

PAKISTAN



Open for Business

Presented by Dr Erfa Iqbal, Commercial Councilor, Embassy of Pakistan, Beijing

Scheme Of Presentation

 Significance of Pakistan in the Context of One Road One Belt

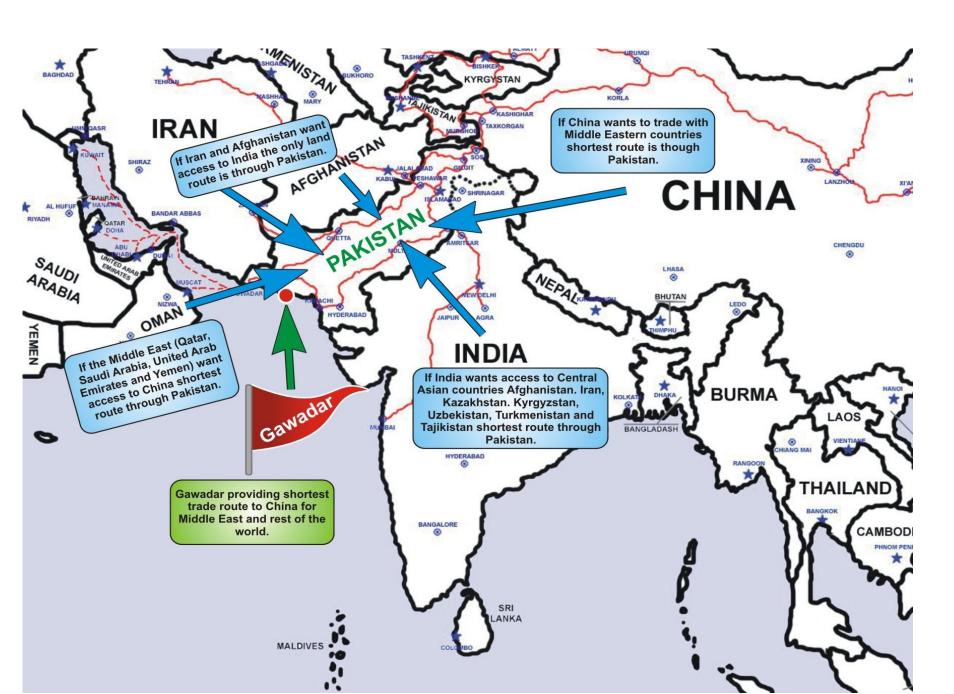
Textile Sector in Pakistan: Opportunities for Chinese companies

TeXpo 2016: Trade Fair by Government of Pakistan

One Road One Belt

Pakistan in the context of New Silk routes, Maritime Silk Route, and Pakistan China Economic Corridor

Gwadar: Geostrategic Importance



5 ل یاک چین اقتصادی را ہداری منصوبہ یاکستان کے تمام صوبوں اورعلاقوں کیلئے کیسال طور پرمفید ثابت ہوگا اور ہمارے ملک کو علاقا فی محور کے ساتھ ساتھ تجارت اور سرمایہ کاری کے مرکز میں بھی تبديل كرد سكا-محمد نواز شريف وزيراعظم اسلامى جمهوريه باكستان

7 ل یا کتان اور چین اقتصادی دابداری کے منصوبے یا کتان کے تمام عاقوں اور صوبوں کا احاط کرتے ہیں۔ وونوں حکومتوں نے اس بات براتفاق کیا ہے کہ دہ رابداری کی وسطی اور مغربی اطراف کوائے وسط اور طویل بدتی منصوبوں ين شال كرين كي من يقين ركها بول كديم مصوية تيز رفارتر في اورجامع توازن كى راە يمواركر في شى مدكار تايت يوكا -

> شيجنينگ صدرعوامي جمهوريه چين



چائنا _ پاکستان | تمام صوبوں کی اكنامككوريدور المتهموار

جائنا پاک اکنا مک کوریڈ ورمنصوبے کے روٹ میں تبدیلی کی خبروں میں کوئی صداقت نہیں۔ چین پاکستان اقتصادی رابداری کامنصوبیسی ایک شاہراه کا نام بیس بلکہ تو انائی، گوادر بندرگاه ،انفراسر کچراور صنعتی زون کے متعدد منصوبوں کا مجموعہ ہے جس کی پخیل ہے پاکتان کے تمام صوبے اور علاقے خوشحال ہو نگے اور پاکتان کو خطے میں مرکزی حیثیت حاصل ہوگی۔ گوادر بندرگاہ کواندرون اور بیرون ملک منڈیول سے سڑکول کے نیٹ ورک کے ذریعے جوڑا جائے گا جس میں مغربی، وسطی اور شرقی روش شامل ہیں۔ان روش پر کام جاری ہے اور مغربی روٹ کوسب سے مبلے ترجیحی بنیادوں ب2016 تک تكمل كرلياجائے گا،انشاءاللہ اس كے تحت تمام صوبوں ميں اندُسرُ مل زوز قائم كئے جائيں سے يعض عناصراس حوالے ے بے بنیاد یاغلط فہی بیٹی اطلاعات پھیلارہ جیں جن میں کوئی صداقت نہیں۔

AFGHANISTAN D.I.Khan Long Term CPEC Alignment Khuzdar Peshawar Karachi Motorway Gwadar D.I.Khan Via Quetta Indus Highway LEGEND National Highways derabad Vinera National Highways Total Length: 12,131 Km

نمایاں خصوصیات

- بائیڈل, کوئلے, ونڈ اور شمسی توانائی کے ذريع_16,400 ميگاواث بجلي كا اضافه
 - گوادرسے کاشغر(چائنا)تک 2,400 كلوميئر طويل ثريد كوريدور
- کراچی تا پشاور ریلوے ٹریک (ML-1) کے موجودہ نظام میں جدت اور بہتری
- ٹریڈکوریڈورکےملحقہ چاروںصوبوںاور علاقورمين نئے اکنامک زونز کا قيام
 - گوادرمیںبندرگاہ کے انفراسٹرکچرکی ترقى اور نيوائير پورث كى تعمير



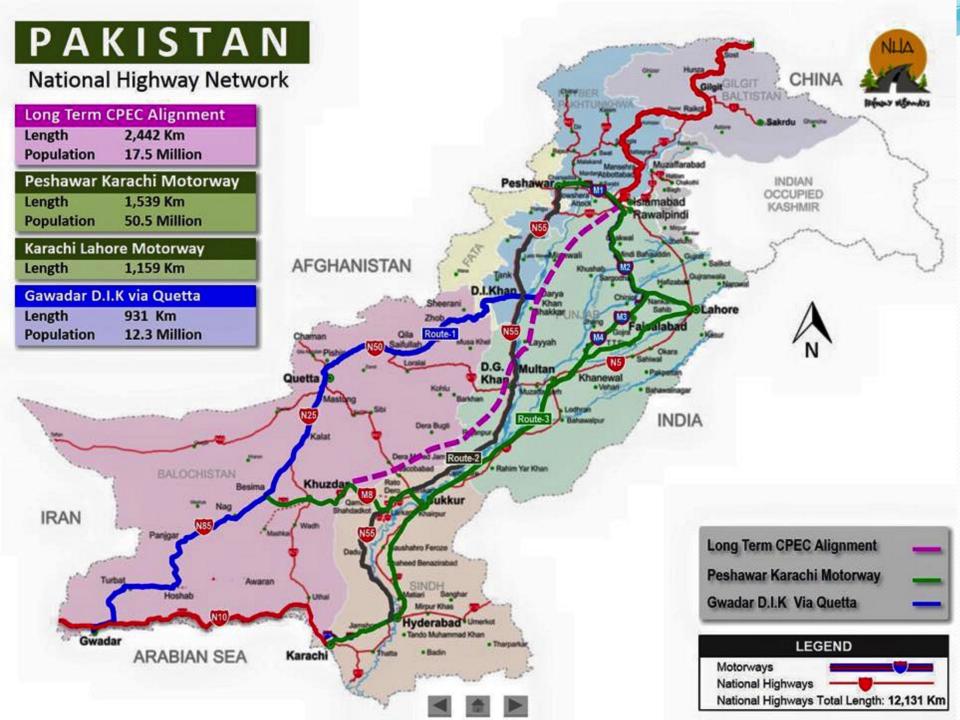
BALOCHISTAN

ARABIAN SEA

پلاننگ کمیشن وزارت منصوبہ بندی، ترقی واصلاحات

مضبوط معيشت _ مضبوط پاكستان

IRAN



ENVIRONMENT FOR RUSINESSES

Strategically Placed on the Map of the World **Special** State-of-The-Economic Art **Zones** Infrastructure & Urbanized (No Taxes and Zones **Duties**) Why Pakistan? **Pro-Growth** Skilled and Economic, Semi-Skilled Monetary & **Labour Force Fiscal Policies Abundant Raw** Materials -**Hub of** Agriculture and Minerals

TEXTILE INDUSTRY OF PAKISTAN



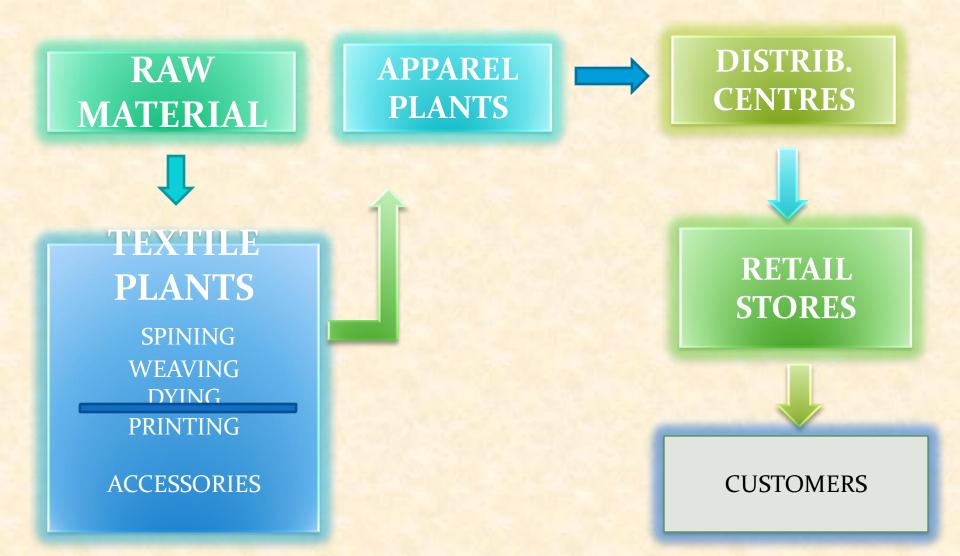


PAKISTAN AN EMERGING TEXTILE GIANT

- Proximity to emerging textile and clothing markets of China and India
- 4th largest producer of cotton
- 3rd largest consumer of cotton
- 46% of Total manufacturing
- In Asia, Pakistan is the 8th largest exporter of textile products providing employment to 38 percent of the work force in the country.



Value chain of textile industry



Opportunities for the Industry



Market access under GSP+

- Duty-free exports to the European market under the EU's new Generalized System of Preferences (GSP) Plus scheme.
- The scheme to remain effective for ten years from 1st January, 2014.

Growing Chinese Economy

- Textile businesses are being shifted from China
- China is emerging as strong consuming base for Pakistan textile products

Potential Areas for Foreign Investment



- Textile dyeing and finishing
- Textile machinery Assembly / Manufacturing
- Man Made Fiber Industry
- Denim, Towel and socks manufacturing
- Logistics
- Power Generation
- Cotton ware housing

SWOT Analysis of Region's Textile Industry

Strengths

- Abundant supply of raw cotton
- Low wage rates makes it a low cost textile producer
- Textile & apparel industry is the largest employment generating industry

Weaknesses

- Low WGI s
- Low labour productivity due to lack of skilled training
- Poor infrastructure
- Lack of investment in Research, Development and Technology.
- Long list of Laws / regulation /Conventions

Opportunities

- Growing international trade
- Buyer's Keenness to increase region's buying from textile industry
- GSP + rating
- Explore opportunities beyond current strong categories (bottoms & made-ups)

Threats

- Political instability and fragile security situation
- Long transit times for US and EU based clients render locational disadvantage
- Competition from neighbouring countries adopting BWP

List of importing market of Pakistani Textile

Value in US\$000

			value iii 037000
Importers	Exported value in 2011	Exported value in 2012	Exported value in 2013
World	13582493	12926825	13670883
United States of America	3370838	3131768	3195311
China	1175776	1878920	1986242
United Kingdom	954903	990676	1140666
Germany	973771	658785	694878
Bangladesh	584056	591897	628520
Spain	459264	405273	468372
Belgium	511416	402625	464683
Italy	563267	349001	438134
Netherlands	367738	318054	420700
France	280422	215053	271588
United Arab Emirates	263169	292384	266664
Hong Kong, China	267238	241223	222333
Turkey	480274	230963	204636
Australia	115021	117256	200028
Canada	157517	155545	158204
South Africa	172759	149785	148944
Portugal	139776	99589	141773
Korea, Republic of	204197	151158	131066
Sri Lanka	131973	115096	115299

Problems in Textile Sector

- 1. Lack of Research & development (R&D)
- 2. Lack of modernize equipment
- 3.Lack of Skilled labor
- 4 Energy Crises
- 5- Lack of new investment
- 8- Raw material Prices
- 9- Export Performance of the Textile Sector
- 10-Effect of Inflation
- 11-Supply chain management

Future Prospects

- GSP plus status will boost our export to EU
- TDAP through participation in exhibitions and visit of delegations is promoting Pakistan's textile to non traditional markets
- TDAP is organizing TeXpo Pakistan 2016 in which TDAP will invite around 500 foreign buyers and we are expecting huge export orders.



Rising Punjab The Land of Opportunities



















Two-day International Seminar on Business Opportunities in Punjab.

Most Successful conference in the history of Pakistan.

Over 150 Investment Agreements and MOUs, worth Crores of rupees, signed.

Memoranda of Understanding linked between Investment Companies of China and Turkey with the Punjab Government.

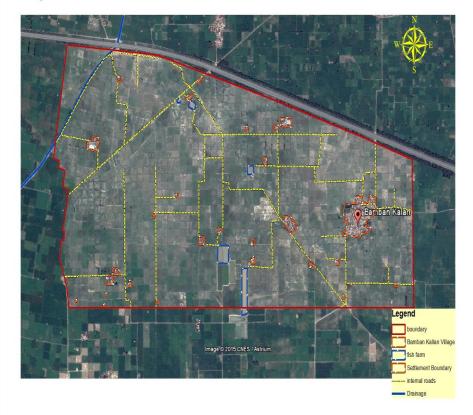
MOUs and Agreements Signed in Key Sectors for Investment, Including Energy, Transport, Housing, Industrial Estate Development, Infrastructure and Mines & Minerals, besides other Sectors. These MOUs and Agreements would prove to be a Milestone in increasing Progress and Prosperity of Pakistan.

Over 250 International Investors participated in the historic two-day International Seminar on Business Opportunities proving to the world, beyond doubt, that Pakistan has conducive atmosphere for the investment, as well as great as well as great opportunities of Investment.

QAAP 21ST CENTURY INTERNATIONAL GAMENT MANUFACTURING CENTER

- 1,536 acres in district sheikhupura at 38km of lahore-islamabad motorway.
- A pioneer and modern texile/apparel inindustrial estate of Pakistan.
- An eco-centric and sustainable industrial mini city.
- Can be housed over 100 garments manufacturers and accessories supplier in the future.

QUAID E AZAM APPAREL PARK SHEIKHUPURA



QAAP

21ST CENTURY INTERNATIONAL GAMENT MANUFACTURING CENTER

- State-of-art infrastructure facilities including roads, electrical networks, water supply system, wastewater collection and drainage system
- Ensure availability of skilled staff
- **♦** Provide social compliance facilities
- Comply with health safety and environmental regulations
- Preferential policies



中纺网络信息技术有限责任公司 China Textile Network Co., Ltd.



- Textile Park Overall Planning and Operation
- Overseas Investment Attraction
- J/V International Consultancy Parter For QAAP



TRADE DEVELOPMEN T AUTHORITY OF PAKISTAN GOVERNMENT OF PAKISTAN





Objective of the Event

- To showcase the potential of Textile sector exports, esp ecially in the value added sector like readymade garments, knitwear, hosiery, bedsheets, textile madeups, sportswear, towels, textile acc essories, etc.
- 展会目的
- 展览的目的是展示纺织行业出口的潜力,特别是在增值 领域,像成衣,毛织类针织品,袜类针织品,床单,纺织 类服装,运动服装、毛巾、纺织配件等。

Who Should Attend

- 1. Visitor Category
- Companies who would like to
- Explore Pakistan market for their supply chain from there
- Explore Pakistan market to shift production units there
- Explore Pakistan market to form Joint Venture partnerships with local companies
- Meet with government sector in Pakistan to learn about rules , regulations, and procedures for doing business there
- Explore the potential in Pakistan market for their member companies

谁应该参加

- 1.*游客类别*
- 想开拓巴基斯坦市场开发供应链的公司
- 想开拓巴基斯坦市场将他们的生产单位转移到巴基斯坦的公司
- 想开拓巴基斯坦市场并与当地公司建立合资企业合作 关系的公司
- 愿意会见巴基斯坦政府部门,了解市场规则,法规和程序,开展业务的公司或组织
- 愿意探索潜巴基斯坦市场潜在会员的组织或商会

Cont.

- 2. Exhibitors category
- Companies who would like to
- Sell their products in Pakistan
- Form Joint Venture partnerships with local companies
- Meet with government sector in Pakistan to learn about rules, regulations, and procedures for doing business th ere

• 2. <u>参展商类别</u>

- 愿意在巴基斯坦出售他们的产品的公司
- 1 愿意与当地企业建立合资合作形式的公司
- 1 愿意会见巴基斯坦政府部门了解市场规则,法规和程序开展业务的公司

Information for Exhibitors

- Stall Size: 12sqm standard size
- Cost of Stall:
- Shell Scheme/ built/standard stall: US\$ 187 per sqm (I nternational Exhibitors)
- Raw/bare/Customized space: US\$ 165 per sqm. (International Exhibitors)
- Warehouse: The warehouse facility will be provided to Exhibitors at Karachi Expo Center

为参展商提供的信息

- 摊位面积:12平方米标准尺寸
- 摊位的费用:
- 标准摊位: 187美元/平方米(国际参展商)
- 简易展位:165美元/平方米(国际参展商)
- 仓库: 仓库设施将在巴基斯坦卡拉奇展览中心提供给参展商。

International Visitor Hospitality Criteria

- For all guests, Airport pick up facility will be provided
- For Companies with annual turnover more than \$ 5 mill ion or annual import more than \$ 3 million, and for Cha in store buyers, Government of Pakistan will provide Ec onomy class air ticket, Hotel accommodation and tran sport facility during the exhibition (one person per com pany)

国际参观人员接待服务

- 为所有客人提供机场接机服务
- 如参观公司年营业额超过500万美元或每年进口超过 300万美元,并对连锁商店买家来说,巴基斯坦政府将 提供经济舱机票,

Foreign Companies & Global Brands in Pakistan 巴基斯坦的外资企业和国际品牌

Financial Services: Banking & Insurance













































Energy & Power





















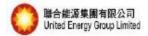




























Automobiles









































Telecommunications, IT & Electronics





























































Bloomberg







Chemicals & Pharmaceuticals





























































Agribusiness : Food & Beverage

















































Retailing & Supermarkets

















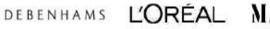
























Transportation, Ports and Shipping





















Construction Materials & Real Estate



















Hospitality: Hotels & Resorts















