAF Farid Runway Project, Lahore International Airport Runway Project, Mother and Child Hospital Project, Attock Mother and Child Hospital Project, Layyah KPT Connectivity Bridge Project, Karachi University at Sambrial Sialkot, Emergency Centre of PIMS, Islamabad.

He also gave some suggestions to Board of Investment which are as follows: -

- To adjust the PPRA rules for PPP projects, to allow more time for due diligence and decision making, attracting more foreign companies to participate.
- To provide more support to a foreign investor, such as reasonable VGF and strong guarantee (Sovereignty Guarantee), etc. making the project more bankable.
- To tackle the criminal activities and terrorist attacks against foreigners in the country, creating a safer and more friendly business environment.

CCECC will continue to cooperate deeper with our friends in Pakistan for mutual development and a prosperous future!

NORINCO Group:

The delegate from NORINCO Group joined online and presented the company profile along with the proposal for prospective JV

partnerships with Pakistani companies. He highlighted that NORINCO group “China North Industries Corporation” is a giant state-owned group with diverse business sectors. It is ranked 127th in the Global Fortune 500 in 2021 and listed on Shenzhen Stock exchange since 2001. The annual turnover of the company stands at \$83 Billion. NORINCO group is famous for defense products, but they have diverse into other business sectors as well like Minerals development, Petroleum development, Civilian Products, and International Engineering.

He further highlighted that over the years NORINCO International has focused on building extensive economic & technical cooperation and trading ties with multiple countries / regions worldwide. NORINCO has undertaken 80 large & medium-sized EPC / BOT engineering projects in 20 countries.

One of the major businesses of NORINCO group is railway transportation. NORINCO International enjoys high reputation in Railway Transportation market. The major projects of NORINCO international are Tehran Metro Line Project, Orange Line Lahore, O&M of Orange Line Lahore, Addis Ababa-Djibouti Railway etc. NORINCO International have also invested and constructed several Power Plants such as coal fire, wind power and hydel power in Bangladesh, Ethiopia, Croatia, Myanmar, and Laos.

In the end he mentioned areas where NORINCO International would like to cooperate with Pakistani Counterparts like supply and manufacturing cooperation of solar illumination products, waste to energy power plant, E- Ticketing Apps Equipment’s, skill training professional and technical training, petrochemical products,

construction machinery, special chemicals & special materials, and civil explosion.

China Railway and Bridge Corporation



The AGM China Road and Bridge Corporation (CRBC) presented the company profile and prospective joint venture with Pakistani companies. CRBC is one of the four large State-owned companies that first entered the international contracting market. CRBC mainly undertakes contracting, investment, development and operation of road, bridge, port, railway, airport, tunnel, real estate, and industrial park projects. With branches and offices in nearly 60 countries and regions in Asia, Africa, Europe, and the Americas, CRBC has established an efficient and rapid global market network. CRBC is the major oversea platform of China Communications Construction Company Limited (CCCC), one of the Top 500 Fortune Companies in the world and 4th of the ENR's 2020 Top 250 International Contractors.

He then underlined the progress of KCCDZ which is one of the flagship projects of CRBC in Pakistan. He apprised the audience that in 2019, Ministry of Maritime Affairs (MoMA) decides to launch the KCCDZ project focuses on livelihood improvement and industrial development. In 2020 the conceptual design of KCCDZ was completed by CRBC. A communication meeting on the conceptual planning of the project was held

jointly with the CPEC Authority, BOI, MOFA and CRBC, which was highly recognized by Pakistan and Pakistan, and KCCDZ was included in the JWG-on Industrial Cooperation under CPEC. In 2021, KPT signed a KCCDZ MOU with CRBC.

Zhejiang Dahua Technology Company Limited:



The company representative of Zhejiang Dahua Technology Co. Ltd. (Dahua Technology) presented the company profile and highlighted the current businesses of the company. Dahua Technology is a world-leading video-centric smart IoT solution and service provider. Based on technological innovations, Dahua Technology has been continuously focusing on customer service to build an open and fully linked technology system. It comprehensively expands the application and depth of IoT data in both city-level and corporate-level markets, providing one-stop smart IoT services and solutions for the digital transformation of cities, enterprises, and homes.

He added that the company has more than 18,000 employees, of which over 50% are engaged in R&D. Committed to technological innovation, the company invests approximately 10% of its annual sales revenue to R&D and has established five research institutes: Advanced Technology Institute, Big Data Institute, Central Research

Institute, Cybersecurity Institute, and Smart City Institute.

He further informed that, with a global marketing and service network, Dahua Technology has established more than 200 provincial offices in China, as well as 58 overseas subsidiaries and representative offices covering the Asia Pacific, North America, Europe, Africa, and other regions to provide customers with speedy and high-quality services. With its mission of “Enabling a safer society and smarter living”, Dahua Technology has deployed its products, solutions, and services across 180 countries and regions, covering key industries such as smart city, traffic, retail, banking & finance, energy, etc.

He further apprised the audience that with the Hangzhou headquarters as the center, the company has also established R&D subcenters in Xi'an, Chengdu, Poland, and Mexico to maximize its global R&D capabilities, meet the company’s growing business needs, and explore the infinite possibilities of technology. Dahua Technology highly values corporate responsibility and green development. The company always adheres to its mission and constantly utilizes science and technology to make a difference in the society.

In the end he underlined that Dahua Technology continuously promotes its corporate social responsibility and sense of mission, and actively participates in various social public welfare projects while maintaining stable operation and sustainable development. The company also utilizes its technological capabilities in the preservation and conservation of our environment, helping to build a harmonious and beautiful world for everybody.

AUTOMOBILES SECTOR



The session of Automobiles and Pharmaceuticals was led by Mr. Khashih ur Rahman, AS/Executive Director General II, BOI. Besides the physical presence of participants, many Pakistani and Chinese enterprises also joined through online link/broadcast.

The session began with opening remarks by AS/EDG II, BOI, in which he warmly welcomed all the participants from Pakistan & China. He hoped that fruitful collaboration would take place because of this B2B exercise, and then laid out the structure of the Program. It was requested by EDG II to keep the presentations to a pre-defined 5-minute time slot.

Presentation by Engineering Development Board:

Mr. Asim Ayaz GM EDB joined the session online and presented an overview of the Auto Sector in Pakistan and apprised that all types of vehicles are being manufactured in Pakistan, including 2-3 wheelers, trucks, buses, cars, LCVs, SUVs, tractors & trailers of renowned international brands. The associations of manufacturers are PAMA and of the vendors PAAPAM, and there is continuous consultation with the stake holders through AIDC/AIDEC.

Describing features of the Automotive Development Policy (ADP 2016-21), he said

that the policy attracted 21 greenfield investors, which were KIA, Hyundai, Proton, Changan, DFSK, BAIC, GWM (HAVAL), Forland, MG, Sinoturk, Higher, Zongtong etc. The major aim was to increase competition in the market and focus on consumer welfare (WP-29 safety regulations).

He also apprised about the Auto Industry Development and Export Policy (2021-2026), and said that continuity of ADP 2016-21 ensured, promotion of localization vide 30% value addition & biannual review of SRO 693. He also briefed about the focus on export of vehicles/ parts, volumes needed for localization & exports (Meri Gari Scheme - new models up to 850 cc), new product policy for motorcycles & tractors, promotion of EV Policy & other new technologies, implementation of safety regulations & consumer welfare, one window operation for processing of investment applications.

Presentation by Planning & Development Department, Government of Sindh:

Mr. Salah Uddin Memon (Director Industries) said that Government of Sindh is always doing its level best to improve the industries in Sindh. The department constantly encourages and promotes industrial activities in Sindh province, which is the backbone of the economy. Issues like lack of infrastructure, shortage of gas and water supply are being resolved, and it is committed to further uplift the industrial sector, particularly textile, automobile and pharmaceutical. The Industries & Commerce department has recently setup S.I.T.E Larkana consisting of 128 acres. The industries department has two organs, one is S.I.T.E and, Karachi SITE is the largest site in Sindh followed by Hyderabad, Sukkur and

Larkana. Other organ is the Sindh Small Industries Corporation, which facilitates the small and medium entrepreneurship.

Furthermore, the Dhabeji Special Economic Zone is being set up by the Federal Government with support from Sindh. He finished by assuring that the Department of Industries & Commerce is always ready to facilitate for foreign or local investors.

BYD:

BYD representative joined the session online and informed that there bus is running in Karachi, and it's one of the first electric vehicles in Karachi. Currently 600,000 global sales of EVs and this year it will be 900, 000. This year more than 95% will be EV and slowly exiting the traditional auto manufacturing.

Apart from auto, battery manufacturing, solar, and rail transit are also part of company business. The group revenue is \$23.8 billion USD, with 60% annual growth rate. The company has more than 35,000 R&D personnel. In 1995, BYD became the battery manufacturers and largest Chinese suppliers for Nokia and Motorola. The company has 11 research institutes and 22,000 authorized patents.

The company's green transportation strategy involves rail transit to solve traffic congestion and electric vehicles to solve Air pollution. He said that BYD is known for passenger vehicles, however, it produces consumer, buses, coaches, taxis, logistics, construction, sanitation, plus port, warehouse, airport, and mining vehicles. In all of these areas, BYD has core technologies. Shenzhen has a lot of electric vehicles in the form of buses, taxis, pure EV trucks. In addition, BYD is one of the top suppliers of electronic structural components (metals, glass, ceramics, plastics, etc.), that is why,

every 2 out of 10 smartphones in the world uses BYD technology and 1 out of 3 structural parts of the total global android smartphone market.

He briefed about the exclusively owned by BYD, blade battery (which enhances safety) and DM -I Super Hybrid (which makes fuel consumption low and increases range of battery). Considering the Semiconductor industry shortage in 2021, BYD can manufacture semiconductors also. It has presence in 50 countries and 300 cities over the world, including Japan's public transport sector.

Describing their proposal, he appraised that basically, they are looking for collaboration in renewable energies, electric vehicles, public and private transport with Pakistani public and private parties.

Yutong Master:



Apprising about the market share of Yutong, the company delegate said that Yutong has 68% market share in intercity buses. As far as all bus categories is considered, Yutong has 40% market share.

Yutong is serving clients like Faisal Movers, FWO, MCC, CCMIC, and CCMEC. A new plant with production of new energy buses in Port Qasim Karachi, having test ground, R&D center, with the latest technology and management method, along with production

capacity over 1,000 units luxury bus annually, and 600 more jobs recruitment is being planned.

A short video of the company's endeavor in Pakistan was played.

Dongjin Group:



The delegates from the Dongjin group informed that the group was founded in 1993. After more than 20 years of development, it has now become a collection of design, research and development, manufacturing and sales of car start batteries, AGM start-stop batteries, electric bicycle power batteries, new energy vehicle power batteries, UPS batteries, etc. An integrated large-scale industrial group at present, there are more than 4,000 employees in the world, including 500+ middle and senior technical personnel, and the annual output value of the company can reach more than 4 billion yuan. The group has strong technical force and advanced equipment.

The company works in car starter battery, AGM, start-stop battery, EBF, car power battery, electric bicycle power battery, UPS Energy storage battery, tricycle traction battery, and other types of batteries.

It was appraised that the company has plants in Bangladesh, India, Philippines, and Paraguay is looking to invest in another battery factory at Pakistan.

Shenzhen ZESE Technology Co., Ltd.:

Giving a brief introduction online, the company delegate said that Shenzhen ZESE Technology Co., Ltd. was founded in 2013. Based on the sales of lithium batteries, it has now developed into a lithium battery energy storage power system integration enterprise integrating R&D, production, and sales. Main products include high-voltage battery modules, battery clusters, light storage and charging microgrids, and large energy storage power stations. It has established professional power system PACK factories in Dongguan and Huzhou.

Describing the products, it was apprised that their portable power bank, and home energy storage have cost advantage, technical advantage, and market advantage.

Proposing the business model for collaboration, the following model was put forward.

Product retailing	Product reprocessing	Production line set-up
ZESE supplies batteries and energy storage products	ZESE supplies batteries and energy storage products	ZESE helps local firms set up their own production lines
Local retailer purchase and resell ZESE products via their own market distribution.	Local firms reprocess ZESE products	ZESE provides all or parts of equipment and products
	Local firms' sale products	ZESE provides

	with their own brands	end-to-end solution consultancy
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Tecno Pack Industries (Private) Limited:



The delegate from Tecno Pack Industries (Pvt) Limited informed about the company profile saying that it is an ISO certified company having a capability to produce precision engineering components and a Proven track record of working with market leaders for almost 50 years. The company has multiple plants in Karachi city with the core competency in Aluminum high pressure die casting, precision machining, metal finishing , support processes.

He further described about the types of machinery employed by the company and mentioned that the company has long term relationship with local and foreign suppliers of raw materials including ADC-12, HD2-BS1, AlSi12Cu1.

Defining benefits of joint ventures with Chinese companies, he said that, firstly, China is importing Aluminum alloy from Pakistan but buying ready parts manufactured in Pakistan will benefit more as production costs in Pakistan is lower than China and lesser freight cost of ready part instead of raw Material. Secondly, the company has intention to go into joint venture with Chinese companies for items

where high duty rates are applied on China by USA and Europe, but lesser duties on made in Pakistan, hence more feasible. And thirdly, with very high freights these days producing and export from Pakistan to oil rich gulf countries will save handsome amounts on freight costs and will increase the competitiveness.

He accentuated that Pakistan being a fairly large market, imports many engineering goods from China and if these are produced in Pakistan with JV with Chinese company, it will assist in bigger market share, especially for components / items where high custom and regulatory duties are applied on imports.

Allied Engineering works (Pvt.) Ltd.:



The delegate from Allied Engineering works (Pvt.) Ltd. briefed about the history and business scope of the company. He said that foundation stone of Allied was laid in 1988, and it has been producing automotive parts for OEMs for three decades in the domain of sheet metal with expertise in forging, machining, stamping & heat treatment. gear manufacturing is additional purely technical aspect of Allied.

Due to fine financial record & performance in SME sector, Allied avails subsidized loans from State Bank of Pakistan. It is associated with the Japanese Motorcycle OEM having 70% of Pakistani 2-wheeler market. Ther products include Complete Thread Stem Nut

, Pipe Steering Head, Rear Brake Arm Stopper, Main Drives,Front Sprocket, Main Stand Bolts, Gear Shift Shafts, Spear Cross Shaft, Break Shaft, Fork of Various Kinds, Rod Link Assembly, Eye Rings, Body Nuts, Centre Clutch. Also, the company has Facilities of Surface Treatment, Welding Services, Heat treatment, Mechanical Fabrications, Machining & Gear Manufacturing, Complete Automation Solutions.

In year 2021, 1.9 million Units of 2/3 wheelers were assembled by 38 Pakistani assemblers. Pakistani Motorcycles Market fast recovered in 2021 following two declining seasons. The market scored a double-digit growth with sales up 14.2%+, one of the best results in Asia. Pakistan has been forecasted as 5th largest two-wheeler market in Asia Pacific for the coming five years. With 90% parts of two wheelers are being manufactured locally by over 3000 OEM vendors with combined work force of over 500,000 skilled workers & 2.5 million of indirect employees, for the rest 10% Pakistani OEM vendors welcome their iron brother to bring in technology on JV basis. As the future of EV in Pakistan is debatable topic but it's obvious that the body, chassis & moving mechanism parts are not going to be replaced.

He further narrated that the market's largest segment is on-road motorcycles with a projected market volume of US\$1,402m in 2022. The volume weighted average price of motorcycles market in 2022 is expected to amount to US\$1,608. From an international perspective it is shown that the most revenue will be generated in China (US\$23,771m in 2022).

PHARMACEUTICAL SECTOR

Mr. Salah Uddin Memon (Director Industries) from Planning & Development Department said that the govt of Sindh has been playing an important role in economy of province. There is no need of NOC as Sindh govt believes in deregulation. Sindh government always plays its level best to make CPEC projects a success story and to make the most powerful economic endeavor beneficial to the masses. The industries and commerce department always promotes, encourages, and facilitates investment activities in the province.

He said that the department does not discriminate and facilitate equally in Dhabeji, SITE and SSIC. The department has resolved infrastructure obstacles and shortage of gas, and is working on uplifting the industrial sector, particularly pharmaceutical sector. MD SITE is also taking pains to facilitate pharma industry in SITE. Sindh Industrial Trading Estate Zone is the biggest zone in Karachi.

Industries & Commerce department has recently established other zones, as well as Sindh Small Industries Corporation. Also, a 3000-acre economic zone is planned in Karachi for which land acquisition is underway. The intent is to increase production, revenue, exports and provide employment opportunities to the masses, improving the business environment. All relevant departments are always open for facilitation to the business community. The Government is in loop with the private sector. Moreover, there are 147 Chinese companies are involved in Sindh with huge investments.

United States Pharmacopeia:



Mr. Muhammad Rahimuddin, Senior Technical Advisor giving an industry overview as a neutral entity said that Pakistan's Pharmaceutical market is estimated to be USD 4 Billion (including institutional sales) growing at a rate of 12.47% (5-year CAGR). The industry comprises of 700+ manufacturers and thousands of distributors whereas potential to grow exports with the right partnerships is exponential. Case in point being the local production and export of the key COVID-19 treatment Remdesivir. This showcases the strength of the local industry.

Describing the opportunity in Pakistan, he said that the country has a large base of domestic pharmaceutical manufacturing capacity, technical and management personnel. The global generic market is expected to grow to USD 700 billion (by 2025) and many of the large industries from different countries are moving towards more complex large molecule so this presents an ideal opportunity for the Pharmaceutical Industry. The Government has identified the Pharma sector as a priority sector for expanding Pakistani exports. Public health expenditure is increasing for example the introduction of Sehat Card is a major boost. Also, the progressive regulator is creating investment friendly policies to help industry grow.

Explaining about the recent policy on promotion and incentivizing the API Industry, he said that Global API market is over USD 190 billion and is projected to grow to over USD 300 billion by 2030. This policy initiative was led by Prime Minister's Office with all key Ministries / Stakeholders / Regulators onboard and has introduced a number of incentives mentioned below.

The incentives include Tax holidays for all API manufacturers, zero percent customs duty, imposition of anti-dumping duty and tariff protection against import of APIs manufactured in Pakistan, financial incentives like soft loans and retaining 20% export earnings, and for the long term, establishment of API mega parks.

He said that current scenario presents an opportunity to develop international partnerships that enable knowledge and technology transfer for local manufacturing of primary APIs. Another aspect on the governments agenda is investment in Naphtha Cracker Complex which can unlock significant value for local and foreign investors across pharmaceutical and other industries.

Cansino Biologics Inc.:



The company delegate introduced about the profile of Cansino Bio, saying that it is an innovative leading technology company to

develop vaccine products. He said that the company has 17 vaccines against 12 diseases. Out of these, 4 have approval, a few are in clinical trials stage, and some are in development stage, along with combination vaccines such as reduced shots for infants.

He also compared immunization programs in different countries and declared that in China, the immunization program is much advanced as compared to Pakistan. Many more disease vaccines are administered in China and the company studies gaps in different countries which can be filled, hence the company can make contribution in the future.

He further said that in the vaccine research and development process of exploratory, clinical, and manufacturing/marketing phases, the company can help in the exploratory phase containing research and pre-clinical sub phases. They are working with National Institute of Health, and historically first-time clinical trials were also carried out and the hospitals are ready to do more. Manufacturing can also be done, however now the company is looking into full scale manufacturing and a good model for local collaboration.

Discussing different platforms of technology to develop vaccine, he said that besides egg based, cell-based vaccine, RNA based vaccine is also used and Covid 19 vaccine is very successful which is RNA based. Moderna and Pfizer are RNA based.

Also, recombinant subunit protein vaccines are also available, along with viral vectored based vaccine. Four countries developed viral vectored vaccines. Now we are developing second generation subunit protein-based vaccine, including some Chinese and US companies.

He said that China has 80+ years of vaccine development history. Cansino launched the

covid vaccine using the same platform as the world's first Ebola vaccine launched in 2017. The product was exported to more than 10 countries including Pakistan to help in the pandemic. So far 20 million locally made doses of vaccine have been delivered. Additionally, the boosters of the vaccine significantly increase antibody levels compared with inactivated vaccines. The company is also developing inhalation vaccine, which has 300 times more efficiency compared with conventional booster method.

Describing the proposal, he said that CanSino is open to collaborate with all potential partners for transfer of technology, local manufacturing, joint clinical trial, marketing promotion, and regional distribution.

Luye Life Sciences Group:

The delegate from the company joined the session online and apprised about the company history. Luye Life Sciences was established in 1994; comprises of four core businesses, Luye Pharma, Luye Medical, Luye Diagnostics as well as new technology such as VLP Vaccine Technology and mRNA Technology. The Group's products and services are spread across over 80 countries and regions around the world.

She informed that the major areas of Luye are Luye Pharma, Luye Medical, Luye Diagnostics, Luye Investment. The company has patient-centered business matrix, E.g., involvement in pharma, medical, diagnostics, and vaccine. Luye Pharma has made global R&D, global supply Chain, and for the global market it has three main strategic priorities, targeting the central nervous system, oncology, cardiovascular and other therapeutic areas. The company has a global team, multiple platforms, regulatory capability, and pipeline products. It has a

global marketing network which covers 80 countries and regions including large global pharma markets and fast-growing emerging markets. Luye has Specialty hospitals and services in Australia, China, Singapore, and also general hospitals in China.

The company representative said that they are interested in sales and investment in Pakistan and any interested company can contact.

Guangzhou Pharmaceutical Holdings Limited (GPHL):



GPHL joined the meeting online and the representative apprised that is engaged in research and development of Chinese patent drugs and vegetable drugs, chemical bulk drugs and preparations, biological drugs, big health products, etc., and commercial logistics distribution as well as medical health services and other businesses. She said that GPHL has entered global 500 list.

Guangzhou Pharmaceutical Holdings Limited, a large group authorized by Guangzhou Municipal Government, is located in Guangzhou, the national central city, adjacent to Hong Kong and Macao, and radiates Southeast Asia.

Guangzhou Baiyunshan Qixing pharmaceutical company is a subsidiary of *Guangzhou Baiyunshan Pharmaceutical Group Co., Ltd*, it has a product structure

based on cardiovascular and cerebrovascular drugs and supplemented by pediatric drugs. It has nearly 80 varieties of pills, tablets, capsules, granules, powders, and mixture. The products are sold at home and abroad.

Products such as Huatuo Zaizao pills and Fufang Nanbanlangen granules are already available in Russia, Korea, Vietnam, USA, Indonesia, Nigeria, Peru. The product Fufang Nanbanlangen Granules has pure Chinese medicinal materials and health benefits were also defined.

Guangzhou Baiyunshan Zhongyi Pharmaceutical Co. with a history of 360 years, is one of the leading enterprises of GPLH. The company campus covers land area of 12 hectares, and it is a modernized pharmaceutical production enterprise that deals with operation, production, and service.

The core variety of the company is 3 large varieties of traditional Chinese medicine with more than RMB 100 million, which contains RMB 600 million: Xiaoke Pills, RMB 400 million: Zishen Yutai Pills, RMB 200 million: Angong Niuhuang Pills. The drugs can be sold in Australia, and according to relevant agreements, they can even be distributed in 16 countries (regions) of the British Commonwealth.

The company is interested in the Pakistani markets and is looking for Pakistani partners who agree with the promotion of traditional Chinese medicine.

Searle:

The representative from the company briefly described the history of IBL group, which is the parent company of Searle. He said that the company was founded in Delhi 1887 and transferred to Pakistan in 1947. Searle came to Pakistan as a subsidiary of G.D. Searle Co.

USA in 1965 and was acquired by the IBL group in 1993. After that research center and multiple plants were setup in Pakistan and one outside.



It was apprised that the company achieved PKR 34 Bn revenue, which is about 200 million USD. Doctors prescribe approx. 1 Mn Searle products every day in Pakistan. There are 2,500 employees in the field and overall, 5,000 employees working in the company. The CAGR of the company is 18% with double digit CAGR over a 13-year horizon. Moreover, the company value increased from 1.3 billion 2000 to 34 billion in 2021.

It has 9 manufacturing facilities in Karachi, two of which were built by multinationals, G.D. Searle and Merck Sharp & Dohme (MSD) when they were operating in Pakistan. Another plant Searle Biosciences at Port Qasim is going to be the only plant in Pakistan approved by the US FDA. Other plants are at Lahore and Belgium. Overall, these are producing 250 Mn units annually.

He also informed regarding the partnerships of the company with multiple multinational companies and talked about achievements and endorsements by international financial and performance institutions.

Existing markets of Searle are 18 countries, and the future markets are 9 which are more stringent. He said that the company is already in contact with multiple Chinese companies

and offer investment opportunities in pharma, biological and are in the process of developing top of the line Monoclonal antibodies and also to financial institutions as subsidiaries of the Searle are going into IPO's. Also, APIs in biological, pharmaceutical, and financial areas.

Bosch:



Bosh representative informed that the company believes in innovative medicine for betterment of life. It was founded in 1994 and has 5 plants with 16 dedicated manufacturing facilities producing a number of different products.

The products are Penicillin Injectable, Penicillin Oral, Cephalosporins Injectable, Cephalosporin Oral, Quinolones, Parenteral Infusions, Lyophilization Vials, Lyophilization APIs, Carbapenems, Psychotropics, Ampoule Injections, PPI Pellets, Ophthalmic, General Specialties, Sachets, Cream ointment & lotions.

He said that we are the only company in Pakistan which has lyophilization facilities, and we are manufacturing our own lyophilization API's. We are looking to expand in these as there is a large amount being imported and also have access to global markets. Furthermore, the company has different international certifications, nationwide distribution, well known brands,

and worldwide presence in approx. 20 countries.

High-Q:

Managing Director High Q, and Vice Chairman Pakistan Pharmaceutical Manufacturing Association started his presentation by saying that total volume of pharma market of Pakistan is 3.81 billion USD with a growth rate of 23.54% growth rate. National pharma companies contribute more to the volume (71.67%) than MNC pharma's.

The organization stands at 6th position among National Pharma Companies (MAT-12/2021), having 114.53 million USD revenue, 21.16% growth rate, and 4.21% value share. HIGH-Q International, was founded in 1994, and after successful launch of over thirteen years, a state-of-the art manufacturing plant HIGH-Q Pharmaceuticals was set up in 2007. HIGH-Q Pharmaceuticals has successfully established its Nutraceutical division by the name of Vida Laboratories.

Manufacturing facilities of Tablet I(General), Tablet II(General), Capsule (General), Liquid Syrup (General), Sachet (General), Dry Powder Suspension (General), Warehouse (General), Product Development Laboratory, and Quality Control Laboratory exist.

He said that High Q has 71 Brands (136 Products) registered and marketed with presence around the globe in countries like Afghanistan, Cambodia, Tajikistan, Uzbekistan, and Georgia.

High Q Pharmaceuticals intends to broaden its horizon and is constantly exploring new opportunities especially in the areas of Vaccines, Medical Devices, Manufacturing

of capsule shells, Manufacturing of pellets, Anti-Cancer medications, and Hormones.

Palpex Pharma:



The company delegate informed that Palpex Pharma is a one of the fastest growing pharmaceutical manufacturing (formulation) companies in Pakistan with focus on providing high quality life through affordable medicine. It was licensed in 2017 and is located in Korangi Creek Industrial Park (KCIP) one of the premier SEZs of Pakistan.

The manufacturing sections of the company include Sterile Injectable Liquid Vials, Sterile Dry Powder Vials, Tablet (General), Capsule (General), Dry Powder Suspension (General), Capsule (Cephalosporin), Dry Powder Vials Injectable (Cephalosporin), Dry Powder Suspension (Cephalosporin), Sterile Injectable Liquid Ampoule. He said that the products are available in more than 100 major districts of Pakistan through distributors. It is providing toll manufacturing services to multiple clients and are exporting to different destinations of the world including Afghanistan, Cambodia, and Yemen.

Coming to the collaboration proposal, he told that PALPEX PHARMA is eyeing to explore the potential of APIs manufacturing segment . Very recently Government of Pakistan has

formulated an incentive policy aimed to facilitate the production of Pharmaceutical raw material in the Country. Currently, 23 pharmaceutical manufacturers possess the license to manufacture APIs. These firms produce about 15pc of APIs while the remaining 85pc is imported, thus large potential remains. Apart from local market demand, Global APIs market is around \$180 billion, expected to be \$250 billion by 2024.

In this connection special incentives for APIs manufacturers and one-window operation will encourage companies to apply for licenses to manufacture. Establishment of APIs mega parks with all the required facilities will help. API manufacturers can avail financing facilities already available under the export finance scheme (EFS).

Narrating the benefits offered, he said that low cost labor, tax exemptions, low-cost financing facilities, strategic importance of the location of port of Karachi, rapid improvisation of industrial infrastructure in the city, and establishment of multiple Special Economic Zones (SEZs) in the city under CPEC are among them.

Describing the collaboration sought the company is looking for transfer / sharing of technology, transfer of technical expertise through human resource training process in the field of manufacturing, sales & marketing , and implementation of world class standards to access the developed markets like EU, US.



**Proceedings of SEZ Board Room
Governor Hall: Special Economic Zones
Sindh**

Head Table Panelists

- **Secretary Board of Investment, Islamabad:** Ms. Fareena Mazhar
- **Director General SEZ BOI:** Mr. Abdul Samie
- **Chief Executive Officer SEZMC:** Mr. Abdul Azeem Uqaili
- **Chief Executive Officer PIDC:** Mr. Rizwan Bhatti
- **Chief Operating Officer ZKB:** Mr. Mubeen Saulat

Moderated by:

- **Deputy Director SEZ:** Ms. Mamoon Naz

Assisted by:

- **Assistant Director SEZ:** Mr. Salman Akram

To promote investment opportunities an exclusive 2-hour long session was held on the Special Economic Zones (SEZ) of Sindh. The

session commenced with the opening remarks by

Ms. Fareena Mazhar, Secretary Board of Investment.

Ms. Fareena Mazhar, opened the forum with an absolute expression of pleasure on the interest shown by the business community on becoming part of the SEZ session of B2B Conference Karachi. She welcomed the esteemed guests and stated that Special Economic Zones (SEZs) were the cornerstone of the Investment Policy 2013 and that the objective behind SEZs in Pakistan is to increase ease of doing business and to stimulate industrial growth with quality infrastructure in a limited area to better utilize the scarce resources.

She shed light on the inception of Special Economic Zone Act in 2012 and its journey over the years. She elaborated how after a successful amendment review of the Act in 2016, SEZs were included in the customs territory thereby opening them to the local markets. Since then, 21 Special Economic Zones across Pakistan have been notified, of which 18 are currently operational.

She highlighted the idea of SEZs, used by governments as a policy tool to bring about regional socio-economic development in underdeveloped areas through effective and targeted allocation of scarce resources, to develop certain areas with complete availability of utilities and basic infrastructure wherein investors can come, construct, and commence commercial activities in a short span of time. Consequently, created a smooth environment for investment along with ameliorating ease of doing business. She listed a few success stories like Bangladesh, Vietnam and China and other such countries in the region that have successfully implemented the concept of SEZs.

She added that after the successful launch of SEZ MIS Module, the approval process for getting SEZ status has been streamlined, giving way to serious investors. She apprised the participants on interest shown by private and Sole Enterprise Special Economic Zones (SESEZs), that are evidence of investors' confidence in the regime.

She further elaborated that to facilitate SEZ investors, Board of Investment is also working on a One Stop Service (OSS) module for all necessary approvals through a single digital gateway, that is to be launched shortly.

She apprised the forum that in her capacity as Secretary of Federal Board Of Investment the premier Investment Promotion Agency of Pakistan, as well as, Secretary of Board of Approvals the apex forum for SEZs, she has a firm belief that the Federal Government should continue to play an active role in the investment equation of Pakistan. Where the government is ought to provide, infrastructure support, fiscal support, regulatory support, and most of all,

facilitation at all levels to induce ease of doing business and reduce the cost of doing business, to bring in an inclusive and equitable development across Pakistan

Lastly, she pointed out that with the continued support, facilitation, and coordination across the board, we can get this investment equation right. While with industrial cooperation in the mix, we can get it right fast. She invited the participants input for creating a robust investment regime in Pakistan.

Director General SEZ BOI: Mr. Abdul Samie

SEZ Regulatory framework since its inception in 2012, has massively expanded not only in its scope but also what it means as a policy weapon of mass industrialization in Pakistan.

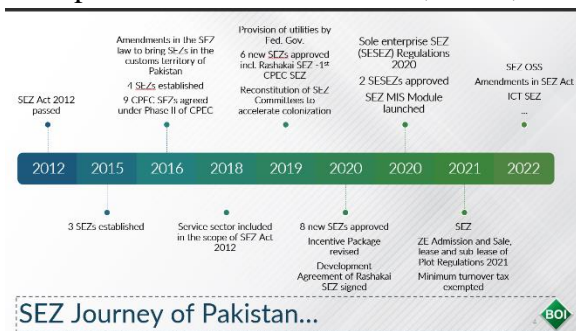
BOI in collaboration with the stakeholders, has launched major reforms, that warrant a detailed discussion to not only understand them but also to benefit from them.

Director General SEZ BOI Mr. Abdul Samie briefed the participants about the SEZ regime in Pakistan, the Special Economic Zone Act, 2012, approval processes, diverse incentives available, and other policy developments made so far. He apprised about revised incentives for SEZs. He explained that the scope of custom duty exemptions earlier available on the import of "Plant and Machinery" has been broadened by replacing "Plant and Machinery" with an expansive definition of "Capital Goods" whereas income tax holiday for both the developers and zone enterprises has been extended to 10 years.

Old SEZ Fiscal Incentive Package	
Developers	<ul style="list-style-type: none"> One-time CD exemption on import of plant & machinery Income tax exemption for 5 Yrs
Zone enterprises	<ul style="list-style-type: none"> One-time CD exemption on import of plant & machinery Income tax exempted for 10 Yrs for units starting production by 30.06.2020 & 5 Yrs for units starting production thereafter
New SEZ Fiscal Incentive Package	
Developers	<ul style="list-style-type: none"> One-time CD exemption on import of capital goods Income tax exempted, incl. min. turnover tax, for 10 Yrs
Co-developers	<ul style="list-style-type: none"> Concession & exemptions of developers extended to co-developers
Zone enterprises	<ul style="list-style-type: none"> One-time CD exemption on import of capital goods Income tax exempted, incl. min. turnover tax, for 10 Yrs

He then walked the participants through the SEZs journey, starting from the passage of Special Economic Act in 2012, establishment of 3 SEZs in 2015, commitment to establish 9 SEZs under the framework of Industrial Cooperation - the Phase II of CPEC, establishment of 14 SEZs in 2019-20, and revision of the incentive package. He highlighted the landmark era of success for SEZs after the notification of “Sole Enterprise SEZ Regulations, 2020” that has enabled single companies that meet its eligibility criteria to establish their own SEZs and avail the benefits provided under the SEZ Act. He noted that the establishment of two Sole Enterprise SEZs, both in underdeveloped areas is evident of its success.

He apprised the investors about the Zone Enterprise Admission and Sale, lease, and



sub-lease of Plot Regulations 2021 that aim at streamlining the approval processes, that is implemented through SEZ MIS Module (SEZMIS). He then shed some light on BOI's steps taken to digitize all the procedures involved in the grant of SEZ status to developers and enterprises through SEZMIS.

This interactive IT module provides access to investors all over world to access all notified SEZs across Pakistan and invest in them. He highlighted that the success of SEZMIS can be gauged from the fact that a total of 44 SEZ committee meetings have taken place during February 2021 to December 2021 as compared to 41 since 2016 to January 2021.

Talking about the next steps taken towards reforms he unveiled the forthcoming launch of a much-needed Special Economic Zones One Stop Service (SEZ OSS). Once operationalized, SEZ OSS will enable the businesses to get all services, clearances, permits, and approvals from a single point of contact, thus, saving time, money, and efforts. Not only this system will provide a single gateway to facilitation of services but will also ensure time bound service delivery. He emphasized that every SEZ investor will benefit from SEZ OSS. While elaborating the idea of SEZ OSS, he underlined the number of agencies that will gradually be added to this module. Initially, major agencies including Power, Petroleum, Inland Revenue service, Pakistan Customs, PCSIR, BOI, EOBI, and PCSQA at the federal level whereas at provincial level of KP and Punjab, respective Environment Protection Agencies, Revenue Authorities, Social Security Institutes, Labor, and Industries Departments have been taken onboard. He briefly described the working processes and salient features of the OSS including empowered & dedicated resources, smart regulatory regime for the investors.

Chief Operating Officer Zahir Khan & Brothers (ZKB): Mr. Mubeen Saulat

Mr. Saulat shared ZKB's experience of working with government of Sindh and went on to elaborate upon the development plan for Dhabeji SEZ (DSEZ). He pointed out that

the Government of Sindh allotted 1530 Acres of land for DSEZ in Thatta and that DSEZ project is a priority SEZ under CPEC. He elaborated that the project would facilitate potential investors of China, Japan, US, Russia and other countries to establish new enterprises or transfer their facilities to DSEZ in Pakistan. DSEZ would offer state of the art infrastructure, utilities, and other amenities on the doorstep of the enterprises and that it would provide a gateway to Central Asia, South Asia, Middle East and African markets.

He further provided insight into the industrial clusters that would potentially colonize DSEZ including industries such as petrochemicals, Automobile, Textile, Fertilizers, Paper Packaging, Renewable Energy, Storage and Warehousing. He went on to indicate that the progress in the development of DSEZ is where the design phase is now complete, and it is in the phase where construction activity has started off. He summarized that ZKB is Pakistan based developer and engineering enterprise, with world class construction capabilities and activities extending to whole of the client value chain. He also highlighted that ZKB has participated and collaborated in construction and development of a number of international projects including Sudair Industrial City (Kingdom of Saudi Arabia), Qatar FTZ and LSZ (State of Qatar), Wuzhou Economic Corridor Development (China), Suzhou Industrial Township (China), Purwakarta Integrated Industrial Park (Indonesia), Tomsk Special Economic Zone (Russian Federation) and Vietnam-Singapore Industrial Park (Vietnam)

While concluding his presentation Mr. Saulat elaborated upon the value enrichment plan of DSEZ with the aim of co-creating a

sustainable SEZ which is aligned with the UN Sustainable Development Goals (SDGs).

Chief Executive Officer SEZMC Special Economic Zones Management Company:
Mr. Abdul Azeem Uqaili

Mr. Abdul Azeem Uqaili, CEO Special Economic Zone Management Company, was also given the forum to give a presentation on the comparative advantages in SEZs of Sindh. He started off by providing a brief introduction of SEZMC, that it is a subsidiary of the Government of Sindh, and it is responsible for multiple industrial estates and economic zones across Sindh, including Dhabeji SEZ, Marble City Karachi and Khairpur SEZ.

He updated the investors regarding advantages of investing in these three aforementioned SEZ's. On Dhabeji SEZ, he elaborated that it is a CPEC Project, that the project would potentially attract estimated investment of PKR 1750 billion, which would uplift the Manufacturing, Logistical And Service industry projects and that the Project would create more than 100,000 direct and indirect jobs.

Furthermore, he apprised advantages of investing in Marble City. Which included its location that is within city limits of Karachi (the largest metropolitan city of Pakistan) and its close proximity to the ports in Karachi and new urban developments.

He went on to elaborate salient points of the Khairpur SEZ which are its Geo-Strategic location lying at the convergence of three major provinces to cater to the needs of domestic market, Khairpur produces 65% Dates in Pakistan, and that it is the only SEZ with the availability of natural gas for industrial purposes.

Chief Executive Officer PIDC Pakistan Industrial Development Corporation Pvt Ltd: Mr. Rizwan Ahmed Bhatti

The Chief Executive Officer Pakistan PIDC, Mr. Rizwan Bhatti started his presentation on comparative advantages in SEZs of Sindh by giving a brief introduction of PIDC. That it is a Federal Government entity established in 1952 to set up the industrial base in the country. Over the course of last 70 Years industrialization has been picked up by Private Sector, and PIDC role has evolved into a facilitator of industrialization by creating enabling environments for different segments of industries, mainly through subsidiary Companies. He apprised that In 2006, National Industrial Parks Development & Management Company Ltd. (NIP), a subsidiary of PIDC was established to propel focused industrialization in the country. NIP was a pioneer in industrial park development in Pakistan. And that in 2021 NIP was merged into PIDC to tap into a larger pool of resources. He stated that PIDC is now focusing on developing Industrial Infrastructure on behalf of Federal Government and is managing for three SEZs in Sindh, namely, Bin Qasim Industrial Park SEZ (BQIP), Korangi Creek Industrial Park SEZ (KCIP) and Naushahro Feroz Industrial Park SEZ (NFIP).

He elaborated that KCIP is a developed & operational SEZ established over an area of 220 acres in the district Korangi, Karachi. It was given the status of SEZ in 2015. Presently it has a homogenous representation of small to medium enterprises from several industrial segments, including Pharmaceutical, Textile, Packaged Food, Confectionery, Light Engineering, and Packaging. It offers a central location, proximity to existing Korangi Industrial

Area, and clean & secure business environment for enterprises.

Secondly regarding BQIP he elucidated that BQIP is a Developed & Operational SEZ established over an area of 930 Acres in Karachi, and it was given the SEZ Status in 2015. He explained that fully developed plots are available in flexible sizes at BQIP to facilitate Small, Medium & Large-Scale Industrial Enterprises. Metropolis of Karachi provides access to abundant skilled workforce and a network of transportation infrastructure. The competitive advantage that BQIP offers is a low cost of investment due to competitive land prices.

He further went on to reveal that PIDC is undertaking development of another SEZ called Karachi Industrial Parks at Karachi on a land area of over 1,500 Acres Pakistan Steel Mills land in the vicinity of BQIP and that consultancy services for design and supervision for the SEZ is awarded to a renowned international firm based at Singapore M/s Surbana Jurong.

Concluding Remarks by: Ms. Fareena Mazhar, Secretary Board of Investment.

Secretary BOI thanked investors for their active participation in the SEZ session. She noted that the highly interactive session had opened up new horizons for discussion and deliberation, especially on how to build and expand industrial cooperation and materialize it through SEZs in Pakistan. And that the province of Sindh holds a key position due to its connectivity through its port.

She elaborated that there are three key take aways from the session. First of all, that although we are late in realizing potential of SEZs, however we are right on time to capitalize from the benefits of industrial

cooperation. Second take away is realizing the need to build synergy between the CPEC SEZs and Non -CPEC SEZs. Lastly, grasping the need to remain cognizant of the requirements of investors. The Government machinery should be flexible enough to adopt innovative solutions towards industrialization, and Public Private Partnerships is one such solution, to use public assets and develop them using private resources and expertise. She ended the session by sharing her belief that SEZs are the future of industrial growth in Pakistan.

APPENDIX

Conference Program: Monday, 14th March 2022, at Marriot Hotel Karachi

CPEC INDUSTRIAL COOPERATION B2B INVESTMENT CONFERENCE (Sindh Chapter)

**0930-1030
hours**

Registration of Participants

Inaugural Session

**1030-1140
Hours**

Recitation of the Holy Quran

Welcome address by Minister of State and Chairman Board of Investment – Mr. Azfar Ahsan

Presentation by Ms. Fareena Mazhar, Secretary BOI on “Investment Regime in Pakistan”

Address by Mr. Li Bijian, Consul General, Consulate General of China, Karachi

Address by Mr. Syed Mumtaz Ali Shah, Chief Secretary, Government of Sindh

Address by Mr. Khalid Mansoor, Special Assistant to the Prime Minister on CPEC Affairs

Signing Ceremony for Award of Production Certificate to M/s Service Long March Tyres (Private) Limited

Journey of Service Long March Tyres (Private) Limited in Pakistan

Speaker: Mr. Omar Saeed, CEO, Service Long March Tyres (Private) Limited

Keynote address by Mr. Abdul Razak Dawood, Advisor to the Prime Minister on Commerce and Investment

Session: 1: Industrial Cooperation in Pakistan

**1140-1300
Hours**

The Regional Potential-Competitive Clusters & Opportunities: Overview of Advancement of EoDB in Sindh, Pakistan

Speaker: Mr. Bilal Ahmed Memon, Secretary Investment Department, Government of Sindh

	The Industrial Relocation: Dynamics and Opportunities of Industrialization in Pakistan Speaker: Dr. Nasir A. Afghan, China Study Centre, Institute of Business Administration, Karachi.			
	A Talk by Pakistan China Business & Investment Forum Member Speaker: Mr. Yuncheng Chen, CEO, Industrial & Commercial Bank of China, Karachi			
	Thar Coal Project: A Success Story of Government of Sindh, Pakistan Speaker: Mr. Li Jigen, CEO Sino Sindh Resources (Pvt) Ltd			
	Closing Remarks by Jam Ikramullah Dharejo, Minister Industries & Commerce Sindh			
1300-1345 Hours	Lunch & Prayer break			
Session 2: Sectoral Breakout Session				
	Board Room I	Board Room II	Board Room III	Board Room III
1345-1515	Food Processing, Agriculture & Livestock	PPP & Mass Transit	Automobiles	SEZ Workshop
1530-1700	Information Technology	Urban Development	Pharmaceuticals	
1700-1730	Closing Session			

Important Links

1. The official website of Board of investment: <https://invest.gov.pk/>
2. The Prime Minister's Office, Board of Investment Pakistan and China Council for International Investment Promotion have jointly established the "China-Pakistan Economic Corridor Industrial Cooperation Enterprise-to-Business B2B Investment Portal for promoting opportunities of Joint Ventures between the business communities of both countries. The portal can be accessed via the following link.

<https://pakb2binvestmentgrid.com>

3. The presentations/projects showcased in the sectoral B2B meetings can be accessed via the below link.

https://boigov-my.sharepoint.com/:f:/g/personal/suleman_pmu_invest_gov_pk/EjemUdyQQaxOq4JiafCiYewBVVrMZh5M0kiFAVNpISIJNw?e=AmePj7