



PBIT Newsflash

July 2019



PUNJAB BOARD OF INVESTMENT & TRADE

23 Aikman road, G.O.R-1, Lahore

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CHINESE FIRMS KEEN TO INVEST IN TEXTILE SECTOR

A delegation of representatives from China's top textile companies met Provincial Minister ICI&SD. The objective of the meeting was their keen interest in the textile sector of Punjab that would change the economic landscape of the country. The Industries Minister welcomed the delegation and assured that the government is focusing on promoting export-led industry and import substitution for sustainable economic growth.



A HIGH PROFILE CHINESE DELEGATION CONSISTING OF PROMINENT CHINESE BUSINESSMEN VISITED PUNJAB FOR EXPLORING INVESTMENT OPPORTUNITIES IN VARIOUS SECTORS



A large Chinese Delegation consisting of prominent Chinese businessmen visited Punjab for exploring investment opportunities in various sectors of the province. Among other engagements, the delegation had a very constructive meeting with the Governmental machinery of Punjab. The meeting was attended by the Minister for ICI&SD Mian Aslam Iqbal, Chairman PBIT Sardar Tanveer Ilyas Khan, Secretary ICI&SD Mr. Tahir Khurshid and CEO, PBIT Mr. Jahanzeb Burana.

PUBLIC PRIVATE DIALOGUE FOR EXPANSION OF HEALTH INDUSTRY ARRANGED BY PBIT



Public private dialogue arranged by Punjab Board of Investment and Trade hosted by Minister ICI&SD Mian Muhammad Aslam Iqbal with the major stakeholders from private health sector for expansion of health industry in Punjab. Chairman PBIT Sardar Tanveer Ilyas Khan and CEO PBIT Mr. Jahanzeb Burana were also present.



Uber team visited Punjab Board of Investment & Trade and met the Minister Industries, Commerce, Investment & Skills Development Mian Aslam Iqbal and Chief Executive Officer of Punjab Board of Investment & Trade Mr. Jahanzeb Burana for further expansion of their business in Punjab.



MEETING ON CAPTIVE POWER PLANT IN SEZ



A meeting was held in PBIT office under chairmanship of Minister for Industries Commerce, Investment & Skill Development Mian Aslam Iqbal to discuss the issues relating to captive

power plant in SEZs/Industrial Estates. CEO PBIT, Chairman PIEDMC and other high level government officials were present in the meeting.

MR. FAISAL AFRIDI PRESIDENT PCJCCI MET
MINISTER INDUSTRIES, COMMERCE, INVESTMENT &
SKILLS DEVELOPMENT DEPARTMENT & CEO PBIT



INAUGURATION OF GOVERNOR/GOVERNMENT HOUSE
AT KASHMIR POINT MURREE AS GUESTROOM FOR
PUBLIC ON RENT BY CM PUNJAB





COMMANDANT CMH RAWALAKOT MEETS CHAIRMAN PBIT

Brig Amjad Iqbal, Brig Commander Bagh and Brig Liaquat Commandant CMH Rawalakot met with Sardar Tanveer Ilyas Khan, Chairman Punjab Board of Investment & Trade. Sardar Tanveer said that the entire nation has complete confidence in our armed forces and their capability.

On this occasion Brig Amjad Iqbal presented a shield to Sardar Tanveer Ilyas Khan, as a token of appreciation for his welfare projects in the region.



DELEGATION FROM GUIZHOU FANGZHOU TECHNOLOGY Co. LTD. VISITED PBIT

The delegation from Guizhou Fangzhou Technology Co. Ltd. visited PBIT and met the CEO PBIT to discuss the opportunity of manufacturing of CCTV cameras in Punjab. CEO PBIT welcomed and assured them of full support and facilitation.



MEETING WITH USAID AT PBIT



A meeting was convened between USAID officers and CEO PBIT accompanied by Director Facilitation with regard to different development projects. It was discussed during the meeting that PBIT will propose projects to the USAID and wherever possible, will mutually work for the economic growth of Punjab.



AN AMERICAN BASED ENERGY COMPANY VISITS PBIT

An American based renewable energy company headed by their CEO Mr. John N. Nishio visited Punjab Board of Investment & Trade to explore avenues of Investment in renewable energy in Punjab. During the meeting they showed considerable interest to setup a manufacturing concern with regards to manufacturing of renewable energy products in the province.



CAMC ENGINEERING CO. LTD. VISITS PBIT



A delegation from CAMC Engineering Co. Ltd. from Chongqing city of China visited PBIT to explore opportunities in construction/real estate and tourism business in Punjab. COO PBIT shared the investment regime of Punjab and assured them of full support.



DELEGATION FROM GUIYANG FANGZHOU HI-TECH Co. LTD. VISITED PBIT



A delegation from Guiyang Fangzhou Hi-Tech Co. Ltd. visited PBIT to explore investment opportunity in manufacturing of CCTV cameras. The Director of China Desk PBIT shared the

investment and Special Economic Zone (SEZ) regime and assured them of full support and facilitation.



CEO OF HAIER PAKISTAN VISITED PBIT

Chief Executive Officer of Haier Pakistan, Mr. Javed Afridi visited PBIT to discuss ongoing projects. Facilitation wing of PBIT shared progress on existing projects with regards to approvals & other business opportunities.



GENERAL MANAGER, DAWN BREAD VISITED PUNJAB BOARD OF INVESTMENT & TRADE



General Manager, Dawn Bread visited PBIT. Discussion on various incentives given in SEZs for plant establishment and becoming a zone developer in this meeting were discussed. Facilitation was required for issuing concerning gas connection from SNGPL and land acquisition for their new plant.



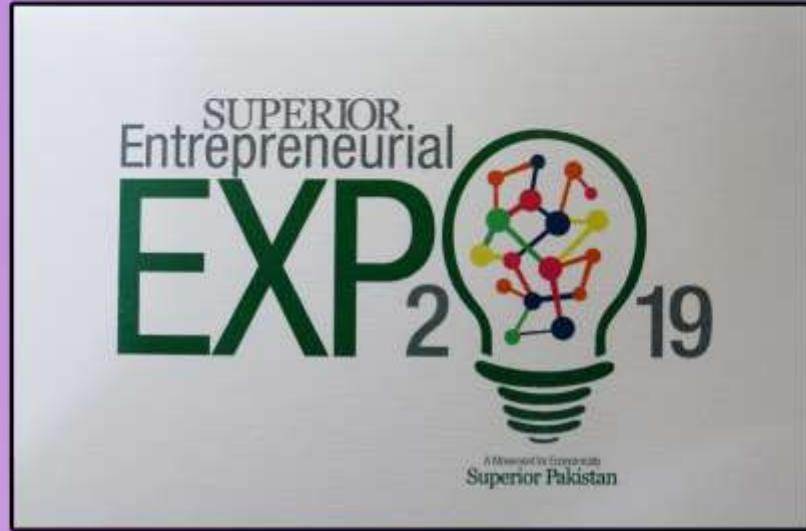
ADVISOR CORDOBA AND PROGRAM MANAGER, CENTRE FOR GLOBAL INNOVATORS VISITED PBIT



Johan Bjurman Bergman, Advisor Cordoba Ventures and Muhammad Kamran, Program Manager, Centre for Global Innovators visited PBIT to understand the current Entrepreneurial Ecosystem in Punjab and discuss the proactive role that PBIT's Transactions team is playing to promote startup culture in Punjab and elaborate on how the team promotes local startups among the investor/business community.



BUSINESS DEVELOPMENT MANAGER AT INNOVATION DISTRICT 92



Mr. Zain Tanveer, Business Development Manager at Innovation District 92, invited Mr. Jahanzeb Burana, CEO PBIT and the Transactions team for their upcoming Superior Entrepreneurial EXPO 2019. The event is the largest startup showcase in the country visited by both national and international speakers to promote entrepreneurship in Pakistan.



TRANSACTION ADVISORY WING AT PBIT WAS INVITED BY Women Chamber of Commerce and Industry (WCCI)

Transaction Advisory wing at PBIT was invited by Women Chamber of Commerce and Industry, Lahore Division (WCCI) to be a part of a panel to provide an interactive session on women empowerment & women based startups at Lahore Chamber . PBIT was Specifically asked to share a criteria for selection of investment in startups from Investor's point of view. Further help was sought from the Transactions Advisory team to also elaborate to the present women entrepreneurs the skills needed to craft the perfect pitch to showcase their businesses to potential investors



MEETING WITH FINE PLASTICS AND OVERSEAS INVESTORS

A meeting was held with the CEO of Fine Plastics and various overseas investor. The company showed interest in manufacturing disposable syringes. Various business opportunities were discussed alongside the potential of the plastic industry in Pakistan. Facilitation and Transactions Department ensured full facilitation to the prospective investors.





The role of startups in economic prosperity is enhancing in today's world. One of the main advantages of startups is that it creates new jobs. Global data shows that startups are creating more jobs in today's world than the large companies or enterprises. So the role of startups is important for our society to develop our nation.

Aabshar is a start-up from NIC Lahore's second batch, with the aim to promote

PBIT HAS, OVER THE PERIOD OF TIME, HELPED US IN REACHING OUT TO THE INVESTORS AND VENTURE CAPITALISTS

sustainable living and saving Pakistan from water scarcity through minimal wastage of water through faucets. They have developed a water optimizer that is a snap on device on any regular faucet allowing users to save up to 98% of water on daily basis. Aabshar accomplishes this by converting regular water waste flow into shattered mist particles.

To mark their success, PBIT convened an interview with AABSHAR team to know about them and to learn about their dynamic experience in entrepreneurship.

1 - TELL US ABOUT YOURSELF AND PAST WORKING EXPERIENCE

Besides being the Founder and C.E.O of AABSHAR, I worked as the project manager for 2 years for different companies. My Aabshar

team includes Muhammad Hamza Khursheed, the Co-Founder/C.T.O of Aabshar having a good experience in software developing, and Abrar Nadeem with managerial know how of business administration.

2. WHAT MADE YOU BECOME AN ENTREPRENEUR?

It is a dilemma that employment has been scrambled due to the economic condition of our country and getting a job is very difficult in such conditions. I considered myself a blessed one after I got the job. With every passing day, the realization of working for someone else kept on generating entrepreneurial thoughts in my mind. Soon, I had made my mind to start something new and different which could add value to the market. The amount of energy I had to plug-in for someone else's success could be utilized for my own work. As I was working for a firm whose business had no impact on the lives of people of Pakistan because majority of the work was outsourced to the foreign countries. I never wanted to restrict my abilities and mind to work 9 to 5 hours only. I wanted to add value in the market and business environment of Pakistan. To work with independence and capacity was the initial and vital motive behind my compulsion. I always urged to initiate some work which would create jobs and generate employment in the country.

AN ALARMING INTERNATIONAL CONCERN WAS RAISED THAT PAKISTANI DOMESTIC AND COMMERCIAL PROPERTY OWNERS ARE COMPLETELY UNAWARE OF THE WATER CRISIS IN THE COUNTRY.

3. DESCRIBE YOUR STARTUP BRIEFLY

They have been found careless in their daily

estimates of water consumption and the measure of water wastage per day. It is being foreseen that water shortage in Pakistan might worsen in the near future till 2025, God Forbid, but the people are unaware of this fact. They do not keep any record of how much water they use on daily basis and how much water is wasted by them in routine working.

In this context, AABSHAR focused on contributing towards providing a solution for water crisis in the country. An innovative "Smart Water Meter" which measures water consumption for each household shows usage patterns and intend to conserve water & energy. The team has

complimented this product with a “Water Optimizer” which saves upto 98.5% of water used by domestic and commercial users. It saves about 40% electricity consumed by water pumps for domestic purposes and 60% for industries uses. Furthermore, Aabshar envisions that the data gathered through their smart water meter will play an instrumental role in highlighting the water shortage issue in the country.

4. ANY ISSUES THAT YOU FACED IN YOUR ENTREPRENEURIAL JOURNEY?

Entrepreneurial journey is full of hurdles and problems. Things keep on coming one after another. One of the top problems was identification of an idea worth exploring and worth quitting everything. In order to bring an innovation to the product and process that makes you different from the existing market, the challenge was to think about value addition and uniqueness. Since our product was completely new in the market, the R&D was a tiring and troublesome exercise. While producing a prototype of this idea, things went far beyond the cost effectivity. Lack of funds was our serious problem like many other startups.

5. DURING THIS VENTURE, HAVE YOU BEEN FACED WITH ANY ISSUE FROM GOVERNMENT INSTITUTIONS REGARDING THE LAUNCH OF YOUR PRODUCT IN THE MARKET?

No, so far we have not faced any issue from any government institution. We've had no such head on, still. Till date, we've got all the support which was needed.

6. HOW HAS PBIT SUPPORTED YOU IN YOUR ENTREPRENEURIAL VENTURE?

Team PBIT provided us the platform to interact with government machinery and private sector which helped in marketing the product and reach out to the potential buyers. The same effort would enable us in scaling up the project in very short time.

7. DO YOU FORESEE ANY IMPROVEMENT IN ECOSYSTEM THAT THE GOVERNMENT OF PUNJAB OR PBIT SHOULD FOCUS ON?

THE ROLE OF PBIT IN CURRENT ECOSYSTEM IS VITAL AS THEY KEEP ON ORGANIZING SEMINARS AND SESSIONS ON STARTUPS AND ENTREPRENEURSHIP

Government of the Punjab or PBIT should organize more entrepreneurial events and expos for providing opportunity to startups for presenting their investment pitches and accessing the general public as well as investors. There is a need of organizing meetups between common public and startups so that the common buyers get some awareness of the products. I would suggest an idea of online portal where both the investor and the startup could register and establish a contact.

8. IN YOUR POINT OF VIEW, ANY BARRIERS FOR ENTREPRENEURS THAT GOVERNMENT SHOULD WORK ON?

The government can provide us a huge support on policy side of this matter. The banking channels, transactions, registrations and taxes are the factors which hit the cost effectivity of the products. If a startup has to pay PKR 50,000 for online payment gateway subscription per year, the outcome would be nil as issues regarding funding is already creating troubles for a new startup. For any hardware related project, the R&D cost bangs the project owners drastically. The prototype of any product demands time to time changes, design issues, compatibility issues and many more. There is a direct need for one window facilitation service.

9. WHAT DOES THE FUTURE HOLD FOR YOUR STARTUP?

Pakistan is no exception to the issue of water scarcity. There is lack of awareness and necessary infrastructure for preserving water in our country. Water storage is one issue, but, water usage is another serious issue which we have to take seriously. AABSHAR Optimizer has the potential of saving billions of liters of water as well as energy and CO2 emissions. Installing it is the easiest and affordable way to a sustainable living. Therefore I can see my product getting high sales in market and gain profits.

'CPEC CAN HELP FILL INFRASTRUCTURAL GAPS'

Pakistan still has a way to go in tackling the infrastructure challenge and China–Pakistan Economic Corridor (CPEC) is a great opportunity for the country to bridge this gap.

“We make a considerable contribution to our infrastructure and must do more to meet our needs,” Sajjeed Aslam, Pakistan's head of Association of Chartered Certified Accountants, said commenting on the findings of a report titled “How accountants can bridge the global infrastructure gap”.

TheNews

July 2, 2019

BUSINESSMEN TO BE FACILITATED BY MAKING TAX SYSTEM EASIER: MINISTER

Punjab Minister for Industry & Trade Mian Aslam Iqbal on Wednesday visited Lahore Chamber of Commerce & Industry. He discussed problems faced by industrialists, steps taken for ease of doing business, budget for current financial year and policies to promote trade with LCCI President Almas Hyder and other office-bearers.

Aslam Iqbal said that the government has implemented a comprehensive and effective strategy to promote industry. He said that industrialists and traders would be facilitated by making the tax system easier. He said the government would improve tax collection system through effective reforms.

TheNation

July 4, 2019

RAZAK INVITES CHINESE INVESTMENT IN INFORMATION TECHNOLOGY SECTOR

Commerce Adviser Abdul Razak Dawood on Wednesday invited Chinese investors to explore opportunities in the Information Technology (IT) sector.

Talking a delegation of China Railways Construction Cooperation Ltd (CRCCL), the adviser underscored the special incentives provided to the investors in IT Special Economic Zones (SEZs).

CRCCL is one of the largest integrated developer and contractor which has strategic partnership with top-notch IT companies.

Dawn

July 4, 2019

PM OPENS HOUSING PROJECT FOR GENERAL PUBLIC

Prime Minister Imran Khan on Thursday inaugurated the first housing project for the general public.

The project was launched under the PTI government's much ambitious programme called Naya Pakistan Housing Project (NPHP) on a piece of land in the Phulgaran area where Bahria Town was already executing its housing scheme.

"The land for the project was provided by Bahria Town on very nominal rates," director general of the Federal Government Employees Housing Foundation Wasim Bajwa told Dawn after the inauguration ceremony.

Dawn

July 12, 2019

HUAWEI ANNOUNCES \$100M INVESTMENT IN PAKISTAN

Huawei, a leading Chinese mobile phone company, will invest \$100 million in Pakistan this year, which envisaged a technical support centre along with the regional headquarters in Islamabad, a top official of the Huawei Group announced.

Huawei Group Vice President Mark Xueman said Pakistan is a strategic market therefore the company will set up regional headquarters in Islamabad at a cost of \$55 million that will create job opportunities for young engineers from the country.

Tribune

July 17, 2019

PAKISTAN'S EXPORTS TO INCREASE TO \$36 BILLION IN 5 YEARS: IMF

The International Monetary Fund (IMF) has projected that Pakistan's exports will increase to US \$ 36.7 billion in five years by the year 2023-24.

The pressure of current account deficit on the country will also ease out gradually from its peak US \$ 19.9 billion in 2017-18 to as low as \$6.95 billion in current fiscal year while US \$ 5.49 billion in 2020-21, the IMF said in its recently published staff report on Pakistan.

The trade deficit would also decline to US \$ 24.9 billion in current fiscal year from US \$ 29.46 billion in 2018-19, however it will further go up to US \$ 26.8 billion mainly on the back of growing import needs in coming years.

TheNation

July 22, 2019

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