



# INDUSTRIAL BULLETIN

ENGINEERING DEVELOPMENT BOARD  
MINISTRY OF INDUSTRIES AND PRODUCTION  
GOVERNMENT OF PAKISTAN



VOLUME 01 - NO. 1

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### Message from Chairman

Publishing EDB's Industrial Bulletin is indeed an appreciative step towards highlighting the initiatives being undertaken by the organization for development and promotion of the engineering sector of Pakistan. The reconstituted Board of Management of EDB is keen to see this organization growing and becoming progressive, to contribute towards supporting the value added engineering sector.



Since this sector has a large capacity and capability to contribute towards economic development of the country, therefore, concerted efforts are required to strengthen it. We, at EDB, have initiated export enhancement exercise for value added goods by prioritizing six sub sectors in the first phase. Consultative sessions are being conducted with stakeholders and various issues are being taken up with relevant departments. We would be sharing the updates with all our audience through this platform.

I would like to invite all the stakeholders to share with EDB any innovations/new ideas so that this bulletin could serve as a good source of information for all to read. My appreciation to EDB's team for bringing out this informative Industrial Bulletin.

**ALMAS HYDER**

### Message from CEO

The Industrial Bulletin is the first issue of Engineering Development Board (EDB) after the revamping of its Board of Management (BoM) and my joining as CEO. The basic idea behind this publication is to share various initiatives being undertaken by the organization for the benefit and facilitation of engineering sector. It is going to be a regular feature, published on quarterly basis. I would like to invite the concerned stakeholders to share any new developments taking place in the industry in the form of Articles etc. There is a dire need to project the "Engineering Face of Pakistan" and to reflect the core competences of the industry. We would be looking forward to have your feedback for further improvements and hope that this initiative would prove to be a step ahead for building a strong relationship between EDB and Industry.



**RAZIA ABBAS SHAH**



Consultative meeting with stakeholders on Electric Vehicle Policy chaired by **Mr. Hammad Azhar**, Federal Minister for I&P. **Mr. Almas Hyder**, Chairman EDB and CEO EDB were also present.



Meeting on Mobile Devices Manufacturing Policy chaired by **Mr. Hammad Azhar** Federal Minister for I&P. **Mr. Almas Hyder**, Chairman EDB and CEO EDB attended the meeting.

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Trainee (BDG) - EDB

**SEPTEMBER 2020**



44<sup>th</sup> meeting of EDB's Board of Management (BoM), held in Lahore on September 18<sup>th</sup>, 2020, was attended by majority of the board members. CEO-EDB briefed the board on the performance of the organization and major assignments completed. GM (BD) appraised the forum on progress achieved so far on Export Enhancement Exercise on the selected sectors i.e. Power & Energy, Capital Goods, Pumps & Motors, Domestic Appliances, Cutlery & Sanitary Fittings. GM (Policy) initiated discussions on the Electric Vehicle Policy for 2-3 Wheeler & HCVs. BoM issued various instructions to further streamline the activities on these subjects. CEO-EDB briefed on the Revival Action Plan devised by EDB for an effective working of the organization based on the objectives assigned to EDB. The BoM also deliberated on accession of Pakistan to Information Technology Agreement (ITA). Various measures to look after the local industry were discussed at length. While appreciating the role being played by the organization for facilitating the industry, the BoM advised for further improvements and effective working of the organization to make it more vibrant and dynamic.



Mr. Almas Hyder chairing the 44<sup>th</sup> BoM meeting of EDB in Lahore on September 18<sup>th</sup>, 2020



Briefing to Chairman EDB on DTRE by General Manager (SDG)

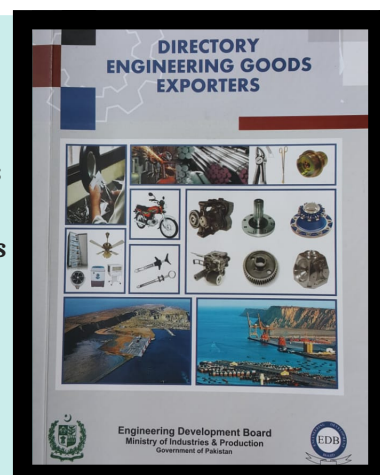


Briefing to CEO EDB on Steel Sector by General Manager (Tariff)



Briefing to CEO EDB on Sector Planning and Export Enhancement Exercise

Updated Directory of Engineering Goods Exporters published by EDB with profiles of 200 plus exporters of Engineering Goods. The same is being circulated to all Stakeholders, Ministries, Foreign Embassies, Foreign Mission, etc.





## EDB COMPLETES COMPETITIVENESS IMPROVEMENT EXERCISE OF ENGINEERING SECTORS 2020-21

Engineering Development Board completed the annual competitiveness and efficiency improvement exercise for the budget year 2020-21 with basic objective to generate proposals specifically focusing on improving competitiveness of local industry. CEO-EDB met with various Companies, Associations and Industrial Clusters at the Faisalabad Chamber of Commerce and Industry (FCCI), Lahore Chamber of Commerce and Industry (LCCI) and Gujranwala Chamber of Commerce and Industry (GCCCI) to discuss their proposals. Rana Sikander Azam Khan, Chairman, FCCI highlighted the important role of the SME sector of Faisalabad in the national economy. He was of the view that the industry at Faisalabad has come a long way of development since start of industrial activity in the country. A number of companies representing engineering, textile machinery, agricultural implements, battery manufacturing, and foundry sectors participated in the meeting. CEO-EDB highlighted the role of Engineering Development Board in supporting the SMEs in engineering sector. Mr. Ahmed Hassan, Head R&D Committee of FCCI informed about projects and linkages created with local academia for development of engineering sector of Faisalabad and the country at large.

The need for formulation of a national engineering vision and e-commerce policy for development of the sector as well as government's role in promoting Industry 4.0 was stressed upon for keeping pace with the global technological developments.



**CEO-EDB meets with stakeholders in Gujranwala Chambers of Commerce and Industry for a Consultative Session**



**CEO-EDB meets with stakeholders in Gujranwala Chambers of Commerce and Industry for a Consultative Session**

EDB also held similar exercise at Lahore Chamber of Commerce and Industry (LCCI) with stakeholders of engineering industry sub-sectors and respective associations wherein representatives from Home Appliances, Power Sector, Glass Sector, Pakistan Steel Re-Rolling Mills Association, Pakistan Steel Melters Association, Pakistan Steel Line Pipe Industry Association, All Pakistan High Carbon Steel Wires Manufacturers Association, Engineering Equipment & Machinery Industry, All Pakistan PVC & Plastic Pipe Manufacturers Association and National Steel Advisory Council participated.

During the consultative sessions at Gujranwala, a large number of representatives from manufacturing companies and industry associations turned up representing major industries in this cluster. The participants of the meeting emphasized on promotion of indigenization, imports substitution and more importantly export enhancement. They also pointed out various anomalies in their respective areas and constraints in managing their cash flows which are affected by pending tax refunds and input materials leading to serious issues in cost of doing business; besides, the rising energy cost remains a major impediment. Regarding exports, the participants were of the opinion that lack of local testing facilities, certification and technological constraints in certain areas was an impediment in achieving international competitiveness.

In the light of recommendations forwarded by relevant parties, proposals were forwarded to National Tariff Commission for inclusion in the budget.

## ELECTRIC VEHICLE POLICY FOR 2-3 WHEELER AND HEAVY COMMERCIAL VEHICLES

Electric Vehicle Policy for 2-3 wheeler and heavy commercial vehicles was formulated after extensive efforts of Engineering Development Board (EDB), Ministry of Industries and Production and approved in principle by ECC of the Cabinet in its meeting held on June 10, 2020. The policy has been ratified by the Cabinet and is at various stages of implementation.

This policy initially encompasses electric vehicles in 2-3 wheeler and Heavy Commercial Vehicles (Trucks and Buses) and related ecosystem for said electric vehicles. However, its scope will be extended further to cars, sports utility vehicles and light commercial vehicles under the approval of the high level committee formulated by the Government under the Chairmanship of Minister for Industries and Production. The prominent members of the Committee include Minister for Science and Technology, Minister for Planning, Development and Special Initiatives, Advisor to PM on Climate Change, Special Assistant to PM on Petroleum, Advisor to PM on Institutional Reforms and Austerity, Deputy Chairman Planning Commission and Secretary Ministry of Commerce.

Introduction of EVs in local market will be beneficial in providing additional employment for the talented youth in Automobile sector of Pakistan. The investment applications will be processed by EDB.

### Incentives Offered:

#### Heavy Commercial Vehicles (HCVs) –Electric

- 1 % Customs Duty on import of CBUs (Electric Buses, Trucks & Prime Movers)
- Import of entire CKD allowed at 1 % Customs duty to the local manufacturers
- General Sales Tax @ 1 % at sales and waived off (0%) at import stage.
- Exemption of registration fee, annual renewal fee, permits and reduction of toll tax to 50 percent for HCVs.

#### General Proposals for 2-3 wheelers & HCVs

- Localization of parts and components to be reviewed after 2 years announcement of policy
- Duty and Tax Free import of plant and machinery to be allowed to both; existing and new entrants in both 2-3 wheelers & HCVs
- Five year income tax exemption for auto part manufacturers for setting up manufacturing facility for EV related equipment
- Inputs for EV vendors to be exempted from duties and taxes for 5 years (applies to in-house manufacturing by OEMs also)
- The funding facility of State Bank of Pakistan to encourage green investments will encompass EV manufacturers, EV parts, components and module manufacturers, EV infrastructure development including charging stations
- Five years income tax exemption for manufacturers of EV equipment and infrastructure development
- Import of chargers with the CKD to attract 1 % Customs Duty and 1 % Sales Tax whereas import of charging stations for electric vehicle under HS Code 8504.4030 already allowed at 0 % Customs Duty to continue.

#### 2-3 Wheeler

- General Sales Tax (GST) at sales stage to be fixed for 2-3 wheelers @ 1% for five years i.e. the policy period. Sales Tax at import stage to be waived off (0%) to avoid refunds.
- EV Specific Parts of 2-3 wheelers to be imported at 1 % Customs Duty (CD) for five years.
- Exemption of 2-3 wheelers from Registration and Annual Token Tax. Reduction of toll tax to 50% for EVs.
- Existing manufacturing regime for 2-3 wheelers with respect to non EV parts & components to remain intact to safeguard already achieved localization
- Benefits of EV policy to be extended to both; existing and new manufacturers.
- Import of new EVs (2-3 wheelers) in CBU condition at concessionary rate of duty (50 % of the prevailing rate of custom duty) to be linked with establishment of manufacturing facilities i.e. 10 units per variant with maximum of 200 units allowed to be imported under concessionary regime.





## FIRST MOBILE DEVICE MANUFACTURING POLICY

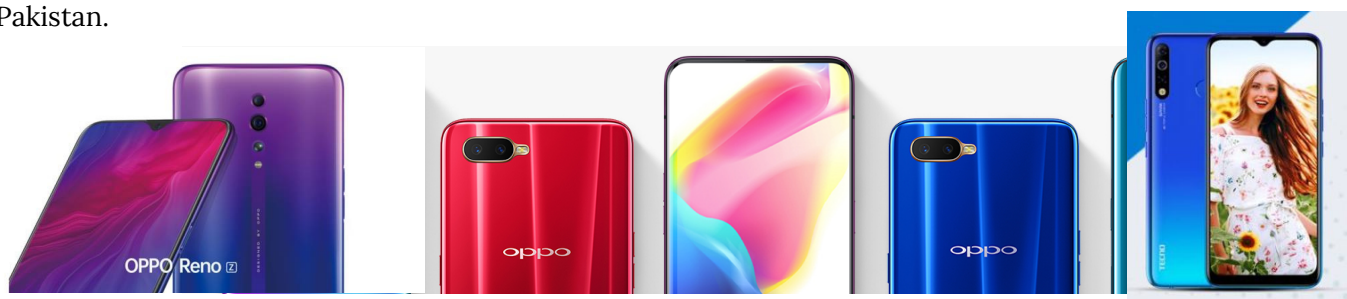
First Mobile Device Manufacturing Policy was approved by ECC on May 21<sup>st</sup>, 2020 which was ratified by the Cabinet on June 2<sup>nd</sup>, 2020.

The policy has been prepared keeping in view the success stories of countries like China, Vietnam and Bangladesh who have emerged as leading players in the field of mobile device manufacturing/assembly. These countries have incentivized both local and foreign investment by creating substantial tariff gap between import of CBUs and CKD/SKD kits and the policy document has been drafted to promote local manufacturing and assembly of mobile handsets considering the best international practices adopted by the countries. Policy aims at localization/indigenization of the parts of mobile phone in a phased manner. The expected outcome of the policy will be the start of local manufacturing of mobile handsets and eventual export also. This will have a positive impact on allied industry including packaging and plastic. The expected arrival of high end brands will give local industry an opportunity to become part of the global value chain. In addition, setting up of R&D Centers and an ecosystem for software applications is also visualized. Pakistan is a bigger market than Bangladesh, which has started exporting to advanced countries like USA also.

Responding to policy prepared by EDB, several local companies i.e. Vivo, Techno etc. have started manufacturing/exploring the Mobile Device Manufacturing segment of Pakistan.

The recommendations in the approved policy:

- Removal of Regulatory Duty for CKD/SKD manufacturing by PTA approved manufactures under IOCO approved quota/import authorization.
- Removal of Fixed Income Tax on CKD/SKD manufacturing of mobile devices upto USD 350 category.
- Increase in Fixed Income Tax on USD 351 -500 USD category by Rs 2000 and > USD 500 by Rs 6300 on CKD/SKD manufacturing only.
- Removal of Fixed Sales Tax on CKD/SKD manufacturing of mobile devices.
- PTA shall allow activation of handsets manufactured in the country under import authorization of inputs by IOCO in CKD/SKD kit (8517.1211) and not under HS Code 8517.7000 i.e. parts. This will eliminate mis-declaration in parts category at import stage. Activation of CBUs imported through notified routes after payment of all levied duty and taxes as fixed by government from time to time shall continue till any further amendment.
- In up to USD 30 category, words “except smart phones” to be inserted for CBU imports under 8517.1219 to avoid mis-declaration.
- R&D allowance of 3% to be given to local manufacturers for exports of mobile phones
- Locally assembled/manufactured phones to be exempted from 4% withholding tax on domestic sales.
- Government to commit to ensure maintaining tariff differential between CBU Imports and CKD/SKD Manufacturing till the expiry of the policy.
- Local industry to ensure localization of parts and components as per road map included in policy.
- EDB to act as Secretariat of Mobile Phone Manufacturing Policy and ensure development of allied parts, components and devices.



# Investment Conferences

## VIRTUAL INVESTMENT AND TRADE OPPORTUNITY FORUM 2020 ORGANIZED BY UK PAKISTAN BUSINESS COUNCIL (UKPBC)

Online Conferences held on **August 10<sup>th</sup>** and **September 3<sup>th</sup>**, 2020 were hosted by Mr Saleem Sheikh, President Pakistan Business Council and attended by the officials of Government of Pakistan and international business community.

The chief guests, Mr. Imran Ismail (Governor Sindh) and Mr. Muhammad Sarwar (Governor Punjab) gave opening speeches. Guest speakers included Mr. Javed Malik, Chairman Pak-UK Business Council, Mr. Shafiq A Shahzad, Minister Trade Investment London, UK and Mian Kashif Ashfaq, Chairman FIEDMC.

The business situation arising due to COVID-19 and its impact on country's exports and imports was highlighted along with the opportunities arising out of this crisis. The need to strategize in this changing environment was also reiterated.

Importance of Digital technology and how it should be an emerging business practice, export of Personal Protective Equipment, facilities and incentives provided to overseas Pakistani for promoting and improving business, Investment in IT sector, tax holidays, venture capital opportunities were also discussed.



Faisalabad Industrial Estate & Management Company (FIEDMC) presented a detailed paper on the Economic Zones and incentives being offered for the investors.



## 33<sup>rd</sup> Auto Industry Development Committee (AIDC) Meeting

33<sup>rd</sup> meeting of Auto Industry Development Committee (AIDC) was held on 13<sup>th</sup> August, 2020 under the chairmanship of CEO, EDB. The meeting discussed issues relating to updation of Auto Development Policy (2016-21). Matters pertaining to implementation status of Electric Vehicle Policy, adoption of United Nations Economic Commission for Europe WP-29, standards formulation process for automobiles at PSQCA/MoST and Automotive Industry Development and Export Plan(AIDEP 2021-26) also came under discussion,

## VIRTUAL EXHIBITIONS



Engineering Development Board (EDB) has been involved in organizing local and international exhibitions since 2005. In the present global scenario, a dynamic online exhibition fair or virtual exhibition (VE) is acknowledged as an important alternative to physical exhibitions.

EDB aims to provide a virtual platform for online exhibitions/ trade fairs for local industry to maximize the lead generation facets by touching thousands of business prospects keeping in view the global needs during and after the pandemic. Detailed working is in progress on the subject.



## EXPORT ENHANCEMENT OF ENGINEERING SECTORS

With a view to increase the share of value added engineering product export, EDB initiated stakeholders consultations with various engineering sectors. The consultative meetings were chaired by Mr. Almas Hyder, Chairman EDB and co chaired by CEO-EDB, along with relevant General Managers of the organization. Initially, Power & Energy Equipment, Capital Goods, Electric Motors & Pumps, Cutlery and Utensils, Sanitary Fittings, Auto Parts and Domestic Appliances were approached for detailed discussions on issues faced by respective sectors for export enhancement.

The discussions were focused on the global size of exports, potential markets, major incentives available in the competing countries and the challenges faced by stakeholders regarding the policy framework, banking and market access requirements

The stakeholders were of the view that the procedure of DTRE is cumbersome and needs to be digitized for smooth functioning of the process. The problems being faced by the industry regarding availability of raw material, lack of certifications & standardization required to compete in the international markets, issues in utilizing SBPs Export Financing Schemes, lack of Testing Labs and Facilities in the country came out to be major hindrances in improving supply of local products to the global market.

Detailed discussions were held with the stakeholders to find solutions to these problems. EDB is in the process of consolidating the recommendations received from various Sectors/Associations and Industries. The relevant departments shall be approached for their inputs to bring out workable solutions



**Meeting with Pumps and Motors Sector**



**Meeting with Power and Energy Equipment Sector**



**Meeting with Capital Goods Sector**



**Meeting with Cutlery & Utensils Sector**

## STAKE-HOLDERS CONSULTATION ON REVIEW OF DTRE AND OTHER SCHEMES FOR EXPORT OF ENGINEERING GOODS



*Consultative session with stakeholders in Gujranwala to revamp DTRE*

In the light of proposals from Engineering Industry, EDB is actively working to revamp Duty Tax Remission for Export Scheme (DTRE). Consultative sessions were held on 3rd, 4th, 9th and 10th September 2020 under the Chairmanship of General Manager (SDG-EDB) at Karachi, Gujranwala and Lahore. Sessions were attended by CEO of Engineering Development Board through following Zoom clouds application link, Senior officials of FPCCI, LCCI, Chamber of Commerce Karachi, Chamber of Commerce & Industries Gujranwala, exporters/ relevant industrialists and Government departments.

General Manager (SDG) asked the participants to give their opinion about how Industries can benefit from DTRE and the issues confronting the Industry is affecting exports. The Industrialists were of the view that the approval procedure is lengthy and complicated; there is a need to reduce the unwarranted delays in application processing, audit and renewal. The participants unanimously appreciated efforts of Engineering Development Board. Exporters raised serious issues in Duties and Tax Remission for Export (DTRE) scheme whereby exporters are engaged in exports through WeBOC (Web Based One Customs) clearance system are unable to trace the DTRE approval numbers on the face of Export Goods Declarations.

In this regard, the exporters have communicated their concerns regarding Duties and Tax Remission for Export (DTRE) to the Federal Board of Revenue (FBR). Exporters also proposed to rationalize the parameter of value addition in DTRE scheme.

The meeting discussed the Government's **"Make in Pakistan"** strategy. The government is working towards enabling the engineering sector to enhance its exports from the current level. The participants were also asked to interact directly with Engineering Development Board for matters pertaining to export and other issues related to manufacturing.

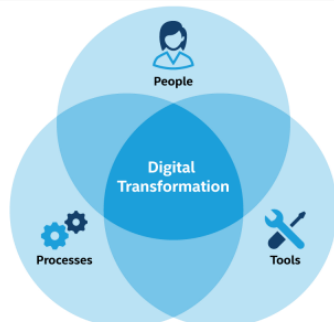


*Consultative session with stakeholders in Lahore to revamp DTRE*



**"Coming together is a beginning;  
Keeping together is progress;  
Working together is success"**

*Henry Ford - Industrialist*



*Digital Transformation  
of EDB*

Aligning itself with the Government of Pakistan's vision of a digital nation, EDB is working towards developing a concise and even tailored digital network within the organization.

EDB aims at creating a knowledge bank and a central repository of the huge available data. This would result in ease of operations at various levels in the organization alongside streamlining the working procedures.

*Developing* **8**



EDB being the focal organization of D-8 Technology Transfer of Exchange Network (TTEN) shall organize the 6th High Council Meeting (HCM) of D-8 member country. The HCM shall be arranged virtually. All the arrangements are being streamlined as per protocol of the forum. Ministry of Industry and Production, Ministry of Foreign Affairs and Ministry of Science and Technology shall join hands for the event.

## Pakistan export of Personal Protective Equipment

The Government of Pakistan formally allowed exports of Personal Protective Equipment (PPE) and some companies have already applied for international certification from EU and US FDA to export their products to international markets. EDB has developed a database appending all the PPE manufacturing companies in the organized sector. The local manufacturers have a vast product line including full body suits, hand sanitizers, gloves, N95 masks, surgical masks, face shields, disinfectant walk through gates and medical gowns. Portable ventilators, plasma air sterilizers, different parts for ventilators and thermal scanners are also being manufactured in Pakistan.

EDB aims to facilitate the PPE manufacturers, resolve issues and prepare the companies for integration in the global supply chain. EDB is also working to showcase the products in the local market in coordination with Ministry of Science and Technology.



## Upcoming Trade Fairs and Expos



**AFGHANISTAN INTERNATIONAL  
TRADE FAIR & BUSINESS CONFERENCE**  
08-11 December, 2020



Exhibition Place: Uranus Palace Kabul-Afghanistan

For Contact: Khurshid Barlas

+92-314-526 8888, +92-311-888 8878, kbarlas@pakworldexpo.com, www.pakworldexpo.com  
Office No 01, Block 26, PHA, G-7/1, Islamabad, Pakistan, Tel: +92 51 289 2002



**BUSINESS  
EXPO**

**NOVEMBER 18-21, 2020  
ISTANBUL TRUKEY**



## Provisional Figures of Exports/Imports & Balance of Trade for June, 2020

Series	* June, 2020		* May, 2020		% Change in June, 2020 over May, 2020	
	(Rupees in Millions)		(Dollar in Millions)			
	Rs.	\$ (1 \$= Rs. 165.10)	Rs.	\$ (1 \$= Rs. 160.07)	Rs.	\$
Exports	263,988	1,599	223,536	1,396	18.10	14.54
Imports	614,004	3,719	458,272	2,863	33.98	29.90
Balance of Trade	-350,016	-2,120	-234,736	-1,467	49.11	44.51

Series	* Jul, 2019 – June, 2020		Jul, 2018 – June, 2019		% Change in Jul, 2019- June, 2020 over Jul, 2018- June, 2019	
	Rs.	\$	Rs.	\$	Rs.	\$
Exports	3,369,809	21,394	3,128,230	22,958	7.72	-6.81
Imports	7,033,248	44,574	7,443,253	54,763	-5.51	-18.61
Balance of Trade	-3,663,439	-23,180	-4,315,023	-31,805	-15.10	-27.12

Series	* June, 2020		June, 2019		% Change in June, 2020 over June, 2019	
	Rs.	\$ (1 \$= Rs. 165.10)	Rs.	\$ (1 \$= Rs. 155.24)	Rs.	\$
Exports	263,988	1,599	264,345	1,709	-0.14	-6.11
Imports	614,004	3,719	675,731	4,353	-9.13	-14.56
Balance of Trade	-350,016	-2,120	-411,386	-2,650	-14.92	-20.00

Source: Pakistan Bureau of Statistics

NOTE:-

1. \* Provisional figures based on data provided by the Director (R & S) FBR, Islamabad
2. Rupee value converted into US Dollar on the basis of monthly Bank's Floating Average exchange rate provided by S.B.P. June, 2020 (1\$ = Rs. 165.103864), May, 2020 (1\$=Rs. 160.076694) and June, 2019 (1\$ = Rs.155.249095)
3. Due to rounding effects some totals and percentages may not tally.

**Anything is possible  
when you have the  
right people there to  
support you.**



MISTY COPELAND



**TOP 15 COUNTRIES OF ENGINEERING SECTOR**  
(Based on Cumulative Figures Jul-Jun 2019-20)

Million US \$

COUNTRY	EXPORTS	
	Jul-Jun 2018-19	Jul-Jun 2019-20
China	257.46	339.95
U.S.America	164.65	166.35
United Arab Emirates	54.62	66.01
Germany	68.66	65.35
Afghanistan	48.89	62.46
United Kingdom	51.88	42.95
Saudi Arabia	26.87	32.84
Australia	20.40	17.61
Hong Kong S.A.Re.Chi	14.78	16.96
France	21.64	16.30
Italy	17.18	14.49
South Africa	13.62	13.93
Bangladesh	18.26	13.66
Brazil	14.50	12.68
Oman	9.79	12.12

Source: Pakistan Bureau of Statistics

Year: 2019-20 1 USD = 158.02 PKR

Year: 2018-19 1 USD = 136.09 PKR

### 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 items OF ENGINEERING SECTOR (Based on Cumulative Figures Jul-Jun 2019-20 )

Million US \$

ITEMS	EXPORTS	
	Jul-Jun 2018-19	Jul-Jun 2019-20
OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS, PARTS AND ACCESSORIES	395.91	358.81
COPPER AND ARTICLES THEREOF	271.66	344.45
TOOLS, IMPLEMENTS, CUTLERY, PARTS THEREOF	101.40	93.72
MACHINERY/ COMPONENTS	88.17	79.90
IRON AND STEEL	43.19	73.87
ALUMINIUM AND ARTICLE THEREOF	32.98	45.70
VEHICLES OTHER THAN RAILWAY, ROLLING STOCK	34.90	45.00
ELECTRICAL MACHINERY, EQUIP, PARTS	47.57	44.74
ARTICLES OF IRON AND STEEL	52.22	35.67
LEAD AND ARTICLES THEREOF	0.00	5.18
MISC. ARTICLES OF BASE METALS	2.21	4.12
ARMS & AMMUNITION, PARTS AND ACCESSORIES	4.39	4.03
FURNITURE, BEDDING, MATTRESSES, LAMPS AND LIGHT FITTINGS, ILLUMINATED NAME-PLATES, PREFABRICATED BUILDINGS	7.59	3.08
MUSICAL INSTRUMENTS, PARTS AND ACCESSORIES	3.88	3.07
ZINC AND ARTICLES THEREOF	4.93	2.80

Source: Pakistan Bureau of Statistics





## Region Wise Exports of Engineering Sector ( Summary )

REGION	Million US \$	
	Jul-Jun 2018-19	Jul-Jun 2019-20
	VALUE	VALUE
AFRICA	54	61
AMERICA (Continent)	219	217
ASIA	563	637
ASIA-PACIFIC ECONOMIC COOPERATION (APEC)	546	615
ASIA-PACIFIC TRADE AGREEMENT (APTA)	329	372
ASSOCIATION OF SOUTH-EAST ASIAN NATIONS (ASEAN)	25	23
CENTRAL ASIAN REPUBLICS	2	2
COMMONWEALTH OF INDEPENDENT STATES (CIS)	13	13
DEVELOPED MARKET ECONOMIES	414	387
DEVELOPING MARKET ECONOMIES	645	723
ECONOMIC COOPERATION ORGANIZATION (ECO)	59	76
EUROPE	225	204
EUROPEAN UNION (EU 25)	208	188
G7 (Group of Seven Countries)	351	328
MIDDLE EAST	127	149
NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)	187	187
ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES (OPEC)	109	124
ORGANIZATION OF THE ISLAMIC CONFERENCE (OIC)	231	263
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (SAARC)	59	24
<b>TOTAL</b>	<b>4366</b>	<b>4593</b>

Source: Pakistan Bureau of Statistics

Year: 2019-20 (1 USD = 158.02 PKR)

Year: 2018-19 (1 USD = 136.09 PKR)

### How COVID-19 has pushed companies over the technology tipping point—and transformed business forever

The notion of a tipping point for technology adoption or digital disruption isn't new, but the COVID-19 crisis is a tipping point of historic proportions—and that more changes will be required as the economic and human situation evolves. Some significant lessons can be drawn from the steps organizations have already taken. One is the importance of learning, both tactically, in the process of making specific changes to businesses (which technologies to execute, and how), and organizationally (how to manage change at a pace that far exceeds that of prior experiences). Both types of learning will be critical going forward, since the pace of change is not likely to slow down.

Source: McKinsey Insights

**Digital adoption has taken a quantum leap at both, the organizational and industry levels**

*Product  
Description*

*Prices  
(Standard Model)*

## TOYOTA

Corolla Xli (1.3 cc) MT	2,519,000
Corolla Xli (1.3 cc) AT	2,619,000
Corolla Gli (1.3) MT	2,769,000
Corolla Gli (1.3) AT	2,869,000
Altis (1.6) MT	3,159,000
Altis (1.6) AT	3,309,000
Altis (1.8) MT	3,299,000
Altis Grande (1.8) MT (SR)	3,499,000
Altis (1.8) CVTI	3,449,000
Altis Grande (1.8) CVTI	3,899,000
Yaris GLI (MT)	2,469,000
Yaris GLI CVT	2,649,000
Yaris ATIV MT	2,579,000
Yaris ATIV CVT	2,729,000
Yaris ATIV X MT	2,789,000
Yaris ATIV CVT	2,959,000
FORTUNER (4X4 Hi)	9,149,000
FORTUNER (4X2 Hi)	8,399,000



a little  
*progress*  
each day  
adds up to  
*big results*



## Car Prices of Various Brands in Pakistan



*Product  
Description*

*Prices  
(Standard Model)*

Civic i-VTEC-PT (1.8)	3,729,000
Civic i-VTEC Oriel- PT (1.8)	3,979,000
Civic Turbo 1.5 VTEC	4,479,000
Civic Turbo 1.5 VTEC Turbo Oriel	4,449,000
Civic Turbo 1.5 RS Turbo	4,599,000
City Aspire (MT) (1.5)	2,699,000
City Aspire (AT) (1.5)	2,859,000
City AT (1.5)	2,699,000
City AT (1.3)	2,529,000
City MT (1.5)	2,449,000
City MT (1.3)	2,639,000
BRV i-VTEC (MT)	3,159,000
BRV i-VTEC	3,319,000
BRV i-VTEC S	3,479,000

**HONDA**

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

*Product  
Description*



Alto 660 VX	11,198,000
Alto 660 VXR	1,398,000
Alto 660 VXL	1,598,000
Wagon-R VXR	1,605,000
Wagon-R VXL	1,695,000
Wagon-R AGS	1,890,000
Cultus VXR Euro II	1,780,000
Cultus VXL	1,900,000
Cultus AGS	2,030,000
Swift AT Navi	2,140,000
Swift DLX Navi	1,995,000
Bolan (800 cc)	1,134,000

**SUZUKI**

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

\*All prices as on 1<sup>st</sup> Sept, 2020



Product  
Description

Prices  
(Standard Model)

## AL-HAJ FAW

V2 (M/T)

1,609,000

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

## UNITED MOTORS

United Bravo (800 cc)

1,199,000

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

## REGAL MOTORS



Prince (Pearl)

1,149,000

Glory 1.5 MT

3,750,000

Glory 1.5 CVT

4,000,000

Glory 1.8 CVT

4,150,000

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



## KIA LUCKY MOTOR

Picanto (MT)

1,899,000

Picanto (AT)

2,049,000

Sportage (FWD)

4,899,000

Sportage (AWD)

5,399,000

Sportage Alpha

4,399,000

Source: [www.kia.com](http://www.kia.com)

## HYUNDAI NISHAT MOTOR

Tuscon FWD

5,099,000

Tuscon AWD

5,599,000

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