



E - NEWS BULLETIN

ENGINEERING DEVELOPMENT BOARD

MINISTRY OF INDUSTRIES AND PRODUCTION



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45th Meeting of EDB's Board of Management

45th meeting of EDB's Board of Management (BoM) held in Lahore on February 27, 2021, was attended by majority of the Board Members. CEO-EDB briefed the Board on the performance of the organization and major assignments completed. The house was briefed on the Electric Vehicle Policy for 2-3 Wheeler & HCVs, Mobile Policy and AIDEP 2021-26 which includes export of parts and components, tractors and motorcycles to countries like Africa, South America, Bangladesh, Sri-Lanka, Iraq and Turkey. Further Domestic Appliances Export Plan / Electronics Policy were also discussed. Various measures to look after the local industry were discussed at length. The Board also reviewed the incentive schemes including DTRE for export of engineering goods from Pakistan. Steel Policy was also deliberated by Board Members. While appreciating the role being played by the organization for facilitating the industry, the BoM further advised on increasing effectiveness of the organization to make it more vibrant and dynamic.



Mr. Almas Hyder chairing the 45th BoM meeting of EDB in Lahore on February 27, 2021

Memorandum of Understanding Signed between EDB and PBC

Engineering Development Board (EDB) signed a Memorandum of Understanding (MOU) with Pakistan Business Council (PBC), with the objective to collaborate and utilize all resources and expertise available within the two organizations to develop Pakistan's Engineering Goods and Services Sector on modern lines.

The MOU between EDB & PBC was signed on 12th January, 2021 by Mr. Almas Hyder, Chairman BoM, EDB and Mr. Saquib Shirazi, Chairman PBC, and attended by CEO, EDB and other team members. Chairman BoM, EDB stressed that both the organizations should work for indigenous development for import substitution and for enhancing exports of this important sector to boost the economy. Chairman PBC, reiterated that this working relationship will concurrently boost the image of Pakistan and contribute towards improvement of the domestic market and exports by expansion of this value-added sector.

CEO – EDB Mr. Raza Abbas Shah highlighted the objective of establishing this general framework to facilitate cooperation between both organizations in specific sectors and complement each other's efforts in order to promote development of the engineering industrial sector of Pakistan and to make it the driving force of economic development.



Sitting: Mr. Almas Hyder Chairman EDB & Mr. Saquib Shirazi, Chairman PBC. Standing: L to R Mr. Taimoor Dawood, Mrs Raazia Shakir GM-BDG, Mr Raza Abbas Shah, CEO-EDB, Mr Maqsood Rehmani Corporate Head Honda Atlas



Mr. Almas Hyder Chairman EDB & Mr. Saquib Shirazi Chairman PBC sign MOU on 12th January, 2021

The PBC is a pan-sectoral, research-based, business-advocacy body composed of the leading businesses operating in Pakistan. PBC's main thrust is "Make-in-Pakistan" the objectives of which is to create jobs, promote exports and encourages import substitution in a competitive and sustainable manner.

This joint collaboration will focus on conducting studies, identifying technology acquisition requirements and market expansion studies, and determining certification and standards requirements of the industry, along with working for capacity building and skill development of the SME sectors. The management of both the organizations have positive views that this relationship will synergize the efforts for making Pakistan a competitive hub for manufacturing and exporting engineering products.

The sectors for which the parties have agreed to work jointly include; Power & Energy, Capital Goods, Pumps & Motors, Surgical & Medical Devices, Cutlery & Kitchenware, Sanitary Fittings, Domestic Appliances, Fans (domestic & industrial), Construction and Building Materials.

5th Virtual High Council Meeting (HCM) Of D-8 Technology Transfer and Exchange Network

Developing-8 is a development cooperation organization of Bangladesh, Egypt, Indonesia, Iran, Malaysia, Nigeria, Pakistan and Turkey. The mandate of D-8 is to improve the standing of member states in the global economy, creation of trade opportunities and promotion of international cooperation in the fields of food security, trade, transportation, energy and tourism etc. The special focus of D-8 is to scale up technological cooperation among the member states. To arrive at such an end, Technology Transfer and Exchange

Network (TTEN), provides an enabling framework of cooperation.

The Ministry of Industries and Production, Government of Pakistan in collaboration with Engineering Development Board (EDB), Ministry of Foreign Affairs, Ministry of Science and Technology, D-8 Secretariat-Istanbul, D-8 TTEN Secretariat-Tehran, Iran, organized the virtual 5th High Council meeting of D-8 TTEN on 22nd December, 2020 on the theme of “Scientific Development and Technological Innovations in D-8 Member Countries”.



Raza Abbas Shah CEO-EDB, Mrs. Raazia Shakir General Manager - BDG and team, Mr. Shafqat Abbass Section Officer - (MoIP) and Fared Bakhtiar, Senior Research Officer - (MoST)

The objective of the meeting was to develop and strengthen D-8 technological cooperation network and to support creating a synergy for technological collaborations amongst Member States. Mr. Raza Abbas Shah, CEO – EDB welcomed the delegates of participating member states and appreciated the efforts of Ministry of Foreign Affairs and D-8 Secretariat for joining hands to make the event a success. He informed the forum that latest scientific developments and technological innovations serve as the cornerstone of sustainable development. He urged D-8 member states to initiate bilateral cooperation activities in the spheres of science and technology, with a view to brainstorm innovative ideas to strengthen technological interventions.

Dato' Ku Jaafar Ku Shaari, the Secretary General, D-8, Secretariat, Istanbul, in his message highlighted the pressing need for adoption of technological frameworks to help foster inclusive and sustainable economic development within the member countries.

He asserted that promotion of research and development is the central requirement for enhancing technological cooperation in the arena of 4th Industrial Revolution. He highlighted the success stories of D-8 Secretariat to accomplish technological cooperation among member states in order to cope with challenges of modern development based on technological collaboration in the global value chain.

Presentations were given by focal persons of Member Countries. Bangladesh Centre for Technology Transfer and Innovation, Iran Pardis Technology Park and National Techno mart Network Technological Exchanges, Egypt's Comprehensive database of innovations & SMEs innovative products, Malaysia's National Technology and Innovation Sandbox (NTIS) and Malaysia Technology Park were some of the prominent efforts made by respective countries to help prosper in the field of technology.

Pakistan's Ministry of Science and Technology briefed on the establishment of 3 New Centers of Excellence in the fields of Artificial Intelligence and Machine Learning, Industrial Biotechnology, Microelectronics Engineering. Pakistan has also undertaken COVID-19 (Special Initiatives) for production of Personal Protection Equipment (PPEs), Production of Sanitizers, Ventilators and Corona Testing Kits.

Mrs. Raazia Shakir, Focal Person of D-8 TTEN from Pakistan & General Manager (BDG)-EDB gave a brief presentation on the latest Mobile Device Manufacturing Policy and Electric Vehicle Policy recently introduced by Pakistan.



Representatives from Turkey, Iran, Malaysia, Bangladesh, Egypt and D-8 Secretariats

The participants also agreed on the importance of strengthening cooperation in joint research and experience sharing among relevant ministries, institutes & corporate bodies of the D-8 Member States regarding the activities in science, technology & research. Mr. Raza Abbas Shah, CEO-EDB-

Chairman highlighted the importance of ICT technologies which provided opportunity for more frequent interactions and emphasized that instead of physically meeting every six month or year, we must utilize the platform of virtual meetings. He highly appreciated the organizers and both the Secretariats of D8 for all the support that they have extended. In the end the focal person for Pakistan, gave her remarks and the meeting was closed with a note of thanks to the Chair and Secretary General-D-8 TTEN. A letter of appreciation was also issued by the D-8 Secretariat to commemorate the efforts of Engineering Development Board.

Pakistan had earlier organized D-8 Summit of Head of States of Member Countries on 22nd November, 2012 at Islamabad.

Sideline Events of D-8 TTEN

3rd Technology Investment Meeting (TIM 2021)

The 3rd Technology Investment Meeting (TIM 2021) was organized jointly as hybrid event by the D-8 Organization for Economic Cooperation, the D-8 Technology Transfer and Exchange Network (D-8 TTEN) Secretariat and the Pardis Technology Park in Tehran, Iran, from 16th - 17th February, 2021. The Technology Investment Meeting is also a platform to meet, exchange experience and explore opportunities of investing in creative and forward-thinking startups.

On the first day, discussions were held on science, technology and innovation areas by the representatives of the private sector and government institutions of the D-8 Member States as well as other countries.

The second day of the meeting also witnessed presentations, panel discussions and exchanges of views and ideas on start-ups, developments and expectations in the relevant areas of technology and innovation by the representatives. EDB gave a brief presentation on the Ecosystem of Startups in Pakistan

highlighting the Government's Support for Economic Growth and Prosperity Pakistan's Government has made reforms which aim to create enabling environment for new entrants in the startup market of the country by creating ease of doing business and tax relief along with an online one-stop registration system through which "companies can now be incorporated in 17 days, rather than 20, at a reduced cost. As a result of these reforms, Pakistan's position in World Bank's 'Ease of Doing Business' Report has changed from 136th place (2018) to 108th place (2019). 720 startups have been created in the past 10 years with 100 successfully rising funding from global investors. \$108 million is the total amount raised by 7 most well-funded active startups or Venture Capital including Zameen.com, Airlift, Bykea etc. In accordance with Pakistan Vision 2025 and the Digital policy of Pakistan 2018, the ICT industry size is targeted to reach \$20 billion by 2025. EDB welcomed the Venture Capital Firms from D-8 Member Countries investment in Pakistan and assured that EDB will facilitate them in establishing strong network.

Virtual D-8 Business Summit on the Sideline of the D8 Summit 2021

The D-8 Business Forum was organized virtually, as a sideline event of the 10th D-8 Summit, by the Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) in partnership with the Union of Chambers and Commodity Exchanges of Turkey (TOBB) and D-8 Chamber of Commerce &

Industry (D-8 CCI) on the sideline of the 10th D-8 Summit on, 5th April 2021, Dhaka. Dr. A. K. Abdul Momen, MP, Hon'ble Foreign Minister, Government of the People's Republic of Bangladesh attended the meeting as the chief guest while Tipu Munshi, MP, Hon'ble Commerce Minister,



D8 Summit on 5th April, 2021 via Zoom

Government of the People's Republic of Bangladesh and H.E. Ruhsar Pekcan, Hon'ble Minister of Trade, Republic of Turkey were the special guests at the forum.

Highlights of Business Summit

- To continue to enhance cooperation in the upcoming period, to diversify and create new opportunities in trade relations and to improve developing countries' position in the world economy
- Institute common investment policies, guidelines, and strategies including Diaspora investment opportunities; and work for minimizing tariff and non-tariff barriers
- The total trade volume of D-8 is \$1.6 trillion of which 6.5 per cent stemmed from intra-D8 trade.
- D-8's Chamber of Commerce and Industry will work at a more assertive level for enhancing trade, services, investment, small- and medium enterprises, tourism, and agriculture.
- Involvement of technologies to facilitate trade, investment, production and supply was stressed
- Present technology trends are dominated by areas such as fin-tech, ed-tech, clean-tech, health-tech, agri-tech, e-commerce, etc. Amongst others.
- Capacity building and skills development through collaboration among training institutes among d-8 member states will have a significant impact on industries in the region.

Md. Shahriar Alam, MP, Hon'ble State Minister, Ministry of Foreign Affairs of Bangladesh, H.E. Jerry Sambuaga, Hon'ble Vice Minister of Trade, Republic of Indonesia, H.E. Ambassador Dato' Ku Jaafar Ku Shaari, Secretary General of D-8 addressed the business forum as Guest of Honour. Foreign Minister Dr. AK Abdul Momen emphasized that D-8 Member States should leverage the commonalities and aim to promote intra-trade, investment in innovation, minimize tariff and non-tariff barriers. The summit was attended by hundreds of participants globally. Trade Minister of Turkey stressed that they are well aware of the economic synergy that could be generated with its fellow countries of shared historical, economic, social, and cultural foundations. Turkey's involvement with the D-8, along with Economic Cooperation Organization and the Organization of Islamic Cooperation is a solid outcome of this belief. Bangladesh Commerce Minister told the forum that the member states of D8 will be able to overcome the challenges of COVID- 19 through the effective functioning of the D-8 business platform.

Export Enhancement and Import Substitution Exercise

A series of meetings with stakeholders of various Engineering Sectors were held on export enhancement and import substitution. These included Electrical and Power Equipment, 2-3 Wheelers, Automotive and Auto Parts, Mobile Phone, Home Appliances. The meetings were chaired by Mr. Abdur Razak Dawood, Advisor to the Prime Minister on Commerce and Investment and co-chaired by Mr Almas Hyder, Chairman BoM, EDB. Issues related to facilitating the export of the products falling under the aforesaid sectors were discussed.

The stake holders gave proposals related to duty drawback rates, review of DTLT, export subsidy, tariff rationalization, testing and certifications, arranging Trade Fairs/ Exhibitions, support in facilitation of incentive scheme etc. They also highlighted the issues in import substitution which includes price escalation, localization of



Mr. Abdur Razak Dawood, Advisor to the Prime Minister on Commerce and Investment chairing in with Mr Almas Hyder Chairman - EDB

input parts, issues relating to SRO 827 etc. The advisor to the Prime Minister assured to resolve the issues and asked the industry to provide a comprehensive business plan on enhancing the export with target countries along with sunset class for facilitation.

EMERGING SECTORAL ACTIVITIES

EDB's Sector Development and Business Development groups have initiated stakeholders' consultations with engineering sectors for development and exploring export potential. The consultative sessions were held



on 1st, 2nd, 16th and 17th March 2021 with the manufacturers of Tyres & Tubes, LED Lightning Products, Tube Nozzle & Valve, and Printed Circuit Board (PCB) and were chaired by General Managers SDG and BDG. The discussions were focused on the localization, export potential, major incentives and the challenges faced by stakeholders regarding the production, technology, policy framework, and market access requirements.



Possibilities for localizing the tube nozzle industry were discussed at length. Currently, around 22 lac tubes and tyres for motors and cycles are produced in the country which shows the amount of potential tube nozzle has. The stakeholders suggested that duties and taxes on imported raw material need to be rationalized. Highlighting the issues of this industry, they mentioned that the export schemes must be compatible for the companies that export partially.

Currently, PCBs are being assembled locally. However, PCB board/sheets are imported at high duty rates which add significant cost to the finished product. To compete in the international market, the stakeholders requested to remove duties on import of PCB sheets and its raw materials to 0%. Consequently, the importer must pay 20% custom duty on both of them, therefore a separate HS Code must be introduced for bare and mounted PCBs with lower duty on bare sheets

LED lights manufacturers are working on a very small scale and need to have more organized set ups in the industrial estate. This industry has huge potential for exports if developed properly. During discussions, the stakeholders highlighted the issues regarding taxes & duties, technology up gradation and testing facilities. Moreover, they were of the view that the documentation procedures required to export sample product to potential customers is lengthy and time consuming under Pakistan regulations which can be reduced if online systems are introduced. 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. Since this is the only value added sector whose export can give a quantum jump to reduce the trade imbalance.



Meeting with PCB Manufacturers



Meeting with LED Lighting products manufacturers



Meeting with Tube Nozzle & Valve Manufacturers

Don't let
yesterday take
up too much of
today.

WILL ROGERS

Electric Vehicle Policy of Pakistan Approved

In line with Government of Pakistan's vision of "Clean Green Pakistan", EDB has formulated Electric Vehicle (EV) Policy. The local manufacturing of electric vehicles and gradual shift from fossil fuels to electric vehicles is the main objective of this policy. In this regard a high level inter-ministerial committee finalized the recommendations of the EV Policy for 2-3 wheelers and Heavy Commercial Vehicles, which have been approved by the Cabinet and

implemented.

Furthermore, policy/recommendations for four wheeler Electric Vehicles were approved from the ECC on 16-12-2020 and endorsed by the Federal Cabinet on 22-12-2020.



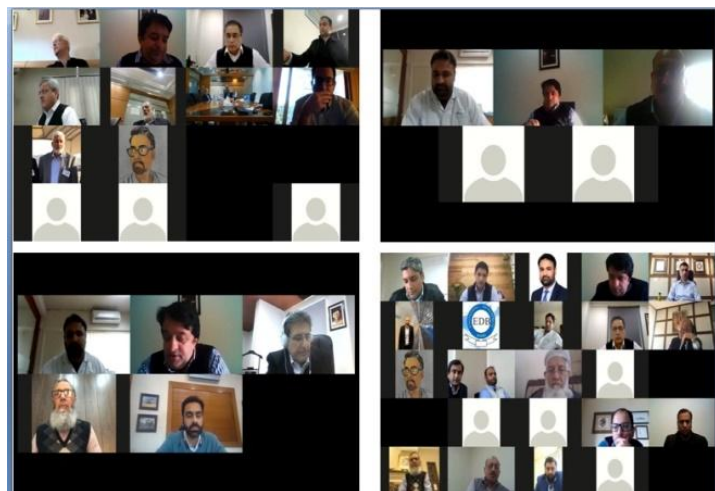
Meetings on Electric Vehicle Policy chaired by Mr. Hammad Azhar Ex Federal Minister for I&P. Mr. Almas Hyder, Chairman EDB and CEO EDB attended the meeting.



Meetings with Stake-Holders on EV Chaired by Ex Minister for I&P

Meeting on Deliberations on Automotive Industry Development and Export Plan (2021-26)

Automotive Industry Development Policy 2016-21 is reaching its end and a new Automotive Industry Development and Export Plan is being prepared by EDB. The new policy will envisage a mechanism to reduce smuggling, misdeclaration, under invoicing of various parts and components, and other aspects affecting the local part manufacturer. The focus of upcoming policy will be on consumer welfare, affordability, safety & quality, building on the localization/indigenization achieved, and exports promotion



In this regard series of meetings were held over the past few months in 2020 and 2021 with various stakeholders, including Tractor Industry, Pakistan Automotive and Manufacturers Association, Pakistan Association of Automotive Parts and Accessories Manufacturers, Motorcycles Industry, Pakistan Automobile and Spare Parts Importers and Dealers Association to deliberate on the new policy to make it more effective



34th Auto Industry Development Committee (AIDC) Meeting

34th meeting of AIDC was held on January 14, 2020 *under the chairmanship of CEO-EDB*. The meeting discussed updation on Electric Vehicle Policy approved by ECC/Cabinet, Finalization of United Nations Economic Commission for Europe (UNECE) WP-29 Regulations for adoption alongside discussions on various technical issues by EDB's Tariff section. Localization of parts and components. Development and Export Plan (AIDEP 2021-26) also came under discussion

The world is much more connected through trade and through movements in capital, people, and information (data and communication)—what we call “flows.” Trade and finance have long been part of the globalization story but, in recent decades, there’s been a significant shift. Instead of a series of lines connecting major trading hubs in Europe and North America, the global trading system has expanded into a complex, intricate, sprawling web. Asia is becoming the world’s largest trading region. “South–south” flows between emerging markets have doubled their share of global trade over the past decade. The volume of trade between China and Africa rose from \$9 billion in 2000 to \$211 billion in 2012. Global capital flows expanded 25 times between 1980 and 2007. More than one billion people crossed borders in 2009, over five times the number in 1980. These three types of connections all paused during the global recession of 2008 and have recovered only slowly since. But the links forged by technology have marched on uninterrupted and with increasing speed, ushering in a dynamic new phase of globalization, creating unmatched opportunities, and fomenting unexpected volatility.

Abstract from Mckinsey Insights

Progress on Implementation of Automotive Development Policy

Under the ADP 2016-21, twenty one new entrants have been granted Greenfield status and two closed units have been revived under the policy with commitment of more than 1.00 billion USD.. Furthermore, as per ADP 2016-21, Pakistan became member of United Nations Economic Commission for Europe (UNECE) WP.29 Regulations for compliances to safety of human life, environmental protection and sustainable growth of motorization in the country as well as harmonization of automobile regulations in line with global requirements. In this regard EDB is actively pursuing adoption for WP.29 regulations and several meetings are being held on regular basis with the stakeholders as well as other relevant departments,



Six companies have already started local manufacturing of Cars/HCVs/LCVs/SUVs etc

Companies Granted Manufacturing Certificates Approval under AIDC POLICY (2016-21)

Sr. No	Company Name	Models
1.	M/s Regal Automotive Industries	Prince (Glory , Car, Mini Truck, Mini Van)
2.	M/s United Motors (Pvt) Ltd	United (Bravo, Alpha Classic Van, Panjnad)
3.	M/s Lucky Motors Corporations Pakistan Ltd	Picanto, Sorento Sportage
4.	M/s Hyundai Nishat Group	Car, High deck Pickup
5	M/s Foton JW Auto Park (Pvt) Ltd	Truck
6.	M/s Masters Changan Motors Ltd	Car, Minivan, pickup Truck
7	Sazgar Engineering (Pvt) Ltd	Car,Jeep

**RISE ABOVE THE STORM AND
YOU WILL FIND THE SUNSHINE.**

Encouraging New Technologies

In order to encourage technological up gradation, the Government of Pakistan has launched this scheme.

Procedure to Grant Greenfield Status.

- "Greenfield industry" set up in Pakistan requiring approval of the Commissioner shall make an application electronically to the Commissioner.
- After scrutiny of the application, the Commissioner Inland Revenue shall forward the application to the Engineering Development Board (EDB) for seeking certification to the effect that process or technology used by the Industrial Undertaking has not earlier been used in Pakistan.
- EDB shall communicate its expert opinion/findings to FBR
- Commissioner, after completion of formalities, may approve the organization

FBR will grant status of the 'Greenfield Industry' to the industrial undertakings after seeking expert EDB for allowing tax concessions to such companies

SOPs for Qualification as “Greenfield Industry” Based on Process Technology by EDB

1. EDB will initiate processing of application on receipt from Commissioner Tax
2. Greenfield Industry status will be granted to a company claiming about bringing new Technology that has not earlier been used in Pakistan rather than the product.
3. The applicant firm will be asked to submit type of process technology that has not been used earlier in Pakistan along with patents registration
4. EDB's internal committee will analyze the request/ documents of new applicant at their end.
5. On receipt of information from applicant company, EDB may approach local industry/ competitors for further clarification.
6. EDB may invite applicant company for brief presentation.
7. EDB team shall visit the facility of similar local industry and new investor for analysis, if required.
8. Applicant company will submit an undertaking to EDB that internal committee members of EDB shall inspect the process technology at the facility after start of production,.
9. Upon recommendation of internal committee, approval of technology will be solicited from CEO (EDB) and will be conveyed to respective tax office.
10. Visit of the company will be conducted by EDB after commissioning of respective plant

Granting of Greenfield Status EDB's Recommendations to FBR

Sr. No	Company Name	Area of Interest	Status Recommended to FBR
1.	M/s Service Long March Tyres (Pvt). Ltd.	All Steel Truck and Bus Radial Tyres	October 13, 2020
2.	M/s JASS Minerals and Metals (Pvt) Ltd	Beneficiation of Fluorspar Mineral Ore using Floatation Process	November 25, 2020
3.	M/s AA Pulp & Puree	Fruit Pulp & Puree	December 22, 2020
4.	M/s Saim Mobeen Food Industries	Biscuits, Cookies, Cereals, Wafers and Crackers	January 25, 2021
5	M/s Burhani AQMS Industries (Pvt) Ltd	Industrial fittings	March 2, 2021
6.	M/s Traktion Tyre & Rubber Manufacturing Company Pakistan (Pvt) Ltd	Truck and Bus Radial Tyres	March 4, 2021

EDB's Capacity Building by JICA

The Japan International Cooperation Agency (JICA) has instituted a program to support EDB for formulating new policy for Automotive Industry and to facilitate in EDB's capacity building. For this purpose, JICA in collaboration with Asia Engineering Consultant Co. arranged online session "Automotive Industry Development Advisor III. In this session Mr. Uchida from JICA gave the comprehensive discourse on the techniques pertaining to the compilation of the new policy. The discussion included matters regarding vehicle production/ sale volume, GDP per capita ,Terms of Automotive Industry Development Plan ,Exchange rate, Financial Crisis political instability timeline etc. which will be referred/used in formulation of upcoming policy.



Online Session with JICA team for Development of Auto Industries chaired by CEO-EDB ON JAN 21, 2021



Local Manufacturing of Mobile phone on Rise in Pakistan

Ensuing to the efforts of EDB, investments have started pouring in the mobile sector. With the establishment of this sector at rise new employment opportunities for more than 6,000 skilled and semi-skilled workers have been generated. The mobile device manufacturing policy is one of the major milestone for our country and is the result of “Make in Pakistan” initiative. The development of this sector is a game in terms of its potential impact on exports of the country. The mobile device manufacturing policy provides sufficient advantage to the local manufacturing of mobile phones especially below USD 200 category in comparison with imports in completely built condition. By introduction of new players and capacity enhancement by existing companies, Pakistan will soon be able to meet major portion of local demand, which was around 3.6 million per month in CY 2020. Companies like G- Five and Q Mobile was already operating in the market, while M/s Samsung and OPPO are poised to enter local assembly in Pakistan market and are probably waiting for the implementation of approved recommendation of policy to remove sales tax on locally assembled mobiles from above USD 200 category.



Pakistan enjoys low cost labour advantage, a reasonably large home market having more than 178 Million subscribers which increased approximately 1% per month during last one year and 83.3 percent. All of this combined with an tele-density and efficient Device Identification Registration and Blocking System (DIRBS) in place, which make Pakistan an attractive market for mobile assembly. DIRBS is a successful initiative of PTA which has effectively stopped smuggling of mobile phones in the local market.



Progress after implementation of Mobile Manufacturing Policy

- M/s VIVO, M/s Airlink Communications, M/s Inovi Telecom are amongst the new investors in local assembly of mobile phones, who have already started their trial production in February 2021. The combined capacity of these three companies is more than 1 million mobile handsets per month
- M/s Transsion Tecno, a Karachi based company assembling three famous brands including Itel, Infinix and Tecno, has increased local assembly capacity from 150,000 units to 650,000 units per month owing to increase in demand soon after the policy was launched.
- The local manufacturing companies are moving rapidly from 2-G non android market to the 4-G smart phones as the local manufacturing has ensured availability of mobile handsets at competitive prices to customers.
- All of this combined with an tele-density and efficient Device Identification Registration and Blocking System (DIRBS) in place, which make Pakistan an attractive market for mobile assembly. DIRBS is a successful initiative of PTA which has effectively stopped smuggling of mobile phones in the local market

The policy has provisioned a 3 % export rebate for the local companies to enter into export market. From the initial success of the policy and increased demand in local and international market, the local assemblers are optimistic about export of locally assembled mobile phones. The mobile phone manufacturing industry is expected to become larger than the automotive industry of Pakistan in terms of turnover in few years and employment is expected to grow manifold. 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 its vision to improve the entire eco system, and make this the fastest growing sector in terms of employment and exports in the near future



Mr. Hammad Azhar, Ex Minister for I&P inaugurated manufacturing plant of M/s Airlink

Mr. Hammad Azhar remarked that local manufacturing of mobile handsets in Pakistan will not only create a high-tech eco-system within the country, but is also expected to overtake the auto sector both in terms of revenue and employment generation



Mr Almas Hyder Chairman BoM, EDB visited INOVI Telecom Karachi handsets on March 24, 2021 to witness manufacturing facilities. The company has started assembling Infinix and itel brand mobile handsets.

2nd Meeting of the Joint Working Group (JWG) of Pakistan-Turkmenistan on Industrial Cooperation

EDB arranged the 2nd Meeting of the Joint Working Group (JWG) of Pakistan-Turkmenistan on February 17, 2021, under the chairmanship of Capt (R) Saeed Ahmad Nawaz Additional Secretary-I, Ministry of Industries and Production, Islamabad, Pakistan. The meeting was attended by the senior officials from the Ministry of Foreign Affairs, Ministry of Commerce, Economic Affairs Division, Ministry of Textile Industries, Federal Board of Revenue, Board of Investment, PITAC.

General Manager (SDG), EDB gave a presentation and highlighted the prospects of joint ventures/potential areas, facilities available and salient features of industry of Pakistan. In the areas of Home Appliances & HVACR Sector, Automotive sector/Electric Vehicles (EVs), Surgical goods, Iron & steel Sector, Electrical machinery & Equipment, Textile, leather and sports goods, Cutlery & kitchenware, Industrial machinery & equipment, Mining sector, Power sector, Alternative Energy Sector, Mobile Device Manufacturing etc.

Turkmenistan side offered to provide the details of manufacturers in Pakistan and requested to share the same as Turkmenistan. It was



2nd Meeting of the JWG of Pakistan-Turkmenistan held on February 17, 2021 virtually, chaired by Capt (R) Saeed Ahmad Nawaz Additional Secretary-I, MOIP

proposed to hold business to business to explore the possibilities of joint ventures, technical collaborations and exploring the trade and investment opportunities in the areas of common interest so that both the countries can get the maximum benefit from these opportunities.

Updation of Custom General Order (CGO)

EDB has initiated a comprehensive exercise to update the exiting Custom General Order of locally Manufactured Goods. The stakeholders, existing and new, were invited for fresh requests including Federation of Pakistan Chambers of Commerce & Industry (FPCCI), All Chambers of Commerce & Industry, industrial associations and concerned local manufacturers were approached, by EDB. To include locally manufactured products in the CGO, so far, more than 215 companies have approached EDB with 900 entries (amendment in existing entries + new products) which are under evaluation/consideration. EDB has started the physical verification of those manufacturers who are new applicants or those who are already listed in CGO-02/2017 but their products are new.

Therefore, 30 Lahore & Karachi based units have been visited by EDB's team for completing the said task.



EDB's Team Visits Lahore and Karachi Units

Other Meetings



Digital communication Plan "Made in Pakistan: chaired by CEO-EDB with GM- BDG dated 15-1-2021 in EDB office

"Digital Transformation Conference vision 2025" - Rawalpindi Chamber of Commerce and Industry (RCCI)

Rawalpindi Chamber of Commerce and Industry (RCCI) organized the "Digital Transformation Conference vision 2025" on 10th March, 2021, with the aim to highlight the key challenges faced by the industry to transform traditional solutions to digital platforms. Mrs. Raazia Shakir, General Manager (BDG) attend the conference and represented Engineering Development Board, It also provided an opportunity to discuss industrial automation trends worldwide, automation requirements for an existing industry, Digitalization and export competitiveness and digitalization requirements for small and cottage industry of the country, and impact on employment opportunities.



Plant for Pakistan

(Campaign for Plant Sapling in EDB Complex Building Lawn to make Pakistan Green)



Biding Farewell to our Retired Colleagues



Muhammad Fiaz (Manager)



Muhammad Khalid Jamil (Manager)



Amjad Ali Khan (E.S to CEO)

PRODUCTION FIGURES
CARS / LCVs / HCVs (ACTIVE UNITS)

(Nos.)

S. No.	Manufacturer/ Assembler	2018-19	2019-20	2020-21
1	M/s Pak Suzuki Motor Company Limited, Karachi	132,166	64,240	49,994
2	M/s Indus Motor Company Ltd., Karachi	65,336	28,518	35,944
3	M/s Honda Atlas Cars (Pakistan) Limited, Lahore	45,098	15,672	21,036
4	M/s Hinopak Motors Limited, Karachi	2,190	1,296	562
5	M/s Ghandhara Nissan Ltd., Karachi	468	431	629
6	M/s Ghandhara Industries Ltd., Karachi	3,717	2,027	1,030
7	M/s Master Motor Corporation, Karachi	1,255	368	691
8	M/s Afzal Motors (Pvt) Limited, Karachi	193	83	38
9	M/s P M Auto Industries , Karachi	1	2	0
10	M/s Al-Hajj Faw Motors, Karachi	2,817	1,131	1,369
11	M/s Fuso Master Motors (Pvt) Ltd., Karachi	304	100	323
12	M/s Ghandhara DF (Pvt) Ltd., Karachi	614	235	96
13	M/s Regal Automobile Industries Ltd., Lahore	159	517	2,149
14	M/s United Motors (Pvt) Ltd., Lahore	1,305	330	193
15	M/s Foton JW Auto Park (Pvt) Ltd., Lahore	565	483	693
16	M/s Master Motors Limited	299	1,735	4,061
17	M/s Kia Lucky Motors Pakistan Ltd., Karachi	0	7,974	15,742
18	M/s Hyundai Nishat Motor (Pvt) Ltd., Lahore	0	703	1,673
Total:		256,487	125,845	136,223

TOP 15 ITEMS OF ENGINEERING SECTOR

Million US \$

ITEMS	EXPORTS	
	Jul-Dec 2019-20	Jul-Dec 2020-21
Copper And Articles Thereof	201.74	294.44
Optical,Photographic,Cinematographic,Measuring,Medical Or Surgical Instruments And Apparatus,Parts And Accessories	211.67	222.72
Tools,Implements,Cutlery,Parts Thereof	54.38	68.36
Iron And Steel	37.90	55.70
Machinery/ Components	39.50	44.45
Aluminium And Article Thereof	22.01	41.97
Vehicles Other Than Railway, Rolling Stock	24.20	30.77
Electrical Machinery,Equip,Parts	21.46	27.56
Articles Of Iron And Steel	18.57	24.61
Furniture,Bedding,Mattresses,Lamps And Light Fittings,Illuminated Name-Plates,Prefabricated Buildings	1.13	4.94
Lead And Articles Thereof	0.00	3.48
Arms & Ammunition, Parts And Accessories	2.73	2.46
Musical Instruments,Parts And Accessories	1.88	2.03
Zinc And Articles Thereof	1.62	1.78
Misc. Articles Of Base Metals	2.63	0.98

Year : 2020-21 1 USD = 160.07 PKR

Year : 2019-20 1 USD = 154.92 PKR

Source: Federal Bureau of Statistics

EXPORTS OF ENGINEERING SECTOR

Million US \$

COUNTRY	EXPORTS	
	Jul-Dec 2019-20	Jul-Dec 2020-21
China	193.48	310.02
U.S.America	95.74	92.01
Afghanistan	37.12	59.47
United Arab Emirates	31.88	51.36
Germany	36.83	44.98
United Kingdom	24.93	28.44
Australia	9.75	13.80
Saudi Arabia	15.90	13.44
South Africa	8.04	12.45
France	9.35	11.95
Italy	7.70	10.52
Belgium	4.34	8.13
Sri Lanka	4.86	7.53
Netherlands	5.25	7.47
Japan	6.16	7.18

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

Million US \$

REGION	Jul-Dec 2019-20	Jul-Dec 2020-21
	VALUE	VALUE
AFRICA	34	41
AMERICA (Continent)	124	118
ASIA	356	506
ASIA-PACIFIC ECONOMIC COOPERATION (APEC)	354	464
ASIA-PACIFIC TRADE AGREEMENT (APTA)	212	328
ASSOCIATION OF SOUTH-EAST ASIAN NATIONS (ASEAN)	13	13
CENTRAL ASIAN REPUBLICS	1	1
COMMONWEALTH OF INDEPENDENT STATES (CIS)	8	8
DEVELOPED MARKET ECONOMIES	214	245
DEVELOPING MARKET ECONOMIES	408	557
ECONOMIC COOPERATION ORGANIZATION (ECO)	43	67
EUROPE	112	141
EUROPEAN UNION (EU 25)	103	130
G7 (Group of Seven Countries)	184	201
MIDDLE EAST	71	92
NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)	104	102
ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES (OPEC)	61	81
ORGANIZATION OF THE ISLAMIC CONFERENCE (OIC)	136	179
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (SAARC)	14	14

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

EXPORTS/IMPORTS & BALANCE OF TRADE

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

Series	* January, 2021		* December, 2020		% Change in January, 2021 over December, 2020	
	Rs.	\$ (1 \$= Rs. 160.15)	Rs.	\$ (1 \$= Rs. 160.07)	Rs.	\$
Exports	343,612	2,146	378,776	2,366	-9.28	-9.30
Imports	771,939	4,820	798,228	4,986	-3.29	-3.33
Balance of Trade	-428,327	-2,674	-419,452	-2,620	2.12	2.06

Series	* January, 2021		January, 2020		% Change in January, 2021 over January, 2020	
	Rs.	\$ (1 \$= Rs. 160.15)	Rs.	\$ (1 \$= Rs. 154.65)	Rs.	\$
Exports	343,612	2,146	305,001	1,972	12.66	8.82
Imports	771,939	4,820	637,326	4,121	21.12	16.96
Balance of Trade	-428,327	-2,674	-332,325	-2,149	28.89	24.43

Series	* Jul-January, 2020-2021		Jul-January, 2019-2020		% Change in Jul-January, 2020-21 over Jul-January, 2019-20	
	Rs.	\$	Rs.	\$	Rs.	\$
Exports	2,322,358	14,256	2,108,777	13,496	10.13	5.63
Imports	4,768,066	29,274	4,267,555	27,316	11.73	7.17
Balance of Trade	-2,445,708	-15,018	-2,158,778	-13,820	13.29	8.67

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. January, 2021 (1\$ = Rs. 160.153552), December, 2020 (1\$=Rs. 160.079514) and December, 2020 (1 \$ = Rs.154.656144)
- Due to rounding effects some totals and percentages may not tally.

Source: Pakistan Bureau of Statistics

Model Wise Car Prices For the Month of April 2021

SUZUKI

Alto 660 VX	1,198,000
Alto 660 VXR	1,433,000
Alto 660 VXL	1,633,000
Mehran VX Euro II (800 cc)	disc
Mehran VXR Euro II	disc
Wagon-R VXR	1,640,000
Wagon-R VXL	1,730,000
Wagon-R AGS	1,890,000
Cultus VXR Euro II	1,780,000
Cultus VXL	1,970,000
Cultus AGS	2,130,000
Swift AT Navi	2,210,000
Swift DLX Navi	2,030,000
Bolan (800 cc)	1,134,000



TOYOTA

CorollaX Altis (1.8) MT	3,549,000
CorollaX Altis (1.8) CVTI	3,699,000
CorollaX Altis Grande 1.8 CVTi (Beige Interior)	3,979,000
CorollaX Altis Grande 1.8 CVTi (Black Interior)	3,999,000
COROLLA MT 1.6	3,219,000
COROLLA AT 1.6	3,369,000
Yaris GLI (MT)	2,509,000
Yaris GLI CVT	2,689,000
Yaris ATIV MT	2,619,000
Yaris ATIV CVT	2,769,000
Yaris ATIV X MT	2,829,000
Yaris ATIV CVT	2,999,000
FORTUNER (4X4 Hi)	9,149,000
FORTUNER V (4X2 Hi)	8,399,000
FORTUNER G (4X2 Hi)	7,699,000



HONDA	
Civic i-VTEC-PT (1.8)	3,729,000
Civic i-VTEC Oriel- PT (1.8)	3,979,000
Civic Turbo 1.5 VTEC Turbo Oriel	4,349,000
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 MT (1.5)	2,529,000
City MT (1.3)	2,449,000
City AT (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

AL-HAJ FAW	
Models	1-Apr-21
V2 (M/T) (1.3)	1,609,000
United Motors	
United Bravo (800 cc)	1,099,000
United Alpha (800 cc)	1,395,000
REGAL MOTORS	
Prince (Peral)	1,149,000
Glory 1.5 MT	3,750,000
Glory 1.5 CVT	4,000,000
Glory 1.5 Pro	4,549,000
Glory 1.8 CVT	4,150,000
KIA LUCKY MOTOR	
Picanto (MT)	1,899,000
Picanto (AT)	1,999,000
Sportage (FWD)	4,899,000
Sportage (AWD)	5,399,000
Sportage Alpha	4,399,000
MASTER MOTOR	
Alsvin 1.3 Comfort	2,199,000
Alsvin 1.5 Comfort	2,450,000
Alsvin 1.5 Lumiere	2,650,000
HYUNDAI NISHAT	
Tucson FWD A/T	5,099,000
Tucson AWD A/T	5,599,000