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FEDERAL MINISTER FOR INDUSTRIES & PRODUCTION VISITS PAK SUZUKI MOTORS COMPANY LTD

Federal Minister for Industries and Production, Makhdoom Khusro Bukhtiar, accompanied by senior officials from the Ministry of Industries & Production and Engineering Development Board paid a visit to Pak Suzuki Motors Co. Ltd Karachi on 9th September 2021. He congratulated the Company for achieving highest production of new ALTO 660cc in 2021. He remarked that the entire auto sector has received a boost and an increase in demand due to the policy incentives approved by the Government on the recommendations of the Ministry of Industries & Production. The new Auto Industry Development and Export Policy (AIDEP) is under development and many of its proposals already implemented through the Finance Bill 2021. This Policy is expected to give a major impetus to the industry, enhance its contribution to the economy, and increase the export base of the country.



Federal Minister for MOIP, Mr. Makhdoom Khusro Bukhtiar, accompanied by senior officials from the MOIP and EDB visits Pak Suzuki Motors

CONTENTS

03	FEDERAL MINISTER FOR INDUSTRIES & PRODUCTION VISITS TRANSSION TECNO ELECTRONICS
03	49 th MEETING OF EDB'S BOARD OF MANAGEMENT
05	FIRST MEETING OF MINISTERS OF THE SHANGHAI COOPERATION ORGANIZATION
05	BRIEF ON NEW AUTO INDUSTRY DEVELOPMENT AND EXPORT PLAN (2021-26)
06	EXPORT ENHANCEMENT OF ENGINEERING GOODS & SERVICES
07	STANDARDS DEVELOPMENT COMMITTEE ON AGRICULTURAL IMPLEMENTS
08	EDB MEETS PBC ON SECTORAL REPORT RELATED TO DOMESTIC FANS INDUSTRY OF PAKISTAN
10	CONSULTATION WITH TRAILERS/ SEMI TRAILERS MANUFACTURERS- GLOBAL SHORTAGE OF SHIPPING CONTAINERS
13	ECOLEAN LIQUID & VISCOUS FLUID PACKAGING SOLUTION
17	YUKSEL SEEDS ASIA (PVT) LTD.
19	2-3 WHEELER ELECTRIC VEHICLE MANUFACTURERS APPROVED
20	MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA
21	EXPORTS OF ENGINEERING SECTOR
24	AUTO PRODUCTION FIGURES
25	MODEL WISE CAR PRICES

MR. JAWWAD RAFIQUE MALIK POSTED AS FEDERAL SECRETARY FOR INDUSTRIES AND PRODUCTION



Engineering Development Board extends a warm welcome and good wishes to Mr. Jawwad Rafique Malik as the new Federal Secretary for Ministry of Industries and Production. Mr. Jawwad Rafique Malik has been educated at the most prestigious institutions of Pakistan. Before serving in the federal government, Mr. Malik served in the Government of Punjab as the provincial Health Secretary and Commissioner Lahore.

He has served on many keys positions such as Secretary National Assembly of Pakistan, Secretary Ministry of Communications, and Chairman National Highway Authority. Before being posted as Federal Secretary for Industries and Production, he was serving as the Chief Secretary of Punjab from April 2020 to September 2021.

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FAISALABAD Honda Faisalabad 8131616-4	Honda Chereb 2603469, 26033949	Honda Lyallpur 2423714-9	GUJRANWALA Honda Gujranwala 3415401-3	BIALKOT Honda Faten 3203020	JHELUM Honda Express 0344-072081-83	SARGODHA Honda Citrus Fields 3223180-7	SAHRAWAL Honda Sahrawal 0301-880183, 0307-7772812	MULTAN Honda Bhagat 0301-880183, 0300-6304386	Honda Multan 80230144	D.G. KHAN Honda Vidun 111-695-690	BAHIM YAR KHAN Honda Bahim Yari Khan 0614440-E	MARGAN Honda Margan 111-027-320	PESHAWAR Honda North 07000075, 06046901	ABBOTTABAD Honda Abbot 099507426991-7	MIRPUR (AJK) Honda Empire Mirpur 451001-3	GUJATTA Honda Caven (Pvt.) Ltd. 081-3081001-3





Federal Minister for MOIP, Mr. Makhdoom Khusro Bukhtiar, accompanied by Dy. GM Policy visits Transsion Tecno Electronics (Pvt) Ltd.

FEDERAL MINISTER FOR INDUSTRIES & PRODUCTION VISITS TRANSSION TECNO ELECTRONICS (PVT) LTD.

Federal Minister for Industries and Production, Makhdoom Khusro Bukhtiar, accompanied by Dy. GM Policy-EDB visited Transsion Tecno Electronics (Pvt) Ltd Karachi on 10th September 2021 to witness manufacturing facilities. Transsion Tecno is a leading smartphone manufacturer in Pakistan. The Federal Minister remarked that a major portion of foreign direct investment has come into fast moving consumer goods and telecom sectors. He further added that mobile phone industry has the potential to become a leading contributor towards Pakistan's economic growth since it is labor intensive in nature & can create job opportunities for Pakistani workers, technicians and engineers. Furthermore because of availability of a huge domestic market, this sector can become a major contributor to the export base of the country.

49th

MEETING OF EDB'S BOARD OF MANAGEMENT

49th (extraordinary) Meeting of EDB's Board of Management (BoM) was held in EDB Islamabad on 24th September, 2021 and was attended by majority of the Board Members. Single agenda item for the meeting was review and approval of Auto Industry Development & Export Policy (AIDEP) (2021-2026) for it's onwards submission to the Government.

Deputy General Manager-Policy presented the draft of Auto Industry Development and Export Policy to the Board Members, which inter-alia, includes reference to previous policies including deletion programs, Auto Industry Development Policy (AIDP 2007-12), ADP 2016-21, objectives of new policy, incentives for hybrids and Electric Vehicles, 5 year tariff plan, export promotion. Other incentives including promotion of specialized vehicles, rationalization of imports of auto parts and components, application process for investment and composition of Auto Industry Development and Export Committee (AIDEC) to monitor progress of AIDEP. The pillars of the policy includes changing the paradigm for Auto Industry from Assemblers to Designers / Manufacturers aiming to ensure competition amongst OEMs.



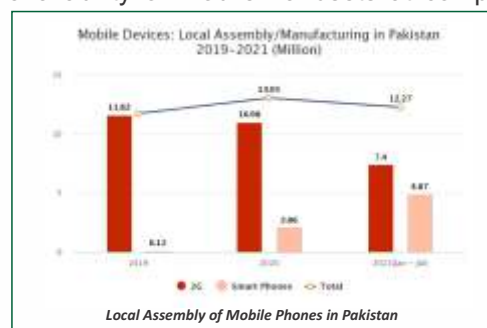
Mr. Almas Hyder chairing the 49th BoM meeting of EDB in Islamabad

The Board Members were further appraised about following salient features of the policy. Meri Garri Scheme; New Product Policy for motorcycles & tractors; Export of Vehicles / Parts; Continuity of EV Policy; Promotion of all new green and efficient technologies for e.g. EV, Hybrids, Hydrogen fuel cell, etc; Consumer Protection; Ensuring local value addition in indigenized parts. Adoption of WP 29 safety regulations. BoM was further informed that many of the interventions proposed in the policy have been approved in the Finance Bill 2021. However few interventions and procedural gaps need to be covered in the policy through publishing a comprehensive document for reference of foreign and local companies/investors.

Local Mobile Production Surpasses Import

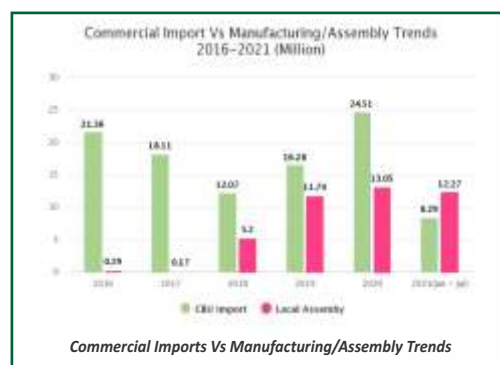
Pakistan manufacturers 12.27 million mobile phones in just seven months of 2021

Under the Mobile Device Manufacturing Policy spearheaded by Engineering Development Board, the telecom sector has emerged as a prominent contributor to Pakistan's economy and witnessed an encouraging trend with the local manufacturing of 12.27 million mobile phones in just seven months of 2021 as compared to 8.29 million mobile phones during the same period last year. Successful execution of PTA's Device Identification Registration and Blocking System (DIRBS) and government policies including the Mobile Manufacturing Policy have created a favorable environment for mobile device manufacturing in Pakistan. Pakistan's mobile manufacturing industry is evolving towards growth stage, with significant growth seen in the local assembly of smartphones and rapid shift 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. Pakistan's telecom sector offers attractive investment



opportunities with a market of more than 184 million mobile phone subscribers.

This policy has the potential to be a game changer in terms of its potential impacts on exports from Pakistan. After due authorization, Inovi Telecom has exported 5,500 units of 4G smartphones carrying "Manufactured in Pakistan" tag to the United Arab Emirates (UAE). Tecno, Infinix, Itel, Vivo, Oppo and Realme have already started manufacturing in Pakistan while Nokia is in the process of setting up a plant and kick-starting



operations by the end of 2021. Samsung mobile phone giant has decided to assemble phones in Pakistan which reflects the success of Mobile Device Manufacturing Policy. EDB is committed to achieving growth, prosperity, suitability and providing citizens' access to high-quality connectivity. 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.

4th Technology Investment Meeting (TIM2022), for Startups and Investors scheduled for February 2022 at Tehran, Iran

Engineering Development Board (EDB) is the Secretariat and focal point for D-8 Technology Transfer and Exchange Network (D-8 TTEN), and is the designated organization to develop technology cooperation among Eight Member States (Bangladesh, Egypt, Indonesia, Iran, Malaysia, Nigeria, Pakistan and Turkey). The aim is to boost and manage all kinds of technology cooperation and multilateral platforms for partnerships. As per the objectives of D-8 TTEN, EDB has strived to create, develop and strengthen various subjects to promote technological cooperation and investments among Member States. EDB is arranging

participation of investors and startup companies /organizations to visit Tehran to attend the said meeting to exchange experiences and explore opportunities to liaison with the participating companies of D-8 Members States on the request of D8 Secretariat. This would be an excellent opportunity to network and develop business links among the counterparts in the Member States. Various startups shall join EDB's delegation to Tehran for attending 4th Technology Investment Meeting (TIM) scheduled from 21st-22nd February 2021.

First Online Meeting of Ministers of Industry of the Member States of the Shanghai Cooperation Organization

The first online meeting of Ministers of Industry of the Member States of the Shanghai Cooperation Organization (SCO) was held in July 2021. The meeting was held under the chairmanship of Minister of Industry and New Technologies of the Republic of Tajikistan. The Parties exchanged views on the current state, prospects and cooperation initiatives of the SCO Member States in the industrial sector and declared their readiness to enhance economic development and increase the population's welfare in the SCO member states. The following understandings were reached during the meeting:

- ➔ To establish a new mechanism of interaction within the SCO – the Meeting of Ministers of Industry of the SCO Member States.
- ➔ To coordinate the activities in the industry sector, broaden and deepen industrial cooperation between the SCO Member States
- ➔ To hold congress exhibition events in particular within the framework of the Meeting of Ministers of Industry of the SCO Member States.
- ➔ To create the Industrial Investment Projects Data Bank of the SCO Member States.

The countries affirmed the need for the SCO Secretariat to continue the work on building up



Makhdoom Khusro Bukhtiar, Minister for I&P Pakistan, addressing the First Meeting of SCO Industry Ministers

coordinated and effective industrial cooperation between the SCO Member States with cooperation of representatives of state structures, business circles, scientific-research and other organizations for searching new ways for cooperation in the industrial sector.

Earlier, CEO-EDB led the MoIP's team to participate in online meeting of experts which was organized by Tajikistan in coordination with SCO Secretariat. The Experts discussed and finalized the protocol and agenda of the First Meeting of SCO Member State's Ministers.

Engineering Development Board Join Hands with Pakistan Single Window (PSW)

PSW (Pakistan Single Window) is a newly launched Trade Electronic Platform to facilitate compliance in international trade. The portal shall provide single entry point where to lodge standardized information and documents to fulfill all import, export, and transit-related regulatory requirements.



EDB is coordinating with PSW to integrate various SRO's with the portal and to define a roadmap for designing capacity building training programs for various engineering clusters for acquaintance of the stakeholders, who are facing hurdles like; like selection of bank, creation of import/export Goods Declaration (GD) etc.

PSW eliminates Electronic Import Form (EIE) and Electronic Form-E (EFE),

Proton AL-Haj Automotive Pvt Ltd has Started Local Production in Pakistan



Minister for Industries and Production Briefed on New Auto Industry Development and Export Plan (AIDEP 2021-26)

As, Automotive Industry Development Policy 2016-21 has reached its end, new Auto Industry Development and Export Plan (AIDEP 2021-26) is being prepared by EDB. In this regard meetings are being held with PAMA, PAAPAM and other stakeholders to deliberate on the parameters of the new policy and future targets. Some of these meetings were chaired by Mr. Federal Minister for I&P Mr. Makhdoom Khusro Bukhtiar. Mr Almas Hyder, Chairman EDB and CEO EDB attended the meetings.

The new policy envisages promotion of entry level cars, export of motorcycles, tractors and auto-parts in addition to adoption of WP 29 Safety Regulations. The policy aims to provide high customer satisfaction, quality improvement and reduction in delivery lead times. The Federal Minister has appreciated the efforts of EDB and advised to make the policy more effectual and productive with a view to provide affordable and quality vehicles to the general public.



MEETINGS ON EXPORT ENHANCEMENT OF ENGINEERING GOODS & SERVICES

A series of consultative meetings were held with the representatives of various engineering sectors to firm-up recommendations for enhancing the share of engineering goods exports. Engineering Development Board organized these meetings at Gujranwala and Lahore on 10th, 16th and 17th August, 2021 with stakeholders from the following sectors:

- ➔ Electrical & Power Equipment
- ➔ Machinery & Capital Goods
- ➔ Consumer / Home Appliances
- ➔ Fans Industry (Domestic)
- ➔ Mobile Devices Manufacturing sector
- ➔ Automobiles /Parts & Component
- ➔ Cutlery, Utensils/Surgical Instruments
- ➔ Pumps & Motors



CEO-EDB chaired the meetings, Mrs. Raazia Shakir, GM (BDG), Mr. K.B. Ali, GM(SDG) and Mr. M. Shoaib Chaudhry, AM(BDG) participated in the meetings. Detailed deliberations were held with all the representatives.

Sector-wise proposals are being firmed-up to resolve the issues raised by the stakeholders representing various engineering sector for taking up with the State Bank of Pakistan, Finance and Commerce Ministries to overcome the hurdles for exports to various destinations in these sectors. There was full participation from all the sectors and the recommendations put forth are summarized as below:

- ➔ Treat Engineering as “Priority Sector” and extend same Incentives as provided to Zero Rated Traditional Sectors.
- ➔ Separate DTRE Scheme for Engg. Goods under SRO-450(I)/2001.
- ➔ Revision /Determination of DDB rates under SRO-211(I)/2009.
- ➔ Revision of DLT rates for Engg sectors and addition of more products & countries in SRO-711(I)/2018.
- ➔ SBP Export incentive schemes (ERF, LTFF) be revised to suit needs of engineering sector exporters.
- ➔ TERF 2 extension to Engineering Sectors to provide Long-Term Financing window.
- ➔ Working capital and factoring windows, especially for SMEs
- ➔ EXIM Bank to be made operational to manage Bank Guarantees for foreign contracts, Export insurance schemes, Credit risk Insurance etc.
- ➔ The exporters face high cost of shipping via DHL (Pak-Post needs to be activated), Agreement between Amazon & Pakistan Post be made effective immediately and E. Commerce sales be considered as export and be recognized / eligible for exports incentives as available for normal exports.
- ➔ Certification / Testing infrastructure made available alongside fund allocation for getting International Accreditation of existing Labs
- ➔ Technology up-gradation Fund be created for acquisition of innovative technologies
- ➔ Duties / Taxes on RMs to be made zero or close to zero
- ➔ Membership of African Development Bank for Pakistan
- ➔ Pakistan to actively pursue trade diplomacy with African countries alongside focusing on Indonesia, Malaysia, Sri Lanka, Bangladesh and Latin American countries.
- ➔ TDAP to facilitate in marketing, exhibitions etc

EDB is in the process of taking up these issues with relevant organizations.



CEO-EDB attending online meeting for consultative session



GM (BDG) and GM(SDG) meet with stakeholders in Lahore for consultative session



CEO-EDB along with GM (BDG) and GM(SDG) meet with stakeholders in Gujranwala Chamber of Commerce & Industry for consultative session

MEETINGS OF STANDARDS DEVELOPMENT COMMITTEE (SDC) ON AGRICULTURAL IMPLEMENTS



The Government of Pakistan has assigned the task to determine the minimum specifications of the Agricultural Implements to Engineering Development Board (EDB) under an action plan for transformation of agriculture sector, presented to the Prime Minister of Pakistan by the Ministry of National Food Security and Research (MoNFSR).

Under this plan the Ministry of Industries and Production (MoIP) was assigned the lead role. The MoIP, during the meeting of leading manufacturers of the agricultural implements on July 28, 2021, constituted following Committee under the Chairmanship of CEO-EDB and framed TORs as given below:

Committee	TORs
<ul style="list-style-type: none"> ▪ CEO-EDB (Chairman of Committee) ▪ Chairman-PARC ▪ Heads of Provisional Agricultural Engineering Departments (Punjab, KPK, Sindh, Baluchistan) ▪ Director-AMRI ▪ Chairman-PAMIMA ▪ Two Private members nominated by PAMIMA; (1 Large Scale Manufacturing, 1 Medium/Small Scale Manufacturing) 	<ul style="list-style-type: none"> ▪ Review of the existing standards developed by PSQCA standards to prescribe minimum workable standards within 2 weeks. ▪ Develop specs of 43 implements prioritized by the MoNFS within 4 weeks particularly in the view of: <ul style="list-style-type: none"> weight, size and metallurgy of critical implement parts. ➤ To develop warranty/bank guarantee mechanism. ➤ Registration of manufacturers is to be undertaken by EDB under the plan against notified implements. ➤ To develop mechanism for testing prototype machines.

For detailed review of the specifications of the implements, following Technical Sub-Committee (TSC) under SDC was also constituted and series of meetings were held for firming up recommendations of the minimum specifications of the Agricultural Implements.

- Engr. K. B. Ali General Manager (SDG-EDB) (Convenor)
- Mr. Farukh Rasheed, DG, Agriculture Engineering Department, Sindh
- M. Iqbal Sabir, Director, AMRI, Multan
- Engr. Nazeer Abbas, Director Agri. Engineering Dep. KPK
- Syed Basheer Agha, Director Agri. Engineering Dep. Quetta
- Dr. M. Ashraf, Agri Engineer (Research) Faisalabad, Punjab
- Dr. Hafiz Sultan, Director, Pakistan Agricultural Research Council (PARC) Islamabad
- Mr. Musadiq Iqbal, Deputy Director, PSQCA, Karachi
- Zahid Khan, Deputy Manager (M&E), National Productivity Organization (NPO)
- M. Amjad, Chairman Agricultural Association (PAMIMA), Faisalabad
- Imran Ahmad, Dy. General Manage; Millar Tractors Limited, Lahore

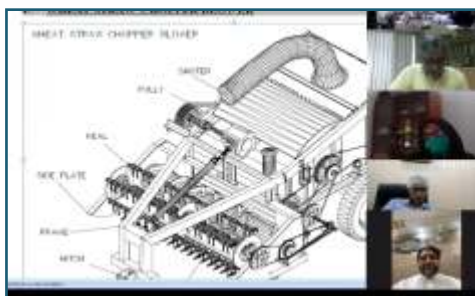


Five meetings (during the months of August and September 2021), of the Committee (SDC) were held in EDB, both physically and virtually. After thorough review, item by item, minimum specifications of 58 (15+16+27) Agricultural implements were recommended. The meetings of the SDC were also attended by CEO-NPO along with representatives from PSQCA and Millat Tractors on special invitation.

In addition, on the request of Agricultural Implements manufacturers (PAMIMA) the SDC also recommended the technical specifications of **Paddy/Rice Thresher (7 ft). Consolidated list of 59-Implements is attached as Annex-A.**

Further, the SDC/TSC also furnished its views on the following components of the ToRs;

- i) **To develop warranty/bank guarantee mechanism:-** The committee was of the opinion that the warrantee/guarantee may ensure both performance as well as the existence of the implement. The committee suggested that since the process of procurement of agricultural implements is being dealt with by the provincial authorities, therefore, the mechanism for development of warranty/ bank guarantee may be managed by the provinces, ensuring the traceability of the equipment and for this purpose the QR Coding system or generating a unique ID would be appropriate solution rather than installing chips which would be more expensive.
- ii) **Registration of manufacturers is to be undertaken by EDB under the plan against notified implements:-** The members suggested that the same may be managed at central level through a committee under EDB drawing the members from PARC, agricultural experts nominated by the provinces, etc. The mechanism for registration and prequalification can be formulated by the proposed committee.
- iii) **To develop mechanism for testing prototype machines:-** The committee was of the view that this requirement is applicable for the new implement whereas, most of the agricultural implements are either already developed locally and tested in the field or the reliance is made on the imported implement which do not require such type of testing. The SDC suggested this task to be managed by the proposed committee at EDB.



MEETING WITH PBC ON SECTORAL REPORT RELATED TO DOMESTIC FANS INDUSTRY OF PAKISTAN

EDB and PBC signed a MOU on 12th Jan, 2021 to collaborate for the development of engineering goods and services sectors. The prime objective is to identify technology acquisition requirements and determining certification and standards requirements for increasing productivity of the sectors, of the industry, along with working for capacity building and skill development of the SME sectors.

In this regard, a first sectoral study was jointly conducted by EDB and PBC on the Domestic Fan Industry of Pakistan and an online consultative session was held on 17th September 2021 with the Pakistan Business Council (PBC), under the Chairmanship of CEO-EDB. The meeting was attended by Director Research (PBC), GM (BDG), GM (SDG) and other representatives of EDB to discuss the sectoral report related to the Domestic Fan Industry of Pakistan.

The report highlights the following areas;

- Global Domestic Fan Industry
- Pakistan's Domestic Fan Industry
- Value Chain Analysis
- Potential Export Markets for Domestic Fans
- Demand-Supply Analysis
- Measuring Competitiveness
- Trade Barriers
- Government Policies and Initiatives
- Strategies followed by Competitor Countries
- SWOT Analysis



Major Findings

- Reportedly, domestic fans manufactured in Pakistan are more competitive than those of India and China in terms of quality. However, Pakistani exporters are not able to offer competitive prices due to the high cost of production and heavy reliance on imported raw materials.
- Major supply-side disruption in the domestic fan industry is being seen due to a shortage of raw materials, especially recycled metals. Scrap from the world is being imported, recycled into aluminum and copper ingots and then being exported to China amid a ban on recycling activities in China for environmental reasons.
- Recycled copper, steel, and aluminum are being exported at price higher than domestic market prices. However under-invoicing their export receipts by quoting prices i.e., exporters are exporting at higher prices while under invoicing prices similar to what is prevailing in the domestic market. This is the only incentive for exporting recycled material otherwise demand is high in the domestic market. Large manufacturers believe that linking copper and aluminum prices with London Metal Exchange (LME) could mitigate the problem whereas SMEs suggest a ban on raw material exports to remain competitive.
- Pakistan's current exports of domestic fans in 2020 were US\$ 24.9 million. There exists an export potential worth US\$ 1,931.6 million (or US\$ 1.93 billion) to the top domestic fan importing countries in the world.

- The local domestic fan industry successfully substituted imports of direct current (DC) fans as well as solar fans and is now self-sufficient and able to cater to the needs of the domestic market besides catering to exports. Over the last three years, the industry first localized manufacturing of DC fans whereas only a Brushless DC (BLDC) electric motor and Printed Circuit Board (PCB) kit needed to be imported. Now, only PCB kits are being imported for which industry participants are also striving for localization.

- Pakistan's domestic fan industry has been operating on a seasonal manufacturing cycle which results in a semi-specialized labor force and unutilized capacity. Access to the international markets would help utilize the production capacity better.

- Pakistani fans are efficient even in regions where the temperature reaches up to 50-55 °C. Due to such efficiency and better revolution per minute, these fans are more competitive than those of India and China in markets where the climate is relatively hot.
- As per the State Bank of Pakistan's definition of SMEs (i.e., no. of employees less than 250), there are only 4-5 manufacturers with the number of employees greater than 250. Due to the seasonal nature of the industry, small manufacturers generally hire contractual employees which and are therefore not counted under SMEs.

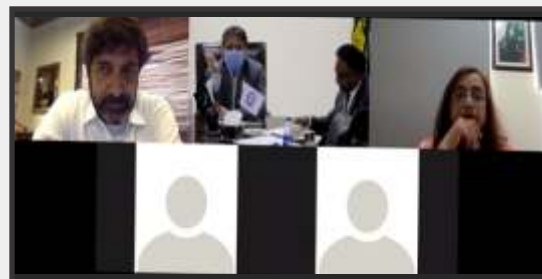


Online consultative session with PBC under the Chairmanship of CEO-EDB

CONSULTATION WITH TRAILERS/ SEMI TRAILERS MANUFACTURERS - GLOBAL SHORTAGE OF SHIPPING CONTAINERS

Amid the global pandemic and subsequent supply chain issues and global shortage of shipping containers, CEO-EDB chaired a meeting of the following local manufacturers of trailers/semi trailers on 22th September, 2021 to explore the possibility of local manufacturing of containers. The meeting was also attended by other officials of EDB including GM (SDG) and GM (BDG).

- i. **Ghandhara Industries Ltd**
- ii. **Automobile Corporation of Pakistan**
- iii. **Metal Engineering Works**
- iv. **Pakistan Vehicle Engineering (Pvt) Ltd**
- v. **Yaseen (Pvt) Ltd,**
- vi. **Mehran Metal Containers Private Limited**
- vii. **Autocare Experts Pakistan**



CEO-EDB chairing the meeting of local trailers/semi trailers manufacturers

The meeting was convened on the advice of Ministry of Commerce, in realization of severe global impact of the Covid-19 pandemic, which has relentlessly affected the logistics of Pakistan as well and disturbing shipments consequently creating shortage of containers for shipping. Presently, all shipping containers are imported because as no one is manufacturing in Pakistan.

The issue was deliberated with local manufacturers who submitted their views;

- i. Globally the shipping containers are produced in sizes of 20ft and 40ft. However, in some cases 45ft and 60ft containers are also available in the market.
- ii. China, the biggest share holder in this field is producing 20 million containers per year with 30% market share, having the advantage of material availability within the China.
- iii. The material required is very special (Corten steel) and is being produced by China indigenously.
- iv. The manufacturing facilities required for the production of shipping containers are much improved than used for the production of trailers/semi-trailers.
- v. Testing facilities for shipping containers are standardized and are different as required for trailers.
- vi. The local industry need technical tie-ups with the technology partner.
- vii. The current shortage of shipping containers globally is attributed to non return of Chinese containers from USA, industrial slow down and implication of Covid 19 SOPs.
- viii. The industry needs substantial volume to justify the investment and cost on inputs.
- ix. The local manufacturers of Trailer/ Semi-Trailer possess the capability and capacity and are willing to produce the shipping containers if volume is available and support from government is ensured to set the economic viability.

EDB concluded the matter with following opinion;

- The current shortage of the containers for shipping purposes may not only prolong due to Covid-19 but for many others reasons emerging on the geopolitical scenario of the region. TIR and requirement of logistic carrier fleet under CPEC would justify viability for the local industry. EDB and Ministry of Commerce to convene a meetings of the concerned stakeholders to deliberate in detail on the issue.
- Further, lack of availability of raw materials, high cost of production and capital investment constraints in certain areas are impediments in achieving international competitiveness. In this regard, EDB requested the industry to provide comprehensive proposals for the next budget exercise 2021-22 on the basis of which feasibility and capability of local manufacturing of containers could be reviewed.

PROCON ENGINEERING INAUGURATES ROBOTIC WELDING LINE FOR PAK SUZUKI CAR PARTS

Procon Engineering took another step towards the advancement of its production facility with the inauguration of Pakistan's 1st ever Robotic Welding Line at its Karachi plant, to cater to the increasing production volumes of Pak Suzuki. Mr. Tadashi Homma, Deputy Managing Director Pak Suzuki Motor Co., Ltd and Mr. Nadeem Malik, Managing Director Procon Engineering (Pvt.) Ltd inaugurated the Robotic Welding Assembly Line for Suzuki Car's Plant at Procon Engineering (Pvt.) Ltd on September 14, 2021.

This was made possible by the dedication and commitment of Mr. Khusro Bakhtiar (Minister of Industries and Production), Ministry of Industry and Production (MOI&P) and Engineering Development Board (EDB), who worked tirelessly for the manifestation of Prime Minister Imran Khan's vision of making small cars affordable for the common man. For this contribution to the growth of the industry, Procon and Pak Suzuki are thankful to the entire team of Ministry of Industry and Production (MOI&P), and the Engineering Development Board (EDB).

This advancement in Robotics at Procon Engineering came after the announcement by the Government of Pakistan to remove Federal Excise Duty (FED) and Additional Customs

Duty (ACD) on locally manufactured cars of up to 1000cc. This much needed tax relief provided a significant sales boost to Pak Suzuki vehicles, which then worked together with Procon Engineering for this technological advancement to maintain the highest standards of quality in parts being produced at Procon and supplied to Pak Suzuki to assemble in their cars for Pakistan market, having the quality at par with Japanese standards. With this increase in vehicle and parts production, the auto industry will not only be able to show significant growth, but also create employment opportunities and contribute to the GDP growth of Pakistan.



BIDDING FAREWELL TO MR. NASIR BAIG ON HIS RETIREMENT

After 22 long years of service at Engineering Development Board, Mirza Nasir Baig-GM(Tariff) retired on 6th October, 2021. He joined EDB in 1999 as Manager. During his services he also worked as GM in Pakistan Stone Development Company (PASDEC) MOIP on deputation from 2009 to 2016. He got promoted to the position of General Manager Tariff - EDB in 2016. In addition, he also looked after the affairs of EDB as CEO for more than two years.

All the officers and staff of EDB wish him good luck for his retired life.





ecolean
a lighter approach to packaging



ecolean
a lighter approach to packaging



ECOLEAN

LIQUID & VISCOUS FLUID PACKAGING SOLUTION



Peter Hauggaard
Managing Director

LIGHT WEIGHT FOOD PACKAGING

Ecolean is Swedish company founded in 1996 in Helsingborg, Sweden. The concept of using a minimal amount of raw material to produce a unique flexible



lightweight package and efficient filling system is the core of Ecolean packaging products. Today Ecolean is a fast growing and globally expanding company that continuously develops its products in order to meet new customer and consumer demands.

Ecolean has commercial activities in 30 countries, the largest markets being China, Russia, Europe and Pakistan. Ecolean employs 450 people around the globe, with its headquarters in Helsingborg, Sweden.

ECOLEAN PAKISTAN – CAPACITY OF 3.6 BILLION PACKS AND BEYOND

Ecolean entered the Pakistani market in 2013 by opening a marketing office in Lahore. Ecolean has a local manufacturing capacity to produce 3.6 Billion packs and is located in Sundar Industrial Area, Lahore employing around 100 people. In 2018, by making an investment of USD 55 Million in Pakistan, Ecolean AB foresees the potential Pakistan has in the local as well as export market for liquid food packaging to Middle East & Africa, due to Pakistan's key geographical location. Plans for doubling the investment to more than 110 million USD are in pipeline and make Pakistan a manufacturing hub for exports in the region. Out of total production, the firm has planned to export approx 1/3rd of their production targeting Indonesia, UAE, South Asia as well as Turkey.

Ecolean Pakistan has a world class manufacturing set-up, having 28,000 m2 covered area. Currently, the firm has the

production capacity of 130 million packs per year which will be increased to approx. 5.00 billion packs after expansion in their plant.. Besides dairy food packaging, Ecolean Pakistan is now looking at other segments to add to its portfolio. In Pakistan, Ecolean's focus in the coming years is to convert the beverage and liquid food categories in Pakistan to Ecolean packaging as well.

World-Class Manufacturing in Pakistan

The Ecolean package format is a stand-up pouch, with a multilayer structure with light and gas barriers that protects its content. The Ecolean® Air Aseptic package is produced in a three step process. First, a multilayer film is produced in a co-extrusion process from the raw material. Secondly, the raw film is then sent to packaging production units locally; in Pakistan to be printed. In the final step folded and converted into a hermetically sealed, pre-sterilized ready-to-fill package on a reel. These reels can be inserted into an Ecolean filling machine at the customer site. The film has a thickness of 136-140 µm and is made of different raw materials including

- ➤ Polyethylene
- Mineral filled polyolefins with white and black pigments
- Modified polyolefin
- Ethylene-Vinyl alcohol co-polymer
- Modified polyolefin
- Mineral filled polyolefins with white pigment
- Polypropylene

Hi-Class Training

All Ecolean Operators and Engineers are hired in Pakistan with training in Sweden upon joining and given exposure for 6 months at the most hi-tech training facilities in Helsingborg, Sweden so as to build capacity and enhance their skills set.

Local Partnerships

Brands currently, for whom packaging is being done by Ecolean in Pakistan, are Olpers (Engro Foods/Friesland), Fauji Foods, Sapphire Dairies, At-Tahur (Prema Milk). Ecolean manufactures mineral based liquid/semi-liquid food packaging in 125, 200, 250, 450, 1,000 & 1,500 millilitres packages.

Truly Sustainable

Pollution, global warming and other environmental issues are a matter of concern for the countries all around the world. With rising awareness sustainability is a buzzword and the consumers today are more aware and conscious when it comes to their everyday products. But when it comes to the environment, the package alone is considered whereas the impact by manufacturing processes and transportation are ignored by consumers. A paper bag is usually considered more environmental friendly as compared to plastic bags due to its quick decomposition. In reality, one gallon of water consumed when manufacturing one paper bag as compared to sixteen plastic bags (Flexible packaging). Similarly, deforestation and heavy transportation are linked with paper bags and cardboards manufacturing resulting in high Carbon footprints. Flexible packaging, such as stand-up-pouches, popularity however is more environmental friendly, has gained a lot of popularity, is a good choice economically, and also catches the consumers' eye. Some of the benefits of flexible packaging include;

- Requires 50% less raw material (compared to other formats) and are lightweight
- Requires minimum space as they are flat when empty
- Easy to open and pour out
- Aluminum free which make flexible packaging recyclable and microwavable

Recommended by SRA

All Ecolean packages including the use of straw and SnapPick are recommended by Swedish Rheumatism Association as easy –to-use and easy-to-open. Ecolean has also won the Australasian Packaging Innovation & Design Awards (PIDA)- the Association Packaging Design and the Innovation of the Year 2020 in the Beverage category.

World Health Organization on Food Safety

Ecolean complies with International Standards that address food safety management and ensure a high level of safety for all products and processes. The Pakistan packaging material production plant is certified according ISO 9001, FSSC 22000 and Halal.

How Ecolean Stands Out

The technology/product of Ecolean is different in following aspects from local competitors;

- The technology used by Ecolean is of Cast Film as compared to Blown Film used by Packages Converters, Roshan Packages Ltd. and Kompass Pakistan (Pvt) Ltd.;

- Ecolean film consists of 8-layers while the aforesaid local manufacturers have 7-layered film of packaging;
- The subject film of Ecolean consists 30% of food grade minerals (as mineral fillers) developed by ecolean which provide stiffness to the film and reduces the overall %age of used plastic
- Ecolean has practically replaced plastic with challe upto 35% and also 50 to 60% lighter than any other type of liquid food packaging
- The Ecolean film can only be folded in pouch or other formate by the packaging technology provided by ecolean as downstream packaging technology.

EDB's Facilitation of the Case

M/s Ecolean Pakistan approached EDB for Determination of Local Manufacturing Status on February 26, 2021. After confirmation from the existing manufacturers and subsequent meetings with stakeholders at EDB, it was determined that "Multi-layered (08-Layered) Film of Polyolefins, Barrier Materials and Mineral Fillers (HS Code: 3920.1000)" being imported by Ecolean Pakistan may be considered as not being manufactured locally till 31st August 2022.



Mr. Peter Hauggaard Managing Director Ecolean and Mr. Attiq Malik Head of Corporate Affairs Ecolean meet Mr. Raza Abbas Shah CEO-EDB



Consultative session of CEO EDB with Ecolean officials

"The most profound security threat we face today is global warming ... climate change has the capacity to change the way all of us live."

— William J. Clinton —



The Last Iceberg

Photograph by Camille Seaman



Turkey and Pakistan

Increase Seed Business Cooperation and Strengthen Investments.



Yuksel Seed Asia Pvt. / Pakistan



Yuksel Seeds Headquarters / Turkey



Yuksel Seeds Highland Station / Turkey



Yüksel Seeds Asia (Pvt.) Ltd.



Mr. Shoukat Ali
CEO

Yüksel Seeds Asia is a sister concern of Yüksel Tohum Antalya Turkey, a high tech. seed breeding and production company based in Turkey. Yüksel Tohum is a family-owned company founded in 1990 which now harbors a profound expertise in the Agriculture industry and is based in several



countries around the world. Being a seed research and development company, Yüksel Seeds improves high quality vegetable seeds at internationally accepted standards and expanding the boundaries of genetics at the molecular level to provide efficient seeds to the farmers and fresh vegetables to the consumers.

Yüksel Seeds Asia Pvt Ltd. is the first company in Pakistan who has produced vegetable seeds for local use and exports as well, with international quality. Yüksel Seeds Asia is also the first company in Pakistan who qualified for "Post Entry Quarantine" from Department of Plant Protection, Ministry of National Food Security and Research, Pakistan for production in protected green houses. It has 51% Turkish investment and the remaining 49% from Pakistan. Currently, Yüksel Seeds Asia has 215 acres of agriculture land for fresh vegetables and seed production in Pakistan. Out of 215 acres, Yüksel had already established state of the art 60 acres Green houses for fresh vegetables and seed production in Pakistan, which are solely used for the purpose they are established.

Objectives

- Import substitution.
- Export promotion.
- Poverty elevation.
- Employment generation in rural area
- Make Pakistan self-sustainable in farm seeds

Products

Yüksel had developed high quality vegetable varieties through different breeding programs for over 07 years and continues to do so in the future. It specifies mainly on tomato, pepper, eggplant, parthenocarpic cucumber, squash, bitter gourds melon and watermelon cultivars. Now It started its development program for onion, cauliflower, cabbage, broccoli, okra, carrots, sweet corn and potato. The seeds developed by Yüksel Seeds possess the following properties;

- High yielding varieties
- Resistant to multiple plant diseases;
- Highly adoptable to our environment

Green House Vs Traditional Farming

Open field cultivation is the traditional method of farming; highly uncontrollable, season oriented with high environmental risks. Generous applications of pesticides, insecticides, fungicides and herbicides are often required to keep the plants alive. The application of these chemicals not only increases the running costs but also threatens the environment and human health. Beside all yield in open field is very low.

Greenhouse (also known as a glasshouse, hothouse or



protection house) is a structure with walls and roof made essentially of a transparent material such as glass/polycarbon/polyethylene, in which plants requiring regulated climatic conditions are grown. These structures vary in size from small sheds to big-sized green houses used for commercial farming. Generally, greenhouses are often used for cultivating crops such as flowers, vegetables, fruits, and for transplants. Special greenhouse varieties of certain crops such as tomatoes, cucumber, eggplants, melons, bell peppers and various others are generally grown for seeds

and fresh production.

Many commercial greenhouses or hothouses are high tech commercial production facilities for vegetables or flowers and seeds. Usually, the greenhouses are equipped with equipments such as thermal screens, diffused lights, high pressure fog system, heating and evaporative cooling system, circulation fans, artificial lighting, high tech drip irrigation system etc and may be controlled by a computer to maintain required environment. Transparents materials used for manufacturing is suppose to be with properties having UV treated, IR, ant drip, anti fog and chemical



resistant.

Benefits of Greenhouse Farming

Although setting up a greenhouse requires some initial funding but it can quickly be recovered as running expenses are lower. Following are some marginal benefits of greenhouse farming in comparison to open field;

- i. High production per unit area of land
- ii. Extended harvests
- iii. Easy control of pests & diseases
- iv. Efficient utilities utilization
- v. Low cost of labour (weeding, watering...)
- vi. High quality of crop produce
- vii. Minimum requirements of fertilizers and other synthetic chemicals



Yuksel Seeds) complies with International Standards that address food safety management and ensure a high level of health safety for all products and processes. Besides this, Yuksel Seeds is determined to involve more than 2000 workers in rural areas as their team and building modern green houses to produce fresh vegetables and seeds to cope with

the world standards. Beside supply of fresh vegetables and seeds to local population, Yuksel Seeds is highly aimed to export fresh vegetables and high quality seeds to the international market. It is looking to establish most modern vegetable seedling nursery for farmers. It might be the first project of this nature in Pakistan which will open a door to establish healthy and disease free plantation in Pakistan.



Government Facilitation

Our government is supporting to farmers for modern green houses in a way that Green house is exempted from general sales tax as per schedule 6 of GST.

It is also exempted from all custom duties provided that is not being manufactured in Pakistan.

EDB's Facilitation of the Case

M/s Yuksel Seeds Asia (Pvt.) Ltd. approached EDB for Determination of Local Manufacturing Status dated June 24, 2021. Based on confirmation received from local industry, it was determined that "Pre-fabricated Green House (Complete Solution)", being imported by M/s Yuksel Seeds Asia (Pvt.) Ltd. is not being manufactured locally.



LIST OF 2-3 WHEELER ELECTRIC VEHICLE MANUFACTURERS APPROVED BY EDB STATUS AS ON SEPTEMBER 2021

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



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

S. No	Company Name	Address
1	Young Tech Private Limited	Plot No 3, Street No W-4, Main Street, RCCI Industrial Estate, Rawat, Rawalpindi, Pakistan
2	A.S Telecom Private Limited	Plot B - 18/32 Sector 6F Mehran Town, Korangi, Karachi, Pakistan
3	Pole Communication Technology Pvt. Ltd	Main Water Land Park, Saggian Bypass Road, Nain Sukh, Lahore, Pakistan
4	Bazz Mobile Technologies Pvt Ltd	1.5 KM Defence Road Bhubatian Chowk, Raiwind Road, Lahore, Pakistan
5	Bellco Trading Company Pvt. Ltd	Khewat No. 25, 844 & 1649, Khatooni No. 373 To 374, 1111 & 2048, Khas, Khasra No 605 Min, 825 Min And 605/1 Min Mouza Raiwind, Iqbal Town, Lahore, Pakistan
6	Digicom Trading (Private) Limited	Plot No. GA29 and GA30, Street 4/1, Sector 23, Korangi Creek Industrial Park, Korangi Cantt, Karachi
7	G-Five Mobile Private Limited	12-KM Sheikhpura Road, Jamal Town, Kot Abdul Malik, Lahore, Pakistan
8	Coastal Jade Technology (Pvt.) Ltd.	Plot No.A - 19 & A - 20, Phase - IA, M - 3 Industrial City, Faisalabad, Pakistan
9	Rawdas (Pvt.) Ltd.	Plot No. A/77 - A, Manghopir Road, S.I.T.E. Area, Karachi, Pakistan
10	Transsion Tecno Electronics (Pvt.) Ltd.	Plot No 21, Sector 24, Korangi Industrial Area, Karachi, Pakistan
11	Transsion Tecno Electronics (Pvt.) Ltd.	Plot No 36, Sector 24, Korangi Industrial Area, Karachi, Pakistan
12	Inovi Telecom (Pvt.) Ltd.	Plot No 3, Sector 15, Main Korangi Industrial Area, Karachi, Pakistan
13	Infocom Gadgets Pvt Ltd	22 KM, Ferozepur Road, Plot 3/A, Street 3, Gajjumata stop, Near Nadir Chowk, Lahore
14	Deploy Private Limited	Plot B-8, 31/G Mehran Town, Karachi, Pakistan
15	Airlink Communication Limited	152-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore, Pakistan
16	Premier Code Private Limited	Plot 64, Sector 7 A, Korangi Industrial Area, Karachi, Pakistan
17	Alpha Enetwork (Pvt.) Ltd.	Plot No 118, Opposite Jamia Masjid Noor-ul-Islam, Al Noor Industrial Zone, 20KM Ferozpur Road, Lahore.
18	Exert Tech (Pvt.) Ltd.	70 CCA, 2nd Floor Commercial, Phase 8 (Ex Parkview) DHA, Lahore.
19	S.S.H Telecom (SMC Pvt.) Ltd.	Plot No. ST 4/1, Sector 23, Korangi Industrial Area, Karachi.
20	Swift Biz Solutions (Pvt.) Ltd.	Plot 60C, Street 7, Industrial Area I-10/3, Islamabad .
21	Tecno Pack Electronics (Pvt.) Ltd.	Plot No.254-S, First Floor, Deh Dih Ebrahim Hyderi Korangi Creek, Karachi.
22	Dignified Technology (Pvt.) Ltd.	Near Ali Murtaza Factory, Rohi Nala 22KM, Feroz Pur Road, Lahore
23	Club Mobile (Pvt.) Ltd.	S 51 R 24/A/2 Lawrence Road, Lahore
24	High Star Mobile (Pvt.) Ltd.	Dolphin Plaza near to Al Rehman Garden Main Sharqpur Road, Taj Mehal Marriage Hall, Ferozwal.
25	United Communication (Pvt.) Ltd.	Plot No.2190/A&B, Pir Elahi Bux (PIB) Colony, Karachi.
26	Lucky Motor Corporation Ltd.	Arabian Sea Country Club Road, Bin Qasim Industrial Park (SEZ) Pakistan Steel Mills, Bin Qasim Town, Karachi



EXPORTS

TOP 15 ITEMS OF ENGINEERING SECTOR

Million US \$

ITEMS	EXPORTS	
	JULY 2020	JULY 2021
COPPER AND ARTICLES THEREOF	43.38	57.40
OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS, PARTS AND ACCESSORIES	38.53	38.67
TOOLS, IMPLEMENTS, CUTLERY, PARTS THEREOF	11.50	11.00
IRON AND STEEL	7.88	9.78
ALUMINIUM AND ARTICLE THEREOF	5.86	9.07
ELECTRICAL MACHINERY, EQUIP, PARTS	2.81	7.19
MACHINERY/ COMPONENTS	8.14	6.71
VEHICLES OTHER THAN RAILWAY, ROLLING STOCK	4.65	6.06
ARTICLES OF IRON AND STEEL	3.30	4.43
LEAD AND ARTICLES THEREOF	0.13	3.98
FURNITURE, BEDDING, MATTRESSES, LAMPS AND LIGHT FITTINGS, ILLUMINATED NAME - PLATES, PREFABRICATED BUILDINGS	0.83	1.06
ZINC AND ARTICLES THEREOF	0.23	0.92
ARMS & AMMUNITION, PARTS AND ACCESSORIES	0.21	0.43
MUSICAL INSTRUMENTS, PARTS AND ACCESSORIES	0.42	0.37
CLOCKS AND WATCHES AND PARTS THEREOF	0.00	0.21

Source: Pakistan Bureau of Statistics

July 2020; 1 USD = 166.98 PKR
July 2021; 1 USD = 162.43 PKR



EXPORTS

TOP 15 COUNTRIES OF ENGINEERING SECTOR

Million US \$

COUNTRY	EXPORTS	
	July 2020	July 2021
China	43.94	63.14
U.S.America	15.09	17.79
United Arab Emirates	8.27	9.49
Germany	8.00	8.01
United Kingdom	4.56	5.44
Korea, Republic of	0.67	4.97
Nigeria	0.63	4.84
Afghanistan	8.50	4.08
Canada	0.97	3.44
Australia	1.48	3.12
Italy	1.60	1.88
France	2.19	1.72
Brazil	1.72	1.68
Bangladesh	0.72	1.52
Mexico	0.55	1.38

July 2020; 1 USD = 166.98 PKR

July 2021; 1 USD = 162.43 PKR

Source: Pakistan Bureau of Statistics

EXPORTS

REGION WISE EXPORTS OF ENGINEERING SECTOR

Million US \$

REGION	JULY 2020	JULY 2021
AFRICA	5	10
AMERICA (Continent)	19	26
ASIA	76	93
ASIA-PACIFIC ECONOMIC COOPERATION (APEC)	69	99
ASIA-PACIFIC TRADE AGREEMENT (APTA)	46	71
ASSOCIATION OF SOUTH-EAST ASIAN NATIONS (ASEAN)	3	2
CENTRAL ASIAN REPUBLICS	-	-
COMMONWEALTH OF INDEPENDENT STATES (CIS)	1	1
DEVELOPED MARKET ECONOMIES	41	47
DEVELOPING MARKET ECONOMIES	83	107
ECONOMIC COOPERATION ORGANIZATION (ECO)	10	5
EUROPE	25	24

EUROPEAN UNION (EU 25)	23	22
G7 (Group of Seven Countries)	34	39
MIDDLE EAST	16	14
NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)	17	23
ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES (OPEC)	14	17
ORGANIZATION OF THE ISLAMIC CONFERENCE (OIC)	29	28
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (S AARC)	2	3

July 2020; 1 USD = 166.98 PKR

July 2021; 1 USD = 162.43 PKR

Source: Pakistan Bureau of Statistics

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

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

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

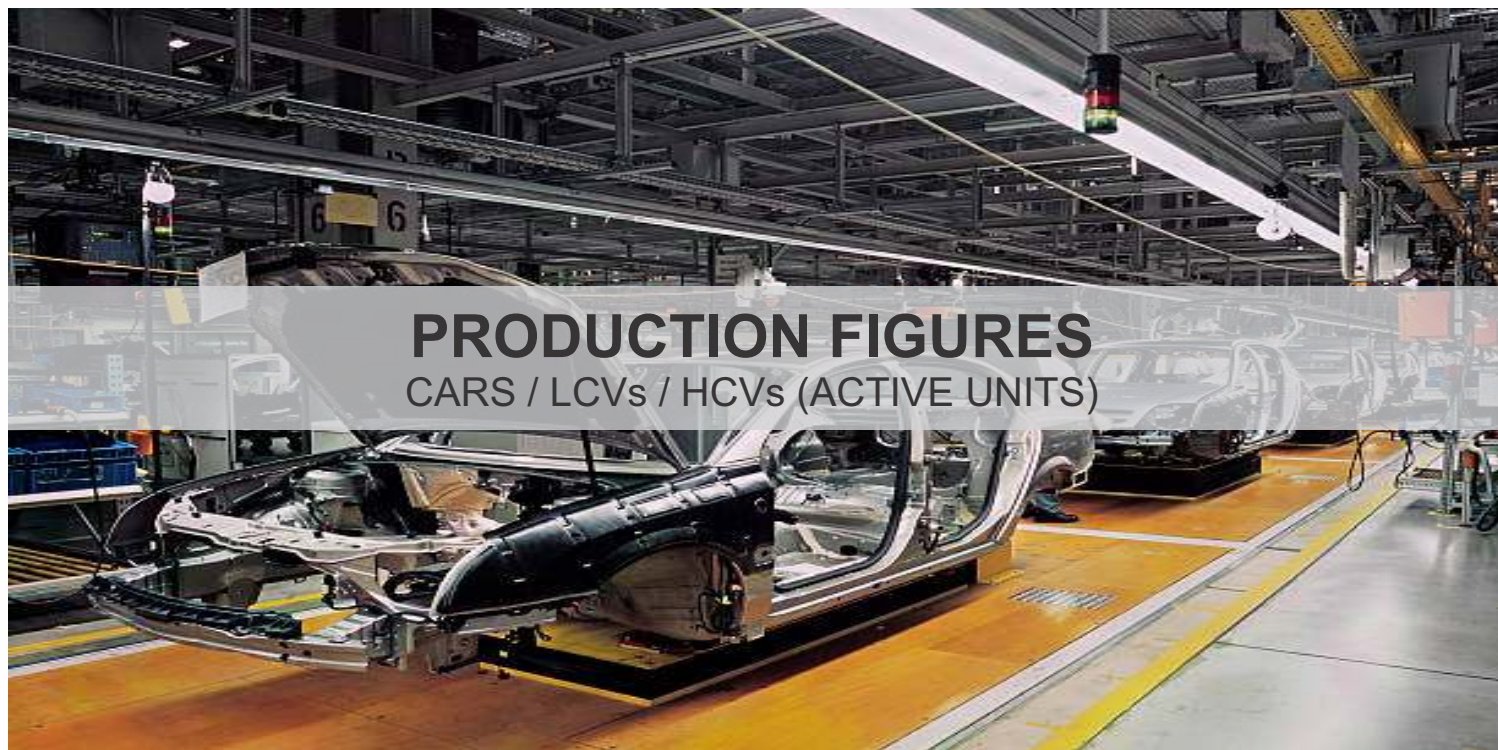
Series	* September, 2021		September, 2020		% Change in September, 2021 over September, 2020	
	Rs.	\$ (1 \$ = Rs. 168.056)	Rs.	\$ (1 \$ = Rs. 165.854)	Rs.	\$
Exports	404,949	2,410	313,019	1,887	29.37	27.72
Imports	1,108,318	6,595	712,600	4,297	55.53	53.48
Balance of Trade (Trade Deficit)	-703,369	-4,185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

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

NOTE:-

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

Source: Pakistan Bureau of Statistics



PRODUCTION FIGURES

CARS / LCVs / HCVs (ACTIVE UNITS)

S.No.	Manufacturer / Assembler	2018-19	2019-20	2020 - 21	2021 (July - Sept)
1	M/s Pak Suzuki Motor Company Limited, Karachi	132,166	64,240	87,723	10,290
2	M/s Indus Motor Company Ltd., Karachi	65,336	28,518	59,187	5,253
3	M/s Honda Atlas Cars (Pakistan) Limited, Lahore	45,098	15,672	28,862	2,573
4	M/s Hinopak Motors Limited, Karachi	2,190	1,296	801	82
5	M/s Ghandhara Nissan Ltd., Karachi	468	431	989	72
6	M/s Ghandhara Industries Ltd., Karachi	3,717	2,027	2,148	174
7	M/s Master Motor Corporation, Karachi	1,255	368	1,048	111
8	M/s Afzal Motors (Pvt) Limited, Karachi	193	83	81	09
9	M/s P M Auto Industries, Karachi	1	2	0	0
10	M/s Al-Hajj Faw Motors, Karachi	2,817	1,131	2,082	152
11	M/s Fuso Master Motors (Pvt) Ltd, Karachi	304	100	439	42
12	M/s Ghandhara DF (Pvt) Ltd, Karachi	614	235	133	12
13	M/s Regal Automobile Industries Ltd, Lahore	159	517	3,553	537
14	M/s United Motors (Pvt) Ltd, Lahore	1,305	330	408	21
15	M/s Foton JW Auto Park (Pvt) Ltd, Lahore	565	483	1,351	148
16	M/s Master Motors Limited	299	1,735	7,076	1,314
17	M/s Kia Lucky Motors Pakistan Ltd, Karachi	0	7,974	22,508	1,021
18	M/s Hyundai Nishat Motor (Pvt) Ltd, Lahore	0	703	5,818	605
Total:		256,487	125,845	224,207*	22,416

* The production figures of 2020-21 in the last Industrial Bulletin may please be read as 224,207. Typographical error is regretted.

MODEL WISE CAR PRICESAs on 30th September, 2021**PAK SUZUKI MOTOR COMPANY LTD**

Models	September, 2021
Alto 660 VX	1,113,000
Alto 660 VXR	1,335,000
Alto 660 VXL	1,521,000
Wagon-R VXR	1,530,000
Wagon-R VXL	1,610,000
Wagon-R AGS	1,760,000
Cultus VXR Euro II	1,655,000
Cultus VXL	1,830,000
Cultus AGS	1,975,000
Swift AT Navi	2,148,000
Swift DLX Navi	1,972,000
Bolan (800 cc)	1,049,000

www.paksuzuki.com.pk**INDUS MOTOR COMPANY LTD**

Models	September, 2021
Corolla MT 1.6	3,109,000
Corolla AT 1.6	3,249,000
Corolla AT 1.6 SE	3,599,000
Corolla X Altis (1.8) CVT	3,579,000

Corolla X Altis Grande 1.8 CVT-i (Beige Interior)	3,869,000
Corolla X Altis Grande 1.8 CVT (Black Interior)	3,889,000
Yaris GLI (1.3)MT	2,409,000
Yaris GLI (1.3)CVT	2,589,000
Yaris ATIV (1.3)MT	2,519,000
Yaris ATIV (1.3)CVT	2,669,000
Yaris ATIV X (1.5)MT	2,719,000
Yaris ATIV X (1.5) CVT	2,899,000
Hilux 4x2 S/C STD	3,819,000
Hilux 4x2 S/C U/S	3,849,000
Hilux 4x2 2TR	3,679,000
Hilux 4x2 S/C Deckless	3,569,000
Hilux 4x4 D/C STD	5,859,000
Hilux 4x4 D/C REVO G MT	6,429,000
Hilux 4x4 D/C REVO G AT	6,779,000
Hilux 4x4 D/C REVO V AT	7,379,000
FORTUNER (4X4 Hi)	9,269,000
FORTUNER V (4X4 Hi)	8,899,000
FORTUNER G (4X2 Hi)	7,649,000

www.toyota-indus.com



HONDA ATLAS CARS (PAKISTAN) LIMITED



Models	September, 2021
Civic i-VTEC-PT (1.8)	3,614,000
Civic i-VTEC Oriel- PT (1.8)	3,864,000
Civic Turbo 1.5 RS Turbo	4,564,000
Honda City 1.2 LS	2,599,000
Honda City 1.5 LS	2,899,000
Honda City 1.5 LAS	3,019,000
BRV i-VTEC (MT)	3,159,000
BRV i-VTEC S	3,374,000

www.honda.com.pk

UNITED MOTORS

Models	September, 2021
United Bravo (800 cc)	1,030,000
United Alpha (1000cc)	1,259,000

www.unitedcars.com.pk

REGAL AUTOMOBILE LTD

Models	September, 2021
Prince (Pearl)	1,113,000
Glory 580 1.5T	4,229,000
Glory 580 1.8	4,379,000
Glory 580 Pro 1.5T	4,610,000

www.regalautomobiles.com

LUCKY MOTOR CORPORATION



Models	September, 2021
Picanto (MT)	1,781,000
Picanto (AT)	1,922,000
Sportage Alpha	4,294,000
Sportage (FWD)	4,782,000
Sportage (AWD)	5,270,000
Sorento (FWD)	6,836,000
Sorento (AWD)	7,812,000
Sorento 3.5 (FWD)	8,203,000

www.kia-luckymotorcorp.com

MASTER MOTOR

Models	September, 2021
Alsvin 1.3 Comfort MT	2,149,000
Alsvin 1.5 Comfort DCT	2,399,000
Alsvin 1.5 Lumiere	2,589,000

www.changan.com.pk

HYUNDAI NISHAT

Models	September, 2021
Tucson FWD A/T	4,979,000
Tucson AWD A/T	5,469,000
Elantra GLS	3,899,000
Sonata 2.0 MPi A/T	6,399,000
Sonata 2.5 MPi A/T	7,099,000

www.hyundai-nishat.com

Annex-A

Sr. No.	Name of Machine / Equipment	Status
1	Disc Harrow (16 - Discs)	Local
2	Rotavator (42 - Blades)	Local
3	Disc Plow (03 -Disc)	Local
4	Border Disc	Local
5	Potato Planter	Local
6	Vegetable Ridger	Local
7	Tractor drawn Groundnut Digger	Local
8	Cultivator	Local
9	Land Leveller (Karah)/Front and Rear Blade	Local
10	Seed Drill with Fertilizer attachment (Rabi)	Local
11	Chisel Plow	Local
12	Tractor Mounted Post Hole Digger	Local
13	Knapsack Manual Sprayer	Imported/ Local
14	Knapsack Power Mist Blower Sprayer	Imported
15	Citrus/Guava/Mango/Pomegranate Pruner -Revised	Local
16	Wheat Seed Cleaner/Grader	Local
17	Wheat Bed and Furrow Drill.	Local
18	Pak Seeder.	Local
19	Happy Seeder.	Local
20	Wheat Reaper.	Local
21	Nursery Raising Machine (Moving)	Imported /Local
22	Walk-behind Rice Transplanter	Imported
23	Rice Straw Shredder.	Local
24	Precision Pneumatic Planter.	Local
25	Maize Dehusker cum Sheller.	Local
26	Knapsack Hydraulic Power Sprayer (Battery operated).	Imported
27	Rice Transplanter Riding Type.	Imported
28	A. Rice Combine Harvester. B. Full Feed Rice Combine Harvester. C. Rice Specific Combine Harvester.	Imported
29	Wheat Combine Harvester.	Imported
30	Laser Leveller.	Local
31	Multi Crop Thresher.	Local
32	Sugarcane Planter	Imported/ Local
33	Groundnut Thresher	Local
34	Sugar Cane Crusher (High efficiency)	Local

35	Olive Picker/Harvester (Branch shaker) Type	Imported
36	Maize Corn Picker cum De -husker (self-propelled)/ Tractor mounted	Imported
37	Power Tiller with set of attachments/ implements	Imported
38	Walk Behind Maize Harvester -Windrower	Imported
39	Zero Tillage Drill	Local
40	Olive Oil Extraction Machine	Imported
41	Garlic Harvester	Imported/ Local
42	Potato Digger-Cum -Collector	Imported
43	Wheat Straw Chopper Blower	Local
44	Sugarcane Ridger	Local
45	Potato Digger Shaker	Local
46	Tractor Operated Carrot Washer	Local
47	Maize Sheller with Conveyor	Local
48	Fodder Cutter (Sickle type)	Local
49	Fodder Cutter (Disc mower)	Local
50	Fodder Chopper (Stationary)	Local
51	Silage Baler cum Wrapper	Local
52	Boom Sprayer	Local
53	Tractor Mounted Mist Blower Sprayer (Canon type)	Local
54	Whole Stalk Sugarcane Harvester	Imported
55	A) Corn Picker B) Corn picker	Imported Local
56	Fodder Cutter cum Chopper	Imported/ Local
57	Forage Harvester	Local
58	Cotton Bed Drill	Local
59	Paddy/Rice Thresher (7 ft.) - additional	Local



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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

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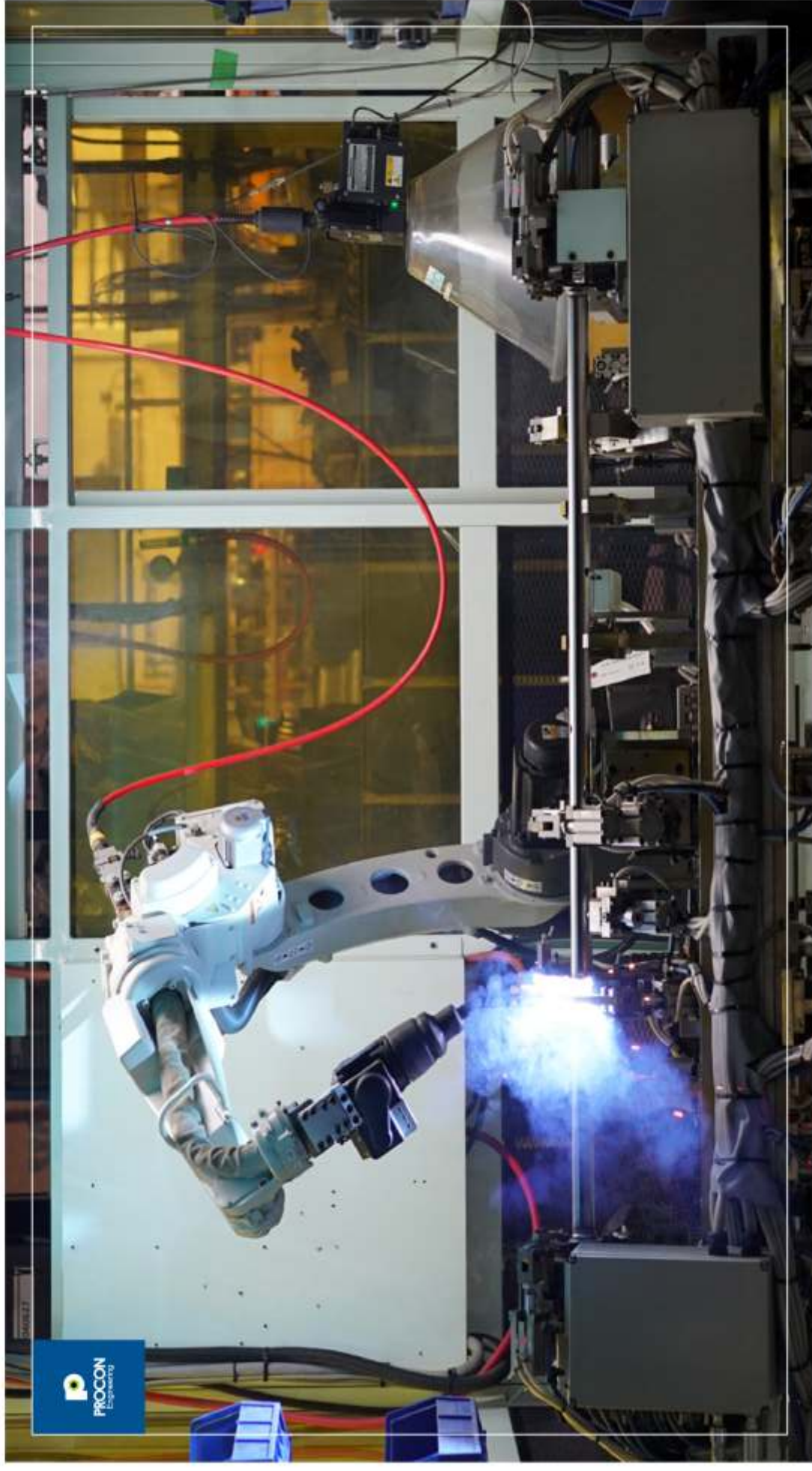
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*Rate Excluding GST



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