



# Industrial Bulletin

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## INVESTMENT OPPORTUNITIES IN ENGINEERING SECTOR OF PAKISTAN

Chairman Board of Investment (BOI), Muhammad Azfar Ahsan, visited Engineering Development Board and met with the Chairman Engineering Development Board (EDB), Mr. Almas Hyder and CEO EDB, on 16<sup>th</sup> November, 2021. He was given a briefing on the investment opportunities in the engineering sector in Pakistan. He was informed that engineering goods account for a significant portion of the total global trade. In addition there is a huge domestic market for such goods. This sector has significant potential for investment within the country for exports enhancement and import substitution. Mr. Azfar Ahsan informed that BOI was working towards the promotion of investment in all sectors of economy and enhancement of the country's international competitiveness as well as contribution to economic and social development. He outlined his vision of transforming the interactions with investors through automation. Mr. Almas Hyder stressed that in addition to improving ease of doing business within the country to attract foreign direct investment and facilitate local capacities enhancement, the country needs to work on improving its ranking in the global competitiveness index. This will facilitate Pakistan based companies to compete successfully in the global market. It was also discussed that developed land needs to be made available in all major cities of the country in order to take advantage of local skills and competitive advantages, which will enable external investments as well as allow already formed clusters to expand.



*Muhammad Azfar Ahsan, Chairman Board of Investment (BOI), visited Engineering Development Board and met Mr. Almas Hyder, Chairman EDB and Mr. Raza Abbas Shah, CEO-EDB*

Chairman BOI highly appreciated the steps being taken by EDB for the engineering industry and assured his support in facilitating the local industry as well as attracting investment in these sectors. It was decided that EDB would facilitate a roundtable with the engineering industry shortly in order to provide BOI with a better understanding of issues of this sector, solicitation of proposals, and development of a long term development plan.



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50<sup>th</sup>MEETING OF  
EDB'S BOARD OF  
MANAGEMENT

The 50<sup>th</sup> Meeting of EDB's Board of Management (BoM) was held in Lahore on 17<sup>th</sup> December, 2021 under the chairmanship of Mr. Almas Hyder. CEO EDB briefed the members on each of the agenda item. He provided status update on EDB-PBC MoU which was aimed at developing Pakistan's Engineering Goods and Services sectors on modern lines and promoting exports in a competitive and sustainable manner. He informed that already two studies, on Fans and Surgical Instruments & Medical Devices sectors, have been completed by the teams of EDB/PBC and a third study on increasing competitiveness of Cutlery, Swords, Daggers and Utensils industry has also been initiated.



The Board was informed that after incorporating inputs from around 200 companies (containing around 900 plus products) updated CGO has been drafted. While approving the draft of revised list the Board directed that updation of new products may be made after every six months and overall revision may be made after every three years. The Board was further informed that SRO 693(I)/2006, which relates to auto parts which are localized, was now to be updated biannually as decided by the Government and EDB has forwarded 19 parts for inclusion in SRO-693 for the period ending December 2021 while the next updation will be done by June 2022.

Updating the Board on progress on Electronic Equipment (mobile equipment and accessories) Manufacturing Package, it was informed that in the 1<sup>st</sup> year industry will be localizing packing material which is expected to generate an annual business of Rs.2.68 billion for local vendors. The Board endorsed Mobile Policy localization plan and the Reform Package for Home Appliances for sharing with the stakeholders.

The Board also considered and approved various Human Resource, Administrative and Financial matters of the organization for its smooth functioning. Concluding the meeting, the Chairman and the board members of the Board appreciated the role being played by EDB for facilitating the industry.



Mr. Almas Hyder chairing the 50<sup>th</sup> BoM meeting of EDB in Lahore

## SENATE STANDING COMMITTEE ON INDUSTRIES & PRODUCTION VISITS AUTOMOTIVE MANUFACTURING COMPANIES

Members of the Senate Standing Committee on Industries & Production, accompanied by senior officials from Ministry of Industries & Production and Engineering Development Board visited Toyota Indus Motor and Lucky Motor Corporation on 30<sup>th</sup> November, 2021. The Committee visited different sections of the manufacturing plant and applauded the efforts of Indus Motors and Lucky Motors for establishing state-of-the-art manufacturing facilities within the country which has contributed significantly towards human resource development, employment, technology upgradation, and growth in the

large scale manufacturing sector.

The Committee assured the companies to take up their outstanding matters, like taxes and duties, with the Government in order to facilitate one of the biggest manufacturing sectors of Pakistan. The Committee also appreciated the efforts of EDB in facilitating the engineering industry which is leading to greater localization and thus imports substitution, employment generation, transfer of technology and exports enhancement.





## SAMSUNG STARTS PRODUCTION OF MOBILE PHONES IN PAKISTAN

Mr. Syed Faisal Ali Subzwari, Chairman of the Senate Standing Committee on Industries & Production along with senior officials from Ministry of Industries & Production and Engineering Development Board visited Samsung production unit in Karachi on 30<sup>th</sup> November, 2021. Mr. Subzwari lauded Samsung for setting up its manufacturing plant on modern lines and starting production in a record time. He appreciated the role of EDB in providing a conducive environment, enabling one of the largest mobile phone manufacturers globally to invest and start production in Pakistan, thus creating employment opportunities in the country.



## EDB FELICITATES SAMSUNG FOR STARTING PRODUCTION OF MOBILE PHONES IN PAKISTAN

Engineering Development Board has congratulated Lucky Group and Samsung on entering into a joint venture to manufacture smart phones in Pakistan. This positive development is the evidence of the success of Mobile Device Manufacturing Policy of EDB which promotes local assembly of mobile phones through local and foreign direct investment and joint ventures. During the last calendar year (January to December 2021), the country witnessed robust growth in local production of cellular phones with close of 80% of feature phones, 46% of smart phones and 60% of total phones (smart + feature) being assembled within the country. This is expected to grow further in the current year.



EDB has envisaged that the Mobile Device Manufacturing Policy will not only ensure that the majority of mobile phones will now be made within

the country leading to increased investment and employment, but the sector is also expected to significantly contribute to foreign exchange earnings through exports. As this sector carries immense potential, this joint venture is an



important step realizing the objectives of the policy. The telecom sector is likely to benefit from this development as it may result in more such collaborations. It will also help to enhance competitiveness and the main beneficiary will be the local consumers as local manufacturing is expected to reduce the cost of mobile phones. To further boost the electronics sector, EDB has already started work on preparing appropriate framework for local assembly of tablets, allied equipment and mobile accessories in near future in line with the vision to improve the entire ecosystem and make this the fastest growing sector in terms of employment and exports in the near future.



## 19<sup>th</sup> GENERAL CONFERENCE OF UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATIONS (UNIDO)

Following the UN Secretary-General's call for a "Decade of Action" and as countries all over the world strive to recover from the socioeconomic impact of the coronavirus pandemic, United Nations Industrial Development Organizations (UNIDO) held its 19<sup>th</sup> General Conference from 29<sup>th</sup> November to 3<sup>rd</sup> December, 2021.

The five day Conference was a semi-virtual affair. Many delegates from Member States, other stakeholders and interested parties across the globe joined online. Delegation from Pakistan to participate in the General Conference was headed by H.E. Mr. Aftab Ahmad Khokher, Ambassador/Permanent Representative, Permanent Mission of Pakistan to the International Organizations, Vienna. The delegation comprised of Syed Hassan Mehmood Joint Secretary (IF) - Industries and Production Division, Mr. Nadeem Ahsan, Joint Secretary (LED) - Industries and Production Division, Mr. Raza Abbas Shah, Chief Executive Officer - Engineering Development Board (EDB), Muhammad Alamgir Chaudhery, Chief Executive Officer - National Productivity Organization (NPO) and Mr. Liaquat Ali Warraich - Member Counsellor, Permanent Mission of Pakistan, Vienna, Austria. Most members attended the meeting virtually, however, H.E Mr. Aftab Ahmad Khokher was present physically to represent Pakistan at the UNIDO Conference.

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. UNIDO has three policy making organs including General Conference, Industrial Development Board and Programme & Budget Committee. Pakistan is one of the 170 Members States of UNIDO and has been elected as member of Industrial Development Board for 2022-2025 and Programme and Budget Committee for 2022-2023 of United Nations Industrial Development Organization (UNIDO). Elections were held in Vienna during the General Conference of UNIDO. Gerd Müller, Germany's acting Federal Minister for Economic Cooperation and Development, took office as the new Director General of UNIDO. H.E. Mr. Mohamed Mezghani (Tunisia) was elected the President and HE. Mr. Aftab Ahmad Khokher, was elected as one of the 9 Vice – Presidents of the General Conference.

On behalf of Pakistan, Ambassador Aftab Ahmad Khokher, addressed the 19<sup>th</sup> Session of UNIDO's General Conference, underscoring that UNIDO should lead the global economy through innovative ideas, practical

solutions and result-oriented policy interventions for job creation and poverty alleviation. Ambassador Khokher acknowledged the support of UNIDO for implementing many projects in Pakistan aimed at indigenous capacity building and technical assistance in various sectors. UNIDO has assisted Pakistan for increasing competitiveness of industrial products through testing, monitoring, standardization and certification for conformity



H.E. Ambassador Aftab Ahmad Khokher addressing the 19<sup>th</sup> Session of UNIDO's General Conference

assessment. He appreciated UNIDO's initiative of arranging Global Consultations on circular economy which offers a promising solution to some of the most pressing global challenges, particularly being faced by developing countries like Pakistan.

Ambassador Khokher urged UNIDO to develop a climate strategy to enhance efficiency and effectiveness of its activities related to climate change which poses risks to the implementation of Agenda 2030. However, he emphasized that UNIDO should not lose focus from its core mandate of inclusive and sustainable industrial development.

Earlier, Ambassador Khokher congratulated Dr. Gerd Müller on his appointment as the new Director General of UNIDO. He also conveyed his gratitude to Mr. LI Yong, the outgoing Director General, for effectively steering UNIDO for the last eight years.



## INCLUSIVE AND SUSTAINABLE INDUSTRIAL RECOVERY THROUGH DIGITAL TRANSFORMATION

The session addressed different factors that can determine success in endorsing the twin transition towards the green and the digital economy. These include digital planning and innovation strategies, focusing on trade facilitation, investing in infrastructure and enhancing policy coherence as well as addressing issues of finance from both public and private sources.

There was agreement that in all these processes, priority setting would help focus on fewer challenges, while partnership building between governments, private sector, research organizations and multilateral organizations will be fundamental to securing an enabling environment for developing countries to leverage on the digital and the green economy towards meeting the sustainability targets associated with the 2030 and 2050 agendas. UNIDO stands ready to broker collaboration between its Member States and development partners in ways that reduce fragmentation of development assistance, and by bringing development assistance with impact to the field level.

The General Conference brought together the stakeholders from governments, academia, the private sector and knowledge-based institutions, coming together to discuss the way forward to build a better future for everyone.

## UNIDO TO CREATE A MULTILATERAL INDUSTRIAL POLICY FORUM TO SUPPORT MEMBER STATES

The United Nations Industrial Development Organization (UNIDO) has held a side event titled, "Revival of industrial policy – prospects for establishing a global industrial policy forum for multilateral policy learning and knowledge sharing", during the organization's 19th General Conference. The side event was prompted by the urgent need among countries reviving their industrial policies to share experiences and best-practices, and to promote policy learning. In addition, such a forum responds to the renewed interest in industrial policy, and the prominent role of industrial policy in achieving inclusive and sustainable industrial development.

It has become increasingly clear that the levels of knowledge and the capacities required for successful formulation and implementation of industrial policies in the 21st century have significantly risen. Megatrends such as the impact of the pandemic, climate change, greening of industry, restructuring of global production, and digitalization, impose great challenges, particularly for developing countries with low levels of industrial capabilities.

UNIDO will continue the process towards defining the modalities of the multilateral industrial policy forum, eliciting ideas from Member States and engaging with partner organizations that could help translate these ideas into productive industrial policy action in the Member States.

## SINGAPOREAN COMPANY EXPLORES INVESTMENT OPPORTUNITIES IN PAKISTAN



Headquartered out of Singapore, Mercantile Pacific is one of the leading players in device lifecycle management and distribution services globally. It is a mobile device and electronics manufacturer with more than two decades of experience of global sales across 75 markets. EDB, BOI, and PTA welcomed the investors and ensured full support for doing business in Pakistan. Officials from EDB briefed

them on the incentives for foreign investors in SEZ. Mercantile has been in Pakistan for last two & half years being the sole value added distributor of Apple and the new initiative of Pakistan Government to invest in Pakistan, will further enable them to expand base thereon in ensuing times.

Following are the investment opportunities which Mercantile is interested to explore:

- Setting up of refurbishment/repair/assembling of used smart phones and other gadgets for further distribution in local and foreign market.
- Possible investment in Apple Retail Stores across Pakistan and enhancing after sales service, capabilities and customer experience in the country.
- Exploring investment in start-ups in the digital space.
- Any other business/investment opportunity emerging along the way.



**GM (BDG) -EDB along with senior officials of BoI and PTA addressing the queries of Mercantile Group**





## MECHANIZATION OF AGRICULTURE SECTOR OF PAKISTAN

Agriculture constitutes the 2<sup>nd</sup> largest sector of Pakistan economy after services sector. It contributes about 19.2 percent of Gross Domestic Product (GDP) and accounts for half of employed labor force. It is also the largest source of foreign exchange earnings. More than 60 percent of the population depends on agriculture for its livelihood. Agricultural growth rate has been constrained by shrinking arable land, climate change, water shortages, large-scale population and labor shift from rural to urban areas.

The agriculture sector's performance during 2020-21 was encouraging as it grew by 2.77 percent against the target of 2.8 percent and can further grow reasonably. A comparison with other regional countries shows that the country has tremendous potential to improve its productivity and output.

Countries	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Kazakhstan	5.40	3.20	3.80	0.10	5.90
Bangladesh	2.79	2.97	4.18	3.92	4.60
India	6.80	6.61	2.56	4.32	3.63
<b>Pakistan</b>	<b>0.15</b>	<b>2.18</b>	<b>4.00</b>	<b>0.56</b>	<b>3.31</b>
China	3.28	3.96	3.48	3.09	2.98
Vietnam	1.36	2.90	3.76	2.01	2.69
Azerbaijan	2.60	4.20	4.60	7.27	1.9
Malaysia	-3.65	5.89	0.13	1.95	-2.18
South Korea	-5.63	2.25	0.15	3.94	-3.95

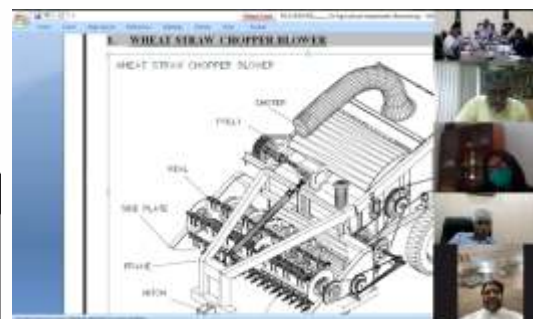
Source: World Bank Data

In order to increase agricultural productivity, exports and to ensure uninterrupted supply of basic food items at affordable prices in the country, the Prime Minister of Pakistan has been pleased to approve an “**Agriculture Transformation Plan (ATP)**” with the objective to enhance national agricultural output and livelihood of farmers. Under this plan key agriculture implements are planned to be provided to farmers at subsidized rates.

Ministry of Industries and Production (MoIP) was assigned lead role under this plan for standardization of the implements. The Ministry, after extensive consultations and feedback from stakeholders, notified a Standards Development Committee (SDC) under the chairmanship of CEO-EDB, comprising of the technical/industry experts to prescribe minimum workable standards.

The committee Terms of Reference included review of the existing standards developed and to prescribe minimum workable specifications for 43 implements prioritized by the MoNFS particularly in the view of Weight, Size and Metallurgy of critical implement parts. Later 16 additional implements were added to his list on the request of various stakeholders taking the total to 59. The specifications on these 59 implements were submitted to the Ministry of Industries & Production.

The Government while appreciating the work done at EDB, directed to develop the same for an additional list of 19 implements. After endorsing the same from EDB's Board of Management, the same has been forwarded to Ministry of Industries & Production. The BoM members appreciated the role of EDB in developing standardized specifications for 78 key agriculture implements, and directed to take up this sector for in-depth study in order to promote development of localized equipment.



Senator Nauman Wazir Khattak and Mr. Sikandar Mustafa Khan, members EDB-BoM along with GM (SDG-EDB) met Prof. Dr. Iqrar Ahmad Khan, VC University of Agriculture Faisalabad

## Visit to Rafique Engineering- Royal Fan

EDB's delegation comprising of Chief Executive Officer, General Manager (BDG) along with team visited Rafique Engineering (Gujrat) on 5<sup>th</sup> October, 2021 for a visit of the plant and meeting with management of Royal Fans. The newly elected Chairman, Pakistan Electric Fan Manufacturers Association (PEFMA) was also present on the occasion. The EDB delegation visited their production facilities and discussed issues being faced by the industry in this sector. During the discussion, the need to focus on simplifying various incentives schemes for exports like DTRE etc were highlighted. The report on Fan Sector jointly prepared by EDB and Pakistan Business Council to "enhance competition of fan sector", also came under discussion and the Chairman PEFMA assured timely feedback on the same for its early finalization and launching.



**CEO –EDB , General Manager (BDG)-EDB and team accompanied by Chairman, Pakistan Electric Fan Manufacturers Association (PEFMA) visited Rafique Engineering (Gujrat)**

## EDB VISITS SURGICAL INSTRUMENTS MANUFACTURERS ASSOCIATION (SIMAP) AND MANUFACTURING UNITS IN SIALKOT

EDB's team visited Surgical Instrument Manufacturers Association (SIMAP), Sialkot on 9<sup>th</sup> November, 2021 to deliberate on the draft report prepared to enhance competitiveness of Surgical Instrument Industry of Pakistan. The said report was a result of a joint study of the sector conducted by EDB and the Pakistan Business Council (PBC). The objective of this visit was to get inputs/feedback from the industry to finalize the report. The meeting was attended by the members of SIMAP, Director Research PBC, General Manager (BDG) EDB and General Manager (SDG) EDB.



**EDB's visit to Surgical Instrument Manufacturers Association (SIMAP)**



**Members of SIMAP, Director Research PBC, General Manager (BDG) EDB and General Manager (SDG) EDB**

Besides this, EDB's team visited M/s. Hilbro International, Sialkot to see their manufacturing processes, product quality and to better understand the issues being faced in exports, especially with reference to the Medical Device Regulations (MDR), which if not complied with, may become an irritant. EDB assured to take up all these matters at concerned forums for implementation once the report is finalized.

## DETERMINATION OF LOCAL MANUFACTURING STATUS OF RTV COATED DISC INSULATORS IMPORTED BY M/S JAFFER BROTHERS LTD.

Jaffer Brothers is a Private Limited company which operates in the areas of agriculture inputs & technologies, information technology, communication and other sectors in Pakistan. It approached Engineering Development Board for determination of Local Manufacturing Status of RTV Coated Disc Insulators (80KN-100KN & 120KN) on 8<sup>th</sup> November, 2021. For this purpose meetings with stakeholders were arranged by EDB, chaired by the CEO-EDB. After confirmations from the existing manufacturers; it was determined that "RTV Coated



Disc Insulators" is being manufactured locally by M/s EMCO Industries Ltd.



## PROGRESSIVE LOCALIZATION OF POWER SECTOR EQUIPMENT

EDB has initiated working on formulation of five to ten years Power Industry Equipment Development/Localization Plan (PIDP) under the National Electricity Policy (NEP)'2021 and Indicative Generation Capacity Expansion Plan (IGCEP)' 2021-30; wherein it has been stated that a multi-pronged approach for indigenization will be adopted, which shall include promoting local content, transfer of technology, and R&D across the value chain of the power equipment sector. This may also include Government to Government and Business to Business agreements, through which the Government or private entities /parties in Pakistan shall promote transfer of technology. Further, steps will be taken to facilitate creation of development funds to support domestic R&D as well as resources needed for augmentation of indigenous capacity.

Ministry of Energy (MoE) under the NEP'2021 is to provide a comprehensive Policy Framework and Roadmap for the production of energy equipment within the country, while EDB's role proposed under this is to prepare a comprehensive Policy Framework for the production of energy equipment within the country.

For the Progressive Localization of Power Industry it is envisaged that the Engineering Development Board (EDB) with assistance of relevant stakeholders shall develop Power Industry Development Plan (PIDP) by December 2022, to enable progressively increasing share of indigenous equipment/components in power sector. PIDP shall identify requisite actions and corresponding timelines on account of incentives, legislation, standardization, certifications, technological up gradations. The targets under PIDP shall be deemed part of this National Electricity Plan and PIDP shall be submitted to Federal Cabinet for approval till 31<sup>st</sup> Dec, 2022.

EDB has initiated consultation process with the concerned stake-holders in power sector including the operators, manufacturers and service providers. Operators of power equipment in the areas of Generation, Transmission and Distribution (i.e. NTDCL, GENCOs, DISCOs) have been requested to share total requirement of power equipment, (being procured locally or imported) and issues being faced in procurement of locally produced power equipments. Whereas, local manufacturers of power equipments (transformers, cables, switchgears, insulators, energy meters, isolators, hardware etc) and EPC/Construction service providers have been requested to provide details of the power equipment being manufactured locally, capabilities, capacities and services being offered. The companies have been requested to identify key policy interventions required to support indigenization in power sector, Excessive/ Redundant regulations, and labor / human resource preparedness to cope up with the projected demand. An initial power equipment requirement is given below, while the details are being compiled with support from GENCOs, NTDCL, DISCOs and industry.



**Online consultative session with stakeholders from power equipment sector chaired by CEO-EDB, along with senior officials of EDB**

### Power Industry Equipment

	Generation	Transmission	Distribution
Boilers	<ul style="list-style-type: none"> <li>For Baggasse based PPs</li> <li>Coal based PPs</li> <li>Combined Cycle PPs</li> </ul>	<ul style="list-style-type: none"> <li>Potential transformers</li> <li>Current transformers</li> <li>Power transformers</li> </ul>	<ul style="list-style-type: none"> <li>Transformer</li> <li>Meter</li> <li>Structure</li> </ul>
Turbines	<ul style="list-style-type: none"> <li>Steam Turbines</li> <li>Gas Turbines</li> <li>Wind turbines</li> <li>Francis, Kaplan, Pelton, etc.</li> </ul>	<ul style="list-style-type: none"> <li>Surge arresters</li> <li>Circuit breakers</li> <li>Switches</li> <li>Protective relays</li> </ul>	<ul style="list-style-type: none"> <li>Pole</li> <li>Insulator</li> <li>Hardware</li> <li>T&amp;P</li> </ul>
Transformers	<ul style="list-style-type: none"> <li>Power transformers</li> <li>Auto Transformers etc.</li> </ul>	<ul style="list-style-type: none"> <li>Lightening arresters</li> <li>Switch gear Equipment</li> </ul>	<ul style="list-style-type: none"> <li>Safety Items</li> <li>Cable</li> </ul>
Solar Technology	<ul style="list-style-type: none"> <li>Solar Panels</li> <li>Inverters</li> <li>Other Related equipments.</li> </ul>		<ul style="list-style-type: none"> <li>Conductor</li> </ul>

## FORMULATION OF NATIONAL PETROCHEMICAL POLICY OF PAKISTAN 2021

EDB has started consultations with concerned stakeholders for formulation of a National Petrochemical Policy. First meeting of the concerned stakeholders in this regard was held on November 15, 2021 which was attended by the representatives from the mid-stream (producers), downstream stake-holders (users), representatives from Academia, Industry Association (OICCI) and service companies (ENAR Petrotech). Representatives from downstream industry who participated in this meeting included Pakistan Plastics Manufacturers Association, PAAPAM, PAMA, PVC Pipes / fitting and other plastic goods, etc.

The stakeholders supported the initiative and proposed maintaining the duty structure on the locally made materials for down-stream industries. Further meetings will also be

held, in particular with downstream industry before finalizing the Policy draft.

The policy initiative has been proposed by petrochemical companies of



CEO-EDB chairing consultative sessions for formulation of a National Petrochemical Policy 2021

mid-stream segment who are manufacturing Poly-vinyl-chloride PVC, Polystyrene PS, Polyethylene Terephthalate PET, Phthalic Anhydride PA, etc. The stakeholders envisage significant investment for the manufacturing of Polyethylene PE, Acrylonitrile Butadiene Styrene ABS, Polypropylene PP, etc as a part of the petrochemical value chain.

### Petrochemical Sector Profile

- Petrochemical sector is the fourth largest sector of the global economy with around \$ 1.7 trillion trade constituting more than 10% share.
- Petrochemical Sector has Global Market size of \$ 5.7 Trillion and forms the fabric of the modern world.
- It is 3<sup>rd</sup> fastest growing sector and converts basic raw materials into more than 70,000 different products, not only for industry but also for all the consumer goods that people rely on in their daily life.
- Chemical Industry of a country is an indicator of the overall economic development and growth potential.
- The recent technological development in this sector especially the synthetic material has made it an important industry of prime focus.
- Petrochemical sector include both industrial and consumer products such as plastics, detergents, solvents, paint thinner, paints, drugs, fertilizer, pesticides, explosives, and synthetic fibers and rubbers, etc.
- This sector also contributes in other industries like

agriculture, pharmaceuticals, textile, power, environment, communications, transport, infrastructure, housing, as well as covers thousands of commercial products like paper, paint, plastic products, soap/detergents, perfumes/fragrances, varnishes, pharmaceutical, dyes etc.

Major Downstream user industries include Construction sector, Auto parts, Home Appliances, Electrical & Electronics, Packaging, Clothing and household items, Furniture, Paint and Varnishes.

### Overview of Pakistan's Petrochemical Sector:

- In Pakistan, Petrochemical Industry is underdeveloped and growing.
- It contributes in the economy in both ways i.e. by substituting the imports to save foreign exchange and by earning foreign exchange with exports.
- Currently it is limited to produce few products including Polyvinylchloride (PVC), Polystyrene (PS), Aromatic and Purified Terephthalic Acid (PTA).
- Few organic chemicals are also being produced locally such as Acetic Acid, Acetone, Formaldehyde, Phenolic Resins, Acrylic Acid and Formic Acid but with limited output quantity.
- Basic petrochemicals products such as Ethylene, propylene etc. are not produced locally.
- Petrochemical base in the country is rudimentary.

### Investment Opportunities in Pakistan:

- Country needs a petrochemical complex to fulfill the requirement of raw materials for Plastics, Detergents, Dyes, paints & Varnishes etc.
- Investment in basic petrochemical industry will gear to produce ethylene, propylene as well as end-products i.e. polyethylene (PE), polypropylene (PP), vinyl chloride monomer (VCM) and mono ethylene glycol (MEG)
- Petroleum Cracker for local production of basic petrochemicals feedstock based on the optional routes; like NAPHTHA (Local & Imported), Natural Gas & Associated gases (Ethane), or Ethanol (Molasses) is needed.

### Impact of proposed Petrochemical Policy:

- Contributing around PKR 170 Billion in national Tax net.
- Availability of essential raw material for sectors such as: textile, construction, automobiles, pharmaceutical, fertilizers, synthetic rubber etc.
- If chemical fibres are sufficiently produced, textile export can be increased by 3 times (>70% of global textile fibre are based on chemical).
- Achieve import substitution of ~\$800m p.a.
- Catalyse growth of SMEs in petrochemical downstream by providing local raw material and technical support
- Contribute Direct taxes of ~Rs. 60b p.a. (Post Exemption period)
- Create direct and indirect employment of ~50,000.





## Visit to Sonex – Kitchenware

CEO-EDB, General Manager (BDG-EDB) along with team visited Sonex – Kitchenware, Gujranwala on 5<sup>th</sup> October, 2021 to discuss the current issues being faced by the industry with reference to exports; kitchenware sector being an important export sector. M/s Sonex Die Cast is the manufacturer of premium non-stick and eco-friendly coating cookware with an extensive sales network within the country since 1960. The company has established a name for itself in the international arena, and is currently exporting to major international markets including U.S.A, Europe and the Middle East.

Director Sonex Die Cast informed about the issues being faced by the company as well as others in the sector, including high duties on raw materials and cumbersome documentation required for availing incentives under various export incentive schemes of the Government. CEO EDB assured to take up the matters at relevant forums within the Government so that this sector could perform to its true potential.



## MEETING ON CRITERIA FOR COMPUTING THE LANDED COST FACTOR IN TERMS OF SRO 827(I)/2001

SRO 827(I)/2001 provides preference to the local manufacturers of engineering goods in comparison to imported similar goods. Clause 4A (1) of SRO entitles public sector enterprises and corporate entities of proper price comparisons of imported goods with locally manufactured products, in case of "Floating of International Tenders" on FOR basis. Whereas, under Clause 4A (2) of the SRO, in case of those international tenders, where the price is quoted on FOB basis the landed cost factor would be determined by a committee with members from Planning Commission (Financial Analyst), representative from Finance Division and nominee of finance section of the public sector enterprise or corporate entity buying the goods.

EDB held a meeting of the above committee on 2<sup>nd</sup> November, 2021 to review the criteria for landed cost factor to incorporate the impact of infrastructure cess of 1.25% imposed by Sindh Government. Besides the committee the meeting was also attended by the representatives from the Crescent Steel & Allied Products, Sui Southern Gas

Company Ltd. (SSGC) and Sui Northern Gas Pipe Line (SNGPL) and after detailed deliberations, a criterion for computation of Landed Cost Factor was revised as given in the table. (continued on next page).



Meeting on Criteria for Computing the Landed Cost Factor chaired by GM (SDG)-EDB

## Meeting on Criteria for Computing the Landed Cost Factor in Terms of SRO 827(I)/2001

S. No.	Cost Components for computing landing cost of imported engineering goods in terms of S.R.O 827 (I)/2001 in Pak Rupees
i.	FOB Value
ii	Sea Freight (Actual quoted by the bidder on the basis of PNSC rates, which shall be announced by the bidder at the time of opening of the bid.
iii	C&F value (i + ii). (CFR value).
iv	Insurance @ 1% of C&F Value given at iii above.
v	CIF (iii+iv).
vi	Handling Charges @ 1% of CIF Value given at v above.
vii	Import Value (v + vi) for the purpose of levying Customs Duty.
viii	Customs Duty at applicable rate, which shall be calculated on the Import value given at vii above.
ix	Duty Paid Value
x	Sales Tax at applicable rate, which shall be calculated on the duty paid value given at ix above.
xi	Duty & Sales Tax paid value (ix + x).
xii	Withholding Tax at applicable rate, which shall be calculated on duty and sales tax paid value given at xi above.
xiii	LC Charges @ 0.25% of FOB Value given at i above.
xiv	Clearing Charges @ 0.25% of C&F Value given at iii above.
xv	SED at applicable rate, which shall be calculated on the import value given at vii above to be taken as nil as it stands withdrawn.
xvi	<b>Provincial Infrastructure Cess (at applicable rate) on %age of import value given at vii</b>
xvii	KPT Wharfage @ Rs.140 per cubic meter or the prevailing rate.
xviii	Cranage Loading & Other Charges @ 0.25% of C&F Value given at iii above.
xix	Inland Transportation Charges from Port to Coating Factory (From Port of final destination in case of products other than pipes, where coating is not required).
xx	Cost of imported engineering goods <b>(xi to xix)</b>
xxi	LESS: Handling charges taken at S. No. vi. (Notional value taken for calculating assessed value for purpose of calculating custom duty, sales tax and withholding tax by the customs authority).
xxii	LESS: Sales Tax taken at x above. (Adjustable as output tax)
xxiii	LESS: With Holding Tax (Adjustable against final assessed tax)
xxiv	Total deductions <b>(xxi + xxii + xxiii)</b>
xxv	Net cost of imported engineering goods <b>(xx minus xxiv)</b>
<p><i>Note: Any other duty / tax/ levy imposed or withdrawn by federal / provincial governments to be incorporated, with the approval of EDB in consultation with the concerned organization(s).</i></p>	



## EDB APPROVES MANUFACTURING CERTIFICATE OF AL-HAJ BUS COMPANY (PVT) LTD

Al-Haj Bus Company, an emerging conglomerate in Pakistan has signed a Memorandum of Understanding (MOU) with Zhong Tong Bus Company of China in October, 2019, for technology transfer & CKD cooperation agreement between the two companies. Following this MOU, Al-Haj will now manufacture various models of Zhong Tong Bus Company in Pakistan.

These will range from luxury busses to city busses and coaches in various sizes and seating capacities.



**GM Policy-EDB at the Ground Breaking of Al-Haj Bus Company (Pvt) Ltd**

Al-Haj Bus Company was awarded Greenfield Status under ADP 2016-21 in April 2020, after which Al-HAJ started work of Bus Manufacturing Plant.

EDB team including General Manager Policy visited the premises for physical verification of Ground Breaking in June 2020. The company signed Investment Agreement with

Ministry of Industries and Production in July 2020. Engineering Development Board-Ministry of Industries &



Production after verification has issued certification of in-house assembling /manufacturing facilities to AL-Hajj Bus Company (Pvt.) Ltd. qualifying to assemble/ manufacture Zhongtong Bus in Pakistan. EDB team was given a detailed tour of the facilities. They appreciated the efforts made by Al-Haj Bus Company (Pvt.) Ltd. for incorporating industries best practices and technologies in their state-of-the-art assembly plant.

Apart from Al-Hajj Bus Company M/s JW Foton has also been granted Greenfield Status under Auto Development



Policy for manufacturing of Forland light trucks, M/s Khalid and Khalid (Shacman), M/s Dysin Automobiles (Sinotruck) and M/s Universal Motors (Higher Bus) are the major new entrants in HCV segment and are expected to start local manufacturing during 2022.

# PAKISTAN CUTLERY & STAINLESS UTENSILS MANUFACTURERS AND EXPORTERS ASSOCIATION

Wazirabad City is situated in the North of Lahore in the Center of the industrial triangle comprising Gujranwala, Saialkot and Gujrat. There is high concentration of Small-Scale Metal/light Engineering industrial units, mainly concentrated at its suburb areas. The Cutlery Sector is an important one in the country due to its quality products that are competing international products of the same category. The industry structure reflects that it is purely SME in nature. The majority of this industry is situated in the locality of Wazirabad, Nizamabad and Allahabad in Gujarawala District. This Association is registered with the Ministry of



Commerce Govt. of Pakistan Islamabad and affiliated with the Federation of Pakistan Chamber of Commerce & Industry Karachi. This Association represents Cutlery i.e. Hunting Knives, Pocket Knives, Kitchen Knives, Daggers, and Swords .Table Cutlery i.e. Rice Spoons, Tea Spoons and Forks etc.



## Valuable Products

- Professional Kitchen Knives
- Stainless Steel Flatware
- Kitchen Gadgets and Tools
- Kitchen and Utensils
- Hunting and Pocket Knives
- Swords and Daggers made of Stainless Steel
- Swords and Daggers made of Damascus Steel

## Employment & Exports

There are approximately 500 units present in this region and about half of them are registered with the Pakistan Cutlery & Stainless Utensils Manufacturers & Exporters Association Wazirabad. About 25,000 people are associated directly or indirectly with this sector. An Annual Export of Cutlery product is approximately USD 90 Million, with significant local sales also.

## Major Exporting Countries

Products are exported to the following Countries

- |                            |                |
|----------------------------|----------------|
| ➤ Netherland               | ➤ Germany      |
| ➤ United States of America | ➤ France       |
| ➤ Belgium                  | ➤ Sweden       |
| ➤ Italy                    | ➤ Iran         |
| ➤ United Kingdom           | ➤ Afghanistan  |
| ➤ United Arab Emirates     | ➤ Sri Lanka    |
| ➤ Canada                   | ➤ South Africa |





## Exports Figures of Cutlery Sector

HS Code	Description	Exports (US \$ Million) 2018-2019	Exports (US \$ Million) 2019-2020	Exports (US \$ Million) 2020-2021
<b>Kitchen Ware Cutlery</b>				
8215	Spoons, Forks, ladles, skimmers, cake-servers, fish-knives, butcher-knives, sugar tongs and similar kitchen or tableware	2.22	1.98	2
<b>Non Kitchen Ware Cutlery</b>				
8211	Knives and cutting blades, serrated or not (including pruning knives), other than knives of heading 82.08, and blades thereof.	13.054	25	40
8212	Razor and razor blades.	19.323	17	18
8213	Scissors, tailors shears and similar shears, and blades thereof.	8.24	11	15
8214	others articles of cutlery (hair clippers, butchers or kitchen cleavers, choppers and mincing knives, paper knives); manicure or pedicure sets and instruments (including nail files)	51.98	58	67
9307	swords, cutlasses, bayonets, lances and similar arms and parts thereof and sheathes thereof.	0.58	0.4	0.42
<b>Total Exports</b>		<b>95.397</b>	<b>113.38</b>	<b>142.42</b>

## EDB Facilitation to Boost Exports of Cutlery

Engineering Development Board and Pakistan Business Council, under an MOU to collaborate for the development of



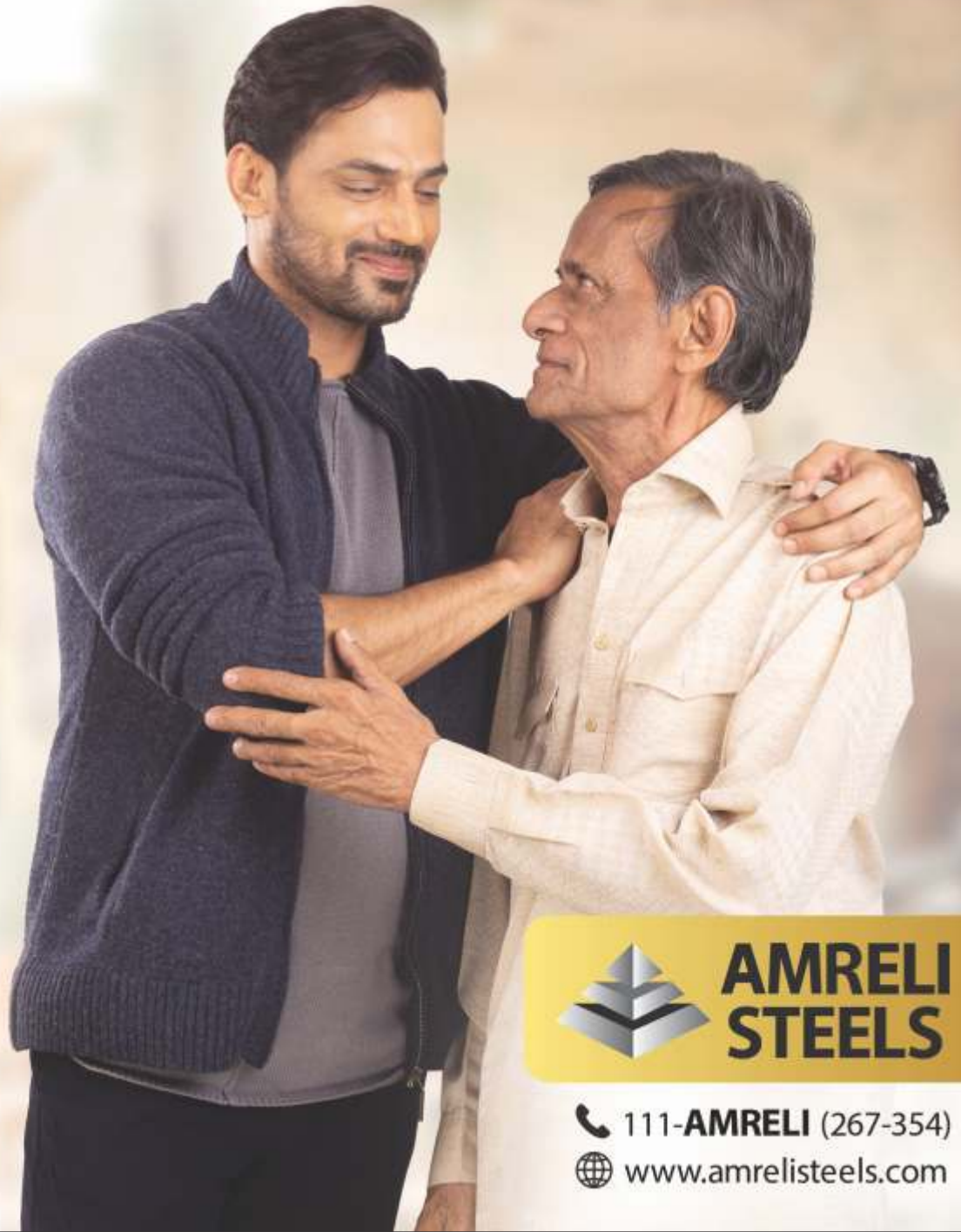
engineering goods and services sectors, have initiated a study to enhance the competitiveness of Pakistan Cutlery & Stainless Utensils Industry. In this regard the EDB and PBC teams held a meeting with Pakistan Cutlery & Stainless Utensils Manufacturers & Exporters Association in Wazirabad from 19<sup>th</sup> to 23<sup>rd</sup> December, 2021 to collect basic industry information for this study. A Working Group, comprising all stakeholders, was constituted for the said study. It was informed that the study, once completed, will be shared with corresponding parties including commercial counselors overseas for promotion of Pakistan's Cutlery products.

During the discussion, members of the Association stated that they are making efforts to enhance the exports of Cutlery and Kitchen Wares products and to minimize imports of the local needs of national market. The Association informed that presently the sector is receiving lower duty drawback rates as compared to other sectors, which requires to be enhanced in order to increase exports. The Association also informed that cargo rates for them were also on the higher side as compared to other sectors. The members of the association also desired to participate in trade delegations to other countries and in various exhibitions in the target



**GM (BDG) –EDB and DM(BDG)-EDB along with senior officials from PBC welcomed by Pakistan Cutlery & Stainless Utensils Manufacturers & Exporters Association in Wazirabad**

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## Manufacturing in the Digital Age

We use the power of the global market place to develop the highest quality product, industrial tools & machinery at the lowest possible prices, all while ensuring fast delivery.

This gives our company the edge by ensuring you have the product you need, when you need it-and more importantly allows you to use our product at an effective & affordable cost.

## Research & Development Department

**Sabro R&D department** was established in **1986**. The sole purpose of establishing R & D Department was to develop the products which benefit our customers. By encouraging research activities, the quality of the products was improved further and the product lines were broadened. Sabro believes in quality and quality can only be achieved by continuous improvement. Every effort is directed towards making high quality products which are reliable, safe and user friendly. At Sabro, Precision Test & Balance Lab engages in testing & balancing of HVAC Systems under supervision of professional engineers who are devoted, dedicated, determined & enthusiastic..

The R&D arm approaches these activities while keeping vigilant eyes on both customers' needs & what it takes to satisfy them. Simply stated, our efforts to develop fundamental technologies are directed towards customer needs. **Sabro's R&D Department has two top priorities:**

- Researching and developing basic technologies that can be used to create future business opportunities.
- Researching and developing new technologies that can be utilized to further expand current business opportunities.

**2016:** Research and development of precision design draw-through floor standing units.

**2017:** Research and development of precision cabinets for solar based power generation erect.

**2018:** Research and development of energy efficient De Humidifiers with Desiccant rotor technology..

**2019/20:** Research and Development of energy efficient Air Cooled/Water Cooled Screw/Centrifugal Chillers..

**2020/21:** Research & Development of **Plasma Air Sterilizers against COVID-19..**

## LATEST ACHIEVEMENTS

- Sabro has introduced **1st DC INVERTER TECHNOLOGY BASED COMMERCIAL AIR-CONDITIONING** System in Pakistan.
- Sabro has introduced **1st DESICCANT ROTOR BASED DE-HUMIDIFICATION** System in Pakistan.

## Right Solutions At Right Time

In a highly competitive environment besides innovative technology; we create right solution at the right time to adapt to different situation.

## Just Tell Us What You Need Us to Make

### WE'LL MAKE IT!

**ANYTHING! FROM BASIC AIR CONDITIONING TO THE MOST COMPLEX CUSTOMIZED HVAC SOLUTIONS!**





**Desiccant De-Humidifier**



**DC-Inverter Systems**



## National Sales Net-work

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## Export Market



## COMPLETE HVAC SOLUTIONS (Standardized+Customized+Specialized)



## Product-Line with DC INVERTER Technology

- ASC DC Inverter Models
- ASU DC Inverter Models
- AWC DC Inverter Models
- WWC DC Inverter Models
- WCP DC Inverter Models
- AHU DC Inverter Models

## List of 2-3 Wheeler EV Manufacturers approved by EDB

S. No.	Name of OEM	Vehicle/ Model
01	M/s Jolta Electric (Pvt) Ltd., Lahore	Jolta JE - 50D (Electric Motorcycle)
		Jolta JE - 50L (Electric Motorcycle)
		Jolta JE - 70D (Electric Motorcycle)
		Jolta JE - 70L (Electric Motorcycle)
		Jolta JE - 100L (Electric Motorcycle)
		Jolta JE -125L (Electric Motorcycle)
02	M/s Sazgar Engineering Works Ltd., Lahore	Sazgar Mini Cab Electric Auto Rickshaw
		Sazgar Mini Cab Swappable Electric Auto Rickshaw
		Sazgar Tempo 3 - Wheeler Electric Loader
03	M/s Plum Qingqi Motors Ltd., Lahore	Qingqi QM-70 (Electric Motorcycle)
04	M/s La He Trading International (Pvt) Ltd., Faisalabad	Yuan Jun 2 - Wheeler (Electric Motorcycle)
05	M/s Elite Auto Industry (Pvt) Ltd., Karachi	Elite Sawari EAI-2KW (Electric Motorcycle)
		Elite Sawari EAI-3KW (Electric Motorcycle)
06	M/s Treet Holding Ltd., Lahore	Treet Voltaic TV-70 Electric Motorcycle





# PRODUCTION FIGURES

## CARS / LCVs / HCVs (ACTIVE UNITS)



S. No.	Manufacturer / Assembler	2018-19	2019-20	2020-21	2021-22 (July-Dec)
1	M/s Pak Suzuki Motor Company Limited, Karachi	132,166	64,240	87,723	67,394
2	M/s Indus Motor Company Ltd., Karachi	65,336	28,518	59,187	36,120
3	M/s Honda Atlas Cars (Pakistan) Limited, Lahore	45,098	15,672	28,862	19,345
4	M/s Hinopak Motors Limited, Karachi	2,190	1,296	801	510
5	M/s Ghandhara Nissan Ltd., Karachi	468	431	989	612
6	M/s Ghandhara Industries Ltd., Karachi	3,717	2,027	2,148	1,939
7	M/s Master Motor Corporation, Karachi	1,255	368	1,048	538
8	M/s Afzal Motors (Pvt) Limited, Karachi	193	83	81	45
9	M/s Daewoo Pak Motors (Pvt) Ltd, Karachi	-	-	-	21
10	M/s P M Auto Industries, Karachi	1	2	0	0
11	M/s Al -Hajj Faw Motors, Karachi	2,817	1,131	2,082	1,120
12	M/s Fuso Master Motors (Pvt) Ltd, Karachi	304	100	439	406
13	M/s Ghandhara DF (Pvt) Ltd, Karachi	614	235	133	66
14	M/s Regal Automobile Industries Ltd, Lahore	159	517	3,553	3,198
15	M/s United Motors (Pvt) Ltd, Lahore	1,305	330	408	169
16	M/s Foton JW Auto Park (Pvt) Ltd, Lahore	565	483	1,351	718
17	M/s Master Motors Limited	299	1,735	7,076	10,168
18	M/s Kia Lucky Motors Pakistan Ltd, Karachi	0	7,974	22,508	10,500
19	M/s Hyundai Nishat Motor (Pvt) Ltd, Lahore	0	703	5,818	4,566
20	M/s Sazgar Engineering Works Ltd, Lahore	0	0	-	49
21	M/s Al -Haj Automotive, Karachi	0	0	0	234
<b>Total:</b>		<b>256,487</b>	<b>125,845</b>	<b>224,207</b>	<b>157,718</b>

# MODEL WISE CAR PRICES

Cars Prices Trend (June 2021, July 2021, December 2021 & January 2022)

\$ Rate in June-21	\$ Rate in July-21	\$ Rate in December-21	\$ Rate in January-22
1\$= 157.68	1\$= 162.43	1\$= 177.89	1\$= 177.46

## PAK SUZUKI MOTOR COMPANY LTD

Models	Jun-21	Jul-21	Dec-21	Jan-22
Alto 660 VX	1,198,000	1,113,000	1,274,000	1,306,000
Alto 660 VXR	1,433,000	1,335,000	1,508,000	1,546,000
Alto 660 VXL	1,633,000	1,521,000	1,704,000	1,747,000
Wagon-R VXR	1,640,000	1,530,000	1,760,000	1,877,000
Wagon-R VXL	1,730,000	1,610,000	1,852,000	1,975,000
Wagon-R AGS	1,890,000	1,760,000	2,024,000	2,158,000
Cultus VXR Euro II	1,780,000	1,655,000	1,904,000	2,030,000
Cultus VXL	1,970,000	1,830,000	2,105,000	2,244,000
Cultus AGS	2,130,000	1,975,000	2,272,000	2,422,000
Swift AT Navi	2,210,000	2,148,000	Disc	Disc
Swift DLX Navi	2,030,000	1,972,000	Disc	Disc
Bolan (800 cc)	1,134,000	1,049,000	1,149,000	1,178,000

[www.paksuzuki.com.pk](http://www.paksuzuki.com.pk)



## INDUS MOTOR COMPANY LTD

Models	Jun-21	Jul-21	Dec-21	Jan-22
Corolla MT 1.6	3,219,000	3,109,000	3,299,000	3,380,000
Corolla AT 1.6	3,369,000	3,249,000	3,449,000	3,534,000
Corolla AT 1.6 SE	3,699,000	3,599,000	3,799,000	3,892,000
Corolla X Altis CVT-i 1.8	3,699,000	3,579,000	3,779,000	3,872,000
Corolla X Altis Grande CVT-i 1.8 (Beige Interior)	3,979,000	3,869,000	4,079,000	4,179,000



Corolla X Altis Grande CVT-i 1.8 (Black Interior)	3,999,000	3,889,000	4,099,000	4,199,000
Yaris GLI (1.3) GLI MT	2,509,000	2,409,000	2,549,000	2,612,000
Yaris GLI (1.3) GLI CVT	2,689,000	2,589,000	2,749,000	2,817,000
Yaris ATIV (1.3) MT	2,619,000	2,519,000	2,679,000	2,745,000
Yaris ATIV (1.3) CVT	2,769,000	2,669,000	2,849,000	2,919,000
Yaris ATIV X (1.5) MT	2,829,000	2,719,000	2,899,000	2,970,000
Yaris ATIV X (1.5) CVT	2,999,000	2,899,000	3,099,000	3,175,000
Hilux 4x2	3,889,000	3,819,000	4,019,000	4,049,000
Hilux 4x2 S/C UPSPEC	3,919,000	3,849,000	4,049,000	4,079,000
Hilux Deckless	3,639,000	3,569,000	3,769,000	3,799,000
Hilux 4x4	-	-	-	5,469,000
Hilux E	5,959,000	5,859,000	6,149,000	6,249,000
Hilux 4x4 D/C REVO G MT	6,549,000	6,429,000	6,759,000	6,947,000
Hilux 4x4 D/C REVO G AT	6,899,000	6,779,000	7,109,000	7,306,000
Hilux 4x4 D/C REVO V AT	7,499,000	7,379,000	7,779,000	8,032,000
Hilux 4x4 D/C REVO ROCCO	-	-	-	8,472,000
FORTUNER SIGMA 4 (4X4 Hi)	9,649,000	9,269,000	9,849,000	10,392,000
FORTUNER V (4X4 Hi)	9,299,000	8,899,000	9,399,000	9,941,000
FORTUNER G (4X2 Std)	7,999,000	7,649,000	8,149,000	8,569,000
FORTUNER Legender (4X4 Diesel)	-	-	-	10,842,000

[www.toyota-indus.com](http://www.toyota-indus.com)



## HONDA CARS PAKISTAN MOTORS COMPANY



Models	Jun-21	Jul-21	Dec-21	Jan-22
Civic i-VTEC (1.8)	3,729,000	3,614,000	3,979,000	4,079,000
Civic i-VTEC Oriel (1.8)	3,979,000	3,864,000	4,259,000	4,366,000
Civic 1.5 RS Turbo	4,699,000	4,564,000	5,049,000	5,175,000
Honda City 1.2 MT	-	2,599,000	2,729,000	2,729,000
Honda City 1.2 CVT	-	2,769,000	2,949,000	2,949,000
Honda City 1.5 CVT	-	2,899,000	3,069,000	3,146,000
Honda City Aspire 1.5 MT	-	3,019,000	3,199,000	3,279,000
Honda City Aspire 1.5 CVT	-	3,189,000	3,369,000	3,454,000
BRV i-VTEC S	3,479,000	3,374,000	3,599,000	3,689,000

[www.honda.com.pk](http://www.honda.com.pk)

## UNITED MOTORS

Models	Jun-21	Jul-21	Dec-21	Jan-22
United Bravo (800 cc)	1,099,000	1,030,000	1,149,000	1,149,000
United Alpha (1000 cc)	1,395,000	1,259,000	1,399,000	1,399,000

[www.unitedcars.com.pk](http://www.unitedcars.com.pk)

## AL-HAJJ FAW MOTORS

Models	Jun-21	Jul-21	Dec-21	Jan-22
Faw V2	1,609,000	1,609,000	1,609,000	1,609,000
Faw Van X-PV	1,265,000	1,265,000	1,265,000	1,265,000

[www.alhajfaw.com](http://www.alhajfaw.com)

## AL-HAJJ AUTOMOTIVE

Models	Jun-21	Jul-21	Dec-21	Jan-22
Saga MT	-	-	2,149,000	2,149,000
Saga AT	-	-	2,299,000	2,299,000
Saga Ace	-	-	2,399,000	2,399,000
Proton X70 Executive AWD	-	-	4,590,000	4,590,000
Proton X70 Premium FWD	-	-	4,890,000	4,890,000

[www.proton.com.pk](http://www.proton.com.pk)



## REGAL AUTOMOBILE LTD

Models	Jun-21	Jul-21	Dec-21	Jan-22
Prince (Pearl)	1,199,000	1,113,000	1,299,000	1,334,000
Glory 580 1.5 CVT Turbo	4,299,000	4,229,000	4,384,000	4,649,000
Glory 580 1.8 CVT	4,449,000	4,379,000	4,534,000	4,800,000
Glory 580 Pro 1.5T	4,699,000	4,610,000	4,765,000	5,040,000

[www.regalautomobiles.com](http://www.regalautomobiles.com)

## LUCKY MOTOR CORPORATION

Models	Jun-21	Jul-21	Dec-21	Jan-22
Picanto 1.0 (MT)	1,899,000	1,781,000	2,050,000	2,186,000
Picanto 1.0 (AT)	2,049,000	1,922,000	2,150,000	2,292,000
Sportage 2.0 Alpha	4,399,000	4,294,000	4,650,000	4,764,000
Sportage 2.0 (FWD)	4,899,000	4,782,000	5,150,000	5,276,000
Sportage 2.0 (AWD)	5,399,000	5,270,000	5,650,000	5,788,000
Sorento 2.4 (FWD)	6,999,000	6,836,000	6,836,000	6,836,000
Sorento 2.4 (AWD)	7,999,000	7,812,000	7,812,000	7,499,000
Sorento 3.5 (FWD)	8,399,000	8,203,000	8,203,000	7,499,000
Stonic Ex	-	-	3,660,000	3,750,000
Stonic Ex +	-	-	3,880,000	3,975,000

[www.kia-luckymotorcorp.com](http://www.kia-luckymotorcorp.com)

## MASTER CHANGAN MOTOR

Models	Jun-21	Jul-21	Dec-21	Jan-22
Alsvin 1.3 Comfort MT	2,199,000	2,149,000	2,424,000	2,489,000
Alsvin 1.5 Comfort DCT	2,450,000	2,399,000	2,674,000	2,744,000
Alsvin 1.5 Lumiere	2,650,000	2,589,000	2,864,000	2,939,000
Karvaan MPV	1,490,000	1,399,000	1,674,000	1,794,000
Karvaan MPV Plus	1,640,000	1,539,000	1,814,000	1,944,000

[www.changan.com.pk](http://www.changan.com.pk)

## HYUNDAI NISHAT

Models	Jun-21	Jul-21	Dec-21	Jan-22
Tucson 2.0 FWD A/T	5,099,000	4,979,000	5,179,000	5,549,000
Tucson 2.0 AWD A/T	5,599,000	5,469,000	5,669,000	5,999,000
Elantra 2.0 A/T	4,049,000	3,899,000	3,999,000	4,399,000
Sonata 2.0 A/T	-	6,399,000	6,499,000	6,859,000
Sonata 2.5 A/T	-	7,099,000	-	7,749,000

[www.hyundai-nishat.com](http://www.hyundai-nishat.com)

## SAZGAR ENGINEERING

Models	Jun-21	Jul-21	Dec-21	Jan-22
Sazgar BAIC BJ40L	-	-	-	7,685,000
Sazgar BAIC D20 1332cc M/T	-	-	-	-
Sazgar BAIC D20 1499cc A/T	-	-	-	-
Sazgar BAIC X25 M/T	-	-	-	2,550,000
Sazgar BAIC X25 A/T	-	-	-	2,850,000

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# EXPORTS

## TOP 15 ITEMS OF ENGINEERING SECTOR

ITEMS	EXPORTS	
	Jul-Sep 2020-21	Jul - Sep 2021-22
COPPER AND ARTICLES THEREOF	113.27	199.02
OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS, PARTS AND ACCESSORIES	106.76	99.06
ALUMINIUM AND ARTICLE THEREOF	18.00	41.31
TOOLS, IMPLEMENTS, CUTLERY, PARTS THEREOF	31.64	30.71
IRON AND STEEL	25.52	24.62
MACHINERY/ COMPONENTS	22.35	18.03
VEHICLES OTHER THAN RAILWAY, ROLLING STOCK	13.58	17.81
ARTICLES OF IRON AND STEEL	10.53	15.54
ELECTRICAL MACHINERY, EQUIP, PARTS	11.60	15.45
LEAD AND ARTICLES THEREOF	1.52	5.90
FURNITURE, BEDDING, MATTRESSES, LAMPS AND LIGHT FITTINGS, ILLUMINATED NAME PLATES, PREFABRICATED BUILDINGS	1.99	1.86
ZINC AND ARTICLES THEREOF	0.66	1.18
MUSICAL INSTRUMENTS, PARTS AND ACCESSORIES	0.89	0.96
MISC. ARTICLES OF BASE METALS	0.40	0.94
ARMS & AMMUNITION, PARTS AND ACCESSORIES	1.02	0.81

Million US \$

Year 2021-22; 1 USD = 168.05 PKR

Year 2020-21; 1 USD = 165.85 PKR

Source: Federal Bureau of Statistics

### Remote Coaching Program of **PUM** THE NETHERLANDS (Senior Volunteer Experts)

EDB had entered into an agreement for extending free PUM expert services to the engineering industry and now plans to diversify the activities.

PUM provides help in response to specified requests, works directly and cost effectively without any consultancy fee for short and intensive projects.

During the current corona crisis, PUM experts continue to support entrepreneurs and collaborate with partners through remote coaching and webinars. Remote Coaching is location-independent which means all the work is done online. It is an alternative offered in individual, specific instances. It offers you the opportunity to tap into the knowledge and expertise of senior experts by using (Skype, mail, telephone).

#### What are the criteria?

- You have been in business for at least 2 years
- Your number of staff/employees is between 10 and 250
- Over 50% of ownership of your company is in local hands
- You are available during the agreed period and committed to the work plan
- Your English (or French or Spanish) language skills are good; alternatively you can organize an interpreter who knows your company
- You have formulated clear goals and priorities
- Your internet connection is reasonably good and stable
- You have access to a computer, a monitor and ideally also a printer

#### Interested in Remote Coaching?

If you are interested in remote coaching, contact the PUM representative at EDB, Mrs. Raazia Shakir, General Manager (BDG).

Contact Details: ☎ 92 - 51-9204817 / 92 - 51-9207174

✉ raazia@edb.gov.pk



# TOP 15 COUNTRIES OF ENGINEERING SECTOR

(Based on Cumulative Figures Jul-Sep 2021-22 )

Million US \$

COUNTRY	EXPORTS	
	July 2020-21	July 2021-22
China	115.09	225.96
U.S.America	42.11	43.08
United Arab Emirates	24.54	28.47
Germany	20.80	20.56
United Kingdom	13.88	13.85
Afghanistan	28.64	12.36
Australia	5.60	10.57
Korea, Republic of	2.57	8.69
Canada	2.02	8.17
Italy	4.97	5.79
Nigeria	1.66	5.17
Saudi Arabia	6.75	4.67
Qatar	2.79	4.28
France	6.04	4.04
Brazil	3.80	3.99

Year: 2021-22 1 USD = 168.05 PKR

Year: 2020-20 1 USD = 165.85PKR

Source: Federal Bureau of Statistics

## EXPORTS

### REGION WISE EXPORTS OF ENGINEERING SECTOR (SUMMARY)

Million US \$

REGION	JUL-SEP 2020-21	JUL-SEP 2021-22
	VALUE	VALUE
AFRICA	18	21
AMERICA (Continent)	54	62
ASIA	212	311
ASIA-PACIFIC ECONOMIC COOPERATION (APEC)	187	312
ASIA-PACIFIC TRADE AGREEMENT (APTA)	124	240
ASSOCIATION OF SOUTH-EAST ASIAN NATIONS (ASEAN)	7	5
CENTRAL ASIAN REPUBLICS	-	-
COMMONWEALTH OF INDEPENDENT STATES (CIS)	3	3
DEVELOPED MARKET ECONOMIES	114	122
DEVELOPING MARKET ECONOMIES	235	341
ECONOMIC COOPERATION ORGANIZATION (ECO)	32	16
EUROPE	68	64

EUROPEAN UNION (EU 25)	63	59
G7 (Group of Seven Countries)	94	98
MIDDLE EAST	45	49
NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)	47	54
ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES (OPEC)	39	45
ORGANIZATION OF THE ISLAMIC CONFERENCE (OIC)	87	78
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (S AARC)	6	5

Year : 2021-22 1 USD = 168.05 PKR

Year : 2020-20 1 USD = 165.85PKR

Source: Federal Bureau of Statistics

## PROVISIONAL FIGURES OF EXPORTS/IMPORTS & BALANCE OF TRADE FOR SUMMARY SEP, 2021

(Rupees in Millions)  
(U.S. Dollar in Millions)

Series	* September, 2021		* August, 2021		% Change in September, 2021 over August, 2021	
	Rs.	\$ (1 \$= Rs. 168.056)	Rs.	\$ (1 \$= Rs. 164.099)	Rs.	\$
Exports	404,949	2,410	368,814	2,247	9.80	7.25
Imports	1,108,318	6,595	1,079,268	6,577	2.69	0.27
Balance of Trade (Trade Deficit)	-703,369	-4,185	-710,454	-4,330	-1.00	-3.35

Series	* September, 2021		September, 2020		% Change in September, 2021 over September, 2020	
	Rs.	\$ (1 \$= Rs. 168.056)	Rs.	\$ (1 \$= Rs. 165.854)	Rs.	\$
Exports	404,949	2,410	313,019	1,887	29.37	27.72
Imports	1,108,318	6,595	712,600	4,297	55.53	53.48
Balance of Trade (Trade Deficit)	-703,369	-4,185	-399,581	-2,410	76.03	73.65

Series	* Jul- September, 2021		Jul-September, 2020		% Change in Jul- September, 2021 over Jul-September, 2020	
	Rs.	\$	Rs.	\$	Rs.	\$
Exports	1,147,175	6,997	912,274	5,472	25.75	27.87
Imports	3,077,368	18,747	1,881,327	11,286	63.57	66.11
Balance of Trade (Trade Deficit)	-1,930,193	-11,750	-969,53	-5,814	99.18	102.10

### NOTE:-

- \* Provisional figures based on figures provided by the Director (R&S) FBR, Islamabad
- Rupee value converted into US Dollar on the basis of monthly Bank's Floating Average exchange rate provided by S.B.P. September, 2021 (1\$ = Rs. 168.056740), August, 2021 (1\$=Rs. 164.099741) and September, 2020 (1 \$ = Rs.165.854091)
- Due to rounding effects some totals and percentages may not tally.

Source: Federal Bureau of Statistics



## LIST OF MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA STATUS AS ON DECEMBER 2021

S.No	Company Name	Address
1	Young Tech Private Limited	Plot No 3, Street No W-4, Main Street, RCCI Industrial Estate, Rawat, Rawalpindi, Pakistan
2	A.S Telecom Private Limited	Plot B-18/32 Sector 6-F Mehran Town, Korangi, Karachi, Pakistan
3	Pole Communication Technology Pvt. Ltd	Main Water Land Park, Saggian Bypass Road, Nain Sukh, Lahore, Pakistan
4	Bazz Mobile Technologies Pvt Ltd	1.5 KM Defence Road Bhotatian Chowk, Raiwind Road, Lahore, Pakistan
5	Bellco Trading Company Pvt. Ltd	Khewat No. 25, 844 & 1649, Khatooni No. 373 To 374, 1111 & 2048, Khas, Khasra No 605 Min, 825 Min And 605/1 Min Mouza Raiwind, Iqbal Town, Lahore, Pakistan
6	Digicom Trading (Private) Limited	Plot No. GA29 and GA30, Street 4/1, Sector 23, Korangi Creek Industrial Park, Korangi Cantt, Karachi
7	G-Five Mobile Private Limited	12-KM Sheikhpura Road, Jamal Town, Kot Abdul Malik, Lahore, Pakistan
8	Coastal Jade Technology (Pvt.) Ltd.	Plot No.A-19 & A-20, Phase-IA, M-3 Industrial City, Faisalabad, Pakistan
9	Rawdas (Pvt.) Ltd.	Plot No. A/77-A, Manghopir Road, S.I.T.E. Area, Karachi, Pakistan
10	TranssionTecno Electronics (Pvt.) Ltd.	Plot No 21, Sector 24, Korangi Industrial Area, Karachi, Pakistan
11	TranssionTecno Electronics (Pvt.) Ltd.	Plot No 36, Sector 24, Korangi Industrial Area, Karachi, Pakistan
12	Inovi Telecom (Pvt.) Ltd.	Plot No 3, Sector 15, Main Korangi Industrial Area, Karachi, Pakistan
13	Infocom Gadgets Pvt Ltd	22 KM, Ferozepur Road, Plot 3/A, Street 3, Gajjumata stop, Near Nadir Chowk, Lahore
14	Deploy Private Limited	Plot B-8, 31/G Mehran Town, Karachi, Pakistan
15	Airlink Communication Limited	152-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore, Pakistan
16	Premier Code Private Limited	Plot 64, Sector 7-A, Korangi Industrial Area, Karachi, Pakistan
17	Alpha Enetwork (Pvt.) Ltd.	Plot No 118, Opposite Jamia Masjid Noor-ul-Islam, Al-Noor Industrial Zone, 20 KM Ferozpur Road, Lahore.
18	Exert Tech (Pvt.) Ltd.	70 CCA, 2nd Floor Commercial, Phase 8 (Ex -Parkview) DHA, Lahore.
19	S.S.H Telecom (SMC Pvt.) Ltd.	Plot No. ST 4/1, Sector 23, Korangi Industrial Area, Karachi.
20	Swift Biz Solutions (Pvt.) Ltd.	Plot 60C, Street 7, Industrial Area I-10/3, Islamabad .
21	Tecno Pack Electronics (Pvt.) Ltd.	Plot No.254-S, First Floor, Deh Dih Ebrahim Hyderi Korangi Creek, Karachi.
22	Dignified Technology (Pvt.) Ltd.	Near Ali Murtaza Factory, RohiNala 22KM, FerozPur Road, Lahore
23	Club Mobile (Pvt.) Ltd.	S-41-R-24/A/2 Lawrence Road, Lahore
24	High Star Mobile (Pvt.) Ltd.	Dolphin Plaza near to Al Rehman Garden Main Sharqpur Road, TajMehal Marriage Hall, Ferozwala.
25	United Communication (Pvt.) Ltd.	Plot No.2190/A&B, Pir Elahi Bux (PIB) Colony, Karachi.
26	Lucky Motor Corporation Ltd.	Arabian Sea, Country Club Road, Bin Qasim Industrial Park (SEZ) Pakistan Steel Mills, Bin Qasim Town, Karachi
27	Faywa Trading (Pvt.) Ltd.	1st Floor Shaheen Building, Opposite Punjab Regiment Centre, Near Shell Petrol Pump, Malakand Road, Mardan
28	Enercom Technologies (Pvt.) Ltd.	Plot #LE-10-A8 , National Industrial Park. Korangi Creek, Karachi
29	Select Technologies (Pvt.) Ltd.	Select Technologies (Pvt.) Ltd. 152/1-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore
30	Beli Technologies (Pvt.) Ltd.	1570/707, Moza Sara-e-Kharboza, Main GT Road, Tarnol Zone-1, Islamabad



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