

# Souvenir



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## THE FEDERATION OF PAKISTAN CHAMBERS OF COMMERCE & INDUSTRY

وفاق ايوان هائ تجارت وصنعت باكستان





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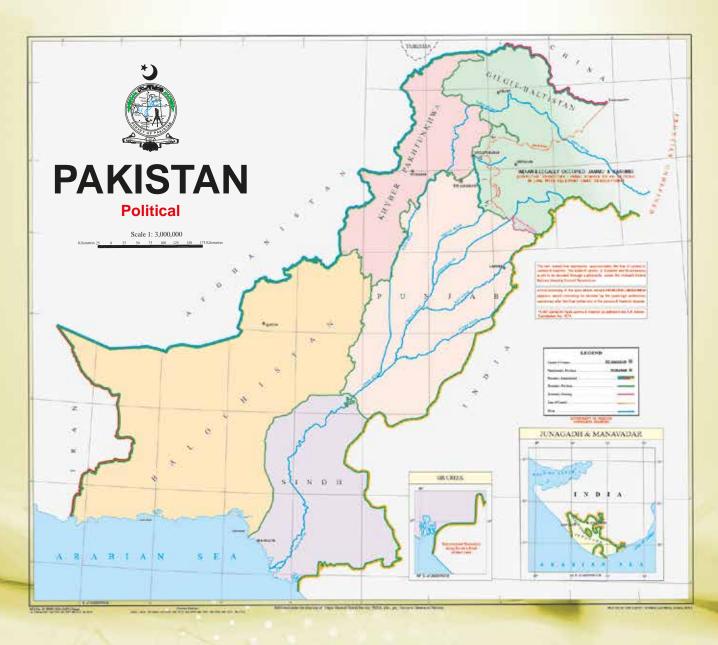
The Federation of Pakistan Chambers of Commerce & Industry

وفاق ایوان هائے تجارت وصنعت پاکستان





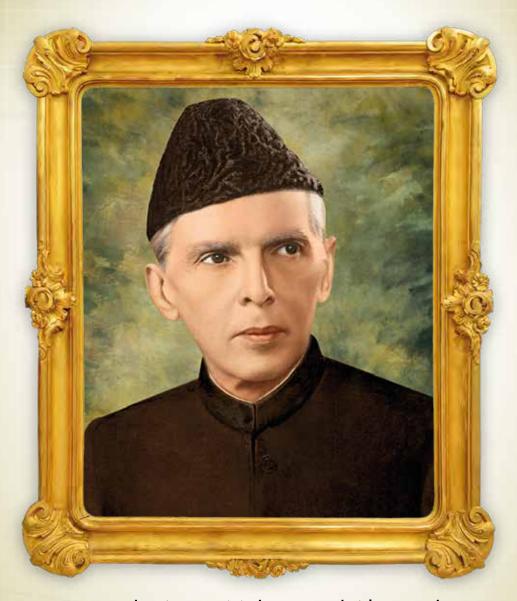








#### **FATHER OF THE NATION**



#### Quaid-e-Azam Muhammad Ali Jinnah

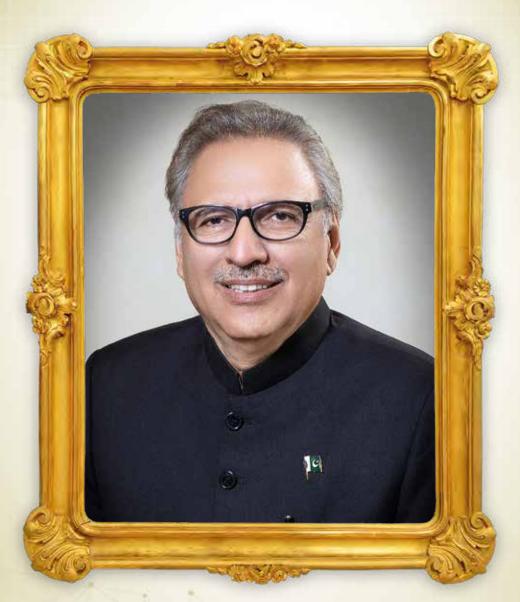
If Pakistan is to play its proper role in the world to which its size, manpower and resources entitle it; it must develop industrial potential side by side with its agriculture and give its economy an industrial bias. By industrializing our State, we shall decrease our dependence on the outside world for neccessities of life; we will give more employment to our people and will also increase the resources of the State.

(Ocassion of laying the Foundation-State of the building of the Valika Textile Mills Ltd. at Karachi on 26th September, 1947.





## PRESIDENT ISLAMIC REPUBLIC OF PAKISTAN



Dr. Arif Alvi





## PRIME MINISTER ISLAMIC REPUBLIC OF PAKISTAN

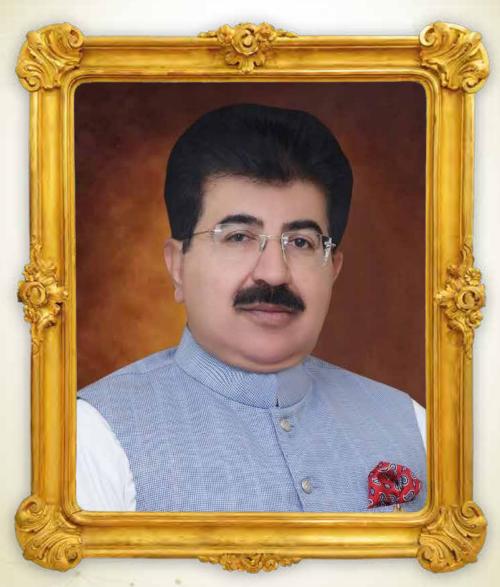


Anwaar-ul-Haq Kakar





## CHAIRMAN SENATE OF PAKISTAN



Muhammad Sadiq Sanjrani





Acting Dean of Diplomatic Corps Islamabad,
Ambassador Extraordinary &
Plenipotentiary of His Majesty the King of Morocco



Mohamed Karmoune





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The Federation of Pakistan
Chambers of Commerce & Industry



Irfan Iqbal Sheikh





#### **SENIOR VICE PRESIDENT**

The Federation of Pakistan
Chambers of Commerce & Industry



Suleman Chawla





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The Federation of Pakistan
Chambers of Commerce & Industry



Shabbir Hassan Mansha Churra



Engr. M. A. Jabbar



Qazi Muhammad Akbar



Muhammad Nadeem Qureshi



Shaukat Ali Omerson



**Umar Masood Ur Rehman** 





#### **VICE PRESIDENTS**

The Federation of Pakistan
Chambers of Commerce & Industry



Amin Ullah Baig



Jamal Ud Din



Riffat Malik



Mohsin Maqbool Sheikh



Haji Muhammad Yaqoob





## ORGANIZING COMMITTEE 11th FPCCI ACHEIVEMENT AWARDS



Suleman Chawla
Senior Vice President FPCCI
Convener

Sartaj Ahmad Khan Coordinator FPCCI Regional Office Peshawar



Muhammad Nadeem Qureshi Vice President FPCCI & Regonal Chairman Punjab



Co-Convener

Shabbir Hassan Mansha Churra Vice President FPCCI



Engr. M. A. Jabbar Vice President FPCCI

Member



Member

Shaukat Ali Omerson Vice President FPCCI



Member

Member

Member

Umar Masood Ur Rehman Vice President FPCCI & Incharge Regional Office Peshawar



Member

Mirza Abdul Rehman
Chairman, Coordination
FPCCI Capital Office Islamabad
Former Vice President FPCCI



Khawaja Shahzeb Akram Immediate Past Senior Vice President FPCCI



Member / Focal Point Person





## ORGANIZING COMMITTEE 11th FPCCI ACHEIVEMENT AWARDS

Mohammad Ali Mian Coordinator, FPCCI Regional Office Lahore



Brig Iftikhar Opel, SI (M), Retd Secretary General FPCCI



Member

Amjad Qureshi Additional Secretary General–I, FPCCI



Mahmood Ahmed
Deputy Secretary General-FPCCI

**Secretary General** 

Coordinator



Secretary of the Committee

Mehreen A. Razzak
Deputy Secretary General



Faisal Akhter
Director / Secretary Capital Office



Coordinator

Brig (R) Sohail Masood Alvi Additional Secretary General / Secretary Regional Office Lahore

**Regional Coordinator** 



Engr. Khalid Haider
Director /
Secretary Regional Office Peshawar



**Regional Coordinator** 

**Regional Coordinator** 

Manzoor Ahmed Khokhar Manager /

Secretary Regional Office Quetta



**Regional Coordinator** 





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IRFAN IQBAL SHEIKH Member of the Board



Suleman CHAWLA Member of the Board



MIAN ANJUM NISAR Member of the Board



SULTAN AHMED CHAWLA Member of the Board



MAHMOOD NAWAZ SHAH Member of the Board



ISMAIL SUTTAR
Member of the Board



ABDUL QADIR MEMON Member of the Board



SHEIKH IMRAN UL HAQUE Member of the Board



ATHAR SULTAN CHAWLA
Coordinator of the Board



AGHA JAN AKHTAR Member of the Board





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FPCCI Head Office, Karachi



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Amjad Qureshi Additional Secretary General (I)



Ahmed Zaman Khan Additional Secretary General (II)



Mahmood Ahmed
Deputy Secretary General



Amber Fatima
Deputy Secretary General



Mehreen Razzak
Deputy Secretary General



Amjad Hussain Durrani Chief Financial Officer



## 11th FPCCI Achievement AWARDS



Mohammad Shahid
Director
Capital & Regional Offices Administration



Farhan Qamar Director – ICT



Arfeen Memon Director – Admin



Khalid Hussain
Chief Accountant



Khalid Haneef
Director Procurement



Farhan Nasim Director / PSO to President



Usama Ehsan Khan Head of Policy Research Unit



Syed Muzaffar Ali Rizvi Manager – FBR & Member Affairs



Faiz ul Haq Manager - P&M / Head of Marketing



Tariq Jamil Manager – PSO to SG



Irfan Hussain Manager – Coordination Wing



Chaudhry Neel Khawar Manager - IR & JBC's



Naeem Mohibi Manager – ICT



Naila Accounts Officer



M. Zahhad Hussain
Accounts Officer



Shakir Sarwar Manager - Corporate Affairs





Muhammad Faisal Manager



Muhammad Sumair Manager – PS to SVP & VP's



M. Zahid Abbasi Manager – PA to President



Minahil Nafees

Manager – Human

Resources

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Faisal Akhter
Director / Secretary Capital Office



Umair Farooq Khan



Abid Sultan Rashid
Manager

#### **Regional Office Lahore**



Brig (R) Sohail Masood Alvi Additional Secretary General / Regional Secretary



Shafiq Ahmed Additional Secretary General



Sehrish Ashraf Director



Rabiya Arif Dar Director



Farooq Ali Manager

#### Regional Office Peshawar



Engr. Khalid Haider Director / Regional Secretary

#### Regional Office Quetta



Manzoor Ahmed Khokhar Manager / Regional Secretary

#### Regional Office Gilgit-Baltistan



Mazhar Ul Haq Mufti Director / Regional Secretary







Dr. Arif Alvi President Islamic Republic of Pakistan

# Message

I extend my heartiest felicitations to the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) for organizing the 11th FPCCI Achievement Awards to recognize the contributions of leading entrepreneurs

and businesspersons. I am optimistic that this initiative of acknowledging the role of the leading businesses in the economic growth of Pakistan would also encourage other businesses to improve the standard and quality of their goods and services by diversifying their products and developing innovative practices.

I appreciate FPCCI for delivering quality leadership and promoting trade, business, investment and environment-friendly economic activities in the country. I hope that businesses would further accelerate their efforts to earn valuable foreign exchange for the country, which is a main contributing factor in narrowing the trade gap and a booster for achieving higher GDP growth.

The conferment of Awards and public recognition of high achievers would motivate and encourage other businesses to diversify their product lines, explore new markets and maintain international standards. I also hope that they would focus on research and development, boosting the efficiency, and productivity of their businesses.

I would also like to urge FPCCI to play its role in the economic inclusion and participation of women and persons with disabilities and create a conducive environment for them to grow and flourish. I hope that FPCCI will take steps to support women entrepreneurs, establish greater linkages with all women chambers of the country, and make collaborative efforts to support women in trade and industry.

I expect that you will continue to recognize the contributions of various businesses in different sectors of our economy.







Anwaar-ul-Haq Kakar Prime Minister of The Islamic Repubic

## Message

It gives me pleasure to felicitate FPCCI for organizing its 11th edition of Annual Achievement Awards which has earned recognition at the national and international level. The Awards has become a source of pride and

encouragement for the winners.

FPCCI Achievement Awards encourage the entrepreneurs to play a more vibrant role in national socio-economic development and deserve our commendation.

The private sector plays a critical role in the growth of the national economy. I appreciate FPCCI's endeavors to promote activities in the field of trade, industry and business sector of Pakistan. I hope that the FPCCI will not only continue such laudable activities, but also step them up.

I am confident that the conferment of awards and public recognition of high achievers will motivate enthusiastic individuals and organizations to explore further creativity and skills and propel to achieve even higher goals.

Once again I appreciate the efforts of FPCCI, its President Irfan Iqbal Sheikh, Office Bearers and the Executive Committee Members of FPCCI for holding this important event and congratulate all the award winners and wish them continued success in future.







Barristar Sultan Mehmood Chaudhry President of Azad Jammu & Kashmir

## Message

I am glad to learn that the Federation of Pakistan Chambers of Commerce and Industry is organizing the 11 FPCCI Achievements Awards, to pay tribute to the country's Business persons and Entrepreneurs who

have performed remarkably well. The institution of Achievements Awards is one of the praiseworthy contributions of FPCCI towards the promotion of competitive environment and exhibits recognition for efforts and achievements of the business community.

In this era of competition, we not only need to adopt long term policies for the expansion of our achievements, but must also boost the economy by devising strategies that give us an edge over our competitors.

We also need to explore new markets for our products, both traditional and non-traditional. Pakistan must reduce its dependence on few traditional items, in view of the tremendous scope for value added products in other sectors of our economy, which are competitive in terms of both quality and price.

It is noteworthy that there are huge opportunities for business community in Azad Jammu and Kashmir. Azad Kashmir has vast investment opportunities in hydro, information technology, mining, tourism, minerals, decorative and precious stones and other sectors. I suggest the business ventures and entrepreneurs to capitalize these opportunities, expand their businesses and avail the peaceful and business friendly environment of the Azad Jammu and Kashmir.

I extend my warm felicitations to President FPCCI and his team for organizing a prestigious Achievement Award event and for bringing out an impressive souvenir on this occasion. All Award Winners also deserve congratulations, and I wish them success in the years to come.







## /Nessage

It gives me immense pleasure that FPCCI is organizing its 11th FPCCI Achievement Awards to recognize outstanding performances of organizations and individuals during the year 2022 in economic and socio-economic development

of the country.

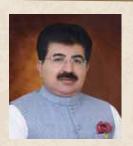
A strong, vibrant and economically stable Pakistan serves as true Ambassador of People of Kashmir. Pakistan's economy depends upon expansion in new markets for our products both traditional and non-traditional. Individuals and organization contributing in uplifting Pakistan's economy are true to the principles of economic well-being and social uplift of people of Pakistan as envisaged by founding fathers of the country.

I extend my warm felicitations to President FPCCI and his team and stream for organizing such a prestigious event. I would like to take the opportunity to underline that Govt. of Azad Jammu & Kashmir will extend every possible support to encourage investments and businesses in the State.

All award winners deserve congratulations and I wish them success in their future endeavors.







Muhammad Sadiq Sanjrani Chairman, Senate of Pakistan

## /Nessage

The Federation of Pakistan Chamber of Commerce & Industry (FPCCI) have consistently championed the economic growth and advancement of our beloved nation through its determination and hard work. Its commitment

to nurturing businesses, promoting commerce, and upholding the highest standards of industry excellence is unparalleled.

The year 2022 stands as a testament to the resilience and prowess of our business community. Through challenges and changing landscapes, our industrious professionals have not only adapted but thrived, marking significant milestones in the socio-economic development of Pakistan. Their efforts are not just of national significance, but have resounded in international markets, making us all immensely proud.

It is with great respect and admiration that we acknowledge the high achievers of this year. The FPCCI Achievement Awards are not mere accolades but a recognition of the remarkable journeys, relentless determination, and innovative ventures that have set these individuals and organisations apart. Earning this prestigious award underscores their exemplary contributions and places them among the elite in both Pakistan and abroad.

Such recognitions are pivotal. They not only celebrate success but also motivate the broader business community to aspire, innovate, and contribute more profoundly to the socio-economic fabric of Pakistan. It is through these accomplishments and the continuous encouragement from platforms like FPCCI that we pave the way for a more prosperous and progressive future for our nation.

May the laurels of today inspire many more success stories tomorrow, and may the FPCCI continue its commendable work in spearheading Pakistan's economic journey.







Mohamed Karmoune Ambassador of His Majesty the King of Morocco Acting Dean of the Diplomatic Corps Islamabad

## Message

I am pleased be part of FPCCI's 11th Achievement Awards which has a widespread recognition at national and international level and considered as an occasion of pride and gratification for the distinguished winners.

As we all are well aware that the private sector plays a pivotal role in the country's economic growth and helps ensuring the policies are broad-based and are being followed by business sector. I truly admire FPCCI's contributions to promote activities in the field of trade, industry and business sector of Pakistan while organizing such events and honouring companies and individuals who are making life easier by providing quality products and services.

FPCCI Achievement Awards certainly encourages the entrepreneurs not only to play more vibrant role in the socio-economic development but also provides an opportunity for organisations and individuals to gain fresh ideas to improve their performance by learning the best practices of finalists and winners.

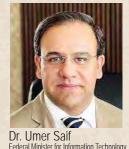
I am quite optimistic that FPCCI will continue to support commendable activities of recognizing and admiring high achievers, which surely motivates and encourages individuals and organizations to further explore creativity and skills that propel them to achieve even higher goals.

I would like to take this opportunity to acknowledge and appreciate the efforts of FPCCI, its President Mr. Irfan Iqbal Sheikh, Office Bearers and the Executive Committee Members, for holding this extraordinary event. Your support allows the winners to gain the recognition they deserve.

I congratulate all the award winners on their achievements and wish them continued success in future. It is a pleasure to be in the company of so many high-achieving organisations and individuals.







Federal Minister for Information Technology & Telecom, Science & Technology

I am delighted that the Federation of Pakistan Chambers of Commerce and Industry is organizing its 11th Achievement Awards ceremony this year in recognition of the services of talented people and reputed organization,

and, as usual, is bringing out an informative Achievement Award Souvenir on the occasion.

I am very happy to note that the aims of this award is to give recognition to individuals and organizations whose achievement has contributed significantly in the growth and development of Pakistan. The Awards promote healthy competition among people and encourage them to strive harder to push the boundaries of excellence. The Award recipient would have demonstrated past accomplishments and forward thinking to advance the notions of sustainability in every possible way. We all know that Pakistan has unique location and talented people, but the platforms to recognize the services of these people are very few. At this time, the organizing of achievement award is really praiseworthy. Such important Award ceremonies play a major role in motivating the corporate sector of any country to reach out to new heights of excellence. In an increasingly interconnected and interdependent world, Apex trade bodies play a vital role in both national and international affairs and make significant contributions that benefit society at large, from spurring economic growth to promoting good governance.

On this joyous occasion, allow me to congratulate FPCCI on its devotion and sincere efforts to promote talent of the country. I also felicitate all Award Winners on their performance and hope that the business community will continue its efforts for the progress and prosperity of Pakistan. I hope that the award winner will not only maintain the record of their best performance but also become role models for other people to compete for this coveted accomplishment.







Aneeq Ahmed
Minister for Religious Affairs & Interfaith
Harmony Government of Pakistan Islamabad

## Message

I am glad to learn that the Federation of Pakistan Chamber of Commerce & Industry (FPCCI) is organizing the 11th FPCCI Achievement Awards to pay tribute to the proficient and bright people and

organization who have performed well in the field of trade, industry, economic, science, academia, research and development, commercial and socio-economic development. The institution of Achievement Awards is one of the praiseworthy contributions of FPCCI towards the promotion of merit and expertise and serves to provide recognition to the unfaltering members and organization of the Pakistani Community.

In this era of competition, there is a dire need that we recognize the motivate the services of individuals and organization whose are performing well in their area of interest to boost the economy by devising strategies that give us an edge over our competitors. These bright people are not only work in Pakistan also work in other nations to the prosperity and development of the nation.

I anticipate that the FPCCI's Awards will generate new fair competition amongst organization and individual and boost their dynamism, which will lead Pakistan to the road of self-reliance. I hope that the Achievement Awards will further encourage the country's people to perform outstanding to improve the status of country in industries, commercial and socio-economic activities and to enhance the progress of Pakistan in national and international market.

I extend my warm felicitations to the president FPCCI and his team for organizing such a prestigious event and also on bringing out an impressive souvenir on this occasion. I also extend my felicitations to the FPCCI Achievement Awards Winners on their excellent performance and hope that they will continue their efforts for the prosperity of our country.







Ahmad Irfan Aslam
Federal Minister for Climate Change
& Environmental Coordination

## Message

I am pleased to know that following its past tradition, the FPCCI is organizing the 11th FPCCI Achievement Awards to confer awards to the leading entrepreneurs of Pakistan in recognition of their exceptional performance this year.

The organization of Achievement Awards is a commendable step because they recognize the achievements of exporters and service sector who dare to venture in new areas and succeed. By learning from the example of successful achievers, new entrepreneurs will also encourage to take bold initiatives and win a seal of approval from the apex body. On this occasion, I would also like to appreciate the contribution of the private entrepreneurs for promoting the image of the country through quality products.

FPCCI is making vigorous efforts to promote our businesses, and the Awards represent but one facet of the complex role played by FPCCI in furthering the trade and industry interests of the country. In the wake of the numerous crises confronting our country, strong exports are the need of the hour. Despite the problems of law and order and power crisis, Pakistan's business community has remained steadfast to increase the exports potential of Pakistan and exploiting the new market for diversification of exports.

I also wish to reiterate the Government's resolve to facilitate the business community in their efforts to boost Pakistan's trade and playing greater role in the development of country's economy.

I commend the endeavors of Mr. Irfan Iqbal Sheikh, President FPCCI, and his entire team on holding the Awards ceremony for recognizing the efforts of entrepreneurs and also congratulate the award winners and wish them greater success in the future.







Jujstice (Retd) Maqbool Bagar

## Message

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) is organizing the 11th FPCCI Achievement Awards to recognize the outstanding performance of individuals and firms for enhancing the

insignia of Pakistan. As we know that, in knowledge drive global culture and human development, progressive nations atheistically search for new ideas, people, talents creative plans innovative methods to renovate the old and obsolete systems and infrastructure with new passion and ambitions for a better future. In the era of globalization and economic integration the issues of socio-economic development is one of the category of FPCCI's achievements awards.

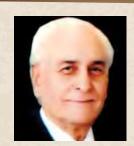
Despite all challenges like infrastructure, lack of knowledge creating activities and educational and health backwardness, our people are still competitive in marketing their talent in reaching international markets and I commend them on this achievement. On this occasion, I also applaud the role of FPCCI in promoting technology, export, economic growth, and prosperity and assisting traders and industrialist in addressing the new challenges being faced in the sphere of international market.

I believe that this event will play a role to boost the confidence of people in marketing their activities. Every successful nation always wants the quick convergence of the country, which is possible only in that condition when countries adopt export led growth and investment-led growth policies for competitiveness, diversification and value addition. 1 am confident that this event will open up a new vista of fresh opportunities and greatly help in promoting true image of Pakistan, which need bareness at significant level.

I congratulate to all valiant winners for their dedicated efforts which are highly admirable and it is my conviction that our people will perform better in future too to accelerate the progress of Pakistan's economy which is the need of the time. I congratulate all the awardees, and convey my best wishes to the organizers for the success of the ceremony.







Muhammad Azam Khan

# Message

It is commendable that Federation of Pakistan Chambers of Commerce and Industry (FPCCI) is organizing its 11th Achievement Awards ceremony to recognize the achievements of individuals and organizations in socio-economic development of the

#### country.

I expect that the FPCCI Achievement Awards will go a long way in promoting healthy competition among the individuals and organizations working in the field of commerce and industry, enhancing their confidence by acknowledging their hard work and ultimately gearing up economic activities in the country.

In knowledge driven global culture, progressive nations search for new ideas, talents, creative plans and innovative methods to replace the outdated and obsolete systems and infrastructure with new and cutting edge technologies that align with the emerging trends.

The award is a good initiative of FPCCI in this era of industrialization and globalization, where success depends upon creativity and innovations. I hope that the initiative will serve to cultivate a healthy competition in all sectors of the economy to encourage quality, high standards and commitment to improve productivity leading to harness new markets not only at national level but at international level as well.

I applaud the role of FPCCI in promoting technology, and assisting traders and industrialists in addressing the new challenges being faced in the sphere of international market.

I congratulate the winners of FPCCI Achievement Awards, and expect that these individuals and organizations will continue their efforts for the economic wellbeing and prosperity of Pakistan.

I also felicitate the President, FPCCI and his entire team for successfully holding the Award ceremony and hope that the event will ultimately, become a catalyst for change, and best of the best will emerge on the horizon.







Muhammad Kamran Khan Tessori Governor of Sindh

Message

It is truly commendable that the Federation of Pakistan Chambers of Commerce & Industry (FPCCI) is organizing 11th FPCCI Achievement Awards. Ceremony in recognition of the services of individuals and

organizations.

FPCCI's Awards plays a crucial role in promoting the competitiveness in all fields and enhancing the confidence of individuals and organizations to recognize their talent. These Awards are a symbol of pride both at the national and international levels confer to recognize outstanding services of individuals in the field of research, Banking and Finance, Press, Media, Agriculture, Industry, Academia, Investment and other fields.

The Award Ceremony provides an opportunity to the individuals and organizations to analyze emerging trends of the global market and devise new strategies for augmentation of socio-economic activities. Pakistan should also strive to promote the competitive culture and motivate the individuals and organizations by providing the necessary facilities and support for the diversification of structure of Pakistan's economy and socio-economic development, we need knowledge, networks, innovation, competition and information which is only possible when we acknowledge services. The promotion of research and development activities in all sectors can also help us to achieving the status of developed country.

I hope that the FPCCI will continue this practice in the days to come and on this occasion, I congratulate FPCCI on its devotion and sincere efforts to promote talent of the country.

I also extend my heartiest felicitations to all Award Winners on their outstanding performance and contribution in economic development of the country. I hope that these individuals and organizations will continue their efforts for the prosperity of Pakistan.







Muhammad Baligh Ur Rehman

## Message

I am pleased to know that the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) is organizing 11th FPCCI achievement Awards to confer awards upon the leading individuals and organizations of

Pakistan in recognition of their exceptional performance during 2022.

I commend the endeavors of the President FPCCI and his entire team on initiating the Awards ceremony for recognizing the efforts of talented people of the country. It is a matter of great pleasure for me that FPCCI is conferring awards on people from various segments of society like researchers, entrepreneurs, financial institutes, innovators in order to acknowledge their contribution to the society and encourage their inventiveness and creativity in the promotion of scientific, economic, social and technological ventures and fostering the utilization of such achievements for the purpose of accelerating socio- economic development of the country. I expect that this initiative will enhance and catalyze the development of scientific and technological capability and capacity in the country.

Being the premier body of trade and industry in Pakistan, it goes without saying that FPCCI is making vigorous efforts to promote the talent of country, and the Awards represent one facet of the complex role played by FPCCI in furthering the trade and industry interests and socio-economic activity of the country. It is our good fortune that our people are diverse and perform outstandingly well in their fields not only in Pakistan but also on international level for projecting the softer image of country.

The FPCCI Achievement Awards is a commendable initiative which recognizes the achievements of people, who dare to venture in new areas and succeed. By learning from the example of successful individuals and organizations, new individuals and organizations should also be encouraged to take bold initiatives and win a seal of approval from the apex body.

I extend my congratulations to the Award winners and I wish them the best for the future.







Haji Ghulam Ali Governor of Khyber Pakhtunkhwa

## Message

It is heartening to know that the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) is organizing the 11h FPCCI Achievement Awards, to strengthen the confidence of Pakistani individuals and

organizations who performed exceptionally in their respective fields and sectors.

I am pleased to learn that FPCCI's Achievement Award has generated fair competition amongst individuals and organizations and boosts their dynamism, which will lead Pakistan to the road of self-reliance. Economic development, open trade and social emancipation always take place in those countries where creativity, freedom of thoughts and actions are welcomed and due recognition is given to the individuals who participate actively in attaining the objectives.

The industrial sector plays vital role in the economy by creating jobs, providing goods services, and stimulating economic growth. It is also an important source of tax revenue for governments. Indeed the individuals and organizations of industrial sector not only collaborate with governments to gain access to resources and develop new products but also enable government to invest in infrastructure and other important projects.

I congratulate all award winners for their dedicated efforts. It is my firm belief that our individuals and organizations will perform even better future to accelerate the pace of Pakistan's economy.

I would like to convey my best wishes to the President of FPCCI, Mr. Irfan Iqbal Sheikh and his entire team for organizing the Award successfully with this hope that FPCCI will continue its efforts by way of providing marketing opportunities to individuals and organizations both at home and abroad.







Syed Mehdi Shah Governor Gilgit-Baltistan

## Message

I am pleased to know that the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) is organizing a prestigious event of the 11th FPCCI Achievement Awards, to leading individuals and

organizations in lieu of their outstanding performance. These awards have great significance in the present competitiveness environment and they provide an opportunity to the individuals and organization to identify challenges, analyze emerging trends and devise new strategies for recognizing the talent of the country.

The FPCCI Achievement Awards encourage those who have done well during the previous year, and also act as a catalyst in generating fresh efforts to meet upcoming challenges to improve the image of country. I hope that the FPCCI Achievement Awards will recognize the individuals and organizations that have contributed extraordinary in the fields of trade, industry, social sector, science, research and others and reveal the highest values of their profession.

I believe that FPCCI Achievement Awards will motivate the individuals and organizations to vigorously play their crucial role in the growth and economic development of the country. I extend my warm felicitations to Irfan Iqbal Sheikh President of FPCCI, and his entire team on organizing this splendid Award ceremony in Pakistan. I also wish all award winners to continue good fortune and success for the future.







Jameel Ahmad
Governor, State Bank of Pakistan

## Message

On behalf of the State Bank of Pakistan (SBP), I appreciate the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) for holding the 11th FPCCI Achievement Awards in recognition of the services of Pakistani businessmen, individuals,

and organizations. The prestigious FPCCI awards promote healthy competition among businesses besides encouraging them to further raise the bar of excellence.

Particularly, this year's awards are a testament and an opportunity to recognize the resilience and ingenuity of the Pakistani business community in the wake of various global and domestic challenges to the economy.

The government and the SBP are aware of these challenges. At this point, our priority is to attain macroeconomic stability, and the overall policy stance remains contractionary so that the build-up of imbalances in the past can be addressed. Reform measures are also introduced across multiple sectors to deal with market imperfections and to put the economy on a sound footing.

At the same time, policymakers realize that the consolidation-oriented policies have created a challenging environment for businesses and the general public. The government is striving to support businesses despite the resource constraints. The SBP is also facilitating businesses by streamlining regulations and actively encouraging digitalization, financial inclusion and gender mainstreaming efforts across the financial services industry. All these efforts are geared to bring about productivity improvements across businesses and industries.

I would also urge businesses to focus more on getting integrated into global value chains to attract capital investment and technical know-how, and to expand their access to new markets. SBP will continue to facilitate and support businesses to achieve these objectives.

With this, I congratulate the award-winners who took the initiative and responded well to the fast-evolving global market dynamics and managed to perform commendably. The recognition of these accomplishments is important as it will pave the way for other businesses to emulate them for improved outcomes. I also acknowledge the FPCCI's efforts to help Pakistani businesses build their profiles domestically as well as globally.







Muhammad Zubair Motiwala CEO, Trade Development Authority of Pakistan

## Message

At the outset, I would like to congratulate President FPCCI and his team for organizing the event. The FPCCI Awards is an acknowledgement of the excellent performance of the Business and Services

entrepreneurs and their services to the country. The awards have gained international recognition and are also seen as a source of encouragement for our business community.

Trade Development Authority of Pakistan (TDAP) has been deeply involved in the ongoing initiatives to further enhance trade relations with neighboring and regional countries. I believe that improving trade relations with different countries will have a very positive effect on socio-economic development of Pakistan. I also appreciate the efforts of nosiness community, particularly, the individuals and organizations belonging to export-oriented industries for their hard work.

I urge the business community to continue playing their proactive role and assure FPPCI for the utmost support of the Government in safeguarding the interests of the business community.

I am confident that the conferment of awards and public recognition of high achievers will motivate and propel the enthusiastic individuals and organizations to attain even higher goals.

Once again, I would like to take this opportunity to appreciate the efforts of FPCCI's President Mr. Irfan Iqbal Shaikh and other office bearers for holding such a great event and congratulate all the award winners.

I wish our business community continued success in future







Rizwan Ahmed Bhatti CEO, Pakistan Industrial Development Corporatation (PIDC)

## Nessage

I am glad to know that the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) is organizing its 11th Achievement Awards in order to honor the business houses who have made an

outstanding contribution towards Pakistan's business performance.

Pakistan's strategic location offers our manufacturers a great opportunity to serve the markets in the region, provided they have exportable surplus of manufactures. We should, therefore, adopt innovative methods and the public private partnership model for increasing both quality and quantity of our manufactures.

On this occasion, FPCCI pays due tribute to all those entrepreneurs who have achieved highest level of performance. FPCCI is undoubtedly playing a crucial role in promoting export-oriented industry in Pakistan, and the Achievement Awards motivate businesspersons to achieve ambitious business targets.

In these circumstances, due recognition of export-oriented industry through events such as the Achievement Awards provides industrialists with the encouragement to continue their efforts to put Pakistan on the road to growth and prosperity.

I congratulate President FPCCI and all FPCCI Achievement Award Winners on their excellent performance, and look forward to their continued success in the future.



## 11th FPCCI Achievement AWARDS



AWARDS





Dr. Saifuddin Junejo Chairman (EPZA) Export Processing Zones Authority

## Message

It is a well known fact that export is one of the important pillars of economic development and plays incredibly important role to strengthen the national economy as it offers people and firms many more markets for their

goods. In modern times one of the core functions of diplomacy and foreign policy between governments is to foster economic trade, encourage exports and imports for the benefit of all trading parties.

Innovation, technological advancement and policy framework have historically proven to be the primary reason behind the enhancement of export. Unfortunately, Pakistan is behind the other countries in innovation, technological advancement and consistent Policies during the recent decades. Despite above handicaps, Export Processing Zones Authority (EPZA) has taken measures to boost exports and facilitate Foreign Direct Investment (FDIs) in its established Zones in the country, hence achieved export growth in the FY 2019-20 US\$ 638.022 million, FY 2020-21 US\$ 974.600 million and FY 2021-22 US\$ 934.997 through manufacturing Sector. EPZA is trying its best to enhance its share in the national exports. EPZA efforts have resulted in the cumulative exports of US\$ 11,875.00 million till the end of FY 2022-23.

There is a dire need to pursue an integrated approached wherein public and private sector work as partners to facilitate and promote an innovative and modern culture for promoting exports. FPCCI being an apex body of trade and industry is undoubtedly playing a crucial role in promoting trade and industry in Pakistan. The Achievement Awards are one of the major activities which encourage the business community and the exporters of Pakistan who are working tirelessly to promote Pakistani products in the International market and earn precious foreign exchange for the country.

Last but not least, I congratulate all the award winners for their commendable performance and wish them success in future.







Farrukh H. Khan CEO & Managing Director, Pakistan Stock Exchange Limited

# Message

I extend my warmest congratulations to all the winners of the 11th FPCCI Achievement Awards. These Awards are a welcome and important part of the economic landscape of Pakistan where FPCCI recognizes and awards high

achieving industrial, business and trade companies of the country.

Given the challenging economic circumstances existing in Pakistan, it is all the more creditable that these companies have excelled on account of their commitment and passionate efforts. The FPCCI Awards are a catalyst for encouraging and bolstering the local companies to perform par excellence and contribute to the economy.

I would like to acknowledge the efforts of FPCCI in organizing the 11th FPCCI Achievement Awards. I believe this event will play a significant role to boost the confidence of local companies in enhancing and augmenting their marketing efforts. These Awards are a symbol of pride for Pakistan both at national and international levels.

In the present global environment and amidst the untapped potential of Pakistani export- oriented industries, it is the need of the hour that policy makers fully focus on the growth of the industrial sector. This will in fact lead to real growth enabling betterment not only for the companies themselves but also for the economy and the country. The industrial sector which has strong linkages with other sectors of the economy can further promote employment, trade and investment in the country.

I congratulate and felicitate the President, FPCCI, and his entire team on organizing this successful event. Moreover, once again, I congratulate all the well-deserved winners of the 11th FPCCI Achievement Awards.







# /Nessage

It gives me immense pleasure to know that FPCCI is organizing the 11th FPCCI Achievement Awards in the honor of the leading entrepreneurs of Pakistan whose performance is outstanding in bringing the

much-needed foreign exchange to build the reserve of the country.

Through hard work and dedication these individuals have built efficient & commercial organizations that contribute to the economic growth and development of the communities in which they serve.

The instituting of FPCCI Achievement Awards is a great initiative of FPCCI to further motivate the star performers under the prevailing conditions when global economy is slow down and affecting our economic progress.

Pakistan economy, particularly industry, agriculture and services are increasingly exposed to serious challenges of competitiveness. In order to improve the competitiveness, there is immediate need to work on relevant indicators as with current performance, Pakistan cannot ideally compete and fetch a good share in the international market. Competitiveness is key for Pakistan's Industry. In today era, it is impossible to compete in global market without being productive and efficient.

I hope that the export awards would serve to encourage a healthy competition in all sectors of economy improving productivity, harnessing new markets and meeting the international challenges.

I congratulate FPCCI on its devotion and sincere efforts to promote entrepreneurship in the country. I also extend my heartiest felicitations to all Awards Winners on their outstanding performance and contribution in economic development of country. Their achievements and contributions to our business landscape have indeed set a high bar for the entrepreneurs of tomorrow.







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Souvenir compiled by FPCCI's Secretariat under the supervision of Secretary General of FPCCI.

Every effort is made to ensure the correctness of the information given in this Souvenir.

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI), however accepts no responsibility for/or liability arising from any of this information







Irfan Iqbal Sheikh President FPCCI

## Foreword

The Federation of Pakistan Chambers of Commerce & Industry being the apex representative body of the business community of Pakistan taking pride of initiative to acknowledge the outstanding

performances of business entities and individuals in their respective fields through Achievement Awards.

After successful organization of the previous events, FPCCI is holding the 11<sup>th</sup> Edition of "Achievement Awards", as a flagship event which is regularly organized to honor the achievements of enterprises in their respective fields, acclaiming as symbol of prestige and recognition at national and international level. The FPCCI Achievement Awards helps Award Winners, in the elevation of their profile and reputation among all circles.

The performances of award winners and their achievements despite the challenges faced by the business community in Pakistan are highly commendable. This speaks of their dedication, devotion and commitment to their business interests and valuable contribution towards Pakistan's economy.

I thank my team, Convener and Members of the Awards Committee, the Senior Vice President, Vice Presidents, Coordinators, the Secretary General of FPCCI and his team for their dedication and hard work put in organizing this event.

I am confident the Achievement Award will motivate and encourage others to put in more efforts into their respective areas of interest and come out with outstanding achievements which will not only reward them but will also serve trade and economic interests of the Pakistan.

I congratulate all the Award Winners and wish them a continued success in their endeavors, with laurels.



### 11th FPCCI

### CREATING EMPLOYMENT THROUGH ENTREPRENEURSHIP:



Irfan Iqbal Sheikh President FPCCI

Unemployment is one of the major driving forces behind social unrest, rising crime rate, mental health issues and even terrorist activities in Pakistan. Being an entrepreneur, I strongly believe that entrepreneurship spurs economic growth in several ways. The most obvious one is generating employment opportunities for skilled/unskilled and educated youth of the country. Entrepreneurs, at even the most basic scale, employ people, providing them with incomes that they can spend, initiating earn money programs, which fuel the movement of the national economy and also encourage people to do their own business and create more jobs.

	PAK	ISTAN	
Adult Population	Year	Number of new Limited Liability Companies	New business density rate
92,399,584	2006	4,117	0.04
95,241,842	2007	3,356	0.04
98,165,302	2008	3,458	0.04
101,152,817	2009	2,414	0.02
104,187,043	2010	2,868	0.03
107,101,806	2011	3,367	0.03
110,060,746	2012	3,928	0.04
113,060,252	2013	3,937	0.03
116,096,389	2014	4,680	0.04
119,164,298	2015	5,385	0.05
122,150,863	2016	6,716	0.05
125,175,221	2017	9,624	0.08
128,222,837	2018	12,991	0.10
131,288,856	2019	15,958	0.12
134,372,752	2020	19,791	0.15
World Ba	nk Entrep	reneurship Da	tabase

The entrepreneurs are responsible for creating jobs with varying qualification requirements. For example, smaller entrepreneurs are more willing to hire employees with limited or no education, thus providing opportunities to people from all sections of society. Entrepreneurs also tend to hire locally, which reinforces the social fabric of their surrounding communities and is instrumental in promoting social change. Establishing and running a business encourages the people, while the resultant employment they create allows other people to support themselves and their households, thus reducing crime rates related to unemployment. It has proven with time that employees in entrepreneurial ventures get access to mentorship from the entrepreneur and hands-on work experience, both of which empower them with skills they can use to further their ambitions in life. Countries in the world with better entrepreneurial infrastructure such as readily available finance, conducive governmental policies, and healthy industrial infrastructure boast a better quality of life and prosperity.

Entrepreneurship is not only a solution to unemployment; it can be a road map to a better life. Generating employment on a micro-level is a key to national economics on a macro level. It is a universal truth that employed people will spend more,



thus, giving a boost to the country's gross domestic product. They will also contribute to national exchequer by paying taxes, and by doing so, contribute to a country's national income, are more likely to save and invest to make larger asset purchases in the future. The people on a more stable financial footing are also more likely to send their children to educational institutions, setting off a chain of generational improvements in quality of life. As more and more people gain employment, the country's middle class will grow, setting it on the path of transitioning from a developing country to a developed one.

PAKISTAN									
Year	Number of female business directors	Number of male business directors	Share of female business directors	Share of male business directors					
2014	2,259	9,968	18.5%	81.5%					
2015	2,167	11,757	15.6%	84.4%					
2016	2,705	13,839	16.4%	83.6%					
2017	3,440	18,613	15.6%	84.4%					
2018	3,950	23,572	14.4%	85.6%					
2019	4,554	28,293	13.9%	86.1%					
2020	5,612	34,619	13.9%	86.1%					

World Bank Entrepreneurship Database

The retail sector is the third largest contributor to Pakistan's economy, contributing about 18-20% of the GDP and the employer of millions of people engaged by the industry. Retail, one of the principal sectors of entrepreneurship, is going through a transition phase in Pakistan and the world over. Most of the structured retailing in Pakistan has started recently and is engaged mainly in urban areas.

The retail sector likely touches you as a citizen every day, possibly multiple times a day. From prominent fashion brands to footwear and groceries and food and fuel, retail transactions are what an average individual goes through every day. Pakistan has around 2 million retailers, of which 0.8 million represent the FMCG modern trade and general trade

channels, including kiryanas, general stores, medical stores, supermarkets, hypermarkets, etc. and expected to show an annual growth rate (CAGR 2023-2028) of 16.58%, resulting in a projected market volume of US\$300.80m by 2028. In Pakistan developing the retail sector as entrepreneurship can be a key driver of job creation and employment growth, and for good reason. Starting a business is not an easy task, but it can lead to significant benefits, both for the individual entrepreneur and the economy as a whole. By providing new products, services, and innovations to the market, entrepreneurs can stimulate economic growth and create new job opportunities. Entrepreneurship can create more and more jobs both directly and indirectly and can affect employment growth overall depending on the facilities provided by the government declaring the retail sector as an industry. In developing entrepreneurship in the country, it is necessary to promote technical education rather than conventional education. To extend entrepreneurship to all fields of study in vocational education it should be linked with practical training in specific fields of study with the objective of entrepreneurship, and provide support for students interested in starting up a business.

Trade bodies and business associations should take steps to promote partnerships between Technical Vocational Institutions and enterprises and motivate more business people to get involved in entrepreneurship education to promote economic diversification in Pakistan. By encouraging the establishment of businesses in different sectors, entrepreneurs reduce reliance on a single industry, creating a more balanced and resilient economy



### 11th FPCCI ACHIEVEMENT AWARDS

## **EVALUATING THE VIABILITY OF TRADE AGREEMENTS:**



Suleman Chawla Senior Vice President FPCCI & Convener of the Awards Committee

Pakistan has signed 12 trade agreements, some of them are PTAs, FTAs, Transit Trade and Trade in Goods Agreements. Pakistan singed Transit Trade Agreement with Afghanistan and Tajikistan, Pak-Malaysia Free Trade Agreement, Pak-China Free Trade Agreement, Pak-Sri Lanka Free Trade Agreement, Pak- Mauritius Free Trade Agreement, Pakistan Pak –Iran Preferential Trade Agreement, Pakistan-Uzbekistan Preferential Trade Agreement Pakistan-Türkiye Trade in Goods Agreement, Trade & Investment Framework Agreement between Pakistan and USA and Agreement on South Asian Free Trade Area. Recently, Pakistan is also negotiating FTA with GCC.

All these agreements are differ in scope and nature and unfortunately inadequately utilized to produce desired results instead contributed in imbalance in Pakistan trade. Pakistan's export is significantly low then imports. Surprisingly, in some cases Pakistan's imports have increased manifold from its FTAs/PTAs partners.

The low utilization and trade deficit indicates failures of receiving potential benefits from partners under agreements.

Critical evaluation of these agreements is discussed below to emphasize reviewing and cautious approach while setting such agreements.

#### Pak - China FTA:

Volume of bilateral trade between Pakistan and China is increasing under the Pak - China FTA which was become operational in 2007. At the time of FTA (2006-07), volume of bilateral trade was US \$ 4110 million and balance of trade of US \$ 2958 million was in favour of China. On completion of the Phase-I, which was from 2007 to 2011, the volume of bilateral trade was stood at US \$ 10558.1 million in which share of Pakistan exports was US \$2118.4 million while share of Chinese exports was US \$8439.7 million. In the first phase both sides were agreed on the elimination of tariff on 30% of the products. The second phase envisages liberalisation of tariff up to 90% of the goods from both sides. The tariff concessions committed by Pakistan in the first phase of the FTA predominantly contained raw materials and intermediary goods. In return, China eliminated tariff on finished goods.

A Protocol on the Phase-II of the CPFTA has been signed by Pakistan and China during the visit of the Prime Minister to Beijing on 28th April, 2019. In pursuance of Article 79(2), the Amending Protocol will form an integral part of the China-Pakistan Free Trade Agreement.

Under the Phase-II, Pakistan has secured enhanced and deeper concessions on products of its export interests, revision of safeguards mechanism for protection of the domestic industry, inclusion of the balance of payment clause as a safety valve against balance of payments difficulties, and effective enforcement of the electronic data exchange.



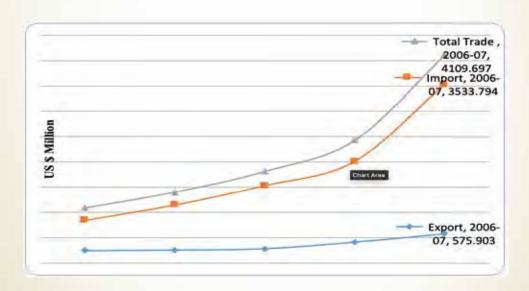
It is worth mentioning that, although theory of balance of trade has become irrelevant under the new phase of global trade but equilibrium in trade has significance when economy is facing contraction. However, during expansion of the economy industrial demand for input material need to be satisfied.

One of the major impediments has been the concerns of the domestic industry in Pakistan that feels threatened from the competition of Chinese products.

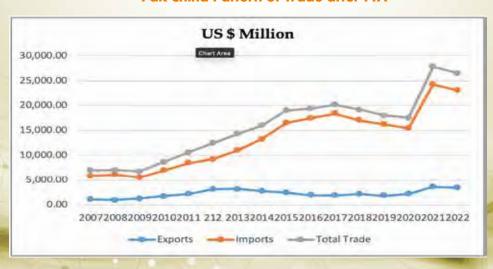
The public sector is also fearful as elimination of custom duties would lead to substantial revenue losses as Pakistan heavily relies on taxation on international trade for revenue generation. According to the latest figures, 40% of the Pakistan's total revenue is from taxes on import of goods.

Pak - China Pattern of Trade before and after FTA:

### **Pak-China Pattern of Trade before FTA**



#### Pak-China Pattern of Trade after FTA





### Phase-I - Tariff Reduction Modality of China within five years after entry into force of this agreement:

Category	Track	No. of	%of tariff
No.		Tariff lines	line at 8 digit
I	Elimination of Tariff – three years	2,681	35.5%
II	0 – 5 % - five years	2,604	34.5%
III	Reduction on Margin of Preference of 50% - five years	604	8%
IV	Reduction on Margin of Preference of 20% - five years	529	7%
V	No Concession	1,132	15%
	Total	7,550	

### Phase-I - Tariff Reduction Modality of Pakistan within five years after entry into force of this agreement:

Category	Track	No. of	%of tariff
No.		Tariff lines	line at 8 digit
1	Elimination of tariff (Three years)	2,423	35.6%
II	0-5% (five years)	1,338	19.9%
III	Reduction on Margin of Preference from 50%( five years)	157	2.0%
IV	Reduction on Margin of Preference from 20%( five years)	1,768	26.1%
V	No Concession	1,025	15.0%
VI	Exclusion	92	1.4%
	Total	6,803	

(Source: Ministry of Commerce)

#### Pak - Malaysia FTA:

Pak – Malaysia FTA is Pakistan's first FTA that covers trade in goods, trade in services, Investment and Economic Co-operation. It is Malaysia's first bilateral FTA in South Asia.

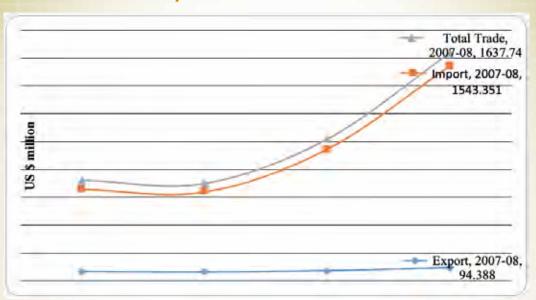
Analysis of trade pattern between Pakistan and Malaysia before the commencement of FTA shows that volume of bilateral trade has increased more than double to US \$ 1638 million during 2007-08 from US \$ 724 million during 2004-05. But trade balance which was in favour of Malaysia also widened to US \$ 1449 million during the same period from US \$ 590 million. Pakistan export during the period 2004-05 to 2007-08 increased by just US \$ 27 million while import of Pakistan from Malaysia increased significantly by US \$ 886 million to US \$ 1543 million from US \$ 657 million.

Since Pak-Malaysia FTA became operational Pakistan export to Malaysia is showing slow pace in expansion while export of Malaysia to Pakistan is increasing significantly. Volume of Pakistan exports is to US \$ 415 million in 2022 after operational of FTA. Whereas volume of Malaysia's export to Pakistan has reached US \$ 1447 million during the same period and balance of trade of US \$ 953 million is in favour of Malaysia.

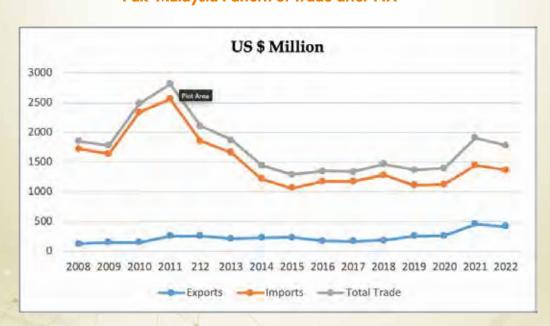


### Pak - Malaysia Pattern of Trade before and after FTA:

### **Pak-Malaysia Pattern of Trade before FTA**



### **Pak- Malaysia Pattern of Trade after FTA**





According to Pak- Malaysia FTA: for trade in Goods Pakistan will eliminate tariff on 43.2% of the current imports from Malaysia by 2012. On the other hand Malaysia will eliminate tariff on 78% of imports from Pakistan.

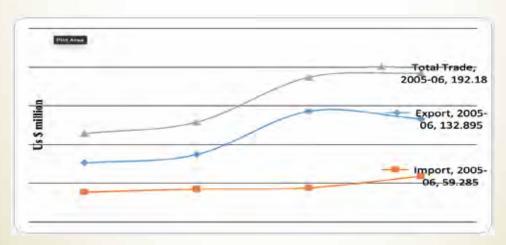
Pakistan will reduce tariff on 7 palm oil tariff lines by 15 per cent Margin of Preference (MoP) that is 10 per cent in 2008 and an additional 5 per cent in 2010. In trade in services, both countries have provided WTO plus market accesses to each other. In the field of computer and I.T related services, Islamic Banking, Islamic Insurance (Takaful) Pakistan has secured 100% equity in Malaysia. The Agreement also contains a chapter on investment to facilitate entrepreneurs of both countries. The incentives available to both countries will not be available to investors from other countries and the bilateral investment treaty signed by Pakistan will have no impact on the investment provisions under the FTA.

#### Pak- Sri Lanka FTA:

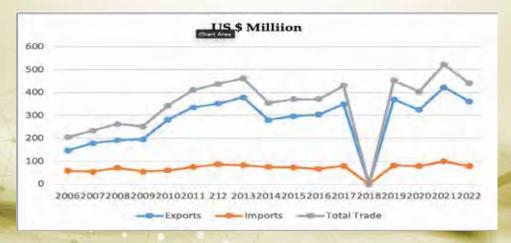
Pak – Sri Lanka FTA became operation in June 12, 2005. Pakistan is enjoying amicable trade relation with Sri Lanka. Volume of bilateral trade is US \$ 442 million which is insignificant though both countries are trading under FTA.

### Pak- Sri Lanka Pattern of Trade before and after FTA:

### Pak- Sri Lanka Pattern of Trade before FTA



### Pak- Sri Lanka Pettern of Trade After FTA





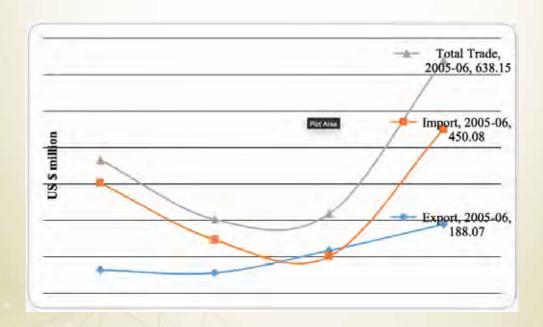
According to trade agreement, the negative list of Sri Lanka contains a total of 697 HS tariff lines at six digit level and these products will not be entitled to enjoy any tariff concessions, when exported to Sri Lanka. Sri Lanka has listed a total of 102 HS tariff lines at six-digit level, on which Pakistan will receive 100% duty free access. Similarly, The Negative list of Pakistan consists of 540 HS tariff lines (products) at six digit level. Being on the Negative List, these products will not be entitled to enjoy any tariff concessions, when imported from Sri Lanka. The Immediate Concession List contains a total of 206 HS tariff lines (products) at six digit level and Sri Lanka will receive 100% duty free access for these products in the Pakistan market, immediately. Sri Lanka has listed a total of 102 HS tariff lines at six-digit level, on which Pakistan will receive 100% duty free access.

#### **Pak-Iran PTA:**

Pak – Iran PTA became operational in September 2006. When this PTA began during 2006 the total trade between Pakistan and Iran was US \$ 638 million and was showing expansionary trend as Pak- Iran bilateral trade was US \$ 366 million during 2002-03. However, current volume of bilateral trade has significantly increased to US \$ 2144 million in which Pakistan exports to Iran is US \$781 million while Iran exports to Pakistan is US \$ 1363 million.

Pak – Iran Pattern of Trade before and after PTA:

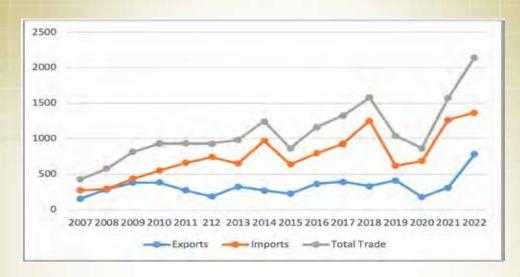






### 11th FPCCI ACHIEVEMENT AWARDS

### Pak-Iran Pattern of Trade after PTA



Under the Agreement, Pakistan offered concessions to Iran on 338 tariff lines, whereas Iran gave concessions on 309 tariff lines. Preferences granted by both countries to each other cover approximately 18% of MFN tariff of both countries.

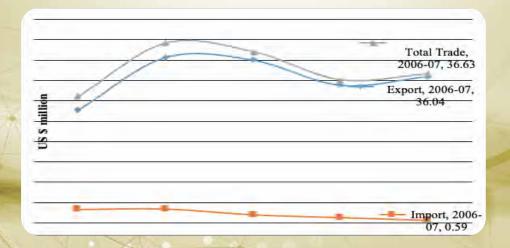
Pakistan and Iran has also signed a barter trade agreement Government ministries from both sides and Quetta and Zahedan chambers of commerce were allowed to begin barter trade. Ministry of Commerce of Pakistan issued notification to begin implementing the "Business-to-Business (B2B) Barter Trade Mechanism, 2023, allowing public and private entities to engage in trade with Iran, Afghanistan and Russia under the B2B Mechanism. Trade of goods under a B2B BT arrangement allowed on the principle of import followed by export. The export would be made to the extent of the value of imported goods.

### **Pak-Mauritius PTA:**

Pak-Mauritius PTA became operational in November 2007. Volume of bilateral trade between Pakistan and Mauritius before and after PTA is negligible and limited just US \$ 33 million in 2022 and is moving at a snail pace.

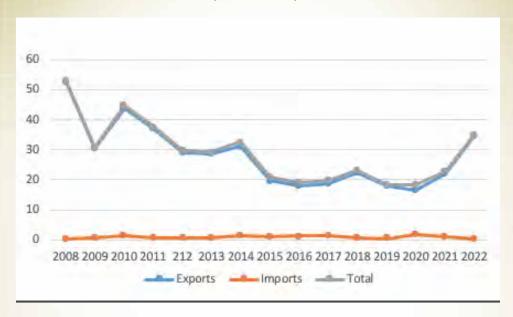
#### Pak - Mauritius Pattern of Trade before and after PTA:

#### Pak-Mauritius Pattern of Trade before FTA





### Pak- Mauritius Pattern of Trade after PTA (Million US\$)



Under the Agreement, Pakistan offered concessions to Mauritius on 130 items / tariff lines i.e. 1.9% of its total existing national tariff lines, whereas Mauritius has given concession on 102 items / tariff lines i.e. 1.64% of its total existing national tariff lines.

#### **Pakistan - Indonesia PTA**

Pakistan Indonesia preferential trade agreement was signed on February 3, 2012 after conclusion of prolonged negotiations, which were initiated in August 2002. The Preferential Trade Agreement became operational in September 2013 after many rounds of negotiations. Under the agreement, Indonesia agreed to offer market access to Pakistan for 220 tariff lines on preferential rates. The list included fresh fruits, cotton yarn, fabrics, readymade garments, fans, sports goods, leather goods and other industrial products. After PTA's implementation, Indonesia will be able to increase exports of crude palm oil to Pakistan, whereas Pakistan can export fruits, value-added textiles, carpets, fabrics, leather goods, chemicals, surgical equipment and other items. Pakistan offered Indonesia a total of 311 tariff lines on preferential rates. It included edible palm oil products, sugar confectionary, cocoa products, consumer goods, chemicals, tableware, kitchenware, rubber products, wood products, glassware products and electronic products. Pakistan has offered the same preferential treatment on edible palm oil products from Indonesia as provided to Malaysia under Pakistan Malaysia Free Trade Agreement.

Prior to the PTA volume of bilateral trade was US \$ 1.65 billion in 2012 Pakistan exports to Indonesia were US \$ 273 million while Indonesia exports to Pakistan were US \$ 1.38 billion.

However, volume of two ways trade has grown significantly US \$ 4.5 billion but share of Pakistan's exports remained low in comparison just 188 million dollar against US \$ 4331 million (4.3 billion).



### 11th FPCCI ACHIEVEMENT AWARDS



### **Pakistan Uzbekistan PTA**

Pakistan and Uzbekistan signed a Preferential Trade Agreement (PTA) in March 2022 between Pakistan and Uzbekistan covering a total of thirty-four goods. The main objectives of the PTA is to lower duties which was ranges from 20 percent to 100 percent while NTBs (Non-tariff barriers) are to be reduced by mutual recognition of standards and easing procedural requirements for goods covered under the PTA.

In order to compliance international treaty and rights of the landlocked countries, Pakistan has also given transit trade facility via its ports to Uzbekistan under Transit Trade Agreement which was signed in 2021.

Though Pakistan and Uzbekistan are PTA and Transit trading partner, but unfortunately, bilateral trade is very low just US \$ 235 million.

### PAKISTAN'S TRADE WITH UZBEKISTAN

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	63.6	29.3	93.0	34.3	23,778.6	0.3	60,391.1	0.0
2019	22.7	93.8	116.4	(71.1)	23,818.8	0.1	50,511.0	0.2
2020	24.0	97.4	121.4	(73.3)	22,245.7	0.1	45,841.7	0.2
2021	50.7	126.6	177.4	(75.9)	28,880.0	0.2	73,106.6	0.2
2022	110.8	123.7	234.5	(12.9)	31,175.9	0.4	71,104.7	0.2



The bilateral relations and trade agreements between Pakistan and Uzbekistan are helpful for improving and capturing Central Asia Market to trade Pakistani products. Pakistan is also achieving other targets than trade by signing such agreements with Uzbekistan which is one of the major nations of CARs, ECO and SCO which an emerging and influential bloc.

### Pakistan - Türkiye Trade in Goods Agreement

The Framework Agreement Establishing a Free Trade Area between the Islamic Republic of Pakistan and the Republic of Türkiye signed in Islamabad, the Islamic Republic of Pakistan on the 22nd day of March, 201 6. Pakistan and Turkey's Trade in Goods Agreement, which was signed in August 2022, has finally come into effect on May 1, 2023, as per mutual agreement.

The Trade in Goods Agreement signifies a notable milestone in the historic brotherly relations between Pakistan and Turkey and envisages further integration of the markets and business communities of both countries. This agreement is expected to increase bilateral trade across various sectors and bring reciprocal tariff concessions extended to select exports of both countries.

Under the agreement, Pakistan has gained preferential access to the Turkish market for 261 tariff lines covering traditional as well as non-traditional sectors such as leather, rice, dates, mangoes, cutlery, sports goods, seafood, processed agricultural products, rubber tubes and tires, plastics, and engineering goods.

While Turkey has been granted concessions on 130 tariff lines, including products such as black tea, processed food products and flavorings, industrial raw materials and parts of machinery, and parts of electronic equipment.

Pakistan exports to Türkiye was expanding rapidly till the imposition of duties by Türkiye Authorities. However, after strong advocacy by business community the two countries agreed to sign FTA instead PTA, both countries now trading under agreement on trade in goods. Volume of trade between Pakistan and Türkiye has seen significant growth after implementation of the agreement. Current volume of bilateral two way trade is US \$ 1.3 billion in which share of Pakistan's exports is US \$ 432 million while Türkiye exports to Pakistan is US \$ 870 million.

#### PAKISTAN'S TRADE WITH TÜRKIYE

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	330.7	462.2	793.0	(131.5)	23,778.6	1.4	60,391.1	0.8
2019	306.3	550.2	856.5	(243.9)	23,818.8	1.3	50,511.0	1.1
2020	268.8	620.2	888.9	(351.4)	22,245.7	1.2	45,841.7	1.4
2021	314.8	773.1	1,087.9	(458.3)	28,880.0	1.1	73,106.6	1.1
2022	432.4	870.3	1,302.7	(437.9)	31,175.9	1.4	71,104.6	1.2



### **Pakistan Afghanistan and Tajikistan Transit Trade Agreement**

Pakistan being the signatory of the various international protocols/agreements has granted transit trade facilities. Afghanistan Pakistan Transit Trade Agreement was signed in 1965 and has been modified accordingly. Similarly, The Agreement between Tajikistan and Pakistan had been negotiated and finalized, covering trade and transit of goods by road and rail along with customs procedures, largely on the template of Transit Trade Agreement between Pakistan and Uzbekistan, which was a comprehensive agreement, implemented since March 2022.

Besides above PTAs/FTAs and trading agreements, Pakistan is also negotiating bilateral trading arrangements, with Singapore (FTA), Thailand and Gulf Cooperation Countries (FTA).

While Pakistan's exports mainly depending on USA's market (19% shares), followed by China (8% shares), UK 7%, Germany 6%, Spain and UAE shares 5% of Pakistan exports. Only 21.5 percent of Pakistan's exports share by its trading partners.

Pakistani exporters are overabundance of various fixed and variable costs, such as documentation, transportation, border delays, tariffs, and non-tariffs, inadequate IT and shipping connectivity.

Reduced cost influence the nature, direction and composition of trade flows, however, Pakistan's trade does not enjoy improved trade facilitation. Global Trade Analysis Project (GTAP) predicts that a reduction in trade costs in Pakistan to the level of those of Singapore could increase Pakistan's GDP by \$10 billion, create 2.2 million jobs and reduce poverty by 5%.

Pakistan ranks 122nd out of 167 countries on the Logistic Performance Index (LPI). Neighbouring India stands at 44th and Bangladesh at 100th. China ranks 19th, Indonesia 61, Sri Lanka 73, Uzbekistan 88, Tajikistan 97 and Iran ranks at 123rd on Logistic Performance Index. LPI provides country-wide assessments of six aspects of logistics performance: trade- and transport related infrastructure, customs and border management, logistics services quality, timeliness of shipments, ability to track and trace, and the availability of competitively priced international shipments.

Pakistan could only be achieved potential benefits from overseas trade specifically from trading partners by reducing trade cost, cost of producing exportable surplus improving shipping connectivity and enhancing logistics performance. Improvement in domestic commerce to serve as buffer stock removal of infrastructure bottlenecks and business friendly policy to establish confidence.

#### PAKISTAN'S TRADE WITH AFGHANISTAN

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	1,356.4	510.3	1,866.6	846.1	23,778.6	5.7	60,391.1	0.8
2019	1,183.6	580.5	1,764.1	603.1	23,818.8	5.0	50,511.0	1.1
2020	871.2	518.5	1,389.7	352.7	22,245.7	3.9	45,841.7	1.1
2021	835.9	640.5	1,476.4	195.4	28,880.0	2.9	73,106.6	0.9
2022	988.9	958.0	1,946.9	30.9	31,175.9	3.2	71,104.7	1.3



### **PAKISTAN'S TRADE WITH CHINA**

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	2,179.8	16,967.1	19,147.0	(14,787.3)	23,778.6	9.2	60,391.1	28.1
2019	1,806.1	16,166.9	17,973.0	(14,360.8)	23,818.8	7.6	50,511.0	32.0
2020	2,124.9	15,357.6	17,482.5	(13,232.7)	22,245.7	9.6	45,841.7	33.5
2021	3,584.9	24,241.0	27,825.8	(20,656.1)	28,880.0	12.4	73,106.6	33.2
2022	3,413.3	23,089.4	26,502.7	(19,676.1)	31,175.9	11.0	71,104.7	32.5

### **PAKISTAN'S TRADE WITH INDONESIA**

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	304.8	2,511.8	2,816.6	(2,207.0)	23,778.6	1.3	60,391.1	4.2
2019	146.7	2,222.1	2,368.8	(2,075.5)	23,818.8	0.6	50,511.0	4.4
2020	137.3	2,408.8	2,546.0	(2,271.5)	22,245.7	0.6	45,841.7	5.3
2021	170.7	4,203.8	4,374.5	(4,033.1)	28,880.0	0.6	73,106.6	5.8
2022	188.1	4,330.7	4,518.8	(4,142.6)	31,175.9	0.6	71,104.7	6.1

### PAKISTAN'S TRADE WITH IRAN

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	330.2	1,247.2	1,577.5	(917.0)	23,778.6	1.4	60,391.1	2.1
2019	411.7	620.7	1,032.4	(209.0)	23,818.8	1.7	50,511.0	1.2
2020	177.4	689.9	867.3	(512.5)	22,245.7	0.8	45,841.7	1.5
2021	311.7	1,260.6	1,572.3	(948.9)	28,880.0	1.1	73,106.6	1.7
2022	781.2	1,362.8	2,144.0	(581.6)	31,175.9	2.5	71,104.7	1.9



### 11th FPCCI Achievement AWARDS

### **PAKISTAN'S TRADE WITH MALAYSIA**

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	187.8	1,277.2	1,465.1	(1,089.4)	23,778.6	0.8	60,391.1	2.1
2019	257.3	1,109.4	1,366.7	(852.2)	23,818.8	1.1	50,511.0	2.2
2020	260.8	1,131.8	1,392.6	(870.9)	22,245.7	1.2	45,841.7	2.5
2021	458.5	1,447.0	1,905.5	(988.4)	28,880.0	1.6	73,106.6	2.0
2022	415.7	1,369.2	1,784.9	(953.4)	31,175.9	1.3	71,104.6	1.9

### **PAKISTAN'S TRADE WITH MAURITIUS**

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2017	17.4	3.8	21.2	13.6	21,911.6	0.08	57,518.7	0.01
2018	20.5	1.5	22.0	19.0	23,778.6	0.09	60,391.1	0.00
2019	16.8	8.3	25.1	8.5	23,818.8	0.07	50,511.0	0.02
2020	20.0	5.2	25.2	14.8	22,245.7	0.09	45,841.7	0.01
2021	19.4	13.7	33.1	5.7	28,880.0	0.07	73,106.6	0.02
2022	29.6	1.6	31.3	28.0	31,175.9	0.1	71,104.7	0.002

### PAKISTAN'S TRADE WITH SRI LANKA

YEAR	EXPORTS	IMPORTS		(MILLION US	\$)	% SHARE	TOTAL	% SHARE
		7	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	IN TOTAL EXP.	IMPORTS OF PAKISTAN	IN TOTAL IMPORTS
2018	356.8	105.4	462.1	251.4	23,778.6	1.5	60,391.1	0.2
2019	323.9	64.9	388.8	258.9	23,818.8	1.4	50,511.0	0.1
2020	253.8	71.3	325.2	182.5	22,245.7	1.1	45,841.7	0.2
2021	349.5	74.0	423.5	275.5	28,880.0	1.2	73,106.6	0.1
2022	368.7	74.4	443.0	294.3	31,175.9	1.2	71,104.7	0.1



### PAKISTAN'S TRADE WITH TÜRKIYE

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	330.7	462.2	793.0	(131.5)	23,778.6	1.4	60,391.1	0.8
2019	306.3	550.2	856.5	(243.9)	23,818.8	1.3	50,511.0	1.1
2020	268.8	620.2	888.9	(351.4)	22,245.7	1.2	45,841.7	1.4
2021	314.8	773.1	1,087.9	(458.3)	28,880.0	1.1	73,106.6	1.1
2022	432.4	870.3	1,302.7	(437.9)	31,175.9	1.4	71,104.6	1.2

### **PAKISTAN'S TRADE WITH TAJIKISTAN**

### (MILLION US\$)

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	9.5	3.4	12.8	6.1	23,778.6	0.04	60,391.1	0.01
2019	7.8	0.1	8.0	7.7	23,818.8	0.03	50,511.0	0.000
2020	2.1	0.8	2.9	1.2	22,245.7	0.01	45,841.7	0.002
2021	2.5	3.0	5.5	(0.5)	28,880.0	0.01	73,106.6	0.004
2022	9.7	3.1	12.8	6.6	31,175.9	0.03	71,104.7	0.004

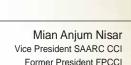
### PAKISTAN'S TRADE WITH UZBEKISTAN

YEAR	EXPORTS	IMPORTS	TOTAL TRADE	BALANCE OF TRADE	TOTAL EXPORT OF PAKISTAN	% SHARE IN TOTAL EXP.	TOTAL IMPORTS OF PAKISTAN	% SHARE IN TOTAL IMPORTS
2018	63.6	29.3	93.0	34.3	23,778.6	0.3	60,391.1	0.0
2019	22.7	93.8	116.4	(71.1)	23,818.8	0.1	50,511.0	0.2
2020	24.0	97.4	121.4	(73.3)	22,245.7	0.1	45,841.7	0.2
2021	50.7	126.6	177.4	(75.9)	28,880.0	0.2	73,106.6	0.2
2022	110.8	123.7	234.5	(12.9)	31,175.9	0.4	71,104.7	0.2



### 11th FPCCI ACHIEVEMENT AWARDS

## REGIONAL TRADE: A TOOL FOR ECONOMIC DEVELOPMENT





In the civilized world, different forms of trade have existed for thousands of years. Whether or not analyzing the trade routes of antiquity or modern times, trade and commerce have played a vital role in business expansion, developing national economies and nation building. In the modern times have witnessed the birth of a global economy and Regional trading blocs provide countries with the ability to exchange goods with member countries with minimal or no tariffs or cumbersome trade regulations countries today engage in some form of global trade.

We witness that over the last three decades, the intensification of regional trade has played a powerful role in economic and political integration. For example, the EU's original free trade area evolved into a customs union, which later became an economic and monetary union. Almost two thirds of the EU's trade is conducted between members. Similarly, the North American Free Trade Agreement (NAFTA), which was created 30 years ago to expand trade between the US, Canada, and Mexico, has been a great success. Trade between NAFTA members has grown by over 500 percent. Similarly, since the formation of the ASEAN Free Trade Area in 1992, many ASEAN economies have registered miraculous growth rates and their intra-regional trade is now over 25 percent.

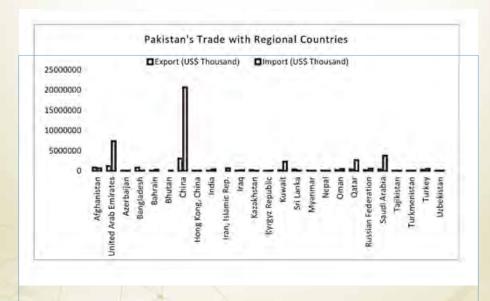
Regional trade has been an important factor in the economic success of many countries. Within most trading blocs, intra-regional trade comprises 40 percent or more of each member country's individual trade. However, for the regional arrangements of which Pakistan is a member, intra-regional trade accounts for less than 5 per cent. Pakistan's strategic location is its greatest asset, but it has not leveraged this to its advantage. Although Pakistan was a relatively forward-looking country until the mid-1960s its policies have not been favorable to promoting trade and economic development since then. While other successful developing countries have espoused liberal trade regimes since the 1980s—resorting to protectionism only on a selective basis—Pakistan continues to rely on import substitution policies. Clearly, the country needs to revisit its regional and global trade policies.



PAKISTAN								
Adult Population	Year	Number of new Limited Liability Companies	New business density rate					
92,399,584	2006	4,117	0.04					
95,241,842	2007	3,356	0.04					
98,165,302	2008	3,458	0.04					
101,152,817	2009	2,414	0.02					
104,187,043	2010	2,868	0.03					
107,101,806	2011	3,367	0.03					
110,060,746	2012	3,928	0.04					
113,060,252	2013	3,937	0.03					
116,096,389	2014	4,680	0.04					
119,164,298	2015	5,385	0.05					
122,150,863	2016	6,716	0.05					
125,175,221	2017	9,624	0.08					
128,222,837	2018	12,991	0.10					
131,288,856	2019	15,958	0.12					
134,372,752	2020	19,791	0.15					
World Ba	ınk Entrep	reneurship Da	tabase					

PAKISTAN								
Year	Number of female business directors	Number of male business directors	Share of female business directors	Share of male business directors				
2014	2,259	9,968	18.5%	81.5%				
2015	2,167	11,757	15.6%	84.4%				
2016	2,705	13,839	16.4%	83.6%				
2017	3,440	18,613	15.6%	84.4%				
2018	3,950	23,572	14.4%	85.6%				
2019	4,554	28,293	13.9%	86.1%				
2020	5,612	34,619	13.9%	86.1%				
World Bank Entrepreneurship Database								

The studies and data reflect that until the 1960s, Pakistan was a relatively forward-looking country and its economic activity more integrated with the rest of the world. Its volume of manufactured exports exceeded those of the Philippines, Thailand, Malaysia, and Indonesia combined and many other counties of the world. Today, however, Pakistan's total exports are only a fraction of the exports of any of these individual countries.



Despite its strategic geographical location, Pakistan has yet to leverage this to its trade advantage. The country straddles a key trade route between the energy-rich countries of western and central Asia and those in South Asia with a high demand for energy. Pakistan's three seaports i.e. Karachi, Port Qasim, and Gwadar provide the shortest routes linking Afghanistan, China, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, and Uzbekistan to the rest of the world. At present, however, hardly any transit trade passes through these Pakistani ports despite the fact that all these countries would benefit greatly from lower trade and transportation costs.



### 11th FPCCI ACHIEVEMENT AWARDS

- Regional / Bilateral Trade Agreements
- Pakistan-Tajikistan Transit Trade Agreement
- Pakistan-Turkiye Trade in Goods Agreement
- Pakistan-Uzbekistan Preferential Trade Agreement (PTA)
- Pak-Afghanistan Transit Trade Agreement
- Agreement on South Asian Free Trade Area

- Pak-Malaysia Trade Agreements
- Pak-China Free Trade Agreement in Goods & Investment
- Pak-Sri Lanka Free Trade Agreement
- Pak-Iran Preferential Trade Agreement
- Pak-Mauritius Preferential Trade Agreement
- Pak-Indonesia Preferential Trade Agreement

Pakistan is a signatory to two very important regional trade agreements the South Asia Free Trade Agreement (SAFTA) and the Economic Cooperation Organization Trade Agreement (ECOTA). However, both are of little service to Pakistan as any normal trading arrangements with the members of these blocs have yet to be established. The SAFTA was signed in 2006 but unfortunately, Pakistan allowed only a limited number of trade items under its positive list. In March 2012, the country liberalized its trade policies to some extent although many restrictive policies are still in place. After the passing of three decades, the SAFTA has not been fully implemented in Pakistan due to complex relations with neighbouring countries but other SAFTA member countries have integrated their economies and benefitted greatly from this collaboration. Same as the Economic Cooperation Organization Trade Agreement (ECOTA) was signed in 2003, but after passing of many years, it has yet to become fruitful for Pakistan. While other countries in the region have allowed the movement of goods by acceding to the TIR Convention (which works under an international guarantee system and facilitates the movement of trucks and containers), Pakistan has yet to follow suit. Similar setback to Pakistan's integration with regional trade blocs has been its failure to put into effect the various regional transit agreements to which it is a signatory.

The only operational agreement is the Afghanistan Pakistan Transit and Trade Agreement, but since its implementation in 2011, most of Afghanistan's transit trade (which was previously routed through Pakistan) has been diverted to Iranian ports because of the complex provisions and procedures outlined in the agreement. This is unfortunate, given that Pakistan's ports could provide Central Asia the shortest overland route to sea, and there is tremendous export potential among the Central Asian markets.

### Major regional trading blocs in the world economy

The European Economic Area (EEA)

The North American Free Trade Agreement (NAFTA

The Mercado Comun del Cono Sur or Southern Common Market (MERCOSUR)

The ASEAN Economic Community (AEC)

The Common Market of Eastern and Southern
Africa (COMESA)

The Asia Pacific Economic Cooperation (APEC)

The South Asian Association for Regional Cooperation (SAARC)

The Indian Ocean Rim Association (IORA)

The Latin American Integration Association (ALADI or LAIA)

The Southern African Development Community (SADC)

The Economic Cooperation Organization Trade Agreement (ECOTA).

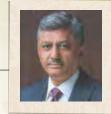
The Regional Comprehensive Economic Partnership (RCEP)

The regional trade agreements (RTAs) are experiencing unprecedented rapid development in terms of economic growth of the countries. With the increase in the depth of RTA provisions, as an important form of economic and trade relations between countries.





### INDIGENIZATION OF ENERGY



Mohammad Younus Dagha Chairman Policy Advisory Board - FPCCI

Pakistan's energy landscape is at a critical crossroads, with excessive reliance on imported energy resources causing severe economic vulnerabilities and energy insecurity. The country's import-oriented strategy has not only drained foreign exchange reserves but has also left it susceptible to international oil price fluctuations, triggering inflation and hampering export competitiveness. It imports nearly one-third of its energy resources to meet its energy demand. Excessive reliance on an import-oriented energy strategy has rendered the country in a perpetual current account deficit and jeopardized the country's energy security.

Energy sector reforms in the 1990s prescribed by the donor agencies back-fired and threatened energy security. For instance, the government guaranteed large capacity at an upfront tariff of US cents 6.4/unit based on imported furnace oil, abandoned by the rest of the world after the oil embargo of the 1970s. The policy has added 16 furnace oil and gas-based Independent Power Producers (IPPs) to the system. As a consequence, the country's economic security is now at the mercy of the oil price cycle as during the period of high oil prices import value of furnace oil increases which erodes the reserves significantly and leads the country to seek another IMF program. Pakistan ends up going to the IMF every time oil prices increase in the international market. Historically, there seems to be a correlation between global oil price shocks and Pakistan's pursuance of IMF programs. It sought at least 15 out of 23 programs so far during the global surge in oil prices. For instance, Pakistan adopted three consecutive IMF programs during the 1970s Oil Crisis in 1972, 1973, and 1974. Another wave of global oil price shocks amid the Iranian Revolution compelled Pakistan to knock on IMF doors again in 1980. A similar trend can be observed with other IMF programs and more recently in 2008 (amid Global Financial Crisis), 2013, and 2019. In addition, the Compressed Natural Gas (CNG) Rules - 1992 allowed the use of CNG in the transport sector. The use of CNG in the transport sector depleted gas reserves at an exponential rate. Apart from this, public transport in the country deteriorated over the years. This resulted in an increased number of cars with fitted CNG kits, thus, higher use of petroleum products in the transport sector. Moreover, we have failed to develop a comprehensive Exploration and Production (E&P) policy that could have triggered private investment in shale oil exploration. All these policy failures have resulted in an increased reliance on imported energy.



The geopolitics of energy resources play a significant role in the modern world, as nations rely on stable energy supplies to fuel economic growth and enhance national security. Currently, Pakistan grapples with an unprecedented energy crisis, with supply shortages and rising energy prices threatening the livelihoods of its 220.9 million citizens. The country's increasing reliance on imported energy, now at 45.3% of total supplies, compared to 34.6% in 2011, has not only made it geopolitically vulnerable but has also opened doors to external interventions in national security matters. Achieving energy security is pivotal for safeguarding economic and national security. The potential for self-sufficiency lies within Pakistan's grasp, particularly through the utilization of Thar Coal, boasting the world's largest lignite reserves at 174 billion tons, capable of producing 300,000 MW of electricity for two centuries. Coal-to-Liquid and Coal-to-Gas technologies offer additional benefits, reducing liquid fuel and gas imports while saving billions of dollars. Opportunities also exist to tap into hydropower, solar, and wind resources.

To mitigate Pakistan's growing energy security risk, a synchronized and robust policy framework with transparent implementation is essential. This involves pursuing aggressive plans for achieving 100% indigenization in the power sector by substituting imported coal with Thar coal, rationalizing energy prices, and eliminating cross-subsidization to boost industrial and commercial activities. The implementation of the WACOG bill is imperative to curtail excessive natural gas use in the residential sector and enable a gradual transition to competitive energy markets. Simultaneously, an Integrated Energy Plan must be developed and executed through an Energy Security Policy, promoting cohesion among energy sub-sectors such as oil, gas, and power. Another key initiative is the fast-tracking of Thar Coal utilization, a potential game-changer in reducing the country's reliance on imported fuel. This entails ensuring the compatibility of coal-based power plants with locally sourced coal, encouraging its use across various sectors, and stimulating investments in coal-to-liquid (CTL) and coal-to-gas (CTG) technologies. Efficient import substitution is crucial, necessitating a five-year plan to bolster Exploration and Production (E&P) in KPK and Baluchistan's frontier regions, alongside ethanol blending to decrease oil imports in the transport sector. Simultaneously, the strategy emphasizes green energy development, encompassing hydropower, solar, wind, and nuclear power expansion. It involves constructing large dams, expanding solar power capacity, increasing nuclear power plants, and promoting wind power generation. Prudent energy demand management is another critical aspect, with measures designed to reduce residential electricity consumption, curtail oil usage in transportation, and rationalize natural gas prices. Lastly, addressing structural issues contributing to circular debt and surging electricity prices is imperative, necessitating the privatization of loss-making power distribution companies, streamlining energy regulation, and renegotiating outdated power purchase agreements.

By rigorously implementing these recommendations, Pakistan can pave the way for a more secure and affordable energy future, ensuring sustainable development and prosperity for its citizens while fortifying its energy security.



## TRADE COOPERATION UNDER REGIONAL AND BILATERAL ARRANGEMENTS: AN OVERVIEW:



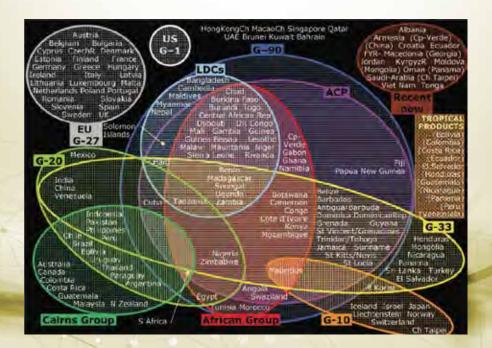


World Trade Organization (WTO), which replaced GATT, was formed after long negotiations on multilateral systems through seven rounds starting from Annecy Round (1949), Torquay Round (1951), Geneva Round (1955–59), Dillion Round (1960–62), Kennedy Round (1962–67), Tokyo Round (1973–79), and finally Uruguay Round (1986–94) concluded the formation of WTO; the only global international organization dealing with the rules of trade between nations.

However, the developed countries concern remained the gap between their exports and import when trading with developing countries as some of the developing countries enjoyed exports advantage and will be extracting from back scratching patronage from politics.

The advantage of bilateral negotiation, where the developed countries could control imported goods. The emphasis changed from a situation of export promotion or trade expansion to a situation of trade equalization between trade partners.

The grouping together of neighbouring or the regional countries to form free trade areas or economic and monetary unions currently constitutes a phenomenon occurring in all regions around the world. It is a means to take advantage of geographical proximity to enlarged markets. Regional integration would allow economies to gain in terms of scale of production and in moving up the value chain, through import substitution industrialization and without opening up immediately to competition with the most advanced exporters in the world.





During the early 1990s, countries all over the world, especially in Europe and the Western Hemisphere, have been forming regional trading arrangements (RTAs) and intensifying existing at a rapid pace.

Some of the Major trading blocs are:





















The Association of Southeast Asian Nations, or ASEAN, was established on 8 August 1967 in Bangkok, Thailand, with the signing of the ASEAN Declaration (Bangkok Declaration) by the Founding Fathers of ASEAN: Indonesia, Malaysia, Philippines, Singapore and Thailand. Brunei Darussalam joined ASEAN on 7 January 1984, followed by Vietnam on 28 July 1995, Lao PDR and Myanmar on 23 July 1997, and Cambodia on 30 April 1999, making up what is today the ten Member States of ASEAN.

With regards to trade, 25% of ASEAN trade is intra-regional; thereby constituting the largest share of this bloc's total trade. Its external key partners are China, the US, EU, Japan, and South Korea. Pakistan is a Sectoral Dialogue Partner of ASEAN. Pakistan's trade with ASEAN region is US \$ 9609 billion in which Pakistan's exports were US \$1588 million while Pakistan imports from ASEAN were recorded US \$ 8961 million during 2022.

The Asia-Pacific Economic Cooperation (APEC) is a regional economic forum established in 1989. The founding members are Australia; Brunei Darussalam; Canada; Indonesia; Japan; Korea; Malaysia; New Zealand; the Philippines; Singapore; Thailand; and the United States. China; Hong Kong, China; and Chinese Taipei joined in 1991. Mexico and Papua New Guinea followed in 1993. Chile acceded in 1994, in 1998, Peru; Russia; and Viet Nam joined, taking the full membership to 21.

APEC's 21 members aim to create greater prosperity for the people of the region by promoting balanced, inclusive, sustainable, innovative and secure growth and by accelerating regional economic integration.

Volume of bilateral trade between Pakistan and APEC region is significantly high which were US \$ 45 billion in which Pakistan exports are US \$ 12 billion and Pakistan imports from APEC bloc were US \$ 33 billion during the same period i.e. 2022.



"BRICS" is the acronym denoting the emerging national economies of Brazil, Russia, India, China and South Africa. The economies of Brazil, Russia, India and China experienced significant growth, raising concerns regarding their impact on the global economy. Together these emerging markets represent 42% of the world population and account for over 31% of the world's GDP according to the World Fact book. Having evolved into a diplomatic coalition between members states on issues of common interest, cooperation between the BRICS has broadened in a variety of areas. This includes cooperation in health, trade, agriculture, statistics, technology, science, academia, judiciary, cultural festivals, and defense.

Volume of trade between Pakistan and BRICS bloc is showing increasing trend. Current volume of two way trade were US \$ 23.8 billion in which Pakistan's exports were US \$ 2.98 billion and Pakistan imports from BRICS bloc were US \$ 19.88 billion during the same period i.e. 2022.

European Union (EU), is a unique partnership between 28 European countries, known as Member States, or EU countries. Together they cover much of the European continent. The EU is home to around 447 million people, which is around 6 % of the world's population. European Union (EU), Organization of European countries, formed in 1993 to oversee their economic and political integration.

Pakistan has been enjoying the GSP Plus status under the GSP Scheme of the European Union, which started in January 2014. GSP+ Program slashes the tariffs to 0% on 66% of tariff lines for vulnerable low and lower-middle income countries if they implement 27 international conventions. Pakistan's inclusion in the EU GSP Plus scheme offered immense benefits in terms of increase in Pakistan's exports.

Volume of trade between Pakistan and European Union was US \$ 17 billion in which Pakistan's exports to EU were US \$ 11.3 billion and Pakistan imports from EU for the same period was 6 billion.

The Commonwealth of Independent States (CIS) is a regional intergovernmental organization in Eurasia. It was formed following the dissolution of the Soviet Union in 1991. The CIS encourages cooperation in economic, political and military affairs and has certain powers relating to the coordination of trade, finance, lawmaking, and security. It has also promoted cooperation on cross-border crime prevention.

As the Soviet Union disintegrated, Belarus, Russia and Ukraine signed the Belovezh Accords on 8 December 1991, declaring that the Union had effectively ceased to exist and proclaimed the CIS in its place. Commonwealth of Independent States Free Trade Area (CISFTA) is a free-trade area among Russia, Ukraine, Belarus, Uzbekistan, Moldova, Armenia, Kyrgyzstan, Kazakhstan and Tajikistan.

Economic and trade relations between Pakistan and CIS are not appreciable. Both exports and imports of Pakistan with CIS is insignificant just US \$ 1.9 billion in which Pakistan's exports were US \$ 500 million and imports of Pakistan from CIS bloc were US \$1.4 billion.

One of the world famous blocs is the Common Market for Eastern and Southern Africa (COMESA) which is a regional economic community in Africa with twenty-one member states stretching from Tunisia to Eswatini. COMESA was formed in December 1994, replacing a Preferential Trade Area which had existed since 1981.

Nine of the member states formed a free trade area in 2000 (Djibouti, Egypt, Kenya, Madagascar, Malawi, Mauritius, Sudan, Zambia and Zimbabwe), with Rwanda and Burundi joined the FTA in 2004. The Comoros and Libya in 2006, Seychelles in 2009 and Tunisia and Somalia in 2018. COMESA is one of the pillars of the African Economic Community. In 2008, COMESA agreed to an expanded free-trade zone including members of two other African trade blocs, the East African Community (EAC) and the Southern Africa Development Community (SADC). COMESA is also considering a common visa scheme to boost tourism.



In approximately 2 billion dollar trade only two countries of the COMESA bloc has significant volume of trade i.e. Kenya and Mauritius (Pakistan and Mauritius also has signed PTA), however, trade between Pakistan and Mauritius is significantly low just US \$ 31 million.

South Asian Association for Regional Cooperation, SAARC is Pakistan's neighbouring bloc in which 2 of the 8 countries have border with Pakistan. The Headquarter of the affiliated trade body SAARC CCI is in Pakistan, but unfortunately, the performance of the8 nations among the bloc in term of economic and trade relations is very poor. The intra-SAARC trade is less than 5 percent while Similar, economic and trading bloc for example ASEAN, intra-ASEAN trade is 25%, NAFTA 39% and trade among EU members is over 57% and 1.9-billion population bloc contributed less than 3% in the global trade.

India exported worth US \$539 billion of goods and imported during same 383 billion dollars of goods, similarly, Bangladesh exported US \$54 billion and imported US \$76 billion, Pakistan exported US \$32 billion and imported US \$84 billion, Sri Lanka exports were US \$13 billion and imports were US \$21 billion, Nepal exports were US \$1.6 billion and imports were US \$4 billion, Maldives and Bhutan exports were less than a billion while their imports during the same period were US \$2.5 and one billion respectively.

Pakistan's trade relation with the SAARC is poor. The two ways trade is just nearly 3.5 billion dollars despite the region mostly nearer and cost for trade is minimum. Actually, political and diplomatic weaknesses impede socio-economic prosperity that the trade offers.

The MERCOSUR is one of the world's leading economic blocs and established by four member countries: Argentina, Brazil, Paraguay, and Uruguay and subsequently joined by Venezuela and Bolivia. Its main objective has been to promote a common space that generates business and investment opportunities through the competitive integration of national economies into the international market. It has established multiple agreements with countries or groups of countries, granting them, in some cases, the status of Associated States. MERCOSUR has also signed commercial, political or cooperation agreements with a diverse number of nations and organizations on all five continents.

MERCOSUR is the fifth largest economy in the world. The group encompasses 295 million people and has a combined GDP of nearly \$2 trillion with large energy resources, both renewable and non-renewable. It has one of the most important reserves of freshwater on the planet- the Guarani Aquifer.

Pakistan's two way trade with the countries of the MERCOSURE bloc is US \$ 2 billion in which Pakistan' export is US 174.5 million while imports from MERCOSURE bloc is US \$ 1849.7million.

Indian Ocean Rim Association for Regional Cooperation (IORARC), a regional cooperation initiative of the Indian Ocean Rim countries, was established in Mauritius in March 1997 with the aim of promoting economic and technical cooperation, including expansion of trade and investment. The Indian Ocean Rim, a heterogeneous area with a wide diversity of languages, culture and religions, is linked to India's destiny by name. The countries are diverse in size, areas and economic strength. It has abundant human resources and technological capabilities and rich in strategic and precious minerals, metals and other natural resources, marine resources and energy, all of which can be sourced from Exclusive Economic Zones (EEZ), continental shelves and the deep seabed. Presently it has 21 members – Australia, Bangladesh, Comoros, India, Indonesia, Iran, Kenya, Malaysia, Madagascar, Mauritius, Mozambique, Oman, Seychelles, Singapore, South Africa, Sri Lanka, Tanzania, Thailand, UAE and Yemen. There are six Dialogue Partners namely China, Egypt, France, Japan, UK and USA. There are two Observers also namely, Indian Ocean Research Group (IORG) and Indian Ocean Tourism Organization (IOTO), Oman.



After discussion on the major regional trading blocs, I think economic regionalism can produce winners and losers. It can impact both ways, negative consequences, such as threat to domestic market, industry, balance of trade etc. and positively it compel to improve efficiency, institutional development etc.

Analytical examination of Pakistan's participation in the regionalism by implementing agreements on goods and services, PTAs, FTAs, Economic and Trade Corridors does not give a broader picture of economic benefits. As such in some of the agreements Pakistan is great loser of its domestic market and unfavorable balance of trade. Some of agreements are function at lower level seems silent on bilateral trade relation under the agreed objectives of the PTAs and FTAs.

Pakistan trade under China- Pakistan FTA is unbalanced with unfavorable balance of trade of US \$ 19.6 billion in favour of China (Pakistan's Exported worth US \$ 3.4 and imported from China US \$ 23.08). Though volume of bilateral trade with Malaysia has grown significantly under the Comprehensive Free Trade Agreement (FTA) for Closer Economic Partnership between Pakistan and Malaysia, but it is unfortunately tilted in favour of Malaysia. Pakistan is facing trade deficit of US \$ 953 million (Pakistan's exports US \$415.7 million and imports from Malaysia US \$ 1369 million). Similarly, Pakistan- Indonesia PTA does bring any significant expansion in Pakistan's bilateral exports to Indonesia. Pakistan's exports to Indonesia is US \$ 188.3 million while imports from Indonesia is US \$ 4330.7 million creating a gap of US \$ 4.3 billion which is in favour of Indonesia. Volume of bilateral trade with Sri Lanka under FTA is negligible less than half billion just US \$ 442 million. Pakistan also trade under PTA with Iran, however, the volume of two way trade is also insignificant. Similarly, PTA with Uzbekistan an ECO member Central Asian country has not bring the bilateral trade at a desire level. Pakistan and Türkiye has signed Trade in Goods Agreement to expand bilateral economic and trade relations. Current pattern of trade shows 1302 million dollars of two ways trade in which Pakistan exported US \$ 432 million while imported from Türkiye US \$ 870 million hence suffer a trade deficit of US \$ 438 million.

To participate in regionalism or establish a bilateral trading arrangements requires a complete understanding of Shallow and deep agreements, behind the border regulations, competition policy, government procurement rules, intellectual property rights, tariff and taxes regime.

Economic integration within a group of countries or any bilateral arrangement happening in several forms such as the preferential trade arrangements, establishing free trade areas and of course without any particular trading arrangements. However, an integration should examine natural and market-driven opportunities before implementation.

Before, beginning of negotiations on trade arrangement, a strategic planning, economic, political, and legal objectives should be consider keeping in mind the state of domestic industry, product standard and quality and cost competitiveness. Critical examination of present economic condition, demand and supply chain strength of various sectors and the most important is the consultation process with industry, trade and stakeholders. Examine the trade relations within and outside the region and trade pacts of counterpart within and outside the region and the WTO obligations. Conduct cost benefit analysis to evaluate the potential gains and losses from the arrangement and design an appropriate Negotiating Model. Signing of trade agreements without production of competitive goods conforming to the products standards laid down in terms of the WTO's agreements will not be in favor to sell the products abroad and it could only result in one-sided trade.





### 11TH FPCCI ACHIEVEMENT AWARDS

### SPECIAL PERFORMANCE AWARD

#### **DUKHTAR-E-PUNJAB**

#### SHAREENA GARMENTS

2358 ATTARI, NR DARBAR, KAHNA, LAHORE

C: 0302-8418063

E: info@shareenagarments.com

W: www.shareenagarments.com

Textile & Garments Manufacturer (Industrial, Health Care, Hotels & Restaurants & Beauty Care Services)

#### **WOMEN ENTREPRENEUR OF THE YEAR**

#### SECOND PASSPORT WORLD

19-A, CCA, 3RD FLOOR, PHASE 5,

DHA, CANTT LAHORE

Women Entrepreneurs

T: 0304-4445566 / 0304-1111709

E: tarasehar81@gmail.com

W: www.2ndpassportworld.com

Women Empowerment, Support & Development to uplift the Women Entrepreneurs

### **PLATINUM CATEGORY**

#### PAK ARAB REFINERY LIMITED (PARCO)

PARCO CORPORATE HEADQUATERS,

KORANGI CREEK ROAD, KARACHI

T: 021-35090158/35090684

E: salmanzakir@parco.com.pk

W: www.parco.com.pk

**FAST CABLES LIMITED** 

192 Y COMMERCIAL AREA PHASE 3 DHA

LAHORE

T: 042-111000343

E: info@fast-cables.com

W: www.fast-cables.com

#### JAUHARABAD SUGAR MILLS LIMITED

125-B, QUAID-E-AZAM INDUSTRIAL ESTATE,

GATE # 04, KOTLAKHPAT LAHORE

T: 042-35213491

E: mra@jsml.com.pk

W: www.jsml.com.pk

#### HAMDARD LABORATORIES (WAQF) PAKISTAN

15TH FLOOR, BEHRIA TOWN TOWER

TARIQ ROAD KARACHI

T: 021-38244000

E: ho@hamdard.com.pk

W: www.hamdard.com.pk

#### HIGH-Q PHARMACEUTICALS

B-64 KDA SCHEME-1, KARSAZ, KARACHI

T: 021-34528152

E: atif@highq.pk

W: www.highq.pk

General Services (Oil Refining, Cross-Country Oil Pipelines, Storage & Marketing)

Manufacturer of Electrical

Cables & Greeley Conductor

(Installation of CCV

Line for MV Cables)

Establishment of Green Energy

Projects (Solar &

Bagasse-Fueled Power Plants)

Export Marketing (Syrup Rooh

Afza & Herbal Products)

**Establishment of New Unit** (High-Q Simulation, Training & Facilitation Center)



#### ALI MURTAZA ASSOCIATES PVT LTD.

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**ROHINALA MAUZA DOLU KHURD LAHORE** 

T: 042-35274071-2

E: jawaid@alimurtaza.com

W: www.alimurtaza.com

#### 7. INTERNATIONAL STEELS LIMITED

101 BEAUMONT PLAZA,

10TH BEAUMONT ROAD, KARACHI

T: 021-111-019-019

E: info@isl.com.pk; muhammad.javed@isl.com.pk

W: www.isl.com.pk

#### 8. HABIB METROPOLITAN BANK LIMITED

SPENCER'S BUILDING

I.I CHUNDRIGAR ROAD, KARACHI

T: 021-111-1414-14

E: corporate.communications@habibmetro.com

W: www.habibmetro.com

### 9. K&N'S FOODS (PVT) LIMITED

K&N'S CENTRE, 160 BANGLORE TOWN

SHARA-E-FAISAL KARACHI

T: 021-34533623-27

E: contact@KandNs.com

W: www.KandNs.pk

#### 10. CARGO LINKERS

213, BLOCK-3, DMCHS,

OFF RAZI ROAD, NEAR JHEEL PARK,

KARACHI

T: 021-34315481-5

E: airsealink@gmail.com

#### 11. KHYBER TOBACCO COMPANY LIMITED

MAIN NOWSHERA MARDAN ROAD

MARDAN KPK

T: 0937-844636, 844668

E: ktcl.accounts@khybertobacco.com

W: www.khybertobacco.com

Contribution to National Economy (Foreign Exchange Earnings through Export Sales)

**Export Marketing (Flat Steel** 

Products)

Islamic Banking & Takaful (SIRAT Brand, Shari'a-Compliant Products, Introduction of Supply Chain Financing & Digital

Platforms)

Frozen Food Products - Poultry

Customs Clearing, Shipments &

**Facilitation Services** 

Enhancement of Export & Distribution Network (Promotion of Quality Brands)

### **GOLD CATEGORY**

#### **CROWN GROUP**

SUITE # 120, FIRST FLOOR

OFFICE WING, PARK TOWER,

SHAHRAH-E-FIRDOUSI, BLOCK 5, CLIFTON

KARACHI

T: 021-35836636-37

E: chairman@crowngroup.com.pk; ramsha.minhas@crowngroup.com.pk

W: www.crowngroup.com.pk

Promotion of Pakistan's Industry (Motorcycle, Rickshaw, Generator Parts, Tyres & Tubes)



#### 2. STITCH APPARELS

OPPOSITE SONERI BANK,
NEAR KAHNA KACHA FLYOVER,
DEFENCE ROAD LAHORE
T: 042-35472292

E: jozy.stitchapparels@gmail.com W: www.stitchapparels.com

#### 3. PAKISTAN CABLES LIMITED.

2ND FLOOR, ARIF HABIB CENTRE, M.T. KHAN ROAD,. KARACHI T: 021-111-222-537

E: info@pakistancables.com; export@pakistancables.com; m.duurani@pakistancables.com
W: www.pakistancables.com

vv: www.pakistancables.com

#### 4. ZRG INTERNATIONAL (PVT) LTD.

BUSINESS AVENUE, SUITE 101, 26-A/6, PECHS, KARACHI T: 021-34313222 E: zrg-edesk@zrg.com W: www.zrg.com

#### 5. GUL SHAHZADA STEEL MILL

MAIN ROAD DARGAI MALAKAND T: 0932-331613 E: gssmdargai@gmail.com

### 6. INSTITUTE OF COST AND MANAGEMENT

ACCOUNTANTS OF PAKISTAN, (ICMA PAKISTAN)
ICMAP PAKISTAN'S HEAD OFFICE, ST-18/C,
ICMAP AVENUE, BLOCK-6, GULSHAN-E-IQBAL KARACHI
T: 021-99243026, 99243900-2, 99243089
E: asim.khan@icmap.com.pk
W: www.icmainternational.com

#### 7. SIND MEDICAL STORES

13 B, BLOCK-6 PECHS
SHAHRAH-E-FAISAL NURSERY KARACHI
T: 021-34520035-37
E: info@sms-pakistan.com
W: www.sms-pakistan.com.pk

Promotion of Pakistan's Industry (Brand Development Projects & Creative Ideas)

Introduction of Mobile App Technology (Digital Transformation & Facilitation)

Information & Communication
Technology (Turnkey Projects &
Solutions, Artificial Intelligence &
Systems Integration)

Scrap Recycling (Metal) & Recycled (Billets & Steel Bars)

Professional Development & Corporate Trainings

Medical & Healthcare Facilities (Vaccines & Allied Products)

### SILVER CATEGORY

#### 1. MASOOD TEXTILE MILLS LIMITED

32-KM, SHEIKHUPURA ROAD, GHANI ABAD, FAISALABAD T: 041-4713501-9

E: nasirchaudhry@masoodtextile.com; noshabaaslam@masoodtextile.com; W: www.masoodtextile.com

Women Empowerment



### 2. ARIF HABIB COMMODITIES

60-64, FIRST FLOOR, PAKISTAN STOCK EXCHANGE STOCK EXCHANGE ROAD., KARACHI
T: 021-32460734-1104

E: ahsanmehanti@arifhabib.com.pk W: www.arifhabibcommodities.com

### 3. OLP MODARABA

601, 6TH FLOOR SYEDNA TAHIR SAIFUDDIN MEMORIAL FOUNDATION BUILDING, BEAUMONT ROAD, CIVIL LINES, KARACHI T: 021-35930000

E: rqa@olpmodaraba.com; askus@olpmodaraba.com W: www.olpmodaraba.com

### 4. PATEL HOSPITAL

ST-18, BLOCK 4, GULSHAN-E-IQBAL, KARACHI T: 021-111174174 E: hamzaulhaq@patel-hospital.com

5. ROOTS INTERNATIONAL SCHOOLS & COLLEGE

HEAD OFFICE, MAIN SERVICE ROAD, OPPOSITE G-13/4, ISLAMABAD T: 051-8439001-8

E: info@rootsinternational.edu.pk; iqra.shabbir@rootsinternational.edu.pk W: www.rootsinternational.edu.pk

### 6. CHHIPA WELFARE ASSOCIATION

CHHIPA HEAD OFFICE, FTC BRIDGE, SHAHRAH-E-FAISAL KARACHI T: 021-111921020 E: info@chhipa.org W: www.chhipa.org

### 7. S.G.S ELECTRICAL COMPANY (KHURSHID FANS)

G.T. ROAD, Electric Fans (Khurshid Fans Brand) & GUJRAT Introduction of BLDC Fans T: 053-3707901, 02, 03, 04

T: 0304-4445566 / 0304-1111709 E: info@khurshidfans.com W: www.khurshidfans.com CSR Activities (Red Chilli Online Trade & Research for Farmers)

CSR Activities (Community Welfare Projects)

CSR Activities (Healthcare Services)

CSR (Education & Research Studies)

Social Welfare Services

Manufacturer of Energy Efficient Electric Fans (Khurshid Fans Brand) & Introduction of BLDC Fans



# 11th FPCCI Achievement AWARDS



AWARDS



# 









# SPECIAL PERFORMANCE AWARD (Dukhtar-e-Punjab)

### SHAREENA GARMENTS

Lahore

Textile & Garments Manufacturer (Industrial, Health Care, Hotels & Restaurants & Beauty Care Services)

Shareena Ltd, established in 1885 by Shareena's great-grandfather, Karam Elahi, underwent successive leadership changes, with Noor Elahi, Shareena's grandfather, taking over. In 2018, Shareena Safdar Janjua continued this legacy, transitioning from retail to expanding into the corporate sector.

Shareena Garments provides a diverse selection of high-quality uniforms, ideal for various business needs. Recognizing the significance of projecting a professional image for clients' employees, Shareena Garments offers an array of styles and colors tailored to suit any workplace. Whether in healthcare, hospitality, or other industries, they have the perfect uniform for every business.

Embracing corporate social responsibility, Shareena Garments collaborates with the Hope Uplift Foundation. Shareena Safdar Janjua actively supports the foundation by providing vibrant uniforms to its staff, contributing to the cause.

Shareena Garments is now thriving, establishing partnerships with renowned brands across Pakistan, marking a significant expansion in its reach and influence.





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SPECIAL PERFORMANCE AWARD (Women Entrepreneur of the Year)

# SECOND PASSPORT WORLD

Lahore

Women Empowerment, Support & Development to uplift the Women Entrepreneurs

# THE FEDERATION OF CHAMBERS OF COMMER PURPOS

### **Professionalism**

Professionalism is in our core DNA when dealing in everyday business as we consider it brand promise, no matter what the situation may be. That is the reason why we provide confidence, clarity, and convenience to all our customers at all levels of engagement. With rigorous training programs and access to market intelligence, we ensure that our team remains sharp with the knowledge, skills, and expertise to professionally deliver above expectations.

### Integrity

Integrity & truthfulness is integral for us. Making the right decision instead of the convenient ones, keeps us ahead in our game. We make it compulsory in our business of legal consultancy and advisory to uphold the integrity of everyone involved including unwavering respect of client-lawyer privilege to sensitive information.

### **Transparency**

At Second Passport World, we keep transparency as a must while ensuring there are no glass ceilings or red tapes in our culture. We provide an absolute picture of reality while sharing the risks and rewards of each proposition to all our clients. At the heart of our immigration services is the transparency of information, market intelligence, strategic relationships, careful mitigation of risks, and access to value-driven citizenship solutions.

### Accountability

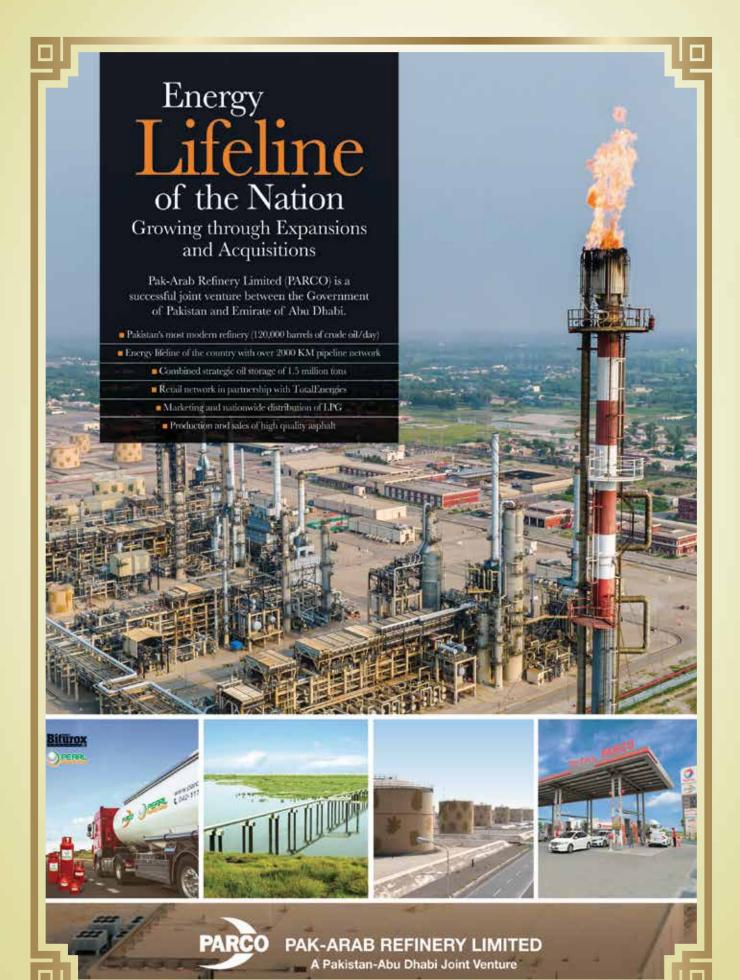
A culture of self-accountability is pivotal to us. We ensure responsibility for our everyday business decisions & are firm believers in operating with efficiency while eliminating bureaucracy. Everything ranging from our business structures to policies and operations ensures our essence of accountability.

### **Empathy**

Our goal is to treat our internal and external stakeholders with equal respect. We choose for others what we choose for ourselves. Therefore, our advice comes from a pure heart and a strategic mindset thus, providing all our clients with a personalized yet professional experience.

### Inclusive

A culture of inclusivity is what sets us apart from others. We value community building and operate with zero tolerance for discrimination at each and every level of our operations. We practice what we preach about global citizenship on a daily basis, nurturing our teams in an environment of being professionally and socially responsible.









# **PLATINUM CATEGORY**

# PAK ARAB REFINERY LIMITED (PARCO)

### Karachi

Contribution to National Economy (Oil Pipeline Network, Producing Clean Fuels, Building Sustainable Future & CSR Programs)



PAK-ARAB REFINERY LTD. (PARCO), is a Joint Venture between the Government of Pakistan (60%) and the Emirate of Abu Dhabi (40%), through its Mubadala Investment Company. PARCO's major business activities are Refining, Transportation and Marketing.

PARCO has the most modern refinery in Pakistan having a capacity of 120,000 BPD, over 2000 kms of cross country pipeline network (including its JV subsidiary Pak-Arab Pipeline Company Limited (PAPCO) with a strategic storage of over one million tons, and a rapidly expanding retail network of TOTAL PARCO (TPPL) — a joint venture with TOTAL of France. With the acquisition of Chevron's fuel business in Pakistan, TPPL is now the second largest Oil Marketing Company in the country. PARCO is also marketing nationwide LPG under the brand of Pearl Gas and fuel oil under the brand of Pearl fuels. High quality asphalt is also being marketed as Biturox.

With continued support of the Emirate of Abu Dhabi and Government of Pakistan, PARCO over the years has been able to implement a number of energy projects that have contributed significantly in enhancing the country's economic growth, saving foreign exchange, transferring technology and providing employment.

PARCO's performance is reflected not only in its technical and financial results, but can also be judged by its other achievements and awards e.g. Company has maintained its AAA and A1+ long and short term credit rating by Pakistan Credit Rating Agency (PACRA) for the past two decades. The company is amongst the first in Pakistan with three simultaneous international certifications: ISO 9001:2015 System), (Quality Management ISO 14001:2015 (Environmental Management System) and ISO 45001:2018 (Health & Safety Management System). PARCO has also received Environment Excellence Awards for the last several years and is rated among the top 10 organizations in Pakistan for outstanding achievement in Environment Management.

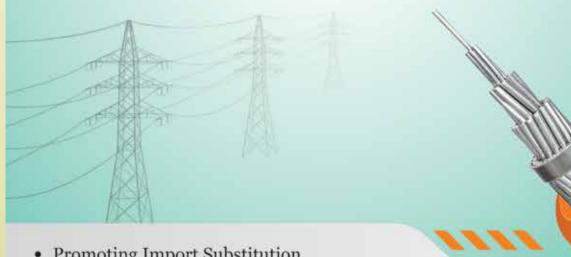
From producing environment friendly products to efficient, world class facilities and infrastructure, building a competent team, and major social initiatives, PARCO is doing its utmost in Providing Energy with Responsibility.





# A STEP TOWARDS SELF-RELIANCE





- **Promoting Import Substitution**
- · Saving Pakistan's FX Reserves
- Strengthening Pakistan's Transmission Network







# **PLATINUM CATEGORY**

# **FAST CABLES LIMITED**

Lahore

Manufacturer of Electrical Cables & Greeley Conductor (Installation of CCV Line for MV Cables)



FAST's journey began nearly four decades ago with a mission to promote industrialization in Pakistan and contribute towards the socio-economic uplift of fellow citizens. Initially our focus was on the manufacturing of electrical Cables and Conductors under the Fast Cables brand, which has become a household name due to its premium ("REAL") quality and reliability. The confidence reposed by architects, engineers, and end users in the FAST brand, led to our expansion in the Metals, PVC, and Lights business verticals.

Today, we are the leading and most innovative manufacturer of electric cables and conductors, catering to various industries, commercial entities, and consumer needs. The growing demand for our products prompted us to integrate Metal and PVC

plants with our existing production facilities, thus enhancing our production capacity and meeting external customer requirements. Further, our commitment to promoting indigenous products inspired us to venture into the LED lighting business. After extensive research and development, we launched FAST Lights to add a sparkle into our valued customers' lives.

At FAST, our customers are at the forefront of all our operations. We are committed to delivering superior quality products and exceptional pre and post-sales services. With a passion for excellence driving us forward, our commitment to delivering 'Real Quality' products to customers will remain our guiding principle as we look towards the future.



# کسب کمال کن کہ عزیز جہاں شوی Registered Address 125-B, Quaid-e-Azam Industrial Estate Kot Lakhpat, Lahore, Punjab, Pakistan Phone No. 042 35213491 Fax No. 042 35213490 E-mail secretary@jsml.com.pk Mills Jauharabad, District Khushab, Punjab, Pakistan Phone No. 0454 720063-6, Fax No. 0454 720880

www.jsml.com.pk







# **PLATINUM CATEGORY**

# JAUHARABAD SUGAR MILLS LIMITED

Lahore
Establishment of Green Energy
Projects (Solar & Bagasse-Fueled
Power Plants)



Jauharabad Sugar Mills Limited (JSML) is a Public Limited Company, and has a privilege of being one of the pioneer sugar mills of Pakistan. Setup by THAL Development Corporation of Pakistan in 1953, was later privatized and became listed on Pakistan Stock Exchange on December, 1973. The company has been in operation for the last seventy years and presently has a crushing capacity of 12,500 TCD.

In order to expand and provide quality products to our customers JSML continuously carried out major Balancing, Modernization and Replacement of Machinery, touching every aspect of our operations thus enabling the Company to achieve the utmost quality in our sugar. The advanced equipment and technology enables us to extract sugar with greater purity while minimizing impurities. Furthermore, BMR has increased our mill's overall efficiency, reducing waste and environmental impact.

JSML has made significant strides in adopting sustainable and eco-friendly practices to power our operations. One of our most notable initiatives has been the installation of solar panels project (260 KW) and the implementation of a state-of-the-art bagasse-fuelled power plant (14 MW) both in 2022. These endeavours have not only reduced our environmental footprint but has also revolutionized the way we produce energy. We are proud to contribute to a greener future while continuing to produce high-quality sugar products for our valued customers.

JSML has achieved remarkable success in recent years, receiving numerous prestigious awards that recognize our dedication to excellence and innovation. JSML has received Certificate of Merit for Best Corporate Report Award 2019 by CA & ICMA; LCCI Gold achievement award by Lahore Chambers of Commerce and Industry for overall financial performance of the company in the year 2021; CSR award for Clean Energy Transition by The Professionals Network for our Clean Energy Projects in the year 2022. Furthermore, JSML has been nominated for the Best Corporate and Sustainability Report Awards 2022.

JSML takes immense pride in consistently producing high-quality sugar and this commitment to excellence is reflected in the certifications we have achieved over the years including ISO 9001:2015 Quality Management Systems, FSSC 22000 Food Safety System Certification, HALAL (PS 3733:2022) HALAL Food Management System. They also demonstrate our unwavering commitment to environmentally friendly and socially responsible practices.

The Company is playing its role for developing regional agronomy, generating employment and bringing happiness among the people directly and indirectly associated with it.









# **PLATINUM CATEGORY**

# HAMDARD LABORATORIES (WAQF) PAKISTAN

Karachi
Export Marketing (Syrup Rooh Afza &

Herbal Products)



As the medical industry continues to advance globally, it is witnessing scientific breakthroughs that are revolutionizing the field. In spite of this progress, a considerable portion of the population experiences a range of physical, mental, or spiritual disorders and afflictions. In pursuit of remedies, health-seekers pursue and investigate diverse approaches to healing, including allopathic, homeopathic, Ayurvedic, and even spiritual modalities. It is pertinent to question the efficacy of these healthcare systems in terms of their ability to provide relief from diseases. Moreover, we must assess whether these various branches of medicine that address our ailments have been successful in delivering permanent treatments for them or not.

This necessitates a re-evaluation of current practices and an exploration of new horizons to enhance health standards. A change in perceptions is needed to tackle such a complex issue. Perhaps it is time to reconsider the conventional saying 'prevention is better than cure', and adopt a new collective approach that centres on 'prevention is the only cure' with a strong emphasis on the concept of Aafiyat (wellness).

Under the leadership of President (Ms Sadia Rashid), Hamdard Pakistan has adopted a new corporate slogan: 'Aafiyat Say Jeetay Raho!' This Wellness message encompasses a combination of both physical well-being and mental well-being. While health can be maintained by adhering to principles of hygiene, a sense of security and tranquillity is attained through adopting correct beliefs. The promotion of wellness becomes more important when a majority of individuals who consider themselves healthy are, in fact, not truly healthy but rather in a state of infirmity, which is a transitional state that lies between health and disease, wherein the identification of disease causes and pre-emptive recovery are readily attainable prior to the onset of illness.

As a responsible healthcare organization, Hamdard Pakistan not only provides a much-needed, affordable, and effective alternative healthcare system, but also takes numerous initiatives under the theme 'Aafiyat' to promote awareness about healthy lifestyles. At

Hamdard, we firmly believe that a healthier population translates to a more productive workforce. For this, it is essential to foster a mindset that mobilizes people and instils a sense of hygiene awareness in addressing all health-related issues.

Notably, all of Hamdard's initiatives directly align with its mission to serve and advance the healthcare sector. And through its mission, Hamdard Pakistan remains steadfast in its commitment of disseminating the message of wellness. Our team at Hamdard Pakistan comprises Hakims, medical doctors, public health specialists, scientists, healthcare experts, and other professionals who are motivated by our slogan of serving the nation to the best of their abilities.

As a leading healthcare organization, Hamdard Pakistan pro-actively manages multidimensional engagements such as awareness campaigns regarding proper nutrition, positive thinking, and the adoption of a healthy lifestyle and strives to make Pakistan an environment-sensitive society. Moreover, Hamdard Pakistan works closely with provincial ministries of health and advises them on matters related to Tibb-i-Unani (Unani medicine) while offering support for prevention, treatment, health-related challenges and care services across the entire healthcare sector. Alhamduillah, Hamdard Pakistan's interventions span all aspects of the national healthcare landscape. During crises and humanitarian emergencies, our Corporate Social Responsibility (CSR) initiatives through the Hamdard Foundation Pakistan come into play.

The slogan 'Aafiyat Say Jeetay Raho!' resonates with the principles upon which this organization was established in 1948 by its founder, Shaheed Hakim Mohammed Said, a remarkable social reformer and visionary. It is our desire that our nation embraces and supports our vision, and that other stakeholders join us in this mission of building a healthier nation. May Allah bless Pakistan. Ameen!

















# HIGH-Q Pharmaceuticals

Is the proud pioneer of introducing first ever

# **Simulation Technology**

for Medical Health Workers in Pakistan.



Maximizing Quality







# **PLATINUM CATEGORY**

# HIGH-Q PHARMACFUTICALS

Karachi

Establishment of New Unit (High-Q Simulation, Training & Facilitation Center)



HIGH-Q International was founded in 1994 and later a state-of-the-art manufacturing plant was set up by the name of HIGH-Q PHARMACEUTICALS in Pakistan. HIGH-Q has successfully established its sister concern division called Vida Laboratories that deals with the production of Nutraceuticals. HIGH-Q is growing with 24.93% and is ranked in the top 10 companies of Pakistan

HIGH-Q PHARMACEUTICALS is a leading Pharmaceutical company manufacturing, distributing, and marketing various therapeutic products. With modern facilities and modern technology, they meet CGMP, regulatory, health, safety, and environmental requirements.

In 2022, HIGH-Q Pharmaceuticals became the proud pioneer of introducing the first-ever simulation technology for medical health workers in Pakistan. The LAP MENTOR™ and the GI MENTOR™ has been exclusively imported for the HIGH-Q Simulation Center, and these clinically validated and innovative training simulation solutions provide a safe environment to master skills and procedures prior to patient interaction. HIGH-Q Simulation Center works for the capacity building of healthcare professionals and medical students to polish their skills in a realistic environment.

# Specialized in Bottoms, Trousers, Chino and Dyed Garments Ready Made Woven Garment Manufacturer and Exporters

Samling



G.G.T.





Stitching



Water Treatment Plant

Laser

Laundry



Finishing & Packing



Email: info@alimurtaza.com

Url: www.alimurtaza.com







# **PLATINUM CATEGORY**

# ALI MURTAZA ASSOCIATES PVT. LTD

### Lahore

Contribution to National Economy (Foreign Exchange Earnings through Export Sales)



Ali Murtaza Associates was founded as a small trading company in Karachi in 1986. In 1988 we set up our first manufacturing facility in Karachi and stepped into the international apparel market with the goal to become one of the leading manufacturers in the apparel industry.

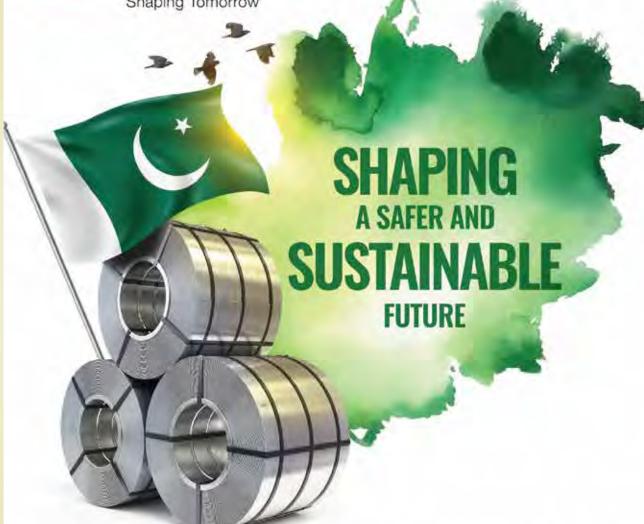
Today we are one of the largest exporters and have been ranked as one of the top five exporters of woven garments from Pakistan.

Offering a capacity of 45,000 units per day we are one of the largest apparel manufacturing 3 facilities under one roof in Pakistan. We have invested in state of the art machines from sewing to washing. Automatic pocket attachers, pocket designing, auto hemming, and auto welting are a few of the high tech machines in our sewing department.





Shaping Tomorrow



At ISL, we are driven by a vision to promote industrialization in Pakistan while making steels that are precise, cleaner, stronger, and reusable in the future.

ISL has indigenized flat steel, an essential raw material for the country's industrial base that has reduced industry's dependence on imports and has enabled downstream small industries to thrive, thereby creating opportunities at the grassroots level. The Company is also taking brand Made in Pakistan globally by exporting premium quality high-precision steels to various quality-seeking customers globally.

Striving to be more than a steel manufacturer, we are committed to shape a better, more sustainable tomorrow!

# LARGEST FLAT STEEL MANUFACTURER AND EXPORTER OF PAKISTAN

+92 (21) 111 019 019 info@isl.com.pk | www.isl.com.pk

"FAD OFFICE: 101, BEAUMONT PLAZA, 10 BEAUMONT ROAD, KARACHI - 75530 | FACTORY: 399-405, REHRI ROAD, LANDHI INDUSTRIAL AREA, KARACHI ICE CENTER: PLOT# LE-73-79, 102-103, 112-118, 125-129, SURVEY# NC.98, NATIONAL INDUSTRIAL PARK, BIN QASIM, KARACHI







# **PLATINUM CATEGORY**

# INTERNATIONAL STEELS LIMITED

Karachi

**Export Marketing (Flat Steel Products)** 



Empowering Industries, Enriching Lives
International Steels Limited (ISL) stands as a pioneer in the Flat Steel manufacturing industry in Pakistan. Founded in 2007, the company embarked on its journey of excellence and commenced production in 2010, establishing a state-of-the-art flat steel complex with an impressive investment of approximately US\$ 300 million. Since then, ISL has continuously expanded its manufacturing capacity, and today, it is a leading manufacturer of Cold Rolled Steel, Galvanized Steel, and Color Coated Steel, catering to diverse industrial and commercial applications.

At ISL, sustainable technology and manufacturing best practices are deployed to deliver quality, reliability, and sustenance to thousands of small and large businesses across Pakistan and abroad. ISL holds a strong nationwide supplier network that is served through regional offices in Lahore, Islamabad, and Multan. With a current production capacity of 1,000,000 Metric Tons, ISL produces flat steels for numerous industrial and commercial applications. These high-precision steels are also exported to more than thirty (30) countries, to serve several quality-seeking clients in six continents. Envisioned to provide value-added services to the customers, ISL has also established a Service Center in Karachi, for the processing and finishing of flat steel, in the most readily consumable forms.

Manufacturing Excellence:

ISL's manufacturing facilities sprawl across a 32-acre land in the vibrant Port City of Karachi. Here, cutting-edge technology and sustainable practices blend seamlessly, enabling the production of high-quality flat steel products that comply with global standards. The company's commitment to providing value-added services to its customers led to the establishment of a dedicated Service Center, enhancing the convenience of its customers with processed and finished flat steel in readily consumable forms.

### Global Outreach:

With an unwavering dedication to delivering quality, reliability, and sustainability, ISL has gained prominence not only within Pakistan but across international borders. The company exports its precision-engineered flat steels to more than thirty (30) countries, proudly serving clients on six continents. ISL's contributions to the global steel industry have not only strengthened Pakistan's position but have also resulted in substantial foreign exchange savings for the country, owing to the reduction in flat steel imports.

A Driving Force for Industrial Growth:

ISL has played a pivotal role in fostering the large-scale industrial manufacturing sector of Pakistan. Premium flat steel serves as a crucial input for various upstream and downstream industries, driving economic growth and empowering businesses nationwide. Through constant expansion and innovation, ISL has become a beacon of industrial excellence, setting new benchmarks for the steel manufacturing industry in the region.

Sustainability and Social Responsibility:
As a responsible corporate citizen, ISL recognizes the importance of sustainable operations and maintaining strong relationships with all stakeholders. As a responsible corporate citizen, ISL recognizes the importance of sustainable operations and maintaining strong relationships with all stakeholders. Embracing the Clean, Lean, and green approach, the company strives to minimize its carbon footprint, optimize resource utilization, and promote eco-friendly practices, including recycling and reusing resources. By doing so, ISL takes concrete steps toward preserving the environment for future generations. Beyond its industrial endeavors, ISL is committed to making a positive impact on society. Through various social initiatives, the company actively promotes the well-being and welfare of communities, especially those facing significant challenges. ISL consistently supports healthcare and educational initiatives throughout the country, making a meaningful difference in the lives of countless individuals. International Steels Limited (ISL) has emerged as a trailblazer in the Flat Steel manufacturing sector of Pakistan. With a relentless pursuit of excellence, adherence to global standards, and a strong commitment to sustainability and social responsibility, ISL has become a beacon of progress and development. As we look towards the future, ISL remains dedicated to empowering industries, enriching lives, and creating a lasting legacy of growth and prosperity. remains dedicated to empowering industries, enriching lives, and creating a lasting legacy of growth and prosperity.



# HABIBMETRO

# 11TH ANNUAL ISLAMIC FINANCE EXPO & CONFERENCE 2022 SPONSORED BY HABIBMETRO

















# **PLATINUM CATEGORY**

# HABIB METROPOLITAN BANK LIMITED

### Karachi

Islamic Banking & Takaful (SIRAT Brand, Shari'a-Compliant Products, Introduction of Supply Chain Financing & Digital Platforms)



HABIBMETRO Bank has been providing Shari'a-compliant banking products and services to its customers since 2004. The Bank's Islamic Banking brand, SIRAT, was formally launched in 2014.

### SIRAT – What The Brand Means & Symbolizes

'SIRAT' is an Arabic word meaning 'path'/'direction'. SIRAT signifies a path to success, and expresses Habib Bank AG Zurich as a trusted partner to its stakeholders. The ideology of the name, therefore, is derived from the principles embodied by the name and image of the Bank and represents the centuries-old legacy of the Habib family. The brand represents a commitment to the basic values of Trust, Integrity, Respect, Responsibility, Commitment and Teamwork, is a re-action of the Group's core values and vision. Through this commitment, SIRAT forties its relationships with stakeholders by providing them with high quality, innovative Shari'a-compliant products and services to cater to their Financial needs. SIRAT products and services are currently available in: Pakistan (349 locations across the country with 116 dedicated branches and 233 IBWs), South Africa (10 locations comprising of a dedicated Branch), UAE (8 locations), UK (8 locations of Habib Bank Zurich PLC Subsidiary of Habib Bank AG Zurich).

SIRAT - Where We Are Present

SIRAT is an Islamic Banking brand of Pakistan origin that

has been exported to international markets where HABIBMETRO Bank's parent bank, Habib Bank AG Zurich, enjoys a presence.

### SIRAT - Pillars

SIRAT's Islamic Banking offering is based on the following key pillars:

Ring-fenced and robust Islamic Banking systems so as to have clear re-walls between conventional and Islamic banking business lines

Robust Shari'a Governance framework guided by world renowned Shari'a experts

Product Management function and structuring tailor-made solutions for each markets

Dedicated staff with training and internationally recognized certifications

Global brand with clear differentiation inspired by our Group ethics and standards

### SIRAT - Objective

Our objective is to further the vision of the State Bank of Pakistan as articulated in its 5-year Strategic Plan unveiled during this year.

We also aim to fulfill the requirements of our customers while promoting the usage and adoption of Islamic Banking in Pakistan.



# Breakfast

made with

Deline®
Skinless Sausages
Cold-Cuts







# Breakfast

made with

Deline®
Skinless Sausages
Cold-Cuts

Pastrami Strips











# **PLATINUM CATEGORY**

# K&N'S FOODS (PVT) LIMITED

Karachi Frozen Food Products - Poultry



K&N's was established by its Chief Executive, Mr. Khalil Sattar in 1964, then a college student, as a sole proprietorship firm. Today, it is a fully-vertically-integrated poultry enterprise, engaged in production activities of grandparent breeding (broiler), layer and broiler parent stock breeding, production of day-old chicks, feed milling, broiler growing, poultry processing and production of ready-to-cook & fully cooked chicken products. K&N's integrated all poultry production activities under one umbrella to ensure food- safety and quality by managing and controlling all stages of production.

In order to expand its horizon to the markets of America, Canada & Europe, K&N's established a processing facility in the United States and commenced commercial operations in the year 2014. Alongside this, K&N's has also set up a Global Sales and Distribution office in Dubai, UAE to expand its operations to foreign markets.

Over the passage of time, K&N's has won numerous awards and gained recognition for selfless and meritorious contributions in developing Pakistan's poultry industry. K&N's has won 'Brands of The Year Award' every year since its inception in 2006; the 'Brands Icon of Pakistan Award' since 2008; the 'Star Brands of Pakistan Award' 2011-2012; and the FPCCI Achievement Award since its inception in 2012. K&N's is the only Pakistani enterprise to become a Harvard Business School case study – a great honor and achievement not only for the company, but also for the nation. K&N's has been a trend setter and proven to be instrumental in providing help and support in modernizing the entire poultry industry in Pakistan.



# CARGO LINKERS

**CLEARING FORWARDING & SHIPPING AGENTS** 



# SERVICES:

- Custom House Brokerage
- Transportation
- General Trading

- Shipping / Freight Forwarding
- Warehousing

Add: 213, Block-3, DMCHS, Off Razi Road, Near Jheel Park, Karachi.

Tel: 34315489, 34315486-87, 34315481-5 (5 Lines)

Fax: 34315480 - 34385001

airsealink@gmail.com & export@cargolinkers.com







# **PLATINUM CATEGORY**

### **CARGO LINKERS**

KARACHI

Customs Clearing, Shipments & Facilitation Services



I have more than 50 years' experience in the field of Customs Agents as I started my career in 1973 by first working in several companies as an employee. On getting sufficient exposure to this field, I obtained my own Customs Agents License in the name of Cargo Linkers in 1979. Cargo Linkers is now in its 44th year of operation and serving the business community countrywide. During all this period, I always pointed out the problems faced by Customs Agents community and played an active role in the resolution of these problems.

Since I mostly worked on export side, I played an exemplary role in this very field. In 1980s there came a time when Cargo Linkers was regarded as number one C&F firm in terms of handling of export consignments.

I always worked with utmost devotion and kept on serving the customs agents community for the promotion of 'better practices'. I got honored to be six-timer Senior Vice President of Karachi Customs Agents Association (KCAA). I served Karachi Customs Agents Association as its President in 2015. During this year we celebrated the 50th anniversary of KCAA with fervor. Due to my serving the community with devotion, I earned a good name and fame in this field.

I joined All Pakistan Customs Agents Association (APCAA) in 2014. It was the only association of the country that had the approval of DGTO - Ministry of Commerce. In 2017-18, I was Chairman APCAA. During this time, I visited all over the country, especially Lahore, Sialkot and Islamabad, to make consultation with various government departments for the resolution of my community's problems. I played a key role in solving the problems of dry port of Lahore when I approached Pakistan Railways authorities to get transportation services for their export consignments. In addition to this, during this time, I made immense consultations with the authorities of various government departments, especially Chairman FBR, to help resolve problems. of my business community. Even today, I am Vice Chairman (Central) of APCAA and Chairman of their Standing Committee on Export.

I am also pleased to have served FPCCI in the capacity of Chairman, Standing Committee on Customs Agents. During 2021-22, for two consecutive years, I was Convener of Standing Committee on Customs Intelligence.

# with Best Compliments from



# KHYBER TOBACCO COMPANY LIMITED

Nowshera Road, Mardan, KPK, Pakistan







# **PLATINUM CATEGORY**

# KHYBER TOBACCO COMPANY LIMITED

MARDAN KPK

Enhancement of Export & Distribution Network (Promotion of Quality Brands)



Khyber Tobacco Company (KTC) is a public limited company renowned in tobacco and cigarette industry for the last 6 decades. During its long period of existence in the industry, the Company witnessed several peaks and troughs yet the Company succeeded in ensuring its existence in the Industry. Khyber Tobacco has achieved the heights of business with its clear and ambitious vision, high quality and vigilant team and is enjoying the status of being among the top few companies of Pakistan in tobacco industry. The company is enduring to extend its operations around the Globe with an established distribution network in parts of Far East Asia, Eastern Europe, South and West Africa, Central and South Asia and the Middle East.

With internationally recognized brands, a fully integrated production facility and a wealth of experience and expertise KTC is in an ideal position to provide leaf and blended tobacco. We have good quality brands, private label cigarettes, filter-rods and other non-tobacco material in our portfolio. Our team of industry experts aim to introduce well researched brands after rigorous testing and blending of tobacco

from around the world to give the customer distinctively valuable experience. KTC has a strong foothold in its native country with a modern fully integrated production facility aimed at export quality brands and a vast and well established sales and distribution network.

During its endeavors to reach the top in the Industry, the Company has been able to succeed up to an extent and the Company has been awarded with the following awards:

- Federation of Pakistan Chambers of Commerce & Industry (FPCCI) Best Export Performance Award for the Year 2014 for being the highest Tobacco Exporter in the year.
- Federation of Pakistan Chambers of Commerce & Industry (FPCCI) Best Export Performance Award for the Year 2015 for being the highest Tobacco Exporter in the year.



# **CONSISTENT THRIVING OF**



# YEARS FOR COMPETITIVE EFFICACY

35,000+ 100+ 100 Nationwide Spare Parts Retall Shops Authorized Nationwide Spare Parts Motorcycle Dealers Showrooms

# PAKISTAN'S FAVORITE CHOICE

Crawn is the first conglomerate in Pakistan which offers one window solutions for two and three-wheeler automotive segment. From manufacturing spare parts to offering motorcycles, tyres & tubes to end-users, Crown-Motorcycles have launched their Grown Electric Motorcycle & Scooty in Pakistan. Crown has been the face of the masses and has helped consumers to rely an our quality products since the past two decades. Our vision is to expand our reach to each and every sector of automotive industry nationwide where customers can benefit amidst economical challenges with reasonable prices and convenience altogether. Currently, Crown's footprint has left behind millions of satisfied customers which makes the group strongest in Pakistan.











































# **GOLD CATEGORY**

### **CROWN GROUP**

### Karachi

Promotion of Pakistan's Industry (Motorcycle, Rickshaw, Generator Parts, Tyres & Tubes)



Crown Group is one of the most prominent two and three-wheeler Automotive Group of Companies in Pakistan since the last two decades. The group specializes over manufacturing of parts pertaining to motorcycles, rickshaws, and generators. Whichever motorcycle brand that exists in Pakistan, the aftermarket spare parts specialists recommend consumers to install Crown Lifan Parts. Owing to its enormous experience in parts solutions, Crown Group established its own plant of producing motorcycles ranging in 70cc, 100cc, 125cc and 150cc displacements along with cargo loaders equipped with premium Crown genuine parts. Moreover, the group also established a tyre production plant catering a vast range of motorcycle displacements in the market.

The sky was the limit and Crown Group grew year after year, exploring, manufacturing and introducing new products to the Pakistani market. The group entered the business of local motorcycle body parts, motorcycle assembly, CNG rickshaw parts, lubricants, tyres and ultimately moved towards an industrial park for motorcycle parts makers.

The Group now stands at a position where it aims to localize 100% parts in Pakistan by creating enormous employment opportunities and establish the ground of better trade in Pakistan. With a stupendous land area of 26 acres in the heart of Port Qasim, Karachi, Crown Holdings Limited – a hub of manufacturing plants – has created several joint ventures and acts as an OEM partner in manufacturing auto parts for its prestigious clients across Pakistan.



We custom manufacture sports wear, industrial wear, safety apparel and all your needs.



# WHY US?



### **EXPERTISE**

Our well trained and experienced staff fulfils customer's demands in timely matter and ensures producing quality products for your satisfaction.



- +92-3
  - +92-300-7121431 +1-909-8164870
- info@ stitchapparels.com
- Stitch Apparels, 98V6+H6R, Kahna Kacha Rd, opposite to Soneri bank, Kana Kacha, Lahore, Pakistan



# THE PROCESS









# **GOLD CATEGORY**

### STITCH APPARELS

Lahore

Promotion of Pakistan's Industry (Brand Development Projects & Creative Ideas)



"In 2017, Stitch Apparels was established as a new entrant in the dynamic world of clothing manufacturing. The company was founded by experienced professionals in the fashion industry, who were driven by a shared vision of creating high-quality and stylish clothing that would resonate with customers worldwide.

In its initial stages, Stitch Apparels made significant investments in infrastructure and human resources. The company acquired cutting-edge equipment, facilities and put together a team of highly skilled designers, production experts and support staff. This helped Stitch Apparels to quickly establish a reputation for delivering superior quality products that were delivered on time and within budget.

As Stitch Apparels grew, it continued to diversify its product offerings to cater to a wider range of

customers. From casual wear to industrial wear, the company's product line covered a broad spectrum of clothing styles. Stitch Apparels' strict adherence to using only premium materials and an unwavering focus on detail helped the company to secure a loyal customer base and expand its operations both domestically and internationally.

Today, Stitch Apparels is a well-established global clothing manufacturer, renowned for delivering exceptional quality products to customers around the world. The company remains dedicated to staying ahead of industry trends and continues to invest in new technologies, processes, and designs to maintain its position as a leading player in the clothing manufacturing industry."





TRUSTED NOT TO COMPROMISE



# MOBILE APP

FOR PAKISTAN'S LARGEST ELECTRICIANS' LOYALTY CLUB

Abhi sign up. points submission ya gift redeem karnay par payein Rs. 100 ka free mobile top up!









# **GOLD CATEGORY**

# PAKISTAN CABLES LIMITED

Karachi

Introduction of Mobile App Technology (Digital Transformation & Facilitation)



Pakistan Cables Ltd., the country's premier and most trusted cable manufacturer, was established in 1953 under the visionary stewardship of the Company's founder, the Mr. Amir Sultan Chinoy. His entrepreneurial endeavors resulted in a joint venture with British Insulated Callender's Cable (BICC), UK to set up Pakistan Cables in Karachi. The Company is Pakistan's only cable manufacturer listed on the Pakistan Stock Exchange since 1955.

During 2010 -2017, Pakistan Cables remained an affiliate of General Cable, a Fortune 500 company with a global presence of 57 plants in 26 countries. Currently, Pakistan Cables has an exclusive technical collaboration with CTC Global Inc., US. The Company is ISO 9001:2015, ISO 14001:2015 and ISO 45001 with certifications from KEMA Netherlands, CNC Germany, Bureau Veritas, TÜV SÜD, TÜV Rheinland, TÜV Austria, UKAS, BSI, USACE, PSQCA and PCSIR.

For over 70 years, Pakistan Cables has continued to challenge the status quo, providing end-to-end solutions to its customers by offering a versatile product portfolio of Wires & Cables, Aluminium Sections for Architectural Applications, Copper Rod, PVC compound and Wiring Accessories.

It is a member of the Amir S. Chinoy Group (ASC). The ASC Group has been at the forefront of Pakistan's industrial development for over 70 years. Today, the ASC Group includes two other listed companies, International Industries Limited and International Steels Limited and boasts a collective turnover of USD 844 million, with annual metal

tonnage sales in the range of 634,159. Furthermore, the ASC Group reported a combined total export of USD 169 million in 2021-22 and covering over 60 international markets.

Exporting to more than 35 countries for over 26 years, Pakistan Cables has stockists across 3 continents. As winners of the prestigious FPCCI Export Trophy consecutively for seven years since 2016, Pakistan Cables is leading the wires and cable exporter segment from Pakistan.

In Pakistan, the Company has the largest dealers' network across over 200 cities and towns. The company also created Pakistan's first online e-store anticipating changing consumer needs. The Pakistan Cables e-store has the largest delivery network covering 650 cities and towns nationwide. (www.pakistancables-estore.com)

Recently it has also initiated expansion to a new 42-acre, purpose-built, state of the art manufacturing facility in Nooriabad, Sindh. The transformational move is set to kick-start an aggressive period of growth for the Company. The upcoming manufacturing facility also includes Pakistan's first and largest Miyawaki based urban forest on an industrial

estate. Spread over 3 acres, the Pakistan Cables Urban Forest is home to over 47,000 trees of 69 native species. The Company was also one of the first 26 local companies to sign the Business Ambition for 1.5°C commitment prior to COP26 in Glasgow, UK in 2021. As a signatory of the United Nations Global Compact, all CSR related activities are aligned with the UN's Global SDGs.





# WE OFFER THE BEST IN CLASS

# **BUSINESS COMMUNICATION AND CTI SOLUTIONS**

















# **GOLD CATEGORY**

# ZRG INTERNATIONAL (PVT) LTD.

## Karachi

Information & Communication Technology (Turnkey Projects & Solutions, Artificial Intelligence & Systems Integration)



Established in 1994, ZRG International (Private) Limited stands as a pioneer in the realm of Information and Communication Technology (ICT) solutions. Our steadfast mission is to empower our clients in achieving their paramount goals, encompassing enhanced customer satisfaction, seamless business process automation, and optimal operational efficiency.

ZRG offers an extensive portfolio of integrated, adaptable, and turnkey solutions, covering every facet of business communication and relationship management. Our core competencies span the domains of Contact Centers, CRM, Contact Center Management, Self-Service IVR, and Campaign Management.

With a rich history of successfully delivering enterprise-level projects, ZRG International has left an indelible mark on prestigious organizations across various sectors, both nationally and internationally. Our illustrious clientele includes HBL (International Operations) UAE, Bank of Khartoum Sudan, United Capital Bank, Sudan, Albaraka Bank, Bank AL Habib, Samba Bank, Silk Bank, Telenor Microfinance, FINCA Microfinance Bank, SME Bank, AKD Securities, TCS, Pakistan State Oil, Toyota IMC, FMC Corporation and many others.

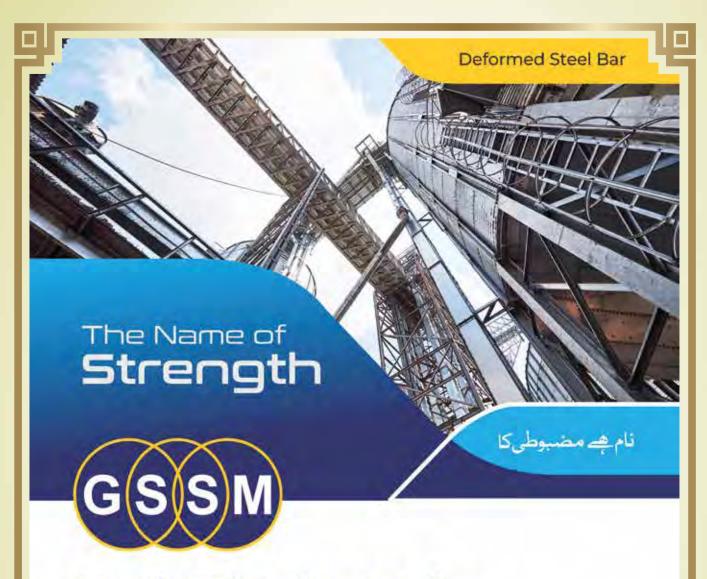
ZRG International's unwavering commitment to excellence

has been met with acclaim within the industry. Our cutting-edge technology has earned coveted accolades in international forums, and our regional projects are celebrated as success stories.

At the heart of our accomplishments lies a team of technical and business professionals, who are not only knowledgeable and experienced but also deeply dedicated to ensuring our customers' success and satisfaction. With a pristine track record boasting a 100% project deployment success rate, and an array of outstanding market references, we are trusted partners in every sense of the word.

With each passing day and every project we undertake, we deliver tangible value through our amassed technical expertise and project management prowess. Our solutions lead to immediate cost and time savings for our clients, elevating operational efficiency and enhancing staff productivity. This is our commitment, and it's what we excel at.

ZRG International (Private) Limited is more than just a company; we are a strategic ally in navigating the ever-evolving landscape of ICT solutions. We look forward to forging new frontiers of success together with the industry.



# Gul Shahzada Steel Mill

Steel Bars Available in All Sizes

Grade 40 Grade 60















# **GOLD CATEGORY**

# GUL SHAHZADA STEEL MILL

MALAKAND

Scrap Recycling (Metal) & Recycled (Billets & Steel Bars)



The journey of GUL SHAHZADA STEEL MILL from just a mere name to an identity was indeed tough and challenging. The rough road included timely expansions, changing strategies and much more.

Time is passing by and thanks to ALLAH ALMIGHTY, by His blessings, tireless hard work of the team guided by its leader, and extended cooperation by valuable clients.

Our group have been working in multiple commodities, Steel, Plastic, Ghee & Oil, Profile Steel & Tubing etc.

As a MD I can assure you best quality of steel with high quality gradings & timely deliverance of steel rebars. Our steel sector have multiple units and our all group production is 500 MT/day.



# Global Strategies, Global Business **Leaders & Global Presence**

ICMA promotes the accountancy profession globally

- Fellow Cost and Management Accountant (FCMA)
- Associate Cost and Management Accountant (ACMA)
- Chartered Management Accountant (CMA)
- Affiliate Financial Accountant (AFA)

## ICMA AT A GLANCE





1000+ Affiliate Financial Accountants





**Employees** 





**Employers** 



1,000+ Certified Corporate Directors



10+ Education Campuses



120+ Public **Practicing Firms** 



Presence of Members in More than 40 Countries



Registered in 05 Countries

## INTERNATIONAL AFFILIATIONS



















# **GOLD CATEGORY**

# INSTITUTE OF COST AND MANAGEMENT ACCOUNTANTS OF PAKISTAN, (ICMA PAKISTAN)

Karachi
Professional Development &
Corporate Trainings



The Institute of Cost and Management Accountants of Pakistan (ICMA Pakistan) was established in 1951 with the objective to regulate and promote the profession of Management Accounting in Pakistan. By virtue of the authority vested in by the Act and Regulations, the Institute has been entrusted with the responsibility to provide education, examine competencies, and confer internationally recognized post-graduate professional certification. After qualifying and fulfilling the prescribed requirement of membership, the Institute awards designations i.e., Associate Cost and Management Accountant (ACMA) and Fellow Cost and Management Accountant (FCMA).

The Institute is chartered under Cost and Management Accountants Act No. XIV of 1966 of the Parliament of Pakistan and its activities are governed under the Cost and Management Accountants Regulations 1990.

Presently, the Institute has more than 7500 members. These members are serving in senior management positions such as CEOs, CFOs, COOs, CIAs, Company Secretaries, Financial Analysts, Public Practitioners, Management Consultants, etc. hence making significant contributions towards business growth and economic development.

The Institute, currently, has over 17,000 students, more than 200 faculty members, over 200 employees, 07 regional and 06 overseas Branch Councils, 10 education campuses and 20 examination centers. The Institute provides Education, conducts Examinations, organizing Corporate Training, holds CPD Programs, undertakes Research work and engages in Publications.

In addition to this, the Institute is also actively involved in providing technical support to the Ministry of Finance, Ministry of Commerce, Planning Commission, Securities and Exchange Commission of Pakistan, State Bank of Pakistan, Federal Board of Revenue, Accountant General of Pakistan Revenues, Auditor General of Pakistan, Competition Commission of Pakistan, other ministries, regulators and policy making organizations.



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Diagnostics



**Medical Devices** 



Surgicals



# **Animal Health**



Life Sciences



**Nutritions** 



Vaccines









# **GOLD CATEGORY**

## SIND MEDICAL STORES

Karachi

Medical & Healthcare Facilities (Vaccines & Allied Products)



SMS-Pakistan is a leading national healthcare company with excellent market rapport and experience spanning over six decades. Being a national company the prime focus has always been on catering to the right balance between quality and affordability to respective market segments.

As a diversified healthcare group, SMS covers both human and animal health by representing renowned multinational healthcare companies with extensive portfolios and myriad product range in:

- 1. Biologicals
- 2. Diagnostics
- 3. HomoeopathyMedicine
- 4. Industrial
- 5. Nutrition
- 6. SurgicalConsumablesandEquipments
- 7. VeterinaryProducts

SMS holds a strong financial and marketing position with its dynamic and professional team, well poised for the management of its dynamic and expanding business divisions.

SMS covers entire Pakistan territories, effectively, with its Pan Pakistan office network including its head office in Karachi and branches' network in all major cities of Pakistan.

# Key Customers

vertically integrated starting from yarn to finished garments. In collaboration with Chinese company,

helping enhancing expertise and capabilities;

Working-Model at Masood

FIRETE 7

STATOS.

HAGGAR

PLACE

Mark

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BUFFAIO

MANGO

Foot Locker

One of the largest textile mills in Pakistan, fully

IZ0D

OF

HUGO BOSS

Cherney

# Masood Textile Mills

- Incorporated in 1984 as public limited company
- Fully vertical with State of the art technology & infrastructure
- Aggressive growth history with continuous investment
- Web based online visibility for customers with garment back track system
- Synchronized operations & strong alignment in various components of ERP
  - Organizational ability for quick response
    - VMI/ DTS replenishment services
- Specialized in making Polos with Auto Placket machines
- Recent Investments of US \$ 12.5 Million in automation & process Improvement

Rechok

西子自

JACK SJONES

XSTING

M&S

TESCO

NEXT

JACK WILLS

RVCA ROXY

PME LEGEND

# In house Production Capacities:















75,000 pcs per day	21,500 pcs per day
Garment Printing	Embroidery
240,000 LBS per day	154,000 LBS per day
Processing	Cutting

y 37,000 pcs per day	
Laundr	
9M Garments per month	
Stitching	



9 tons per day

Printing Fabric

256,000 LBS per day

Kniting





Group Director (IM & HR) Mr. Nasir All Zia is receiving 39th FPCCI President of Pakistan Award from the Premier

Commitment Replenishment

Sustainability

Design /Innovation

SR

Director Industrial Management, Mr. Nasir All Zia receiving 611 FPCCI Achievement Award in Women Empowerment category & Best Exporter Award from Government of

Flexibility

Competitive







# **SILVER CATEGORY**

# MASOOD TEXTILE MILLS LIMITED

Faisalabad

Women Empowerment



Masood Textile Mills Limited (Ring Spinning Units) was established in 1984 by Chaudhry Nazir Ahmad (Late) and afterwards Mr. Shahid Nazir Ahmad, an intelligent and dedicated son of Ch. Nazir Ahmad continued the mission of his father and added strong values to Masood. By his vision, supreme efforts and passion, Mr. Shahid Nazir enhanced the production capacities and quality standards of Spinning, Knitting, Dyeing and Processing by adding state of the art machinery to these units and established another unit in the name of Masood Garments (Apparel Unit) in 1995 which later on merged to Masood Textile Mills Limited. Now Masood is in the list of one of the Pakistan's largest textile mills having its in-house Ring Spinning, Knitting, Fabric Dyeing, Yarn Dyeing, Processing, Laundry and Apparel Manufacturing facilities and is leader in creating, developing and manufacturing of knitted apparel products right from basic to highly fashioned garments and responding to emerging trends in industry.

It also has the privilege of producing world's best apparel brands for US & Europe top retailers like JC Penny, Kohl's, Tommy Hilfiger, Abercrombie, Fitch, Hollister, Macy's, Hugo Boss, Polo Ralph Lauren, Champion, Fruit of the Looms, Hanes, VF, Champs, Levi's, Dockers, Jockey, Faded Glory, American Eagle, Hunk Moller, Carrefour, S. Oliver, Kappa, Pull & Bear, Amazon, Quick Silver, Roxy, PVH etc.

Masood Textile Mills is the only textile mills in Pakistan with latest computerized barcode system that assures quality in every operation of production from Spinning to Packing. Products of each department carry bar coded stickers, which contain all the details and history of operations of the product. Hence if any problem is reported, one can trace back the root of the problem and enable to prevent occurrence of the same in future.

Masood Textile Mills Limited is publicly listed in the stock exchange and Pakistan Hosiery Manufacturers Association has ranked it as one of the largest in its list of the top 60 exporters of knitwear in Pakistan.

The visionary concern of the CEO Mr. Shahid Nazir to make it world best apparel with his continuous investment in state of art equipment, employee development and welfare is ensuring the going concern of the Masood Textile Mills over the years to come.

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Fax: (92-21) 32462598

Email: info@rayaancommodities.com Website: www.rayaancommodities.com







# **SILVER CATEGORY**

# ARIF HABIB COMMODITIES

Karachi

CSR Activities (Red Chilli Online Trade & Research for Farmers)



ARIF HABIB COMMODITIES, an Arif Habib Group Company, is an investment arm of ARIF HABIB LTD.

ARIF HABIB COMMODITIES, is PMEX market maker that has Pakistan's largest client base served by Pakistan's largest trading team at Pakistan Mercantile Exchange. Its Research and Client Services grades them as one of the finest and Top Brokers of Pakistan Mercantile Exchange.

The Arif Habib Group ranks amongst the largest and oldest conglomerate in Pakistan. Managing assets in excess of PKR. 240 billion. The Group serves over 100,000 local/international clients base.

Mr. Ahsan Mehanti is Managing Director / CEO of Arif Habib Commodities. Mr. Ahsan Mehanti is a Chartered Accountant by profession. He is member of the Institute of Chartered Accountants of Pakistan, Institute of Chartered Accountants of England & Wales, Institute of Chartered Accountants of Australia & CPA Canada. He has served on various business councils of FPCCI as Director and Member.









# **SILVER CATEGORY**

## **OLP MODARABA**

Karachi

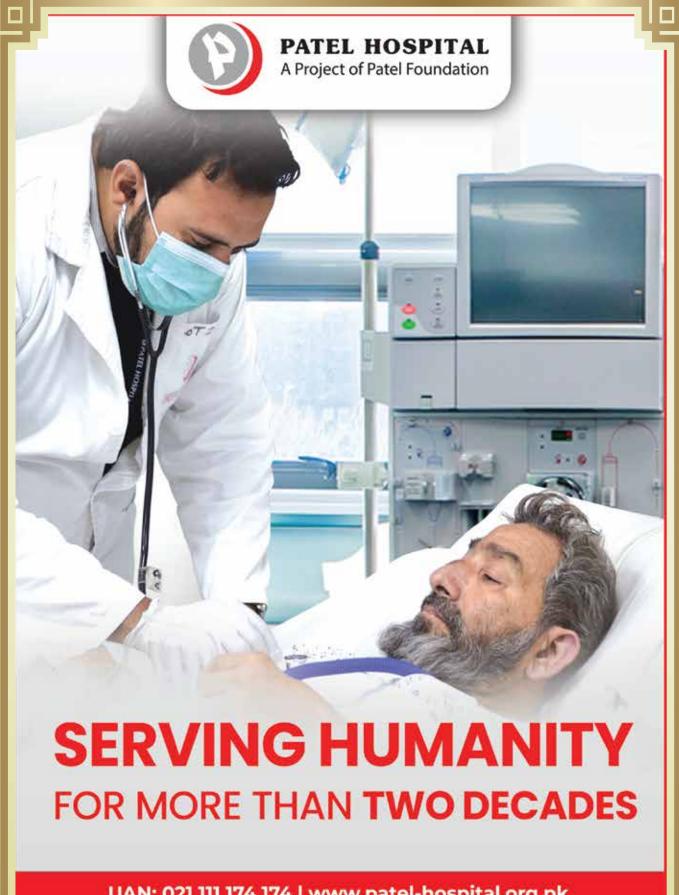
CSR Activities (Community Welfare Projects)



OLP Modaraba "OLPM" (formerly ORIX Modaraba) is an Islamic Financial Institution listed on the Pakistan Stock Exchange Limited. The Modaraba started its operations in 1987 as First Grindlays Modaraba "FGM" which was then acquired by Standard Chartered Bank Pakistan Limited "SCB" in the year 2000. With this merger, name of First Grindlays Modaraba changed to Standard Chartered Modaraba "SCM".

In year 2016, ORIX Leasing Pakistan Limited acquired the SCB shareholding in SCM due to its high growth prospects and complementary fit with its existing operations in Pakistan and re-named it "ORIX Modaraba". However, ORIX Modaraba has been renamed as OLP Modaraba as a re-branding/re-profiling exercise carried out at the ORIX group level in order to further strengthen and improve Modaraba's high image in the market.

The Modaraba is primarily engaged in the financing of plant, machinery, equipment, vehicles and housing finance under Islamic finance structures and operates from offices in Karachi, Lahore and Islamabad.



UAN: 021 111 174 174 | www.patel-hospital.org.pk ST-18, Block 4, Gulshan-e-Iqbal, Karachi, Pakistan







## **SILVER CATEGORY**

## PATEL HOSPITAL

Karachi

CSR Activities (Healthcare Services)



The establishment of Patel Hospital was entirely based on the vision of providing quality healthcare amenities to all at an affordable cost and offering welfare support to deserving ones. This aim was achieved through the vision of the Haji Abdul Ghaffar (Mithu Patel), a renowned philanthropist and symbol of hope, deeply committed to serving humanity. Following this path, he embarked on developing an exceptional facility to provide affordable healthcare services to those in need. Through his vision, Patel Hospital was established in 1999 and inaugurated by Mr. Muhammad Rafiq Tarar, then President of Pakistan.

The Hospital is located in a densely populated area of Karachi which provides services to millions of patients arriving from not only in Karachi but also from Interior Sindh, Balochistan and KPK. This Hospital was developed to establish a facility based

on international standards that cater to all health needs. Patel Hospital has been certified by the College of Physicians and Surgeons post-graduate training and Pakistan Medical & Dental Council. In addition to that, the Hospital is certified with Sindh Healthcare Commission, ISO 9001-2015, RIQAS, CAP, and PCP, and has effectively accomplished the status of tertiary healthcare & teaching hospital. Patel Institute of Nursing and Allied Health Sciences has been offering General Nursing Training Programs since 2009. It is affiliated with Pakistan Nursing Council, Sindh Medical Faculty, and DOW University of Health Sciences to provide quality education to all students at an affordable cost and help them become a better part of society. In line with its mission, Patel Hospital has been treating patients from all walks of life and has been providing advanced treatments.



Roots International Schools & Colleges is a model private sector educational institution styled on the modern educational system of international standards. Roots International Schools Colleges has more than 40 Campuses nationwide with over 20,000 students enrolled. RISC has achieved academic excellence and all-round development of students for over three decades. In the period of 35 years Roots International Schools & Colleges has been achieving a lot of gratitude and salutation from all over the world. RISC has been voted as the one of the All Pakistan 100 Fastest growing education sector. RISC creates a learning community where students can fulfill personal their potential quality in learning contributing experiences, prepare for a lifetime of trials and opportunities, and develop a personal vision of a preferred future. Being the pioneer in advance learning techniques, the students of RISC carry an intellectual base that is strong enough to break the world records.





www.rootsinternational.edu.pk







## SILVER CATEGORY

# ROOTS INTERNATIONAL SCHOOLS & COLLEGE

Islamabad

CSR (Education & Research Studies)



Roots International Schools & Colleges is a model private sector educational institution styled on the modern educational system of international standards. Roots International Schools Colleges has more than 40 Campuses nationwide with over 20,000 students enrolled. RISC has achieved academic excellence and all-round development of students for over three decades. In the period of 35 years Roots International Schools & Colleges has been achieving a lot of gratitude and salutation from all over the world. RISC has been voted as the one of the All Pakistan 100 Fastest growing education sector. RISC creates a learning community where students can fulfill their personal potential by contributing in quality learning experiences, prepare for a lifetime of trials and opportunities, and develop a personal vision of a preferred future. Being the pioneer in advance learning techniques, the students of RISC carry an intellectual base that is strong enough to break the world records.

Metropolitan International University College (MIUC), previously known as Roots International University College aims to be a global institution committed to meeting the needs and ambitions of diverse range of students by providing challenging academic programmes underpinned by innovative research scholarship and professional practices. It offers a range of the University of London International Programmes Economics, Law, Management, Finance and Social Science degrees.





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Give your to Chhipa Welfare.



ZAKAT ACCOUNT

Account Title: CHHIPA WELFARE ASSOCIATION

You can also send your ZAKAT and IBFT Inter Bank Fund Transfer to Chhipa Welfare Association Meezan Bank Limited Account No.0103970978 Branch Code: 0148 IBAN: PK58MEZN0001480103970978 Bohra Pir, Karachi



ACCOUNT

Account Title: CHHIPA WELFARE ASSOCIATION You can also send your donations via DONATION ACCOUNT and IBFT Inter Bank Fund Transfer to Chhipa Welfare Association Meezan Bank Limited Account No.0103970917 Branch Code: 0148 IBAN: PK56MEZN0001480103970917 Bohra Pir, Karachi

You can send donations through Western Union, Remitly, MoneyGram & Xpress Money in favour of Muhammad Jalaluddin Roomi, Asif Khan, Muhammad Noman and inform us of Reference Number ⊵ 0300-8291020 (Text Only).















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## **SILVER CATEGORY**

# CHHIPA WELFARE ASSOCIATION

Karachi

Social Welfare Services

God created human beings, He gave them life, and along with happiness, also came sufferings and hardships. Urgent needs for relief and rescue at times of Road accidents, train collisions, explosions, disasters and calamities. Besides God, man also looks towards his fellow human beings in such times of sufferings. The one person, other than the distinguished eminent Khadim-e-Insaniyat Muhammad Ramzan Chhipa, who once lived a princely life, sacrificed all his worldly possessions, abandoned his desires, chose to live a simple life, commencing by wearing simple plain clothes and white slippers. To show his patriotism, love and dedication for Pakistan, he always wears green color.

After the most horrific incident, that consolidated his will to carry on his mission, was in 1987, when Karachi was rocked by two bomb blasts in the Saddar area, causing the deaths and injuries of hundreds, he was shocked by the horrible scenes he witnessed at the local hospitals, when victims in large numbers were drenched in pools of blood and agony. He then took up the sacred task to serve humanitarian causes, held up the mantle and thus, he formerly founded and headed the CHHIPA WELFARE **ASSOCIATION** (Regd.) non-governmental/non-political entity vowing to serve humanity, irrespective of caste, creed, color, sect or religion, which is registered by the Government of Pakistan and Government of Sindh vide Registration No: DSW(2068)-K and National Tax No. 2205404-9.

He started his welfare services from a small room, in the city's busy business district, his mission to serve mankind and provide comfort and mental solace to the poor. He first spent his entire pocket money to start his mission of serving humanity and at that time he chose Pakistan largest Civil Hospital in Karachi, where he stood day and night and helped the poor injured patients with medicines, which they could not afford and burial service for those who lacked money to



perform burial of the dead. In acknowledgement of his grand sacred mission, he was poured with countless and continued assistance from the philanthropists, business community and general public. On his appeal, the rich well-off citizens and philanthropists assisted him to raise the ailing humanity. This help and support encouraged and exhorted Mr. Chhipa to further expand his humanitarian services.

In frequent road accidents, sudden disaster, heat stroke, bomb blast, firing, stamped, heavy rain, train collision, building and bridge collapse, unexpected event and emergency, his Chhipa Ambulances equipped with first-aid box, oxygen cylinder and paramedics hurriedly rush and always reach the spots FIRST to the rescue of suffering people and for providing them immediate help. Normally his Chhipa Ambulances day and night 24 hours remain engaged on roads every day in lifting and shifting the seriously wounded, accidentally injured, needy, sick, burnt out and cut off victims, emergency patients, partially decomposed bodies and dead bodies to hospitals & medical centres in attempts to save the valuable lives. The Rescue Team of his Chhipa Ambulance daily saves innumerable precious human lives. You may log on to website https://www.chhipa.org/ for more information.







## **SILVER CATEGORY**

# S.G.S ELECTRICAL COMPANY (KHURSHID FANS)

Gujrat

Manufacturer of Energy Efficient Electric Fans (Khurshid Fans Brand) & Introduction of BLDC Fans



SGS Electrical Company was founded in 1990 its main purpose was to manufacture "Electric Fans" under the brand name "Khurshid Fans". Now Khursid Fans renowned manufacturer of BLDC Fans in Pakistan. Currently, over 90% of our product offerings are energy efficient. We work towards creating harmony between manufacturing output and efficiencies that deliver social, economic, and environmental sustainability.

We have adopted world-class technology and automation to ensure that we produce our goods efficiently with an emphasis on the conservation of energy and water in a sustainable manner. Our company is ISO 9001 & ISO14001 certified.

## **Need of Transformation**

During the energy crises that started from 2010 onward, Pakistan was suffering from a huge electricity shortage. Pakistans Government did a survey that showcased that In Pakistan "Electric Fan" consumption is major part of household consumption, Survey Reported 8 crore fans on population of 16 crore people, Which comes to an average of a single fan on 2 persons in Pakistan. The consumption calculated on average of single fan was 120W. Whereas in other countries of the world the average fan consumption was around 75W. Which raised many questions for Pakistan's Fan Industry - Government officials gathered all the industry and emphasized to produce Energy efficient fans. According the standard which were being followed around the World. NEECA Initiated the first phase with a huge marketing budget marketed on TV ads and Print Media (If we remember these fans were also advertised in Wapda Electric bills)





# **MACRO ECONOMIC INDICATORS OF PAKISTAN**

	FY19	FY20	FY21	FY22	FY23
GDP % (Constant fc)	2.1	-0.5	3.9	5.9	0.3
Large Scale Manufacturing Industries (LSMI) % Change	-2.5	-10.2	14.9	11.7	-9.39
Agriculture Sector Growth (%)	0.56	3.31	2.77	4.4	1.55
Service Sector Growth (%)	3.8	-0.6	4.4	6.2	0.86
Exports (US \$ Billion)	22.9	21.4	25.29	31.79	27.74
Imports (US \$ Billion)	54.7	44.6	56.09	80.17	55.33
Bal. of trade (US \$Billion)	-31.8	-23.2	-30.79	-48.38	-27.59
Current Account balance (US \$ Billion)	13.4	-4.4	1.9	-17.4	-2.6
Inflation CPI (% change)	7.34%	8.6%	8.9 %	12.15%	29.2%
Interest Rate (%) end June	13.25 %	7.0 %	7.0 %	15%	22.00 %
Total Tax Revenues (Rs. Billion)	3,826	3,989	4,732	6,755.16	7,144
Fiscal Deficit (% of GDP)	9.0%	8.1%	7.1%	7.9%	7.7%
Foreign Exchange Reserves End June (US\$ Billion)	14.5	18.0	24.41	15.44	9.18
Workers' Remittances (US \$ Billion)	21.8	23.1	29.4	31.2	27.0
FDI (Million US\$)	1,362	2,561	1,847.4	1,935.9	1,455.8
Exchange rate US\$ to Pak Rupee	163.2	168.4	169.20	210.11	277.48
Credit to Private Sector (Flows) Rs. Billion	606.9	195.2	766.2	1,612.1	211.4
Petroleum Prices in Pakistan (Rs./Liter)	112.68	100.10	123.30)	248.74	283.38
Crude Oil Prices (\$ per barrel)	54.71	13.78	71.57	115.09	88.36
Pakistan Stock Exchange (PSX) 100 Index	33,901.6	34,421.9	47,356.02	41,630.35	43,8990.1

GDP Composition= Agriculture (19%), Industry (21%), Service (60%)

(Source: PBS, SBP, Economic Survey of Pakistan, BOI, PSE)



# 11th FPCCI AWARDS

# TRADE STATISTICS OF PAKISTAN

(Value in Billion US\$)

Period	Exports	Growth Rate	Imports	Growth Rate	Balance of Trade
2013-14	25.1	2.7	45.1	0.3	-20.0
2014-15	23.7	-5.7	45.8	1.7	-22.2
2015-16	20.8	-12.2	44.7	-2.5	-23.9
2016-17	20.4	-1.6	53.0	18.7	-32.6
2017-18	23.2	13.5	60.8	14.7	-37.6
2018-19	23.0	-1.0	54.8	-9.9	-31.8
2019-20	21.4	-7.0	44.5	-18.8	-23.1
2020-21	25.4	18.7	56.4	26.7	-31.1
2021-22	31.8	25.2	80.2	42.2	-48.4
2022-23	27.7	-12.7	55.3	-30.9	-27.5
Jul-22	2.2	-24.1	4.9	-37.2	-2.7
Aug-22	2.4	9.1	6.0	22.4	-3.5
Sep-22	2.4	0.0	5.3	-11.7	-2.9
Oct-22	2.3	-4.2	4.7	-11.3	-2.3
Nov-22	2.3	0.0	5.1	8.5	-2.7
Dec-22	2.3	0.0	5.1	0.0	-2.8
Jan-23	2.2	-4.3	4.8	-5.9	-2.6
Feb-23	2.1	-4.5	4.0	-16.7	-1.8
Mar-23	2.3	9.5	3.8	-5.0	-1.4
April-23	2.1	-8.7	2.9	-23.7	-0.8
May-23	2.2	4.8	4.3	48.3	-2.1
Jun- 23	2.3	4.5	4.2	-2.3	-1.9

Source: PBS

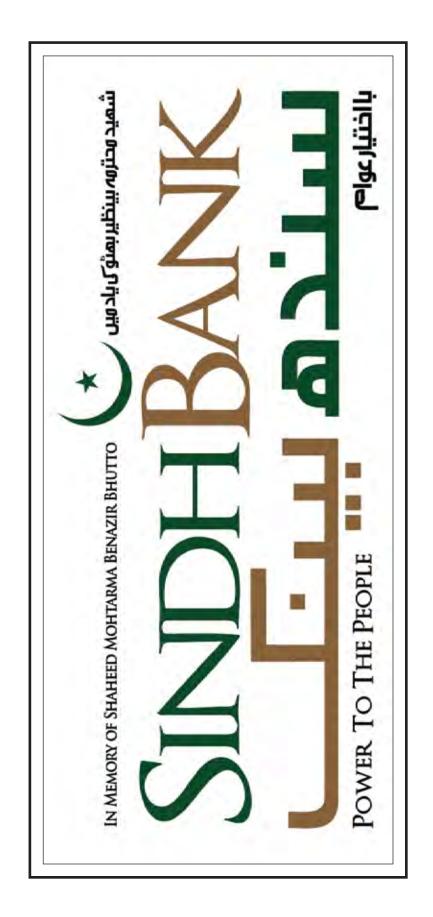






# **PRODUCT-WISE EXPORTS OF PAKISTAN**

	(Value in thousand US\$)						
		2020-2021			2022	2022-:	2023
SL. NO	COMMODITIES	Export	% Share	Export	% Share	Export	% Share
Α.	Food Group	4,393,500	17.4	5,418,604	17.0	5,022,867	18.1
1	Rice	2,041,340	8.1	2,511,417	7.9	2,149,136	7.7
2	Fish & Fish preparations	414,193	1.6	430,654	1.4	496,312	1.8
3	Fruits	479,929	1.9	477,087	1.5	283,378	1.0
4	Vegetables	319,882	1.3	310,130	1.0	300,250	1.1
5	Leguminous Vegetables (Pulses)	4	0.00002	68	0.0002	47	0.0002
6	Tobacco	35,960	0.1	54,384	0.2	63,908	0.2
7	Wheat	-	-	-	-	-	-
8	Spices	92,999	0.4	106,680	0.3	93,599	0.3
9	Oil seeds, Nuts and Kernals	94,149	0.4	192,861	0.6	188,821	0.7
10		0	-	0	-	104,516	0.4
11	Meat and Meat Preparations	333,427	1.3	342,788	1.1	426,708	1.5
12		581,617	2.3	992,535	3.1	916,192	3.3
B.	Textile Group	15,400,142	60.9	19,329,985	60.80	16,501,816	59.5
13		804	0.003	6,577	0.02	13,468	0.05
14		1,016,969	4.0	1,206,838	3.80	844,283	3.0
15		1,921,001	7.6	2,437,875	7.67	2,021,999	7.3
16		65	0.0	1,632	0.01	1,114	0.004
17	Yarn Other Than Cotton Yarn	33,369	0.1	66,188	0.21	45,106	0.2
18		3,816,156	15.1	5,120,973	16.11	4,436,779	16.0
19	Bed wear	2,771,789	11.0	3,292,880	10.36	2,691,648	9.7
20		937,536	3.7	1,111,334	3.50	999,594	3.6
21	Tents, Canvas & Tarpulin	110,387	0.4	110,413	0.35	137,944	0.5
22	, , , , , , , , , , , , , , , , , , , ,	3,032,800	12.0	3,904,658	12.28	3,491,948	12.6
	Art, Silk & Synthetic Textile	370,421	1.5	460,061	1.45	412,289	1.5
24		756,350	3.0	849,120	2.67	692,548	2.5
25		632,495	2.5	761,438	2.40	713,096	2.6
C.	Petroleum Group & Coal	182,303	0.7	333,816	1.05	220,521	0.8
-		106,775	0.4	259,005	0.81	170,252	0.6
27	Petroleum Top Naphta	42,615	0.2	74,810		50,258	0.2
-		32,901 12		-	-	11	0.00004
29 D.	Solid Fuels (Coal) Other Manufactures Group	3,466,063	0.00005	4 104 467	12.91	3,841,146	0.00004
30		74,201	0.3	4,104,467 83,319	0.26	72,769	0.3
31		277,691	1.1	364,899	1.15	404,797	1.5
32	•	161,940	0.6	208,092	0.65	167,615	0.6
33		562,794	2.2	621,081	1.95	577,433	2.1
34		131,889	0.5	156,984	0.49	178,550	0.6
35		428,008	1.7	422,623	1.33	447,440	1.6
	Cutlery	119,267	0.5	95,982	0.30	61,831	0.2
	Onyx Manufactured	6,364	0.03	6,307	0.02	4,275	0.02
	Chemicals and Pharm. Products	1,148,943	4.5	1,569,032	4.94	1,387,026	5.0
	Engineering Goods	226,024	0.9	237,750	0.75	249,798	0.9
$\overline{}$	Gems	6,684	0.03	7,626	0.02	7,508	0.03
	Jewellary	13,731	0.00	14,361	0.05	7,690	0.03
42		5,206	0.02	9,361	0.03	12,529	0.05
	Molasses	84	0.0003	33,505	0.11	23,875	0.1
$\overline{}$	Handicrafts	5	0.00002	0	-	786	0.003
	Cement	267,910	1.1	223,994	0.70	189,875	0.7
	Guar and Guar Products	35,322	0.1	49,549	0.16	47,349	0.2
	All Other Items	1,862,433	7.4	2,604,933	8.19	2,148,559	7.7
	Total	25,304,441	100.0	31,791,804	100.0	27,734,910	100.0









# The Federation of Pakistan Chambers of Commerce & Industry

(The apex body representing Country's Trade, Industry & Service Sectors)



### **ROLE OF FPCCI**

Since its inception, the FPCCI has advocated and voiced the collective opinion, concern and aspiration of the private sector and offered helpful advice and solid assistance to the Government in its efforts to promote exports, encourage foreign investment and stimulate economic activities in the country. The FPCCI has its fingers on the pulse of the economy and serves as a bridge between the private sector and the Government.

The FPCCI is playing an active role in promoting economic activities as well as identifying problems of trade, industry, services, investments, environment and safeguarding the interest of the private sector through constant dialogue with the Government.

## **OFFICE BEARERS OF FPCCI (2022-2023)**

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0	)1	Mr. Irfan Iqbal Sheikh	President		
0	)2	Mr. Muhammad Suleman Chawla	Sr. Vice President		
0	)3	Mr. Shabbir Hassan Mansha	Vice President		
0	)4	Mr. Muhammad Nadeem Qureshi	Vice President		
0	)5	Engr. M. A. Jabbar	Vice President		
0	)6	Mr. Shaukat Ali Omerson	Vice President		
0	)7	Qazi Muhammad Akbar	Vice President		
0	8(	Mr. Umar Masood ur Rehman	Vice President		
0	)9	Mr. Amin Ullah Baig	Vice President		
1	0	Mr. Jamal ud Din	Vice President		
1	1	Ms. Riffat Malik	Vice President		
1	2	Mr. Mohsin Maqbool Sheikh	Vice President		
1	3	Haji Muhammad Yaqoob	Vice President		

## **COMMITTEES / COUNCILS**

The activities of FPCCI are conducted through following Committees / Councils:

- **Executive Committee**
- General Body
- **Business Councils & Joint Chambers of Commerce**
- **Standing Committees**
- Pakistan Shippers Council
- Pakistan National Committees on CACCI, ECO CCI, SAARC CCI, Islamic CCI, D-8 CCI, Commonwealth, SCO Business Council.
- Budget Advisory Council.
- FPCCI Specialized Committee on Budget
- **FPCCI Specialized Committee on CPEC**
- FPCCI Specialized Committee on Broadening of Tax
- FPCCI Specialized Committee on FBR Affairs

## **FOREIGN AFFILIATIONS**

- 1. Confederation of Asia Pacific Chambers of Commerce & Industry (CACCI)
- Islamic Chamber of Commerce, Industry & Agriculture (ICCIA).
- ECO Chamber of Commerce & Industry (ECO CCI)
- SAARC Chamber of Commerce & Industry (SAARC CCI)
- 5. D-8 Chambers of Commerce & Industry (D-8 CCI)
- 6. SCO Business Council

### **MEMBERSHIPS**

FPCCI has under its umbrella, **255 Trade Bodies** (66 Chambers of Commerce and Industry, 26 Women's Chambers of Commerce & Industry, 13 Chambers of Small Traders, 4 Joint Chambers of Commerce & Industry, 146 all Pakistan Associations, representing Industry, Trade and Service sectors).

## **ACTIVITIES**

The FPCCI performs a number of economic activities and functions on National and International level, which are summarized as under:

- Organize general and specialized business & investment delegations to foreign countries.
- Organize Pakistan's participation in international fairs & exhibitions and local exhibitions.
- Maintaining constant liaison with Pakistan Diplomatic Missions and Commercial Sections abroad.
- Exchanging information relating to trade, industry and economy with foreign Chambers and Institutions.
- Encourage and infuse competition among leading exporters of the country by giving the Export Awards every year.
- To encourage economy and socio-economic activities, FPCCI organize Achievement Awards.
- **FPCCI Brand Awards**
- Present Policy advice to the Government.

  Mediating in the resolution of commercial disputes between the Pakistani and foreign businessmen.
- Organize Joint Business Councils meetings with foreign Counterparts. Participate in JMC & JEC. Organize B2B meetings. Conduct Research & Development activities on economic issues.

- 14. Participate in Business & Economic Forums.

## SECRETARIAT

In order to perform the above functions, there is a Secretariat, which has different Departments and Staff. The Secretariat is headed by the Secretary General.

## **CONTACTS**

FPCCI HEAD OFFICE, KARACHI Federation House, Tariq Sayeed Complex, Main Clifton, Karachi, Pakistan Tel: 021-35873691-94 Fax: 021-35874332 E-mail: info@fpcci.org.pk, Web: www.fpcci.org.pk

FPCCI CAPITAL OFFICE, ISLAMABAD G-8/1, Aiwan-e-Sanat-o-Tijarat Road, Mauve Area, Islamabad Tel: (051) 2251891-3, 2289303 Fax: (051) 2251894 Eml: islamabad.capital@fpcci.org.pk

FPCCI REGIONAL OFFICE, LAHORE 22-West Canal Bank Road, Near Tech Society, Lahore Tel: 042-35293411-12, Eml: Lahore.regional@fpcci.zorg.pk

## **FPCCI REGIONAL OFFICE PESHAWAR**

Office No. 4, 2nd Floor, Al-Fatah Medicine Center New Krishanpura, Near Bank of Punjab, Main G. T. Road, Peshawar Tel: 091-9225362-64, Eml: Peshawar.regional@fpcci.org.pk

## **FPCCI REGIONAL OFFICE, QUETTA**

Office No. 7, 2nd Floor, QCCI Building, Zarghoon Road, Quetta Cantt. Eml: quetta.regional@fpcci.org.pk; T. 081-2826472 Cell. 0332-7860717

FPCCI REGIONAL OFFICE, GWADAR
Business Centre Gwadar Free Zone, Pak-China Friendship Road, Gwadar.
Eml: gwadar.regional@fpcci.org.pk, C. 0322-2184859

## **FPCCI REGIONAL OFFICE GILGIT BALTISTAN**

G-8/1, Aiwan-e-Sanat-o-Tijarat Road, Mauve Area, Islamabad T. 051-2251891-3, C. 0321-3784686, Eml: Gilgit.regional@fpcci.org.pk



# The Federation of Pakistan Chambers of Commerce & Industry

## **FPCCI HEAD OFFICE, KARACHI**

Federation House, Tariq Sayeed Complex, Main Clifton, Karachi, Pakistan Tel: 021-35873691-94 Fax: 021-35874332 E-mail: info@fpcci.org.pk, Web: www.fpcci.org.pk

FPCCI CAPITAL OFFICE, ISLAMABAD

Eml: islamabad.capital@fpcci.org.pk

**FPCCI REGIONAL OFFICE, LAHORE** 

Eml: lahore.regional@fpcci.org.pk

**FPCCI REGIONAL OFFICE, PESHAWAR** 

Eml: peshawar.regional@fpcci.org.pk

**FPCCI REGIONAL OFFICE, QUETTA** 

Eml: quetta.regional@fpcci.org.pk

FPCCI REGIONAL OFFICE, GILGIT BALTISTAN

Eml: gilgit.regional@fpcci.org.pk

**FPCCI REGIONAL OFFICE, GWADAR** 

Eml: gwadar.regional@fpcci.org.pk