



# Industrial Bulletin

January - April 2022

VOLUME - VI

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### Syed Murtaza Mahmud

Federal Minister for  
Industries & Production

Engineering Development Board would like to extend warmest welcome to Syed Murtaza Mahmud who has been appointed as the Federal Minister for Industries & Production vide Cabinet Division's Notification No 2-3/2022-Min.I (I) dated April 19, 2022. Engineering Development Board looks forward to have great working relationship with Ministry of Industries & Production under his supervision and guidance.

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## EDB SIGNS MOU WITH TRADE DEVELOPMENT AUTHORITY OF PAKISTAN

Engineering Development Board (EDB) the apex body under Ministry of Industries & Production and Trade Development Authority of Pakistan (TDAP) under Ministry of Commerce, have signed a Memorandum of Understanding (MoU) to facilitate collaborative efforts for the promotion of Engineering Goods and Services Sector at the domestic and international level. The MoU was signed at EDB on April 1, 2022 by Mr. Raza Abbas Shah, CEO-EDB and Mr. Ahsan Ali Mangi, Secretary, TDAP in the presence of Mr. Almas Hyder, Chairman EDB Board of Management. Secretary, TDAP expressed his keen interest to work together with EDB on the Annual Work Plan for promotion of Engineering Sector. Mr. Almas Hyder, Chairman-EDB appreciated the collaboration between EDB and TDAP, which he remarked would help the country to position itself to take advantage of the present world trade of around 17 trillion dollars of which 54% was contributed by trade in Engineering Goods. He appreciated EDB's efforts to increase the exports of Engineering Goods of country and remarked that the arrangement between EDB and TDAP can enable Pakistan making a mark in the global trade.

CEO EDB explained that the main objective of this arrangement with TDAP is to work for common goals of establishing linkages between Pakistan's engineering and services sectors and global engineering value chains. The MoU mandates to have an Annual Marketing Plan / Calendar of Activities for every financial year, which will be devised by a Steering Committee comprising of six members, half of which will be from each organization. The Plan will comprise of exhibitions, seminars, B2B meetings and outbound as well as inbound business delegations.



MoU signing ceremony at EDB  
on April 1, 2022

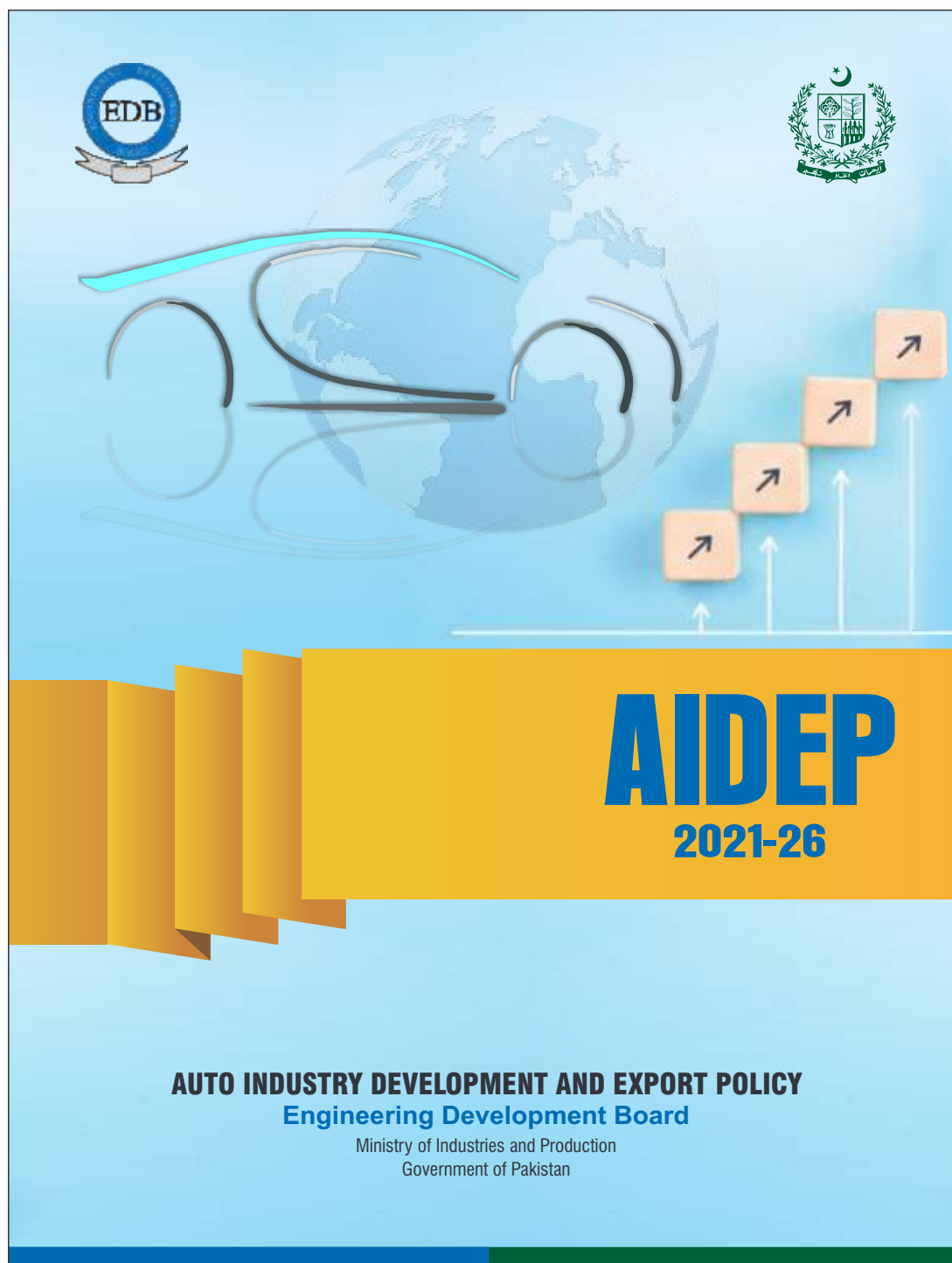


From R to L: Mr. Wim Van Halteren, Country Coordinator-PUM, Mr. Raza Abbas Shah, CEO-EDB, Ms. Raazia Shakir, GM (BDG)-EDB

## VISIT OF MR. WIM VAN HALTEREN COUNTRY COORDINATOR PUM TO PAKISTAN

Mr. Raza Abbas Shah, CEO- EDB had introductory meeting with newly appointed Country Coordinator PUM, Mr. Wim Van Halteren on 2<sup>nd</sup> March, 2022 at EDB Islamabad. Ms. Raazia Shakir, GM (BDG)-EDB, being the focal person of international linkages received Mr. Wim Van Halteren at EDB, who was on a three day visit to Pakistan. He was briefed on EDB's activities and informed about various international linkages EDB is establishing to support the local industry. It was decided that EDB shall take up the matter of formalizing its working relationship with PUM through the Ministry of Industries & Production so that the best use of their available experts can be made for the local industries. Mr. Wim Van briefed CEO, EDB on PUM's activities and informed that after Covid-19, PUM experts will now be allowed to travel to various countries to carry out the missions.

## AUTOMOTIVE INDUSTRY DEVELOPMENT AND EXPORT PLAN (AIDEP 2021-26)



Engineering Development Board has published the approved Automotive Industry Development and Export Plan (AIDEP), 2021-26 with a vision to make Pakistan a hub for competitive manufacturing of auto parts and vehicles for local and export markets which encompasses localization, incentivizing small cars, implementation of safety regulations, promotion of new technologies including EVs, promotion of indigenous cars, and consumer welfare.

The objective of AIDEP 2021-26 is not only to create design & development capabilities in the Automotive sector but also to enhance the affordable mobility in the society. The new policy would not only boost the development of Pakistan's Auto Industry but will also provide significant support to Government of Pakistan and will help in addressing the economic issues ensuring import substitution, export enhancement and job creation for local workforce. Under this policy, Government of Pakistan has also given favorable incentives for encouraging manufacturing of Electric Vehicles.

### KEY FEATURES OF (AIDEP 2021-26)

- Stable business environment to the stake holders in terms of long term tariffs.
- Provision of level playing field and automotive manufacturing
- Promotion of localization
- Continuity of AIDEP 2021-26 to protect investment of new entrants
- Promotion of new technologies on sustainable basis.





## 1<sup>ST</sup> MEETING OF AUTOMOTIVE INDUSTRY DEVELOPMENT AND EXPORT COMMITTEE (AIDEC)

1<sup>st</sup> Meeting of Automotive Industry Development and Export Committee (AIDEC) was held on 8<sup>th</sup> March, 2022 under the chairmanship of CEO-EDB. The Committee was informed that Auto Industry Development and Export Policy (AIDEP) was approved by ECC of the Cabinet vide decision in Case No ECC-442/43/2021 dated 16-12-2021 which was ratified by the Cabinet on 21-12-2021. The AIDEP 2021-26 is the successor to the Automotive Development Policy 2016-21.



## 2<sup>ND</sup> MEETING OF AUTOMOTIVE INDUSTRY MONITORING COMMITTEE

2<sup>nd</sup> Meeting of Auto Industry Monitoring Committee was held on 31<sup>st</sup> March, 2022 under the chairmanship of Federal Secretary for Industries and Production (Mol&P). Meeting was attended by senior officials from

Engineering Development Board (EDB), Federal Board of Revenue (FBR), Pakistan Association of Automotive Parts and Accessories Manufacturer (PAAPAM) and Ministry of Science & Technology along with representatives from automotive manufacturers. Secretary, Mol&P remarked that Government is receiving numerous complaints due to price increase by various OEMs and lack of safety features in the locally manufactured vehicles. Auto consumers of Pakistan continue to suffer from delayed deliveries, frequent price revisions, menace of premium on money and lack of choices among affordable cars in the market. Auto Industry representatives were of the view that factors for price increases are Pak Rs depreciation, increase in freight costs, increase in prices of raw materials and enhancement of taxes by government, in particular FED. All these factors have a compound effect, which is causing continuous increase in prices of locally manufactured vehicles. PAAPAM was of the view that the OEMs are making profits however the same are not being shared with other stakeholders in the value chain, i.e. vendors and end users.

Secretary, Mol&P acknowledged that increase in input factors might have contributed to the overall price hike; however a causal relationship between factor cost and end user price needs to be established and justified. He directed EDB to carry out a thorough analysis through independent professional consultants/experts, and establish affect of factors indicated by OEMs on local car prices. The Chair also asked EDB to coordinate with PAAPAM & PAMA and submit proposal for localization of high value parts as well as safety features compliance report to the Ministry.

## DUTY DRAWBACK FACILITY FOR SUPPLIES AGAINST INTERNATIONAL TENDERS

Generally supplies against the international tenders are deemed exports however, besides the facilities under Export Facilitation Scheme'2021 the facility of Duty Drawback (DDB) was not available to the manufacturers supplying the goods against the international tenders or for supply to industrial units, projects, institutions, agencies and organizations, entitled to import free of duty and taxes, whereas, export sectors could avail the DDB on exports.

FBR, vide S.R.O.41 (I)/2022 dated January 6, 2022 has extended this facility to the manufactures/ suppliers of goods against the International Tenders or for supply to industrial units, projects, institutions, agencies and organizations, entitled to import free of duty and taxes. FBR, vide above referred SRO has amended the definition of "exported goods" means exported item to any foreign country including Export Processing Zone in Pakistan or for supplies against international tenders, or for supply to industrial units, projects, institutions, agencies and organizations, entitled to import at concessionary rates; and inserted the new rule, namely; "221C.- Jurisdiction for the purpose of claims against international tenders.- The Collector of Customs having jurisdiction on the area in which the unit is registered under the Sales Tax Act, 1990 shall process such DDB Claims." This initiative would facilitate and encourage the locally made goods and would support in enhancing the import substitution.

## NATIONAL ASSEMBLY STANDING COMMITTEE ON INDUSTRIES & PRODUCTION VISITS HYUNDAI NISHAT MOTOR

Members of the National Assembly Standing Committee on Industries & Production, accompanied by senior officials from Ministry of Industries & Production and Engineering Development Board visited Hyundai Nishat Motor (Pvt.) Limited on 26<sup>th</sup> January, 2022. M/s Hyundai Nishat Motor (Pvt) Ltd started production at its plant in 2019 with a production capacity of 15,000/- vehicles per annum. Till December 2021, the company has assembled/manufactured 17,608.



The Committee visited different sections of the manufacturing plant and appreciated the build quality and features of the new models. The Committee assured its full cooperation in facilitating industry issues relating to rationalization of duties, taxes and related matters. The Committee also appreciated the efforts of EDB in facilitating the engineering industry which is leading to greater localization and thus imports substitution, employment generation, transfer of technology and exports enhancement.



## NATIONAL ASSEMBLY STANDING COMMITTEE ON INDUSTRIES & PRODUCTION VISITS ATLAS HONDA MOTORCYCLE

Members of the National Assembly Standing Committee on Industries & Production, accompanied by senior officials from Ministry of Industries & Production and Engineering Development Board visited Atlas Honda Limited on 27<sup>th</sup> January, 2022. M/s Atlas Honda Limited is the largest motorcycle manufacturer in Pakistan and is considered to be pioneer of motorcycle industry in the country with the production capacity of over 1.5 million units per annum and has achieved more than 90% localization in Pakistan. The company employs more than 6,400 workforces and contributed PKR 18.104 billion to the government exchequer in the previous year.

The Committee visited different sections of the manufacturing plant and applauded the efforts of M/s Atlas Honda Limited for contributing significantly towards human resource development, employment, technology up gradation, and growth in the large scale manufacturing sector. The Committee also appreciated the efforts of EDB in facilitating the engineering industry which is leading to greater localization and thus imports substitution, employment generation, transfer of technology and exports enhancement.







Business Development Group of EDB participated at the Engineering & Healthcare Show 2022, held from 25<sup>th</sup> to 27<sup>th</sup> February, 2022 at International Expo Centre Lahore. EDB's stall was source of information in respect of investment opportunities available in Engineering Industry of Pakistan and information on export potential of locally manufactured Engineering Goods. Besides local visitors, a number of foreign delegates from various African countries also visited EDB's stall.

A delegation of entrepreneurs from the Mozambican Chamber of Commerce, led by Mr. Álvaro Massingue, President Mozambique Chamber of Commerce (CCM) visited EDB's stall along with Mr. Asif Panjwani, President of the International Cooperation Sector. They were thoroughly briefed by Mrs. Raazia Shakir, General Manager (BDG), EDB about the current incentive

schemes offered by the Government of Pakistan for foreign investors. The Mozambique delegates were interested in importing locally manufactured Personal Protective Equipment (PPEs) from Pakistan. In this regard, EDB also arranged B2B meetings of the delegation with M/s. Anax Associates, Lahore. They were also interested in import of Packaging Machinery from Pakistan and were looking for investors to invest in Mozambique at later stages. Mr. Álvaro Massingue, acknowledged the role being played by EDB and appreciated the way EDB is guiding various investors / traders for establishing business links. The delegates also showed interest in importing Mobile Phone Sets from Pakistan, for which EDB is trying to link them up with local mobile phone manufacturers.

Mr. Christophe Bazivamo, Deputy Secretary General, the East African Community (EAC) and Bio-Medical Engineering Delegation along with Pakistan's High Commissioner, Tanzania, Mr. Muhammad Saleem held a meeting with the General Manager (BDG), at EDB's stall. They were explained in detail about various sub-sectors of Pakistan's Engineering Industry, the policies of Electric Vehicle Manufacturing and Mobile Devices, incentive schemes being currently offered by the Government of Pakistan for investors / newcomers and the whole process of joint ventures (JVs) etc.

Engr. Syed Rizwan Qadri, Managing Director RIZ Consulting Services and Dar es Salaam, Tanzania, who is also a President of Institute of Engineers, Tanzania visited EDB's stall. He was also given a detailed briefing regarding engineering sector of Pakistan.

Mr. Ameen Azam Khan, Founder & CEO, M/s. Trade Foresight also visited EDB's stall and shared details about his company's services i.e. mobile app, data connectors, complete solution on brand design, deployment, image building, marketing, search engine optimization, identification of market and easy connectivity through electronic media etc., General Manager (BDG) presented him EDB's mobile devices manufacturing policy and also briefed him that more than 30 investors have come under this policy as there are attractive incentives been offered in this sector for investors.

The show was resourceful platform for promotion of the local engineering industry of Pakistan where the stakeholders came together to explore the way forward for promoting Pakistan as a credible brand.



Mrs. Raazia Shakir, General Manager (BDG), EDB team with high Powered delegation from Mozambique, Pakistan High Commissioner, Tanzania and other African and local delegates at EDB's stall





## BUDGET PROPOSALS FOR THE YEAR 2022-23; DRAFT S.R.O FOR THE LOCAL ENGINEERING SECTOR

Budget Exercise is very important task being carried out by Engineering Development Board (EDB) every year, in consultation with the concerned local industry. EDB initiated the budget exercise for the FY 2022-23 and approached the concerned associations, stake-holders, chambers, etc. for inviting their proposals related to Customs, Sales Tax, WHT/Income Tax, Trade Policy, SROs, Procedures, Schedules, etc. with the objective "To enhance competitiveness and rationalize cost of doing business of the Engineering Industry and to make it a major player of the economy". Till the month of March' 2022, EDB received a number of proposals from industry which are broadly categorized as:

- Promotion of ease in doing business by enhancing the level of automation.
- Tariff rationalization by implementing cascading tariff structure to promote local industry and tame inflation.
- Simplification of tax regime by rectifying anomalies and minimizing the number of tax payments.
- Avoidance of unnecessary procedural requirements, ad hoc concessions/exemptions using SROs, and curbing discretionary power of authorities.

The benefitting industry generally includes equipment supplied to specific projects, customized equipment, batch production like pumps/ motors and others requiring engineered development etc. specially a new serial in Fifth Schedule of Customs Act, 1969 has been proposed for this sector. There is a firm understanding that this addition will be a major step towards reviving the Engineering Sector.

### SUMMARY OF PROPOSALS

#### Changes in Fifth Schedule of Custom Act, 1969

- Encourage local manufacturing of solar panels, inverters & allied equipment.
- Local manufacturing of engineering /capital goods.
- Encourage local manufacturing/ assembly of agricultural machinery / implements.
- Encourage local manufacturing of fans
- Encourage local manufacturing of arms & ammunition
- Encourage local manufacturing of led bulb & tube lights.
- Encourage local manufacturing of submersible pumps.
- Encourage local manufacturing of utensils .

#### Changes in First Schedule of Custom Act 1969

- Reductions in duty on coke & coal tar.
- Reductions in duty on thermostats used in automatic controlling instrument.
- Rationalization of RD on steel sector.
- New HS code for copper busbar (copper strips)
- Creation of new PCT for lead base stabilizers in powder/ flakes.
- Amendments in description for steel cord brass plated (PCT: 7312.9010).
- Solar panels and allied equipment manufacturin

#### Amendment in Regulatory Duty

- Imposition of regulatory duty (RD)



## NCOC Appreciated the Contribution of Ministry of Industries & Production/ EDB during Nation's Resolve against the COVID-19 Pandemic

The National Command and Operation Center (NCOC) was the epic Government body mandated to govern the policies and implementation of the national COVID-19 effort in the country through concerned Ministries/ Departments. It was formed in April 2020 by the Government to collect, analyze, and process information received from all provinces including AJK, Gilgit-Baltistan and the Capital Territory. It also made recommendations to the National Coordination Committee (NCC), which is headed by the Prime Minister for timely interventions relating to the national COVID-19 response effort. Major activities performed by the NCOC were:

- Daily monitoring of disease in all parts of the country;
- Daily monitoring of medical oxygen supply demand position especially in healthcare sector;
- Imposition of complete and smart lockdowns wherever and whenever required;
- Timely procurement and supply of personal protective equipments (PPEs), oxygen cylinders and oxygen tanks to ensure supply/availability;
- Progress of vaccination and targets.

Among other Ministries and Departments, Ministry of Industries & Production/ EDB along with local industry played their key role during the pandemic and provided technical support / services to NCOC 24/7 in ensuring availability/ provision of followings to consumers:

- Personal protective equipments (PPEs) e.g. surgical masks, face shields, tyvek suits, disposable gowns, hand shoe covers, sanitizers, goggles, biohazard bags, etc.;
- Medical oxygen and oxygen cylinders supplies and demand situation.

Ministry of Industries & Production/ EDB performed following activities to ensure availability of above said necessary items:

### Personal Protective Equipments

- Identification of local existing and potential

manufacturers of PPEs.

- A number of automobile vendors provided their services in manufacturing and supply of PPEs during pandemic;
- Local specialty chemical industry provided hand sanitizers and other cleaning products etc.



### Medical Oxygen

To ensure smooth supply of medical oxygen especially to healthcare sector, series of meetings (online) were arranged with local producers of oxygen from time to time to address the followings:

- Identification of local producers of medical oxygen in the country, their locations, installed capacities, supply infrastructure available with them, etc.;
- At the start of pandemic, indigenous production



capacity and infrastructure was not sufficient to meet the increased demand of medical oxygen. However, through collective efforts and timely interventions production capacity of indigenous industry was increased from 350 M.Tons/ Day to current 805 M. Tons/ day through revival of idle capacities and installation of new capacities;

- ➔ During pandemic peak days Mol&P/ EDB remained in close coordination with NCOC, local producers and Ministry of Energy to provide smooth supply of oxygen to uninterrupted supply of electricity to local oxygen production plants to avoid production losses. Moreover, actively coordinated 24/7 with Provincial Government Departments and local producers to ensure mobility of oxygen carrying vehicles especially during strikes and protests in different

cities;

- ➔ Mol&P / EDB also provided technical support to National Disaster Management Authority (NDMA) in different projects regarding installation of oxygen production plants and oxygen storage tanks at different hospitals located in Gilgit-Baltistan, AJK and Capital territory. The Government announced closure of the National Command and Operation Centre (NCOC) operations on, April 1, 2022 owing to all time low COVID-19 indicators as well as high level of vaccination in the country.
- ➔ In appreciation of the technical support and services extended by Ministry of Industries & Production/ EDB for national effort against COVID-19, focal person from EDB, Mr. Yasir Qurban, was issued certificate of appreciation.

## UPDATION/REVISION OF THE LIST OF LOCALLY MANUFACTURED GOODS [CGO-02-2017 DATED 19.04.2017]

Customs General Order (CGO)-02/2017 represents the “**List of Locally Manufactured Goods**”. The products included in this list are considered as “Engineering Goods” and the manufacturers are treated as bonafide manufacturers eligible for claiming Price Preference under SRO 827(I)/2001. This list is used as a reference document at all the ports for all the imported goods to be cleared at concessionary rates of customs duty (CD) as well as sales tax (ST). The list is also referred in SRO 827(I)/2001, DTRE Rules, Income Tax Ordinance' 2001, Sales Tax Act' 1990 and Fifth Schedule of Customs Act.

Revision/Updation of this list is an ongoing process and is being carried out after every 3-5 years to add new products and delete / revise the entries available as per the status and request of the manufacturers.

Last revision of the list was completed by Engineering Development Board (EDB) in 2017 and was notified by FBR as CGO-02/2017 on April 19, 2017. Revision process of CGO-02/2017 list was started in 2018 and all the stakeholders including Associations, Chambers, relevant industry, etc were approached by EDB for seeking their inputs on the items contained in the list. Accordingly, based on the responses/ inputs received from the concerned manufacturers as well as consumer industry, the revised / updated list of locally manufactured goods was placed on EDB Website multiple times for seeking further comments on the amended list. This process continued till the end of year, 2021 and based on the comments, the list is revised and being forwarded to FBR for notification through the Ministry of

Industries & Production. Around 200 companies responded to EDB for inclusion of new products, amendments in the existing entries, deletion, comments on existing entries, etc. Majority of the requests received from the local manufacturers have been verified by EDB's Technical Teams. The revised list contains around 2000 products under more than 1000 Hs Codes. The import volume of the products contained in the CGO list is more than US\$ 10 Billion and exports of CGO related products is around US\$ 1.2 Billion. The products contained in the revised CGO list (if properly rationalized with proper duty structure on their import) have huge Foreign Exchange impact that can be saved through import substitution and broadening export base of the country.



## SECTORAL STUDIES UNDER THE MOU SIGNED BETWEEN EDB AND PBC

Different sectoral studies are in progress by Engineering Development Board (EDB) and Pakistan Business Council (PBC) under MOU signed between EDB and PBC. In this regard, studies on increasing competition of Fan Sector and Surgical & Medical Devices have been completed while the study on Cutlery and Utensils Sector is in progress. The purpose of these studies is the development of Pakistan's Engineering Goods and Services Sector on modern lines.



### SYNOPSIS OF STUDY ON

### “ENHANCING THE COMPETITIVENESS OF PAKISTAN'S DOMESTIC FAN INDUSTRY”

This is the first of a series of studies in which EDB and PBC are collaborating to formulate a set of policy recommendations aimed at enhancing the competitiveness of a particular engineering sector. 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.

Pakistan's exports of domestic fans in 2020 were US\$ 24.9 million. 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.

#### General Recommendations proposed in the study are:

- Export of recycled raw materials must be discouraged
- Special arrangements are needed for allocating import quotas of electric sheets
- Revision of DLTL rates and TERF 2.0
- Hiring of analyst under supervision of commercial attaches in countries of export potential
- The curriculum for skill development programs i.e The Fan Development Institute needs to be revised
- Up-gradation of national laboratories to enhance testing facilities
- Specifications /standards of domestic fans should be aligned
- Removal of import /regulatory duties on imported raw materials/components available locally.
- Pakistan's trade mission should organize webinars /International trade delegations





## SYNOPSIS OF STUDY ON

## “SURGICAL INSTRUMENT & MEDICAL DEVICE SECTOR”

The Surgical Instruments industry contributes 1.6% to Pakistan's Exports. Being one of the five designated export sectors, the sector is an important contributor to Pakistan's Exports with a potential to increase its contribution to the country's overall exports. Surgical Instrument & Medical Device industry includes a wide assortment of products ranging from electrical and electro-mechanical items such as X-ray machines and CT scanners to nonelectrical hand-held items such as forceps, scalpels, scissors etc.

### General Recommendations proposed in the study are:

- Government Support is required for Upcoming MDR compliance 2024
- Revision of SRO 2011(1)/2009 as per SRO 37(1)/2022 dated January 04, 2022

- Establishment of a 'Surgical City' required - closer to Sialkot; Establishment of new Common Facility Centre equipped with the latest Hi-Tech lab accredited with PNAC is required
- Need of multi-axis machining centers, 3 D printers & plotters to revolutionize the industry on modern lines. Incentive regime / schemes being offered by GoP i.e SBP, FBR, MoC. Requires simplification.
- DLTL / SROs issue to be reviewed.
- Job based trainings required- existing training infrastructure to be revamped.

**\*Launching Ceremony:  
2<sup>nd</sup> week of June 2022**

## POLICY ON LOCALIZATION OF OFFICE ELECTRONIC EQUIPMENT

An online meeting on formulation of policy framework for local assembly of Electronic Office Equipment (Personal computers, laptops, printers, etc) was held in EDB on 21<sup>st</sup> January 2022, under the chairmanship of CEO-EDB. The meeting was attended by GM-SDG and other senior officers of EDB besides prominent local manufacturers of computers, laptops and other electronic equipment manufacturers.

The purpose of the meeting was to get proposals and recommendations on the formulation of a holistic policy framework for the sector. The response from the manufacturers was encouraging and they appreciated the initiative from EDB. The manufacturers recommended that there must be equal playing field for the local manufacturer of the equipment to compete with international brands. The

import tariff structure on the electronic equipment is on the lower side thus making the competition difficult for the local manufacturers. They suggested providing reasonable duty protection on the products and encouraging the government and other institutions for giving preference to local electronic equipment. Participants were requested to send their input on policy formulation for local assembly of Electronic Office Equipment.



**Meeting on formulation of policy framework for local assembly of Electronic Office Equipment on 21-01-2022, Chaired by CEO-EDB**



2 x Robots are busy in cutting the profile edges and holes of Toyota Yaris Roof Headlining



Mr. Shigeki Furuya is seen inspecting the Roof Headlining after Waterjet Robotics Cutting performed

## 1<sup>st</sup> Time in Pakistan PROCON ENGINEERING

### Leading Robotic Innovations in the Automotive Industry

Two Mixing Heads Seat Foam Plant, Roof Headlining  
Non-Woven Fabric Plant, Floor Velour Carpet  
Manufacturing Plant & Water Jet Cutting Robots Installed

Procon Engineering (Private) Limited (PEL) has taken another step towards the advancement of its production facility and enhancement in quality of products by installing the 1<sup>st</sup> ever in Pakistan and the latest:

- ➔ **1<sup>st</sup> Time in Pakistan - "Two Mixing Heads ABB Robotic PU Conveyor Line of 5 Components"** to produce the best quality and more comfortable car seat FOAM with multiple hardness and softness as per OEM's requirement to meet the comfort of passengers. **Two Mixing Heads ABB Robotic PU Conveyor Line of 5 Components** was inaugurated by Mr. M. Kubota, Senior Director Manufacturing, Indus Motor Co. Ltd (IMC) and Mr. Wali Khan, SGM Manufacturing, IMC, alongside with Mr. Nadeem Malik, CEO Procon Engineering Limited (PEL), Mr. Ehsan Ul Haq Khan, Director PEL, and Mr. Saleem Shafi, SGM (Plant), PEL.
- ➔ **1<sup>st</sup> Time in Pakistan - "Roof Headlining's Non-Woven Fabric Manufacturing Plant"** (For Cars, SUVs, Vans & Trucks) installed in Procon Engineering (Pvt.) Ltd (PEL - Karachi Plant) to manufacture the best quality of Non-Woven fabrics locally and to save the foreign exchange for the country. **Roof Headlining's Non-**

**Woven Fabric Manufacturing Plant** was inaugurated by Mr. S. Mizuno GM Production IMC, and Mr. Akihiro Nishihara, Technical Coordinator PD IMC, alongside Mr. M. Kubota, Senior Director Manufacturing IMC, Mr. Wali Khan, SGM Manufacturing IMC, Mr. Ali Asghar Damani, SGM PD IMC, Mr. S. Mizuno, GM Production IMC, Mr. Akihiro Nishihara, Tech. Coordinator PD IMC, Mr. W. Matsumoto, Tech. Coordinator QA IMC, with Mr. Nadeem Malik, CEO PEL, Mr. Ehsan Ul Haq, Director PEL, and Mr. Saleem Shafi, SGM (Plant), PEL.

- ➔ **Floor Carpet Plant** was installed in Procon Engineering (Pvt.) Ltd (PEL - Karachi Plant) to manufacture Floor Carpets for Cars, Vans and SUVs as per requirement and specifications. New presses, ranging from 400Tons to 200 Tons, have also been installed for Floor Carpet's forming and trimming through compound Dies. **Floor Carpet Plant** was inaugurated by Mr. Wali Khan, SGM Manufacturing IMC, and Mr. M. Kubota, Sr. Director Manufacturing IMC, Mr. Ali Asghar Damani, SGM PD IMC, Mr. S. Mizuno, GM Production IMC, Mr. Moghees Siddiqi, GM QA & QC IMC, Mr. W. Matsumoto, Tech. Coordinator QA IMC, Mr. Akihiro Nishihara, Tech. Coordinator PD IMC, alongside Mr. Nadeem Malik, CEO PEL, and Mr. Ehsan Ul Haq, Director PEL.



- **1st Time in Pakistan - "Floor Carpet's Velour Machine"** was installed in Procon Engineering (Pvt.) Ltd (PEL - Karachi Plant) for velour designing on Floor Carpet's fabrics specially for Toyota Fortuner's Floor Carpet to give a wooly feel and increased comfortability. **Floor Carpet's Velour Machine** was inaugurated by Mr. Ali Asghar Damani, SGM PD IMC, by pressing the machine's start button, alongside Mr. M. Kubota, Sr. Director Manufacturing IMC, Mr. Wali Khan, SGM Manufacturing, IMC, Mr. Ali Asghar Damani, SGM Product Development IMC, Mr. Nadeem Malik, CEO PEL, Mr. Ehsan Ul Haq, Director PEL, Mr. Saleem Shafi, SGM PEL and Mrs. Sameera Faisal, SM Production PEL.



- **1st Time in Pakistan - "Two Head Robotic Water Jet Cutting Machine"** was imported from Sweden and installed in Procon Engineering (Pvt.) Ltd (PEL - Karachi Plant) to increase productivity, achieve precise and perfect trimming of profile edges and to further improve products quality. **Waterjet Robotics Cutting Line** was inaugurated by Mr. Shigeki Furuya, Senior Director Product Development, IMC, alongside with Mr. Ali Asghar Damani, SGM Product Development IMC, Mr. Nadeem Malik, CEO PEL, Mr. Ehsan Ul Haq, Director PEL and Mr. Saleem Shafi, SGM PEL.



Procon Engineering was established in 1988 as a first of its kind state-of-the-art facility self-reliant composite manufacturing facility in Karachi. It started its operations with the manufacturing of Pak Suzuki Cars and Honda Motorcycle seats with subsequent manufacturing of all types of automotive interior components such as Car Seats, Roof Headlining, Door Trims, Floor Carpets, Trunk Lining, Wiring Harness, Chassis Frame, Cargo Deck for Trucks and Pickups and small and large sheet metal body parts. Procon has advanced Stamping Facility (for sheet metal parts) with a wide range of Presses ranging from 1300T to 100T



Mr. Shigeki Furuya, Senior Director Product Development, Indus Motor Company Ltd, seen pressing the start button to begin the waterjet robotics cutting

capacity. It has a state-of-the-art welding facility supplemented with 15 Japanese Robotic Welding machines (imported from OTC Japan and Panasonic Japan) for sheet metal part assemblies, including an in-house Tool & Die manufacturing facility for Dies, Jigs & Fixtures. It has the capability to fulfill any requirement for automotive interiors and other sheet metal components.

# AIR-CONDITIONING KA SMART SOLUTION



**MODE**

Flexible  
Electricity  
Consumption



**TECHNOLOGY**

Powerful Cooling  
up to 50° C  
Ambient Temperature

**100%  
DC  
INVERTER**

Outstanding  
Efficiency &  
Electricity Savings



Advanced 6 Stage  
Air Filtration



**Change your life**



# FORMULATION OF NATIONAL INDUSTRIAL POLICY (NIP)

To steer the industrial sectors of the economy, Ministry of Industries & Production is in the process of formulating National Industrial Policy (NIP) for a period of 10 years. Based on the product space analysis and keeping in view recent shifts in value chains post pandemic, tariff and tech wars, re-shoring and near shoring of supply chains and shift to green technologies. The broader framework of this National Policy having initial guidelines has already been framed by Asian Development Bank (ADB) with the following recommended product list:

## 1. Long hanging (short term)

Furniture, footwear, synthetic textiles and garments, food processing, surgical, electronics assembly.

## 2. Balanced (Medium term)

Steel, Mining, non-ferrous metals Petrochemical, Electronics.

## 3. Strategic (long term)

Platform changing value chains, (EV decentralized power storage batteries), Clean Tech, Electronics (cell phones), Electrical Machinery,

IoT, Autonomous vehicles.

Engineering Development Board (EDB) was assigned lead task by the Ministry of Industries & Production for formulation of Sector-Wise Policies after due consultation with the relevant stakeholders under the National Industrial Policy including Steel, Aluminum, Fans, Mobile Devices, Surgical Instruments, Transformers, Wires & Cables, Energy Meters, Motors and Pumps, Petrochemicals & Plastics, batteries, Automotive & EV sectors. Key features addressed in these sector policies includes tariff roadmap, institutional support required, requirements for industrial zones, technology up-gradation requirements, innovation / R&D support requirements, environmental / other international compliances required, value chain analysis and requisite interventions for ease of doing business. Meetings were scheduled by EDB to get the inputs from the relevant stakeholders to assess the present state of industry. Ministry of Industries & Production has circulated the Policy Draft to the Chambers for seeking their comments.



Meeting on NIP, Plastic Manufacturing Sector on 02-02-2022



Meeting on NIP, Steel Sector on 04-02-2022



Meeting on NIP, Surgical Instrument & Medical Devices Sector on 02-02-2022



Meeting on NIP, Light Engineering on 07-02-2022



# SOLAR PANEL & ALLIED EQUIPMENT MANUFACTURING POLICY

Engineering Development Board (EDB) has initiated the task of formulation of Policy for encouraging “Solar Panels and Allied Equipments Manufacturing” in the country. Several meetings, in this regard, have been held with the concerned stake-holders including, local manufacturers, research organizations, Academia, users, and other relevant organizations, etc, in federation as well as in provinces to get suggestions for proposed policy. Accordingly, based on the inputs / comments, Policy

document was drafted and shared with the concerned stakeholders in the Private sector, Federal and Provincial organizations.

Following main recommendations are made in aforesaid policy;

- Creation of separate HS Codes for Solar PV module (Finished product) and Solar PV Cells (Raw Material), with duty structure as under:

HS Code	Description	Duty Structure %			
		Existing		Proposed	
		5 <sup>th</sup> Sh.	1 <sup>st</sup> Sh.	2022-23	2023-24
8541.4000	PV Modules	0			
8541.4010	Solar PV Cells (Raw Material)	0	0	0	0
8541.4090	Solar PV module (Finished product)	0	0	5	10
8504.4090	Inverters	0	16	10 (5th Sch.)	16
Res. Head	Other Allied Equipment	0	11-20	5 (5th Sch.)	10 (5th Sch.)

- Facilitate the local manufacturing/assembly of Solar Panels and Inverters through SKD/CKD operation.
- Removal of Customs Duty (CD), Regulatory Duty (RD), Additional Customs Duty (ACD), Sales Tax (ST), Additional Sales Tax (AST) and Income Tax (IT) on import of CKD/ SKD parts and materials for manufacturing of Solar Panels and Inverters.



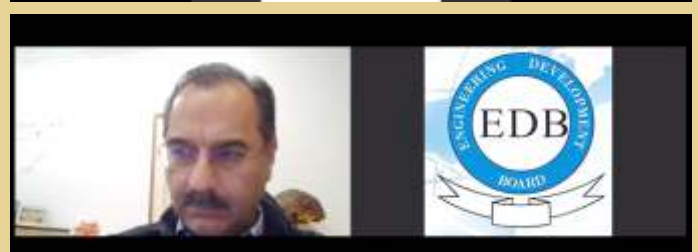
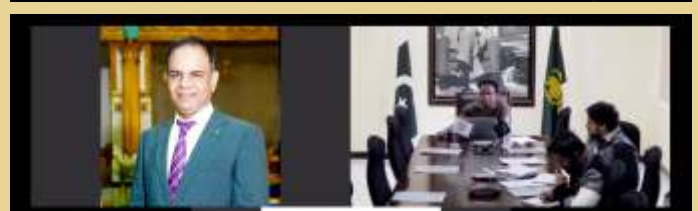
- Removal of CD, RD, ACD, ST, AST and IT on import of plant and machinery use for Solar Panels and Inverters manufacturing.
- Five Year Tax Holiday for setting-up new plant and BMRE for the manufacturing of Solar Panel and Inverters.
- Gradual imposition of CD/RD on Import of finished Solar Panels and Inverters.
- Phase wise localization of components and imposition of duty as per the localization plan.
- Land/ infrastructure to be provided to solar park plant developers.
- All government procurements/projects must have at least 20% share of local panels (SRO 827(I)/2001 also be implemented.
- Allow easy and free setting up of solar power plants upto 15 MW around all cities.



## PAKISTAN – SRI LANKA FREE TRADE AGREEMENT DISCUSSION WITH STAKEHOLDERS

Engineering Development Board (EDB) held consultative sessions on 12<sup>th</sup> and 13<sup>th</sup> January 2022 with local manufacturers of Soap, Plastic, Tyres & Tubes, Aluminium foil, Ceramics, footwear, Refrigerator and Freezers to review proposals for Pak-Sri Lanka Free Trade Agreement. Ministry of Commerce had earlier requested EDB to consult with the relevant stake-holders in the light of Sri Lankan request to consider certain items in the list of Free Trade Agreement (FTA) for concessions. Senior leadership from M/s. Nimir Industrial Chemicals, Gamalux Oleo Chemicals, All Pakistan Tyres & Tubes Manufacturers Association, Pakistan Footwear Manufacturers Association, All Pakistan Ceramic & Tiles Manufacturing Association, Aluminium Processing Industries, Pak Electron Limited, Dawlance, Haier Pakistan, Orient Electronics participated in these deliberations.

Pakistan Sri Lanka FTA was signed in 2004 and was the first FTA Pakistan signed with any country. Sri Lanka has requested for access in Pakistan market for certain products which includes Soap, Plastic, Tyres & Tubes, Aluminium foil, Ceramics, footwear, Refrigerator and Freezers. Consultative Sessions for FTA with Sri Lanka arranged by EDB, Chaired by Engr. Khuda Bukhsh, GM-SGD/TARIFF. The stakeholders appreciated the government's efforts of consulting with industry. They were of the view that all the products requested by Sri Lanka are currently manufactured in Pakistan and allowing Sri Lanka to export their product in Pakistan will hurt the local Industry as well as increase the country's import bill. It was also highlighted in the meeting that our industrial structure and capacity is on higher level than that of Sri Lanka.



Consultative Sessions for FTA with Sri Lanka arranged  
by EDB, Chaired by Engr. Khuda Bukhsh,  
GM-SGD/TARIFF





## 4<sup>TH</sup> TECHNOLOGY INVESTMENT MEETING (TIM 2022), IN THE FIELD OF START-UP AND INVESTORS AT TEHRAN—IRAN

Engineering Development Board (EDB) participated in the 4<sup>th</sup> Technology Investment Meeting (TIM 2022) that was organized by the D-8 Organization for Economic Cooperation and The Innovation and Prosperity Fund. Pardis Technology Park hosted the event in Tehran, Iran, from 21<sup>st</sup> -22<sup>nd</sup> February 2022. The Technology Investment Meeting is also a platform to meet, exchange experience and explore opportunities of investing in creative and forward-thinking start-ups. D-8 includes major Muslim developing countries namely, Bangladesh, Egypt, Indonesia, Iran, Malaysia, Nigeria, Pakistan, and Turkey. Creating the capacity to use the pristine markets of the D8 countries for domestic investors is an important goal of this event.

At the Technology Investment Meeting, EDB's representative gave an introduction about Pakistan and ongoing activities regarding the Engineering Industry/Sector in the country. In this regard; the government's support for Economic Growth and Prosperity was also highlighted. Different 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.

Moreover, various presentations, panel discussions and exchanges of views and ideas were shared by EDB on start-ups, developments and expectations in the relevant areas of technology and innovation. EDB explained to the participants that Pakistan's Government has made reforms which aim to create enabling environment for new entrants in the start-up market of the country by creating ease of doing business and tax relief. As a result of these reforms, Pakistan's position in World Bank's Ease of Doing Business 'Report has changed from 136<sup>th</sup> place (2018-19) to 108<sup>th</sup> place (2019-20). Around 800 start-ups have been created in the past 10 years with 100 successfully rising funding from global investors. \$ 238 million is the total amount raised by 6 most well-funded active start-ups or Venture Capital including Zameen.com, Airlift, Bykea etc. Government of Pakistan set an ambitious target of expanding the size of information and communication technology to \$20 billion in the next five years through promoting entrepreneurship in the tech ecosystem. EDB welcomed the Venture Capital Firms & Investors from D-8 Member Countries for investment in Pakistan and assured them EDB's support in facilitating establishing strong network within the country.



EDB participated in 4<sup>th</sup> Technology Investment Meeting (TIM 2022) event in Tehran, Iran, from 21<sup>st</sup> -22<sup>nd</sup> February 2022

# INDIGENIZATION OF LITHIUM-ION BATTERIES MANUFACTURING IN PAKISTAN

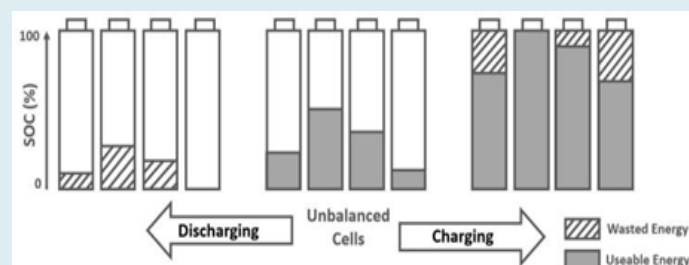


**Nauman Ahmad Zaffar**  
Associate Professor  
LUMS

The use of energy is increasing with the ongoing growth of population and economy. Pakistan being the 5<sup>th</sup> most populous country in the world has a vast market for batteries that is presently dominated by lead-acid batteries. The Lithium Ion (Li-Ion) battery market is still in the nascent phase in the country and only a handful of companies are manufacturing Li-Ion battery packs locally. The production capacities of these companies are also limited at the moment and therefore, majority of Li-Ion batteries are imported from China. The high energy storage demand in various applications, however, serves as an opportunity for investors to venture into this segment.

## TECHNICAL CHALLENGES

Battery technology is a complex field and the product i.e. battery is always a sub-component of a larger system that integrates in a unique way to both draw energy during the discharge cycle and store energy during the charging cycle. The charging and discharging cycles of the batteries differ for different battery chemistry and replacement of Lead-acid batteries with Li-ion batteries is not as straight forward as matching the terminal characteristics of voltage, current and capacity. In lithium-based batteries, voltage variations exist within cells due to the charging/discharging process which causes reduced battery lifetime as indicated in figure 1. It requires design of



**Figure 1. Poor performance of battery due to unbalanced cells.**

an intermediate power

processing interface that can simultaneously address the requirements of both the electrical system and the internal battery processes for both safety and durability. The production includes a battery unit (BU), power processing unit (PPU) and battery management system (BMS) to allow effective migration of storage-based systems to newer Li-Ion based batteries that provide the same interface as the legacy Lead-acid batteries.

## MARKET OVERVIEW

The Li-Ion battery market is expected to witness significant growth during the forecast period (2022- 2027), primarily due to the increase in sales of batteries for application in electric vehicles (EVs) and the renewable energy sector and declining Li-Ion battery prices. The price of Li-Ion battery has fallen sharply over the past 10 years which is expected to help cement its use in all industrial and commercial electronic markets.



**Figure 2. Li-Ion Battery Price Trends, in USD per kWh, Global, 2015-2020.**

## SIZE OF THE BATTERIES MARKET IN PAKISTAN:

The primary industrial and commercial energy storage applications in Pakistan include Uninterruptable power supplies (UPSs), Solar PV, and Base transceiver.





## AGRICULTURAL MACHINERY AND IMPLEMENTS MANUFACTURING POLICY 2022

Engineering Development Board (EDB) is in process of formulating a comprehensive Policy for “Agricultural Machinery and Implements Manufacturing” for the development of local agricultural sector to increase crop production. Several meetings, in this regard, have been held with the concerned stake-holders including, local manufacturers, research organizations, Academia, representatives from provincial agricultural departments, local manufacturers (PAMIMA), Research organizations (AMRI, PCSIR), Department of Punjab Agricultural Field, NPO, PSQCA, Federal Ministry of Food and Agricultural, Board of Investment and other relevant organizations etc.

Comments on the draft of the Agricultural Machinery and Implements Manufacturing Policy 2022 are being received at EDB. Accordingly, based on the inputs / comments, Policy document has been drafted and shared with the concerned stake-holders. The policy document mainly includes major recommendations for the promotion of the localization of Agricultural machinery and implements.

### TAX & TARIFF RELATED RECOMMENDATIONS

1. Reduction in Customs Duty (CD) on import of inputs raw materials, sub-components, and sub-assemblies, which

are not manufactured locally.

2. Removal of Regulatory Duty (RD) and Additional Customs Duty (ACD) on the import of above inputs required for manufacturing/assembly of Agricultural machinery and implements.
3. Removal of CD, ACD & RD on import of plant and machinery required for agricultural Implements manufacturing.
4. Gradual increase in CD/RD on Import of finished Implements.



Meeting on Agricultural Machinery & Implements Manufacturing Policy 2022 held on 25-01-2022 under the chairmanship of CEO,EDB

# PROVISIONAL FIGURES OF EXPORTS/IMPORTS & BALANCE OF TRADE FOR MARCH, 2022

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

Series	* March, 2022 (R)		* February,2022 (F)		% Change in March, 2022 over February, 2022	
	Rs.	\$ (1 \$= Rs. 179.617273)	Rs.	\$ (1 \$= Rs. 175.482276)	Rs.	\$
<b>Exports</b>	499,724	2,782	497,273	2,834	0.49	-1.83
<b>Imports</b>	1,154,120	6,425	1,027,152	5,853	12.36	9.77
<b>Balance of Trade (Trade Deficit)</b>	-654,396	-3,643	-529,879	-3,019	23.50	20.67

Series	March, 2022 (R)		March, 2021		% Change in March, 2022 over March, 2021	
	Rs.	\$ (1 \$= Rs. 179.617273)	Rs.	\$ (1 \$= Rs. 156.029765)	Rs.	\$
<b>Exports</b>	499,724	2,782	368,925	2,364	35.45	17.68
<b>Imports</b>	1,154,120	6,425	878,602	5,631	31.36	14.10
<b>Balance of Trade (Trade Deficit)</b>	-654,396	-3,643	-509,677	-3,267	28.39	11.51

Series	July- March, 2021-2022		July-March, 2020-2021		% Change in July- March, 2021-2022 over July-March, 2020-2021	
	Rs.	\$	Rs.	\$	Rs.	\$
<b>Exports</b>	4,019,637	23,355	3,020,244	18,687	33.09	24.98
<b>Imports</b>	10,120,638	58,877	6,376,138	39,489	58.73	49.10
<b>Balance of Trade (Trade Deficit)</b>	-6,101,001	-35,522	-3,335,894	-20,802	81.80	70.76

## NOTE:-

1. Revised figures based on figures provided by the Director (R&S) FBR, Islamabad.
2. Rupee value converted into US Dollar on the basis of monthly Bank's Floating Average exchange rate provided by S.B.P. March, 2022 (1\$ = Rs. 179.617273), February , 2022 (1\$=Rs. 175.482276) and March, 2021 (1 \$ = Rs. 156.029765) .
3. Due to rounding effects some totals and percentages may not tally.

Source: Pakistan Bureau of Statistics



## PRODUCTION FIGURES

### CARS / LCVs / HCVs (ACTIVE UNITS)

2018-19, 2019-20, 2020-21 & 2021-22 (Jul-21 to March-22)

S. No.	Manufacturer/ Assembler	2018-19	2019-20	2020-21	2021-22 Jul 21- Mar-22
1	M/s Pak Suzuki Motor Co. Ltd., Karachi	132,166	64,240	87,723	104,322
2	M/s Indus Motor Co. Ltd., Karachi	65,336	28,518	59,187	55,192
3	M/s Honda Atlas Cars (Pakistan) Ltd., Lahore	45,098	15,672	28,862	29,954
4	M/s Hinopak Motors Ltd., Karachi	2,190	1,296	801	798
5	M/s Ghandhara Nissan Ltd., Karachi	468	431	989	964
6	M/s Ghandhara Industries Ltd., Karachi	3,717	2,027	2,148	2,993
7	M/s Master Motor Corporation, Karachi	1,255	368	1,048	933
8	M/s Afzal Motors (Pvt) Ltd., Karachi	99	59	81	55
9	M/s Daewoo Pak Motors (Pvt) Ltd., Karachi	193	83	59	29
10	M/s Bibojee Services (Pvt) Ltd., Karachi	-	-	-	6
11	M/s PM Auto Industries, Karachi	1	2	-	-
12	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi	2,817	1,131	2,082	2,047
13	M/s Fuso Master Motors (Pvt) Ltd., Karachi	304	100	439	523
14	M/s Ghandhara DF (Pvt) Ltd., Karachi	614	235	133	85
15	M/s Regal Automobile Industries Ltd. Lahore	159	517	3,553	4,224
16	M/s United Motors (Pvt) Ltd., Lahore	1,305	330	408	300
17	M/s Foton JW Auto Park (Pvt) Ltd., Lahore	565	483	1,351	1,093
18	M/s Master Changan Motors Ltd., Karachi	299	1,735	7,076	14,797
19	M/s Lucky Motors Pakistan Ltd., Lahore	-	7,974	22,508	16,407
20	M/s Hyundai Nishat Motor (Pvt) Ltd., Lahore	-	703	5,818	8,297
21	M/s Sazgar Engineering Works Ltd., Lahore	-	-	12	173
22	M/s Al-Haj Automotive Ltd., Karachi	-	-	-	351
23	M/s Al-Haj Bus Co. Ltd., Karachi	-	-	-	4
<b>GRAND TOTAL</b>		<b>256,586</b>	<b>125,904</b>	<b>224,278</b>	<b>243,547</b>

## Cars Prices Trend

(Dec 2020, June 2021, July 2021, Dec 2021, Jan 2022, March 2022 & April, 2022)

Currency Rate	\$ Rate (Dec-20)	\$ Rate (June-21)	\$ Rate (July-21)	\$ Rate (Dec-21)	\$ Rate (Jan-22)	\$ Rate (Mar-22)	\$ Rate (Apr-22)
	1\$= 160.66	1\$= 157.68	1\$= 162.43	1\$= 177.89	1\$= 176.65	1\$= 182.49	1\$= 184.32

### Pak Suzuki Motor Company Ltd

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Alto 660 VX	1,198,000	1,198,000	1,113,000	1,274,000	1,306,000	1,306,000	1,425,000
Alto 660 VXR	1,433,000	1,433,000	1,335,000	1,508,000	1,546,000	1,546,000	1,675,000
Alto 660 VXL	1,633,000	1,633,000	1,521,000	1,704,000	1,747,000	1,747,000	1,886,000
Wagon-R VXR	1,640,000	1,640,000	1,530,000	1,760,000	1,877,000	1,877,000	2,019,000
Wagon-R VXL	1,730,000	1,730,000	1,610,000	1,852,000	1,975,000	1,975,000	2,129,000
Wagon-R AGS	1,890,000	1,890,000	1,760,000	2,024,000	2,158,000	2,158,000	2,319,000
Cultus VXR Euro II	1,780,000	1,780,000	1,655,000	1,904,000	2,030,000	2,030,000	2,250,000
Cultus VXL	1,970,000	1,970,000	1,830,000	2,105,000	2,244,000	2,244,000	2,474,000
Cultus AGS	2,130,000	2,130,000	1,975,000	2,272,000	2,422,000	2,422,000	2,662,000
Swift AT Navi	2,210,000	2,210,000	2,148,000	Disc	Disc	Disc	Disc
Swift DLX Navi	2,210,000	2,030,000	1,972,000	Disc	Disc	Disc	Disc
Swift GL (New Model)	-	0	0	0	0	2,499,000	2,694,000
Swift GL-CVT (New Model)	-	0	0	0	0	2,699,000	2,908,000
Swift GLX-CVT (New Model)	-	0	0	0	0	2,899,000	3,169,000
Bolan (800 cc)	1,134,000	1,134,000	1,049,000	1,149,000	1,178,000	1,178,000	1,283,000

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



### Indus Motor Company Ltd

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Corolla MT 1.6	-	3,219,000	3,109,000	3,299,000	3,380,000	0	0
Corolla AT 1.6	3,309,000	3,369,000	3,249,000	3,449,000	3,534,000	0	0
Corolla AT 1.6 SE	-	3,699,000	3,599,000	3,799,000	3,892,000	0	0
Corolla X Altis CVT-i 1.8	-	3,699,000	3,579,000	3,779,000	3,872,000	4,299,000	4,299,000
Corolla X Altis Grande CVT-i 1.8 (Beige Interior)	3,899,000	3,979,000	3,869,000	4,079,000	4,179,000	4,649,000	4,649,000
Corolla X Altis Grande CVT-i 1.8 (Black Interior)	-	3,999,000	3,889,000	4,099,000	4,199,000	4,689,000	4,689,000
Yaris GLI (1.3) GLI MT	2,509,000	2,509,000	2,409,000	2,549,000	2,612,000	2,899,000	2,899,000
Yaris GLI (1.3) GLI CVT	2,689,000	2,689,000	2,589,000	2,749,000	2,817,000	3,109,000	3,109,000
Yaris ATIV (1.3) MT	2,619,000	2,619,000	2,519,000	2,679,000	2,745,000	3,059,000	3,059,000
Yaris ATIV (1.3) CVT	2,769,000	2,769,000	2,669,000	2,849,000	2,919,000	3,229,000	3,229,000



Yaris Ativ X (1.5) MT	2,829,000	2,829,000	2,719,000	2,899,000	2,970,000	<b>3,289,000</b>	3,289,000
Yaris Ativ X (1.5) CVT	2,999,000	2,999,000	2,899,000	3,099,000	3,175,000	<b>3,499,000</b>	3,499,000
Hilux 4x2	N/A	3,889,000	3,819,000	4,019,000	4,049,000	<b>4,609,000</b>	4,609,000
Hilux 4x2 S/C UPSPEC	N/A	3,919,000	3,849,000	4,049,000	4,079,000	<b>4,639,000</b>	4,639,000
Hilux Deckless	N/A	3,639,000	3,569,000	3,769,000	3,799,000	<b>4,279,000</b>	4,279,000
Hilux 4x4	N/A	-	-	-	5,469,000	<b>6,109,000</b>	6,109,000
Hilux E	N/A	5,959,000	5,859,000	6,149,000	6,249,000	<b>7,059,000</b>	7,059,000
Hilux 4x4 D/C REVO G MT	N/A	6,549,000	6,429,000	6,759,000	6,947,000	<b>7,659,000</b>	7,659,000
Hilux 4x4 D/C REVO G AT	N/A	6,899,000	6,779,000	7,109,000	7,306,000	<b>8,029,000</b>	8,029,000
Hilux 4x4 D/C REVO V AT	N/A	7,499,000	7,379,000	7,779,000	8,032,000	<b>8,839,000</b>	8,839,000
Hilux 4x4 D/C REVO ROCCO	N/A	-	-	-	8,472,000	<b>9,319,000</b>	9,319,000
FORTUNER SIGMA 4 (4X4 Hi)	9,149,000	9,649,000	9,269,000	9,849,000	10,392,000	<b>11,489,000</b>	11,489,000
FORTUNER V (4X4 Hi)	8,399,000	9,299,000	8,899,000	9,399,000	9,941,000	<b>10,949,000</b>	10,949,000
FORTUNER G (4X2 Std)	7,699,000	7,999,000	7,649,000	8,149,000	8,569,000	<b>9,499,000</b>	9,499,000
FORTUNER Legender (4X4 Diesel)	-	-	-	-	10,842,000	<b>12,099,000</b>	12,099,000
<a href="http://www.toyota-indus.com">http://www.toyota-indus.com</a>							

#### Honda Atlas Cars Pakistan Ltd.

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Honda Civic Car 2YN RS CVT YA8 ( Turbo) 1500cc	-	-	-	-	-	5,099,000	5,399,000
Honda Civic Car 2YN VTI CVT YB7 ( Turbo) 1500cc	-	-	-	-	-	5,399,000	5,649,000
Honda Civic Car 2YN VTI-B CVT YC7 ( Turbo) 1500cc	-	-	-	-	-	6,149,000	6,499,000
Civic i-VTEC (1.8)	3,499,000	3,729,000	3,614,000	3,979,000	4,079,000	Disc	Disc
Civic i-VTEC Oriol (1.8)	3,749,000	3,979,000	3,864,000	4,259,000	4,366,000	Disc	Disc
Civic 1.5 RS Turbo	-	4,699,000	4,564,000	5,049,000	5,175,000	Disc	Disc
Honda City 1.2 MT	-	-	2,599,000	2,729,000	2,729,000	<b>3,129,000</b>	3,129,000
Honda City 1.2 CVT	-	-	2,769,000	2,949,000	2,949,000	<b>3,249,000</b>	3,249,000
Honda City 1.5 CVT	-	-	2,899,000	3,069,000	3,146,000	<b>3,446,000</b>	3,446,000
Honda City Aspire 1.5 MT	-	-	3,019,000	3,199,000	3,279,000	<b>3,579,000</b>	3,579,000
Honda City Aspire 1.5 CVT	-	-	3,189,000	3,369,000	3,454,000	<b>3,749,000</b>	3,749,000
BRV i-VTEC S	3,399,000	3,479,000	3,374,000	3,599,000	3,689,000	<b>4,079,000</b>	4,079,000

<https://honda.com.pk>

#### United Motors (Pvt) Ltd.

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
United Bravo (800 cc)	1,199,000	1,099,000	1,030,000	1,149,000	1,149,000	<b>1,182,000</b>	1,182,000
United Alpha (1000 cc)	-	1,395,000	1,259,000	1,399,000	1,399,000	<b>1,439,000</b>	1,439,000

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



**Al Haj FAW Motors (Pvt) Ltd.**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Faw V2	1,574,000	1,609,000	1,609,000	1,609,000	1,609,000	1,609,000	1,609,000
Faw Van X-PV	-	1,265,000	1,265,000	1,265,000	1,265,000	1,265,000	1,265,000

[alhaifaw.com](http://alhaifaw.com)
**Al Haj Automotive (Pvt) Ltd.**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Saga MT	-	-	-	2,149,000	2,149,000	2,149,000	2,149,000
Saga AT	-	-	-	2,299,000	2,299,000	2,299,000	2,299,000
Saga Ace	-	-	-	2,399,000	2,399,000	2,399,000	2,399,000
Proton X70 Executive AWD	-	-	-	4,590,000	4,590,000	5,400,000	5,400,000
Proton X70 Premium FWD	-	-	-	4,890,000	4,890,000	5,750,000	5,750,000

[proton.com.pk](http://proton.com.pk)
**Regal Automobile Industries**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Prince (Pearl)	1,149,000	1,199,000	1,113,000	1,299,000	1,334,000	1,334,000	1,334,000
Glory 580 1.5 CVT Turbo	4,000,000	4,299,000	4,229,000	4,384,000	4,649,000	4,649,000	4,649,000
Glory 580 1.8 CVT	4,150,000	4,449,000	4,379,000	4,534,000	4,800,000	4,800,000	4,800,000
Glory 580 Pro 1.5T	4,549,000	4,699,000	4,610,000	4,765,000	5,040,000	5,040,000	5,040,000

[regalautomobiles.com](http://regalautomobiles.com)
**Lucky Motor Corporation**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Picanto 1.0 (MT)	1,899,000	1,899,000	1,781,000	2,050,000	2,186,000	<b>2,400,000</b>	2,400,000
Picanto 1.0 (AT)	1,999,000	2,049,000	1,922,000	2,150,000	2,292,000	<b>2,500,000</b>	2,500,000
Sportage 2.0 Alpha	4,399,000	4,399,000	4,294,000	4,650,000	4,764,000	<b>5,000,000</b>	5,000,000
Sportage 2.0 (FWD)	4,899,000	4,899,000	4,782,000	5,150,000	5,276,000	<b>5,500,000</b>	5,500,000
Sportage 2.0 (AWD)	5,399,000	5,399,000	5,270,000	5,650,000	5,788,000	<b>6,000,000</b>	6,000,000
Sorento 2.4 (FWD)	N/A	6,999,000	6,836,000	6,836,000	6,836,000	6,836,000	6,836,000
Sorento 2.4 (AWD)	N/A	7,999,000	7,812,000	7,812,000	7,499,000	7,499,000	7,499,000
Sorento 3.5 (FWD)	N/A	8,399,000	8,203,000	8,203,000	7,499,000	7,499,000	7,499,000
Stonic Ex	N/A	-	-	3,660,000	3,750,000	<b>4,150,000</b>	4,150,000
Stonic Ex +	N/A	-	-	3,880,000	3,975,000	<b>4,450,000</b>	4,450,000

[www.kia-luckymotorcorp.com](http://www.kia-luckymotorcorp.com)





#### **Master Changan Motors Ltd.**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Alsvin 1.3 Comfort MT	-	2,199,000	2,149,000	2,424,000	<b>2,489,000</b>	2,489,000	2,489,000
Alsvin 1.5 Comfort DCT	-	2,450,000	2,399,000	2,674,000	<b>2,744,000</b>	2,744,000	2,744,000
Alsvin 1.5 Lumiere	-	2,650,000	2,589,000	2,864,000	<b>2,939,000</b>	2,939,000	2,939,000
Karvaan MPV	-	1,490,000	1,399,000	1,674,000	<b>1,794,000</b>	1,794,000	1,794,000
Karvaan MPV Plus	-	1,640,000	1,539,000	1,814,000	<b>1,944,000</b>	1,944,000	1,944,000

[www.changan.com.pk](http://www.changan.com.pk)

#### **Hyundai Nishat Motor (Pvt) Ltd.**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Tucson 2.0 FWD A/T	5,099,000	5,099,000	4,979,000	5,179,000	5,549,000	<b>5,799,000</b>	5,799,000
Tucson 2.0 AWD A/T	5,599,000	5,599,000	5,469,000	5,669,000	5,999,000	<b>6,299,000</b>	6,299,000
Elantra 2.0 A/T	-	4,049,000	3,899,000	3,999,000	<b>4,399,000</b>	4,399,000	4,399,000
Sonata 2.0 A/T	-	-	6,399,000	6,499,000	<b>6,859,000</b>	6,859,000	6,859,000
Sonata 2.5 A/T	-	-	7,099,000	7,299,000	<b>7,749,000</b>	7,749,000	7,749,000

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

#### **Sazgar Engineering Works Ltd.**

Models	Dec-20	Jun-21	Jul-21	Dec-21	Jan-22	Mar-22	Apr-22
Sazgar BAIC BJ40L	-	-	-	-	7,685,000	7,685,000	7,685,000
Sazgar BAIC D20 1332cc M/T	-	-	-	-	-	-	-
Sazgar BAIC D20 1499cc A/T	-	-	-	-	-	-	-
Sazgar BAIC X25 M/T	-	-	-	-	2,550,000	2,550,000	2,550,000
Sazgar BAIC X25 A/T	-	-	-	-	2,850,000	2,850,000	2,850,000

[www.sazgarbaic.com](http://www.sazgarbaic.com)

# LIST OF MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA STATUS AS ON APRIL 2022

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 6-F 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 Bhobatian 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	TranssionTeco Electronics (Pvt.) Ltd.	Plot No 21, Sector 24, Korangi Industrial Area, Karachi, Pakistan
11	TranssionTeco 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, 20 KM 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	Teco 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, RohiNala 22KM, FerozPur Road, Lahore
23	Club Mobile (Pvt.) Ltd.	S-41-R-24/A/2 Lawrence Road, Lahore
24	High Star Mobile (Pvt.) Ltd.	Dolphin Plaza near to Al Rehman Garden Main Sharqpur Road, TajMehal Marriage Hall, Ferozwala.
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
27	Faywa Trading (Pvt.) Ltd.	1st Floor Shaheen Building, Opposite Punjab Regiment Centre, Near Shell Petrol Pump, Malakand Road, Mardan
28	Enercom Technologies (Pvt.) Ltd.	Plot #LE-10-A8 , National Industrial Park. Korangi Creek, Karachi
29	Select Technologies (Pvt.) Ltd.	Select Technologies (Pvt.) Ltd. 152/1-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore
30	Beli Technologies (Pvt.) Ltd.	1570/707, Moza Sara-e-Kharboza, Main GT Road, Tarnol Zone-1, Islamabad



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**For Contact: General Manager (BDG).**

**Contact Details:** ☎ 92 - 51-9204817 / 92 - 51-9207174

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