



REPORT ON

PAKISTAN-TÜRKİYE BUSINESS AND INVESTMENT FORUM



HELD ON 12TH AUGUST 2022, ISLAMABAD

**The Federation of Pakistan Chambers of
Commerce and Industry**

Pakistan-Türkiye Business and Investment Forum

The Pakistan Türkiye Joint Business Council of FPCCI in collaboration with Foreign Economic Relations Board of Türkiye (DEİK) organized **Pakistan-Türkiye Business & Investment Forum** on 12th August 2022 at Islamabad Club, Islamabad. The forum was organized on the occasion of visit of Trade Minister of Türkiye Mr. Mehmet Mus for signing of “Agreement on Trade in Goods”, commonly known as the Trade in Goods Pact includes Duty Rebate in Many Goods, comprehensive provisions on bilateral safeguards, balance of payment exceptions, dispute settlement, and periodic review of the agreement.

The Forum was graced by Trade/Commerce Ministers of both countries i.e. **Syed Naveed Qamar, Federal Minister of Commerce for Pakistan and Mr. Mehmet Mus, Minister for Trade for Türkiye and Mr. Mustafa TUZCU, Deputy Minister of Trade and Türkiye Pakistan Business Council Delegation.** The objective of the Business & Investment Forum is to enhance the bilateral trade and economic relations between Pakistan and Türkiye which followed by B2B and Networking Sessions of Engineering, Construction & Contracting, Energy, Logistics, IT, Home Appliances etc. The programme of the Forum is placed in Annex I.

The Forum was attended by the Officials of Governments sector of Pakistan and Türkiye, Office Bearers and Business Community of FPCCI and DEİK, Leading Turkish Investment Companies etc. FPCCI organized this forum in collaboration with Ministry of Commerce and Trade Development Authority of Pakistan. List of participants is placed in Annex II.

Inauguration Session:

- While welcoming the guest and participants, **Mr. Amjad Rafi, Chairman Pakistan Türkiye Joint Business Council of FPCCI** said that Türkiye is one the important country for Pakistan and bilateral trade between both countries is expanding with the passage of time and presently crossed US\$ 1.2 billion. He also recalled visit of Prime Minister of Pakistan Mian Shahbaz Sharif to Türkiye in last week of May 2022 when both countries agreed to expand bilateral economic relations and signing of long awaited trade agreement. While discussing the trade relations, Mr. Amjad Rafi informed that there was declining trend in bilateral trade from 2011 due to imposition of countervailing duties and other duties several times which affected Pakistan textile and agriculture exports to Türkiye.
- He hoped that with the implementation of trade agreement, the bilateral trade will enhance. He added that there is huge scope of trade in services sector which should also be included in bilateral trade. He indicated that the Prime Minister of Pakistan is monitoring bilateral trade between both countries and has invited Turkish

investment in wind and solar panel production. He also highlighted Turkish energy sector investment in Pakistan i.e. Zorlu Energy.



- While discussing the regional connectivity, Mr. Amjad Rafi informed that bilateral trade between Pakistan and Turkiye via a land route started in October by IRU after assesion of TIR, which is currently facing issues by State Bank of Pakistan and Pakistani Banks for E/I Forms issuance.
- Similarly, ITI Train which started in end December 2021 is stopped as I & E Forms for Cargo is not issued by Pakistani Bank. Only where ADVANCE PAYMENT for Import & Export takes place E Form or I Forum is not required by Banks. But hardly one or two percent bilateral trade is through ADVANCE Payment. He also advised counterpart from Turkish side to encourage their companies so that cargo could be transported from both sides after resolving this issue.
- **Mr. Amjad Rafi, Chairman Pakistan Turkiye Joint Business Council** also appreciated the role of Minsitry of Commerce, TDAP and DEIK for organizing Pakistan-Turkiye Business & Investment Forum at Islamabad.
- **In his address, Syed Naveed Qamar, Federal Minister of Commerce for Pakistan** Stated that the trade agreement between both countries has signed with the consultation of business community and now responsibility is on business community to get benefits from this agreement by enhancing bilateral trade. The trade agreement for some sectors is an initial step which will help both countries to enter into Free Trade Agreement. Prior to FTA, we will again take all business community on board for other sectors. At Government levels, Pakistan and Turkey both are trying to resolve trade bottlenecks and in the coming month, we are developing financial set up by signing an agreement between Central Bank of both countries. In addition to trade, Pakistan wants foreign Direct Investment from Turkey in Agriculture and Alternate Energy Sector in order to convert convert our country on locally generated energy. In this context, we have invited Turkish investment in Solar and Wind

sector for reducing import bill of petroleum products. He stressed the need to increase business-to-business interaction for strengthening trade and investment relations between the brotherly countries.



- **Mr. Ahmet Cengiz Özdemir**, Chairperson, DEIK/Turkey-Pakistan Business Council congratulated on the Independence Day of Pakistan to be celebrated on August 14, 2022 and agreed to maintain solid ties between Pakistan and Turkey. He added that this meeting is continuation of our meeting in Istanbul in last week of May, wherein Honorable Prime Minister of Pakistan advised for investment in Pakistan. He assured his assistance for bringing solar and other energy sector investment in Pakistan. He mentioned that both our Business Councils are very active and both regular meetings even sometimes on the sidelines of other events in Turkiye/Pakistan.



- **In his speech, Mr. Irfan Iqbal Sheikh, President FPCCI** appreciated Pakistan Turkiye Joint Business of FPCCI and Foreign Economic Relations Board of Turkiye (DEİK) for organizing Pakistan Turkiye Business and Investment Forum on the historical occasion of signing of Agreement on Trade in Goods which will enhance our bilateral trade with Turkiye.



- **The President FPCCI** also commented the efforts of both countries for facilitation of trade including implementation of TIR and Road Transportation for enhancement of trade. He also acknowledged the services of trade missions of both country for enhancement of trade. He also highlighted comparative advantage between both countries in textile, leather, agriculture and pharmaceutical etc and added that Turkiye has advance technology while Pakistan has raw materials and highly skilled human capital which can be utilized to supply value added products to other countries. He also advised formulation of joint strategy and collaboration for enhancement of production in these sectors is need of the hour to enhance exports by both countries. With the joint efforts of Pakistan and Turkiye, Islamabad Tehran Istanbul Cargo Train Service started its operation from December which will further contribute in our trade relations. He also advised Turkiye to promote trade directly with Pakistan instead of third countries like importing of surgical items from Germany that are originally manufactured in Pakistan.
- **Mr. Irfan Iqbal Sheikh** also highlighted Turkish investments in Pakistan in energy, finance, chemicals, food processing, infrastructure and construction sectors and in various projects including Islamabad-Peshawar highway, Lahore Bypass, portions of the Indus Highway, Ormara Naval Base and Chashma irrigation project, irrigation canals and harbors. The most important project is Diemer Basha dam wherein Dolsar

Engineering Company (Turkish Company) is participating and enjoying investment friendly policies of our Government. M/s. SUTAS (one of the leading Turkish Dairy Company) has established joint venture with top Pakistani Nishat Group for Milk processing. He also invited Turkish investment in service sector for higher education, research and development field and science & technology and tourism sector.

- **Mr. Nail OLPAK**, President of Foreign Economic Relations Board(DEIK) emphasized on enhancing bilateral trade relations and highlighted Turkish investment in Pakistan in infrastructure and other sectors. He also indicated that with the signing of trade pact, the business community of both countries feel happy and it is expected that our President of Turkiye will visit in next two months with businessmen to Pakistan to further encourage our bilateral trade relations.



- **Mr. Mehmet Muş, Turkish Trade Minister** underlined the need of enhancing bilateral trade as there is huge potentials available in both countries. He added that Pakistan is most attractive country for investment and we need to resolve supply chain issues and other bottlenecks for enhancing bilateral trade. He stated that with the signing of trade agreement, bilateral trade between both countries. He admired the hospitality of Pakistani people and indicated that Pakistan is regional hub and through Pakistan Turkiye can penetrate in South Asia and other countries. He also appreciated the Role of Private Sector organisations who keep in regular contact and hold meetings.



Session 1: Investment and Business Opportunities in Pakistan

In this session, Mr. Atif Omer, Director Board of Investment, Government of Pakistan gave presentation on investment and business opportunities in Pakistan and also presented video on investment climate in Pakistan. (Presentation is placed in Annex III)



Session 2: Turkish Companies' Investment Experiences in Pakistan

This session was moderated by Mr. Nail Olpak, President, DEIK and following companies presented their investment experience in Pakistan.

- Siyahkalem
- Dolsar Mühendislik A.Ş
- Dawlance Arcelic
- Hitit Bilgisayar Hizmetleri A.Ş.
- Hayat Kimya Pakistan Pvt. Ltd
- Öz İstanbul Şirketler Grubu
- MFA Logistics



Siyahkalem, founded in 1977 and carry out EPC and investment projects in the construction, energy and environment sectors at Türkiye and abroad. This company have investments in waste recycling and energy production, electricity and fertilizer production from Biogas, tire recycling and electricity production facility in renewable energy sources.

Siyahkalem in operating in Pakistan for over 16 years and have completed the projects of disaster relief, financed by the Republic of Türkiye and the Saudi Foundation of Development in Pakistan Siyahkalem has completed 7 major projects, with a value around 300 Mio USD, including 4.800 residential units with construction area of 770.000 sqm. This company appreciated business environment in Pakistan and acknowledge of Mr. Prime Minister Shahbaz Sharif and would like continue to work with relevant institutions on the building of cheap housing for Pakistanis. Helping with Turkish companies, which show a determination to work in good faith, to accelerate the bureaucratic processes of the Pakistani state and to provide reasonable flexibility in foreign currency transfer abroad will facilitate and increase the investments to be made in the country in the future. They presented this issue to the information of Government of Pakistan.

- **Dolsar Mühendislik A.Ş** is working from 2011 in Pakistan and is a multi-disciplinary engineering firm offering engineering, architectural, consultancy and supervision services for large-scale projects in a wide range of fields. The company is provided service of HVAC, planning and designing services, construction services, hydro power and other energy services.



- **M/s Dolsar Muhendislik A.S** is working all over the Pakistan, and their largest projects are in KPK and Punjab and this company is project management services to Dasu dam and Bhasha Dam and indicated their satisfaction of government policies.

- **Dawlance ARCELİK** made joint venture six years ago and is manufacturing Home Appliances in Pakistan. Dawlance ARCELİK is one of the largest investment in Pakistan and now we have US\$ 450 million of investment. Arcelik has transferred technology to Pakistan and is largest with R&D based investment and export products. This industry is positively growing and are upgrading products and following European Union Standards and now started exports of products. Some of the our products like Air conditioners have mother plant shifted to Pakistan which is working successfully. They would like more investment in Pakistan in hospitality, health care, automobile etc and requested clear policy of Government for new plants in Pakistan. M/s



Dawlance Arcelic has already informed their bottlenecks for Governments and need solutions for their new investment in related to taxes and utilities.

- Hitit Bilgisayar Hizmetleri A.Ş.** is in Pakistan for the last three and half year and providing IT services to airlines. At present, this company provide services to 6 airlines. In Pakistan, this company provides IT related services to PIA and their offices is in Karachi and NUST (Islamabad). M/s Hitit Bilgisayar Hizmetleri A.Ş. indicated that their representative travelled alot in Pakistan for business and pleasure purpose and didn't face any problem. Pakistan is very safe for new investment and there are alot of investment opportunities.



- Hayat Kimya Pakistan Pvt. Ltd** established a Pakistani subsidiary to manufacture consumer goods in Pakistan. This company started its operation in 2017 and expanded in 2019 and informed that some of their issues are resolved after the visit of Prime Minister of Pakistan Mian Shahbaz Sharif to Turkey in last of May 2022. Their representative stated that they are facing problems with their supplier in managing custom related taxes/import payments. The representative further informed that Special Economic Zones is tax free, but minimum taxes are being paid by our company. Moreover, ban on import of luxury items is another issue, our products i.e. tissue paper is necessary item therefore its raw material should be allowed but Government is considering it as luxury item. We are having tax exemption but our company is forced to pay tax. In



future we are planning investment of US\$ 350 million which also provide employment to 1000 manpower.

- **M/s Öz İstanbul Şirketler Grubu** is operating Foreign Trade, Tourism, Education, Real Estate, Investment Management Businesses for last seven years and trying their best to create bridge between Pakistan and Turkish companies. The representative shared their good working experience in Pakistan and also acknowledge hospitality and respect.



- **M/s MFA Logistics** is Turksih Freight Forwarder company and which is operating ITI train between ISTANBUL to ISLAMABAD. M/s. MFA company transported three lac and forty thousand tons of freight goods in 2019 and eight lac tons in 2020 and thireen lac tons of goods freight in 2022. Their company is enthusiastically promoting trade with Pakistan and the main issue from Pakistan side is infrastructure particularly gauges of train at the Quetta Taftan Section. We have to shift goods from our Trian to Pakistani Trains at Zahedan, Iran. The issue of gauges need to be resolved at the earliest.



Closing Remarks

- While presenting closing remarks, **Mr. Muhammad Suleman Chawla, Senior Vice President FPCCI** thanked Trade Ministers of both countries, Turkish delegates and all other delegates and believed that in the current era of Globalization, the survival of nations like ours rests with the adoption of best business practices and remodeling of economic policies in line with the era of economic resurgence. Let's pledge on this historic occasion that the private sectors of our countries will leave no stone unturned in achieving the objectives and targets envisaged by our respective political leaders to take our bilateral economic and trade relations to a new height. He added that this new beginning of trading under agreement will be instrumental in achieving more feathers in our brotherly relations between Pakistan and Turkey.



Line of Action:

All the issues/impediments presented by Turkish Companies have been forwarded to the relevant departments of Government of Pakistan.

Pictorial Glimpses















Annex I



Pakistan-Türkiye Business and Investment Forum

12th August, 2022

Venue: Multi-Purpose Hall, Islamabad Club, Islamabad

Tentative Program

2:00 PM - 2:30 PM Registration

2:30 PM – 3:30 PM Opening Session of Business and Investment Forum

Moderator: Mr. Amjad Rafi, Chairman, Pakistan-Turkey Joint Business Council-FPCCI

- **Mr. Amjad Rafi**, Chairman Pakistan-Turkey Joint Business Council-FPCCI
- **Mr. Ahmet Cengiz Özdemir**, Chairperson, DEIK/Turkey-Pakistan Business Council
- **Mr. Irfan Iqbal Sheikh**, President of FPCCI
- **Mr. Nail OLPAK**, President of Foreign Economic Relations Board(DEIK)
- **Syed Naveed Qamar**, Federal Minister of Commerce for Pakistan
- **Mr. Mehmet Muş**, Minister for Trade for Turkey

3:30 PM – 4:00 PM **Session 1: Investment and Business Opportunities in Pakistan**

Moderator: Board of Investment

4:00 PM – 4:30 PM **Session 2: Turkish Companies' Investment Experiences in Pakistan**

Moderator: Mr. Nail Olpak, President, DEIK

4:30 PM **Closing Remarks**

Mr. Muhammad Suleman Chawla, Senior Vice President FPCCI

5:00 PM – 6:00 PM **B2B/Sectoral Networking (simultaneously)**

Contact Person: **Ms. Amber Fatima**, Deputy Secretary General, FPCCI (0334-3588530)
Ms. Mehreen Razzak, Director, FPCCI (0321-7004094)
Mr. Faisal Akhtar, Director, Capital Office, FPCCI (0321-5558255)

Annex II

Participants:

S. No	Participants
1.	MR. IRFAN IQBAL SHEIKH President FPCCI
2.	MR. SULEMAN CHAWLA Senior Vice President FPCCI
3.	MR. SHAUKAT ALI OMERSON Vice President FPCCI
4.	MR. UMAR MASOOD UR REHMAN Vice President of FPCCI
5.	MR. AMIN ULLAH BAIG Vice President FPCCI
6.	HAJI GHULAM ALI Former President FPCCI
7.	MIAN ANJUM NISAR Former President FPCCI
8.	MR. MUHAMMAD ALI Former Vice President FPCCI
9.	MR. SAJJAD SARWAR Former Vice President FPCCI
10.	KHAWAJA SHAHZEB AKRAM Former Senior Vice President FPCCI
11.	MR. ADNAN JALIL Former Vice President FPCCI
12.	MR. AMJAD RAFI Chairman Pakistan Turkey Joint Business Council of FPCCI
13.	MR. SHAHID AHMED KHAN Director Pakistan Turkey Joint Business Council of FPCCI
14.	SYED MUMTAZ HASAN Director Pakistan Turkey Joint Business Council of FPCCI
15.	MR. ABDUL AZIZ CHUGTAI Director Pakistan Turkey Joint Business Council of FPCCI
16.	MR. MUHAMMAD ASLAM SHEIKH Director Usman International (Pvt) Ltd
17.	MR. JAMAL MIR Managing Director M/s Prestige Communication Pvt Ltd
18.	MR. SHOAIB KHAKWANI General Manager National Logistic Cell (NLC)

19.	MIRZA FARUKH BAIG Business Head M/s. Service Industries
20.	MS. SAHIBZADI MAHEEN President Women Chamber of Commerce & Industry Korangi
21.	MIRZA ABDUL REHMAN Chairman Coordination FPCCI Capital Office Islamabad
22.	MR. MUHAMMAD ALI MIAN Coordinator FPCCI Regional Office Lahore
23.	SHER AFGHAN HATAR
24.	MR. ABDUL KAREEM
25.	MR. IRFAN MIRZA Turkey Trade C/o Nadeem
26.	MR. ERCAN YESILKAYA CEO/General Manager
27.	MR. MUHAMMAD AWAIS SATTI Member Executive Committee Islamabad
28.	MR SARTAJ AHMED Coordinator Capital Office FPCCI Islamabad
29.	MR. MUHAMMAD ZOHAIB KHAN A2Z Creators Pvt Ltd
30.	MR QAISER KHAN Former Vice President FPCCI
31.	HAJI FAZAL ELAHI Former Vice President
32.	MS. UZMA SHAHID BUTT President Rawalpindi Women Chamber of Commerce & Industry
33.	MS. NEELAM KHALID CHAUDRY Former President Rawalpindi Women Chamber of Commerce & Industry
34.	MR. MUHAMMAD ALI QUAID Fomer Vice President FPCCI
35.	MR. ABID KHAN CONVENER FPCCI SC ON REAL ESTATE AND DEVELOPMENT
36.	MR. SOHAIL ALTAF FORMER VP & EC FPCCI
37.	CH. NADEEM A. RAUF President Rawlpindi Chamber of Commerce
38.	MR. MUHAMMAD AJIZ President Attock Chamber of Commerce
39.	SHAHID ZAMAN EC Member FPCCI

40.	MR. ARSHAD JAMIL SIDDIQUI DIRECTOR REHMAN PHARMA & ICE FACTORY
41.	MR. MUHAMMAD RAZIQ FOUNDER PRESIDENT HUNZA CCI
42.	MR. SAQIB TAJ ABBSI GB Member FPCCI
43.	MR. AYAZ AHMED Former President ICSTSI
44.	CH. SAEED Former President ICSTSI
45.	PERVAIZ KHAN KHATTAK EC Member FPCCI
46.	GHIYAS ABDULLAH PARACHA GB Member FPCCI
47.	MS. HINA MANSAB KHAN Chairperson: National Business Women Council Vice Chairperson: SCWEC
48.	MS. NAEEMA NAZ Former President Attack women Chamber of Commerce & Industry
49.	SUMAIRA NASEER ATTOCK WOMEN CHAMBER OF COMMERCE & INDUSTRY
50.	MS. FARHANA TABASUM ATTOCK WOMEN CHAMBER OF COMMERCE & INDUSTRY
51.	HADIA WASEEM Former President ATTOCK WOMEN CHAMBER OF COMMERCE & INDUSTRY
52.	LUBNA MANSAB ATTOCK WOMEN CHAMBER OF COMMERCE & INDUSTRY
53.	ASMA KANWAL FORMER PRESIDENT Rawalpindi Women Chamber of Commerce & Industry
54.	MS. NOREEN TARIQ Vice President Rawalpindi Women Chamber
55.	MS. AMBREEN ZAMAN DESIGNER NASEEM PRIVATE LIMITED
56.	MR. SAAD MASOOD-UR-REHMAN PRESIDENT MARDAN CHAMBER OF COMMERCE & INDUSTRY
57.	MR. MUHAMMAD ZAHID SHAH Former Vice President FPCCI

58.	MR. NAIL OLPAK DEİK President
59.	MR. AHMET CENGİZ ÖZDEMİR Board Member/ Chairman DEİK / Siyahkalem
60.	CEM AKER Engineering, Architectural, Consultancy and Supervision Services Board Member Dolsar Mühendislik A.Ş. International Projects Coordinator
61.	AHMET ALBAYRAK ALBAYRAK HOLDING CHAIRMAN Construction, Industry, Service, Logistics, Media, Port Management, Public Transportation
62.	MESUT MUHAMMET ALBAYRAK Albayrak Holding Board Member Construction, Industry, Service, Logistics, Media, Port Management, Public Transportation
63.	FERHAT KARAHAAN Anatolia Travel Services Turkish Visa Application Center Director Tourism/ Visa Application Center
64.	BÜLENT BAKIŞKAN ARÇELİK A.Ş. DIRECTOR Household Appliances Manufacturer
65.	FATİH ÜSTÜNEL General Manager HAYAT KİMYA PAKİSTAN PVT. LTD Fast Moving Consuming Goods
66.	ONUR KILIÇ Chief Financial Officer HAYAT KİMYA PAKİSTAN PVT. LTD Fast Moving Consuming Goods
67.	AYŞE GAMZE BAŞAR Coordinator - Sales and Channel Management IT Hitit Bilgisayar Hizmetleri A.Ş.
68.	MUHAMMAD KASHIF Consultant MFA Lojistik Dış Ticaret A.Ş. Transportation
69.	MEHMET ALTAY

	Board Member MFA Lojistik Dış Ticaret A.Ş. Transportation
70.	NASAR HUSSAIN CHAIRMAN ÖZ İSTANBUL ŞİRKETLER GRUBU Foreign Trade, Tourism, Education, Real Estate, Investment Management Businesses
71.	GÖKMEN AYYILDIZ Foreign Relations Coordinator Öz İstanbul Şirketler Grubu Foreign Trade, Tourism, Education, Real Estate, Investment Management Businesses
72.	FURKAN LEVENTOĞLU Deputy General Manager Siyahkalem Müh.İnş.San. Ve Tic. A.Ş. Construction, Energy, Environment, Real Estate
73.	OZAN ACAR Board Member Trend Yol E-commerce
74.	MR. GOHAR ZIA MEXTELV LOGISTICS
75.	MR. MUNIUM KHAN MEXTELV LOGISTICS
76.	MR. ALPER KOKER DEIK
77.	MS. SELMA BARDAKCI DEIK
78.	MR. MUSLUM BAGDIKEN DEIK
79.	MS. DILEK TUNA DEIK
80.	MR. İBRAHİM DURU DEIK
81.	MR. ZUBAIR AHMED MALIK Former President FPCCI
82.	MS. AMBER FATIMA DEPUTY SECRETARY GENERAL FPCCI
83.	MS. MEHREEN A RAZZAK DIRECTOR FPCCI
84.	MR. FAISAL AKHTAR DIRECTOR FPCCI
85.	MR. MAZHAR UL HAQ MUFTI DIRECTOR FPCCI

86.	MR. UMAIR FAROOQ KHAN DIRECTOR FPCCI
87.	MR. ABID SULTAN RASHID MANAGER
88.	MR. MUHAMMAD WAQAS ASIF ASSISTANT MANAGER FPCCI
89.	MR. WASEEM AKBAR ASSISTANT MANAGER FPCCI
90.	MR. SAJJAD ANWAR ASSISTANT MANAGER FPCCI
91.	MR. MUHAMMAD ABID ASSISTANT MANAGER FPCCI
92.	MR. ABDUL MUQSIT OFFICE ASSISTANT FPCCI
93.	MS. MARYAM ABBASI TELEPHONE OPERATOR FPCCI
94.	MR. MUZAMMIL GULZAR DRIVER FPCCI
95.	MR. ZULFIAQR BUTT SAARC CCI
96.	MR. ABDUL RAHIM CHIGHTAI PCBC
97.	MR. AHMED ZIA AB TECHONOLOGIES
98.	MR. MUHAMMAD DANYAL AB TECHONOLOGIES
99.	MR., SAMIULAH VOHRA CPEC
100.	MR. JUNAID SHEIKH SILICON ST
101.	RANA MUHAMMAD QAMAR ZIA OZ ISTANBUL GROUP
102.	SYED AHMED CEO, M/S
103.	AHMAD JAWAD PM'S FOCAL PERSON FOR DIGITAL MEDIA & TECHONOLOGY
104.	H.E. MEHMET MUŞ Minister of Trade
105.	MUSTAFA TUZCU Deputy Minister of Trade
106.	SIILEYMAN ALICI Head of Strategy Development
107.	DURSUN GOKTAS Ministers Advisor

108.	KUTGIIN SINAL Deputy Chief of Cabinet
109.	SINAN AKTAN Deputy Minister's Advisor
110.	MUSTAFA OZTORK Security Supervisor
111.	BAHAR GOCLO Deputy Director General
112.	CAGATAY OZDEN Head of Department
113.	MEHMET ERAY ARSLANTAS Trade Expert
114.	FERHAT COLAK Deputy Director General
115.	ZAFER DOZENLI Head of Department
116.	CANAN OZKAN Director of Green Economy and Climate Change
117.	MIISLIIM AYDOOMU\$ Bilateral Relations and Technical Cooperation Directorate Specialist
118.	FATMA ZEHRA SAYAR Director of International Loans and Relations
119.	TANER KARAKULAH EU Expert
120.	DR. MEHMET PACACI Ambassador of Tiirkiye to Pakistan
121.	MS. ESRA DERE Deputy Head of Mission
122.	REMZI ARSLAN Protocol Officer
123.	TANJU ZILIFDAR Protocol Officer
124.	SUAT SAOLIK Security Officer
125.	KAMM KARADAOLIOOLU Security Officer
126.	ABDULLAH SERDAR PALA Security Officer
127.	AHMET KAYAALTI Photographer
128.	MR. MUHAMMAD NASIR DIRECTOR GENERAL TDAP
129.	MR. ISHAQ SHINWARI

	DIRECTOR TDAP
130.	MR. ATIF OMER DIRECTOR BOARD OF INVESTMENT (BOI)
131.	MR. SHAFIQUE HAIDER MINISTRY OF COMMERCE
132.	MR. ATIF AZIZ MINISTRY OF COMMERCE
133.	MS. FARWA BINTE HAIDER INTERPRETER
134.	MR. SAIF UL ISLAM KHAN CHAIMRAN PAKISTAN TURKIYE ALMUNIA TRUST
135.	MS. MARYAM BASHARAT INTERPRETER ATARI TECHONOTOLOGY
136.	MR. MUHAMMAD SHAKEEL MUNIR PRESIDENT ISLAMABAD CHAMBER OF COMMERCE
137.	WASHANE BUGTI
138.	NASSER ZARKOON
139.	ENGR. M. ZAHID NADEEM CHIEF OPERATING OFFICER (COO)/ IMR, CEO HRL
140.	HANEY CHEEMA, MANAGER (BUSINESS DEVELOPMENT & MARKETING)
141.	JAMIL QURESHI DIRECTOR GENERAL BOARD OF INVESTMENT (BOI)
142.	AZHAR HAFEEZ DEPUTY DIRECTOR BOARD OF INVESTMENT (BOI)
143.	ALMAD AKHTAR DEPUTY DIRECTOR BOARD OF INVESTMENT (BOI)
144.	MR. QURBAN ALI VICE PRESIDENT FPCCI
145.	MR. ASMAT ALI MUGHAL FLOWER ARRANGEMENTS
146.	MS. SAIMA REHMAN (CNIC 4230138444394)
147.	MR. MUHAMMAD AHSAN AZAM (CNIC 1730115815069)
148.	MR. DANISH JAVAID MUGHAL (CNIC 3740567697925)
149.	MR. UZAIR N. RABBANI (CNIC AWAITED)
150.	SAHIBZADA MASROOR ALI (CNIC 6110182522359)
151.	MR. SULTAN AHMAD CHAWLA FORMER PRESIDENT FPCCI
152.	MR. ATHER SULTAN CHAWLA

	FORMER VICE PRESIDENT FPCCI
153.	MR. MUHAMMAD AYUB STAFF FPCCI
154.	MR. SAEED KHAN STAFF FPCCI
155.	MR. MUHAMMAD ATEEQ KHAN STAFF TECHNICIAN FPCCI
156.	MR. TARIQ MASIH STAFF FPCCI
157.	MR. DANIYAL ABDULLAH PTBC
158.	ENGR. HAIDER ASFANDYAR KPBOIT
159.	MR. S. KAREEM ADIL FBR
160.	MR. S. IMTIAZ HUSSAIN MINISTRY OF RAILWAYS

Annex III



SEQUENCE

-  About us **01** PAKISTAN'S ECONOMIC & INVESTMENT OUTLOOK
-  Regime **02** PAKISTAN'S INVESTMENT REGIME
-  EoDB **03** DOING BUSINESS & REGULATORY REFORMS
-  SEZs **04** SPECIAL ECONOMIC ZONES OF PAKISTAN
-  Sectors **05** SECTORAL INVESTMENT OPPORTUNITIES
-  Our services **06** ONE STOP SHOP – Federal Board of Investment



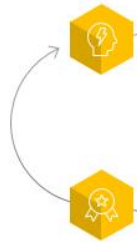
Why Pakistan?



- Promising Economic Outlook
- Effective recovery from Covid-19

A Consumer market of 207.7 Million

- Young Demographics
- Fast growing Middle Class



Access via CPEC to:

- 3 Continents' trade routes
- 68 Countries
- 1/3 of the World's GDP
- 62% of Global population



1,000+ Km coastline

Liberal Investment Regime

Competitive SEZs Incentives Offering

Emerging industrial hub of South Asia

3

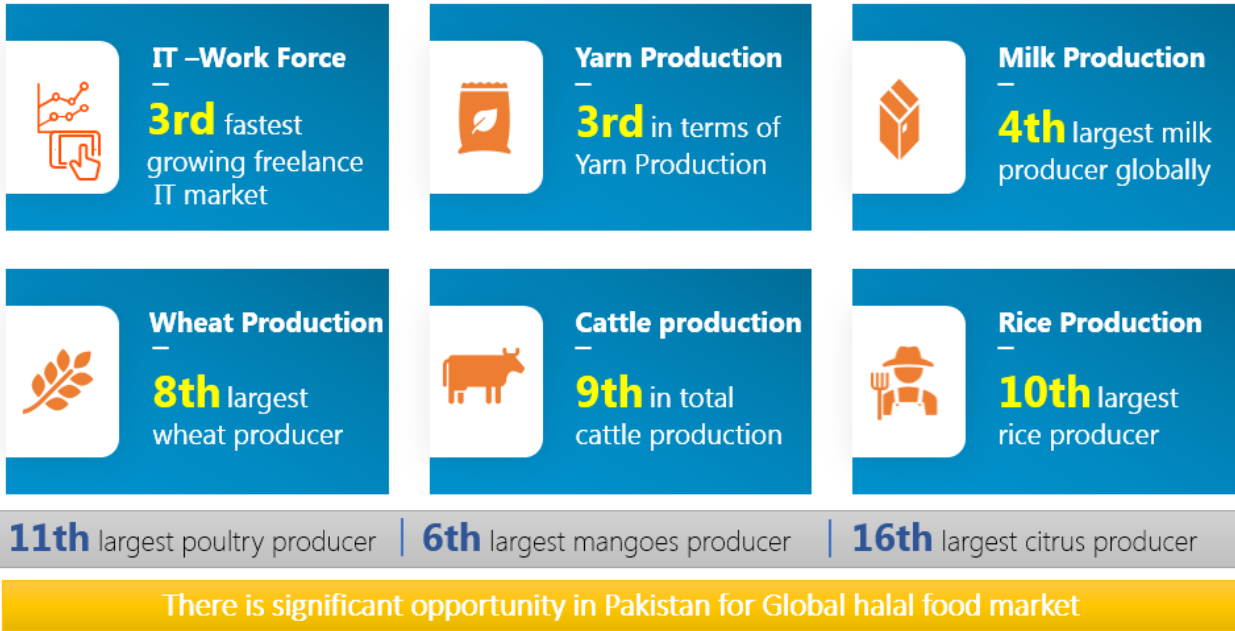


HOME TO 1000+ MULTINATIONALS

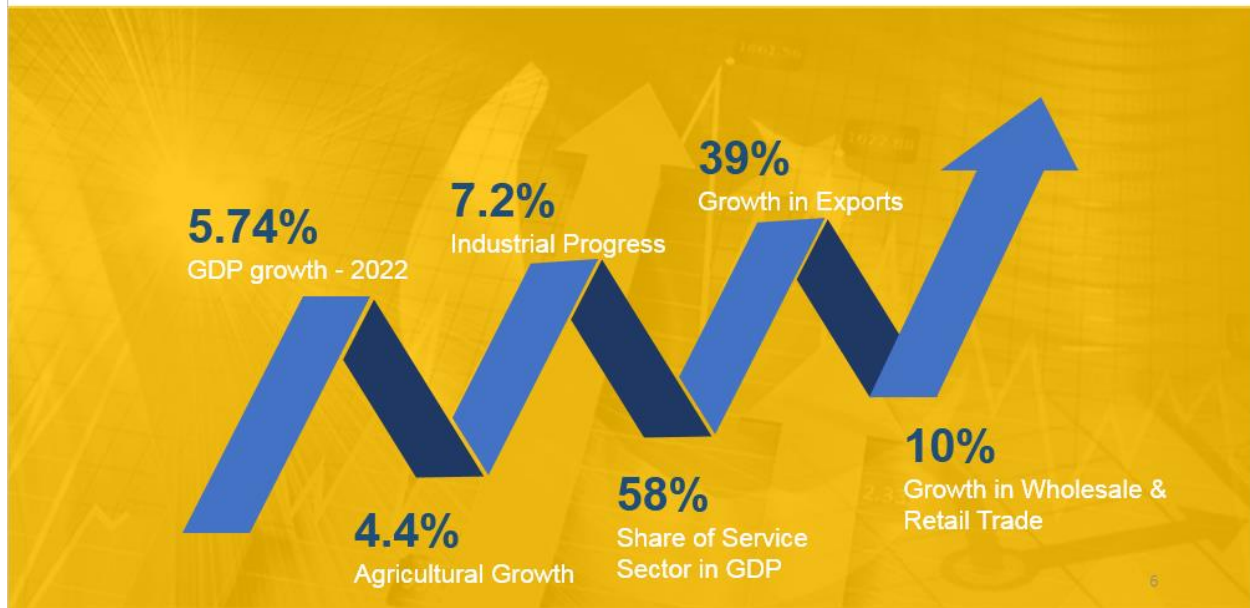




Pakistan – The Blessed Land



Pakistan's Economic Outlook 2022





Foreign Investment is fully protected under:

- Foreign Private Investment (Promotion & Protection) Act, 1976
- Protection of Economic Reforms Act, 1992

Pakistan's Investment Regime



LEVEL PLAYING FIELD

Equal treatment to local & foreign investors



LIBERAL REGIME

All economic sectors open to FDI



100% FOREIGN EQUITY

Foreign equity up-to 100%



PROFITS

Remittances of royalty, fees, profits



BANKING FACILITY

Borrowing facilities from local & foreign banks

7



Special Economic Zones in Pakistan

Board of Investment is Secretariat for SEZs and custodian of SEZ Law			Province	Notified SEZs
Option of Sole Enterprise SEZ			Punjab	10
			Sindh	06
SEZ Development Modes			Khyber Pakhtunkhwa	02
			Balochistan	03
Public Sector	Private Sector	Public-Private Partnership	Islamabad	01
			Total	22
SEZs Fiscal Incentives				
Developers	One-time Custom Duty exemption on import of capital goods			
	Income tax exempted, incl. min. turnover tax, for 10 Years			
Zone Enterprise	One-time Custom Duty exemption on import of capital goods			
	Income tax exempted, incl. min. turnover tax, for 10 Years			
Hi-Tech, IT etc.	Additional benefits can be granted based on economic impact to promote hi-tech, IT and other sectors or regions			

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INVESTMENT OPPORTUNITIES

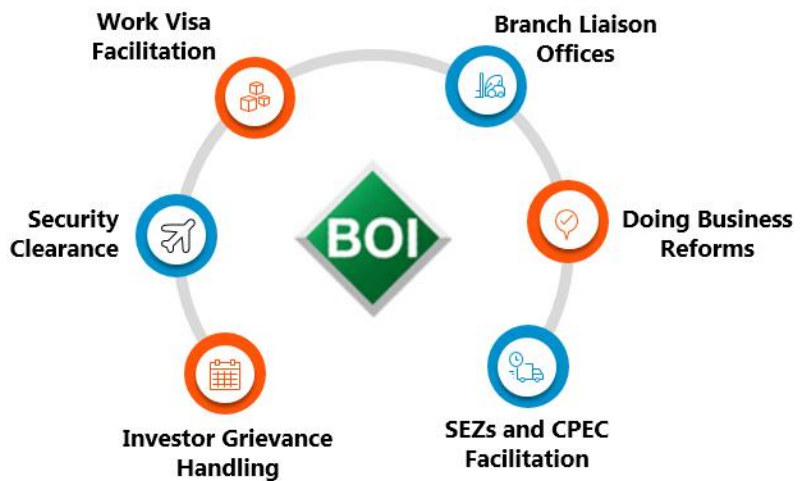


SECTORS	OPPORTUNITIES
Food processing	Dairy products, favoured and canned foods, packing, technology transfer
Logistics	Warehousing & cold chain logistics, air freight, trucking, supply chain mgt
Textile	Yarn production, readymade garments, sportswear, knitwear, hosiery
Automobile	Technology upgradation, auto-parts, conventional and electric vehicles
Information Technology	Software houses, e-commerce, IT Parks, incubation centers, IT-SEZs
Housing and Construction	Housing backlog of 11-12 million units & annual demand of 700,000 units
Tourism & Hospitality	Integrated tourism zones, hotel and resorts construction, marketing
Pharmaceuticals	220m population; potential to become a leading pharmaceutical producer
Renewable Energy	Huge potential for alternative energy sources; wind, hydel, solar, thermal

SECRETARIAT FOR

- 1**
Pakistan Regulatory Modernization Initiative
- 2**
Special Economic Zones
- 3**
CPEC- Industrial Cooperation

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