



ANNUAL REPORT 2021

Engineering Development Board

Ministry of Industries & Production
Government of Pakistan

EDB ANNUAL REPORT 2021

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Vision

“To develop Engineering Goods and Services Sector on modern lines, enabling it to become technologically sound and globally integrated”



Mission

“Strengthen the engineering sector and integrate it with the world market to make it the driving force for economic growth.”

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MESSAGE FROM CHAIRMAN

It is my pleasure to share this Annual Report, highlighting activities of Engineering Development Board for the year 2021. The organization took many initiatives to facilitate the local engineering industry during this period. The new Auto Industry Development & Export Policy (AIDEP 2021-26) formulated by EDB was approved by the Federal Government in 2021. We have tried our level best to make the Policy more effectual and productive with a view to provide better products and variety to consumers while at the same time focusing on more local value addition. In addition, the Policy facilitates new product development for motorcycles & tractors, export of vehicles and parts, promotion of new, green & efficient technologies, and adoption of WP 29 safety regulations. During the period under review, the Mobile Device Manufacturing Policy formulated by EDB provided an enabling environment for international mobile phone investors to start production in Pakistan. It is extremely encouraging to share that thirty companies were authorized by PTA till December 2021 and more than 70% of mobile devices sold during the year were locally assembled/manufactured.



Similarly under Electric Vehicle incentive regime approved by the GOP, EDB approved manufacturing status of six companies to produce EV's in 2-3 wheelers segment. Apart from these, EDB has taken various measures to look after the local engineering industry. Under the annual budget and competitiveness exercise for the year 2021-22, proposals for taxes & duties rationalization for a number of engineering sectors were submitted to the government. An important task of updation of Customs General Order (CGO), which was last updated in 2017, was taken up by EDB.

In order to establish linkage with the local partners, EDB and Pakistan Business Council signed an MOU in January 2021 to collaborate for the development of engineering goods and services sectors. Under this, both the organizations have initiated various sectoral studies to enhance competitiveness of these sectors. In addition to this, EDB also undertook export enhancement exercise by prioritizing six engineering sub sectors in the first phase to address various issues hindering increase in the exports of engineering products.

A number of other initiatives were undertaken by the organization during 2021 and I can see completion of many new initiatives and policies in the coming years which will not only boost localization of various products resulting in industrial growth but will also enhance value added goods exports from Pakistan.

Almas Hyder

MESSAGE FROM CHIEF EXECUTIVE OFFICER

Engineering Development Board (EDB) as a techno economical wing of the Ministry of Industries & Production is effectively playing its role related to the revival and growth of the value added engineering and industrial goods manufacturing sector. In this Annual Report, I am happy to share the performance of the organization and progress on major assignments completed during the year 2021.



A major milestone achieved by EDB during the year 2021 was the approval of Auto Industry Development and Export Policy (2021-26) which will provide stable business environment through investment of new entrants and promotion of new technologies in auto sector on sustainable basis. The Mobile Device Manufacturing Policy has also enabled a number of new entrants in Pakistan. Besides policy work, EDB remained focused on playing its role in rationalizing the tax and tariff structure to facilitate local engineering industry through annual budget exercise for year 2021-22. Being an important negotiation partner EDB has been regularly participating in the FTAs/PTAs, JMC's etc to look after local engineering industry's interest.

Engineering Development Board (EDB) being the Secretariat and focal point for D-8 Technology Transfer and Exchange Network arranged 5th High Council Meeting of the Member States apart from participation in Technology Investment Meetings arranged by D-8 Secretariat during 2021. With a view to enhance export of value added products, EDB has undertaken extensive stakeholders consultations on the prioritized potential sectors which include but not limiting to electrical & power, home appliances, automotive, cutlery, surgical, house hold utensils, fans, casting & forgings, sanitary fittings and ceramics, and other export oriented industries, etc. for addressing issues related to exports of finished goods from Pakistan.

Under the MOU signed between EDB and Pakistan Business Council in 2021, comprehensive studies have been completed to enhance competitiveness of Surgical Instrument Industry and Domestic Fans Industry of Pakistan and we are now in the process of taking the recommendations for further implementation by various organizations.

I look forward for your feedback to further improve the working of this organization and build a strong relationship with the domestic engineering industry.

Raza Abbas Shah

BOARD OF MANAGEMENT COMPOSITION



MR. ALMAS HYDER
CHAIRMAN

MEMBERS (PUBLIC SECTOR)



SECRETARY
MINISTRY OF INDUSTRIES & PRODUCTION



SECRETARY
MINISTRY OF COMMERCE



SECRETARY
MINISTRY OF FINANCE



SECRETARY
MINISTRY OF SCIENCE & TECHNOLOGY



SECRETARY
DEFENCE PRODUCTION



CHAIRMAN
FEDERAL BOARD OF REVENUE

MEMBERS (PRIVATE SECTOR)



MR. SIKANDAR MUSTAFA KHAN
CHAIRMAN MILLAT



SENATOR NAUMAN WAZIR KHATTAK
CHAIRMAN FF-STEEL



MR. ABBAS AKBER ALI
CHAIRMAN AMRELI STEELS



MR. KHAWAR RAFIQ SHEIKH
CHAIRMAN RAFIQUE ENGINEERING



MR. SAQUIB H. SHIRAZ
CEO ATLAS HONDA



SYED NABEEL HASHMI
CEO THERMOSOL IND.



MR. MUHAMMAD MURAD SAIGOL
CEO PEL



MR. MUHAMMAD FAISAL AFZAL
MD SUPER ASIA



ENGR. KHAWAR ANWAR KHAWAJA
CEO GRAYS

EDB INTRODUCTION

Engineering Development Board was established in 1995. The primary mandate assigned to the board was policy formulation and implementation for facilitating and encouraging development & growth of the Engineering Industry of the country. Later it was decided that EDB shall function as an apex policy and decision making autonomous body

for all aspects concerning the Engineering Industry as per its terms of reference. EDB implemented indigenization programs, carried out the tariff rationalizations, and other sectoral /business development activities for different engineering sectors alongside developing a long-term vision for the development of the engineering sector.

Formulate and coordinate all government policies relating to the engineering sector

Develop an overall strategic engineering development plan

Promotion of export

Enhancement of technical training

Formulate policies and guidelines for utilisation of technology development and engineering funds

Appeal for grievances

Management of deletion / indigenisation policy

FUNCTIONAL HEADS AT EDB



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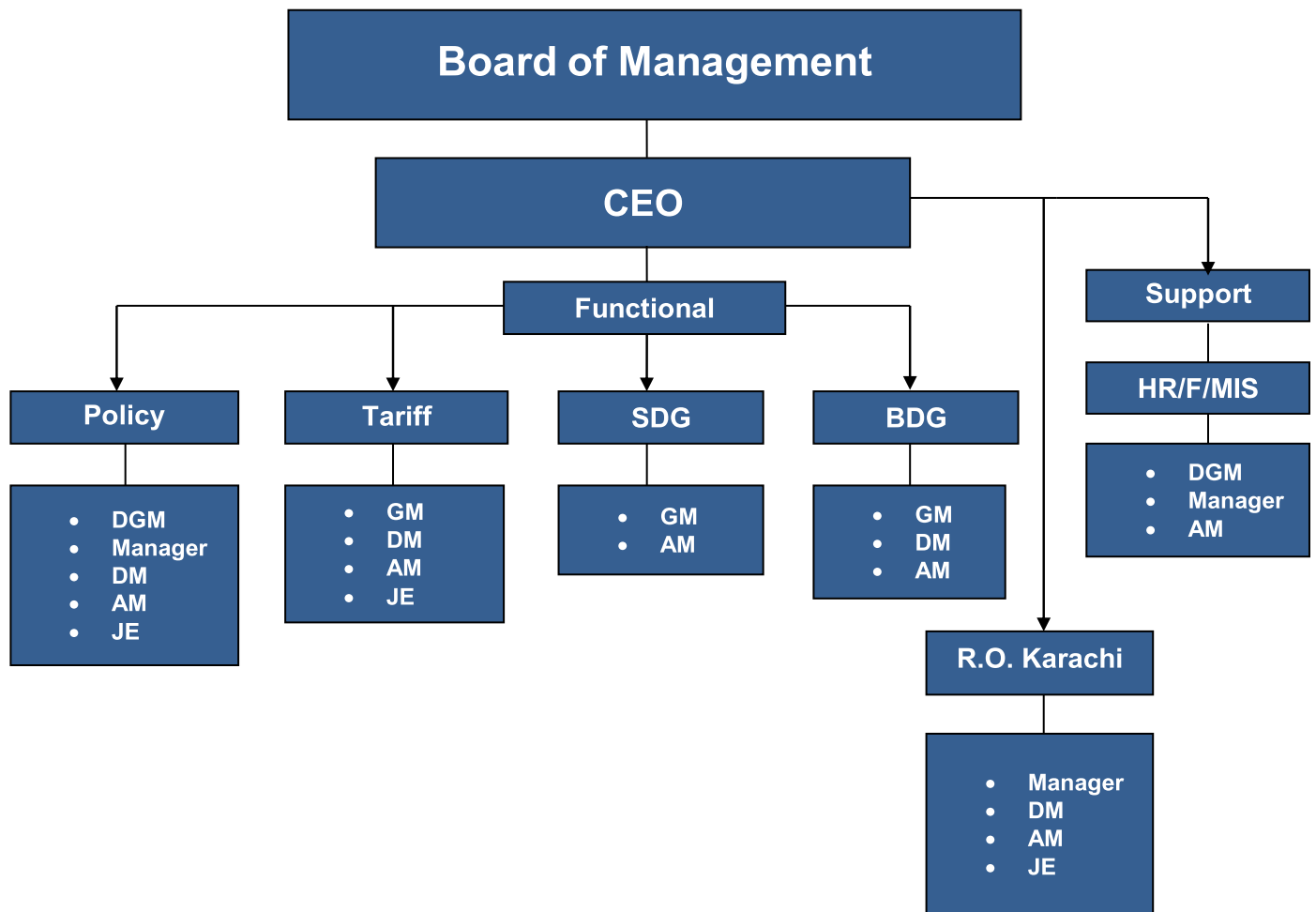


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EDB ORGANOGRAM



FUNCTIONS OF THE DEPARTMENTS

POLICY DEVELOPMENT

Policy section plays a crucial role in designing and developing overall policy directions for the engineering sector of Pakistan by identifying core competencies, macroeconomic environment, tariff and non-tariff businesses' condition through close interaction in-house and with various government departments/ stakeholders.

BUSINESS DEVELOPMENT

Business Development group of EDB is involved in specialized activities of business promotion and development. Prime functions include engineering goods export promotion to integrate ambitious and capable engineering companies with the global supply chain. In order to enhance core competence of the engineering industry of Pakistan, BDG is extending all the needed facilitation and support to engineering industry by linking them with the international platforms for resolving technical & non-technical issues.

TARIFF GROUP

To possibly cut down the cost of doing business, to encourage competition, supporting the local industry and creating enabling environment for export of engineering goods.

SECTOR DEVELOPMENT

Sector Development Group is mandated to focus on the developmental activities of products being manufactured locally. Identification of Key Players/ Star performers through industrial surveys, field visits etc., is a key feature of this group. Sectoral needs are identified for technological up-gradation, product diversification and developmental needs to improve competitiveness of the Industry.

LIST OF ENGINEERING GOODS AS PER CUSTOMS TARIFF

Chapter No.	Product Description
39	Plastics and articles thereof
40	Rubber and articles thereof
69	Ceramic products
70	Glass and glassware
72	Iron and steel
73	Articles of iron or steel
74	Copper and articles thereof
75	Nickel and articles thereof
76	Aluminium and articles thereof
78	Lead and articles thereof
79	Zinc and articles thereof
80	Tin and articles thereof
81	Other base metals; cermets; articles thereof
82	Tools, implements, cutlery, spoons, and forks
83	Misc. articles of base metal
84	Machinery, mechanical appliances,
85	Electrical machinery and equip.
86	Railway or tramway locomotives,
87	Vehicles (not railway or tramway)
88	Aircraft, spacecraft
89	Ships, boats, and floating structures
90	Optical, photographic, measuring,
91	Clocks and watches
92	Musical instruments;
93	Arms and ammunition;
94	Furniture; bedding, mattresses, etc
95	Toys, games, and sports
96	Misc. manufactured articles

CATEGORIZATION OF ENGINEERING SECTOR

Consumer / Home Appliances

Air conditioner, Refrigerators, Deep Freezers, Washing Machines, Sewing Machine, Microwave Ovens, Fans (Industrial & Domestic), Mobile Phones, TV & Radio & their parts

Electrical & Power Equipment

Transformers, Pumps & Motors, Lightning Arresters, Switchgears, Switchboards, Generators & Parts, Energy Meters, Transmission & Distribution Equipment, Wires, Cables & Conductors, plastic sockets, plugs, miniature circuit breakers Insulators, Capacitors, LED Lighting & their parts

Capital Goods & Other Machinery

Boilers, Tanks, Containers, Diesel engines (Non-Stationary), Metal and wood working machinery, Textile machinery, Agricultural machinery, pumps, compressors, service industry machines, etc.

Engineering Services

Manufacturing services on physical inputs, Maintenance and repair services, Construction services, Computer & IT services, R&D services, Architectural engineering & scientific services, Waste treatment, agricultural & mining services, Audio-visual services.

Automotive Sector

Tractors, Prime Movers/ Semi Trailers, Buses, Cars, Trucks, Motorcycles, Ships, Aircrafts, Motorcycles, Bicycles, Rubber Tyres & Tubes, Automotive parts

Ceramics and Sanitary ware

Ceramic insulators, Ceramic tiles, Ceramic tables & kitchenware, Household Utensils, Sanitary ware, Refractory ceramic products

Cutlery Utensils, Surgical Instruments & Tools

Table & kitchenware, Cutlery knives, Locks & hinges, Hand tools, Swords, cutlasses & similar arms, hammers, saws, garden tools, surgical, medical, and dental instruments

Base Metals

Mild steel ingots and billets, Mild steel bars, rods, light and medium sections, and transmission towers Iron, steel and non-ferrous castings, Steel tubes and pipes, Steel forgings & casting

BOARD OF MANAGEMENT MEETINGS

45th Meeting of EDB's Board of Management

45th meeting of EDB's Board of Management (BoM) held in Lahore on February 27, 2021, was attended by majority of the Board Members. CEO-EDB briefed the Board on the performance of the organization and major assignments completed. The house was briefed on the Electric Vehicle Policy for 2-3 Wheeler &

Export Plan / Electronics Policy were also discussed. Various measures to look after the local industry were discussed at length. The Board also reviewed the incentive schemes including DTRE for export of engineering goods from Pakistan. Steel Policy was also deliberated by Board Members. While



HCVs, Mobile Policy and AIDEP 2021-26 which includes export of parts and components, tractors and motorcycles to countries like Africa, South America, Bangladesh, Sri-Lanka, Iraq and Turkey. Further Domestic Appliances

appreciating the role being played by the organization for facilitating the industry, the BoM further advised on increasing effectiveness of the organization to make it more vibrant and dynamic.

46th Meeting of EDB's Board of Management

46th Meeting of EDB's Board of Management (BoM) was held on 26th March, 2021 and attended by most of the Board Members. Chairman-EDB, BoM welcomed all the members and opened the forum for deliberation on the draft ACT, 2021 of EDB. He praised the team for drafting the EDB ACT 2021 and also made certain amendments such as hiring staff for short and long term, law provision for organization to generate its own funds. These recommendations would enable the organization to play an effective role in

development of engineering manufacturing and service industry.

The board also discussed representation of private engineering and business organization in final draft committee. So, they could examine it according to engineering development and growth point of view, which is the prime focus of draft legislation. Chairman appreciated this point and constituted the suggested committee.

47th Meeting of EDB's Board of Management

47th Meeting of EDB's Board of Management (BoM) was held in Lahore on 18th June 2021 at Millat Tractors and attended by majority of the Board Members. CEO-EDB briefed the board on the accomplishments of the organizations along with the progress on assignments discussed in the previous meetings. The house was briefed on the progress in the implementation of the Electric Vehicle Policy for 2-3-Wheeler & HCVs, renewal of Auto Policy, Mobile Policy, Budget 2021-22, proposal on Trade Fair & Delegations and AIDEP 2021-26 which includes exports of parts and components, tractors, and

motorcycles to different countries. Furthermore, administrative matters including promotions in EDB, as well as matters related to exports of Engineering Goods were deliberated. Various measures to look after the local industry were discussed at length.

While appreciating the role being played by the organization for facilitating the industry, the BoM further advised on increasing the effectiveness of the organization to make it more vibrant and dynamic.



Mr. Almas Hyder chairing the 47th BoM meeting of EDB in Lahore on 18th June, 2021

48th Meeting of EDB'S Board of Management

48th Meeting of EDB's Board of Management (BoM) was held on Monday, 23rd of August 2021 at NFC, Lahore and attended by majority of the Board Members. CEO-EDB briefed the board members about the agenda items of the meeting along with progress made on previous meeting assignments. Chairman BoM remarked on previous meeting's follow up that statistical data on industries, re-located in various zones was required to be compiled so that informed recommendations to the government on the issue could be made.

The board advised chairman to write government about export plan for engineering industry such as; to facilitate handling over all common facility centers in various clusters around the country to relevant industry associations for their efficient management. Metals and non-metallic raw materials processing were include in Engineering Industry scope. Government may be advised to pursue trade diplomacy for facilitating Pakistani exports to Afghanistan and Iran markets.

The board also took some updates on AIDEP (2021-26) and suggested that proposed policy needs to be aligned with the auto policies of the regional countries and must be incentive based.

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 its onwards submission to the Government. Deputy General Manager-Policy presented the

to monitor progress of AIDEP were discussed. The pillars of the policy included changing the paradigm for Auto Industry from Assemblers to Designers / Manufacturers aiming to ensure competition amongst OEMs.

The Board Members were further appraised about the salient features of the policy i.e. Meri Garri Scheme; New Product Policy for motorcycles & tractors; Export of Vehicles /



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

draft of Auto Industry Development and Export Policy to the Board Members, which inter-alia, included 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 and export promotion. Other incentives including promotion of specialized vehicles, rationalization of imports of auto parts & components, application process for investment and composition of Auto Industry Development and Export Committee (AIDEC)

Parts; Continuity of EV Policy; Promotion of all new green and efficient technologies e.g. EV, Hybrids, Hydrogen fuel cell, etc; Consumer Protection; Ensuring local value addition in indigenized parts and 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.

50th Meeting of EDB's Board of Management

The 50th Meeting of EDB's Board of Management (BoM) was held in Lahore on 17th December, 2021 under the chairmanship of Mr. Almas Hyder. CEO EDB briefed the members on each of the agenda item. He provided status update on EDB-PBC MoU which was aimed at developing Pakistan's Engineering Goods and Services sectors on modern lines and



promoting exports in a competitive and sustainable manner. He informed that already two studies, on Fans and Surgical Instruments & Medical Devices sectors, have been completed by the teams of EDB/PBC and a third study on increasing competitiveness of Cutlery, Swords, Daggers and Utensils industry has also been initiated. The Board was informed that after incorporating inputs from around 200 companies (containing around 900 plus products) updated CGO has been drafted. While approving the draft of revised list, the Board directed that updating of new products may be made after every six months and overall revision may be made after every three years. The Board was further informed that SRO 693(I)/2006, which

relates to auto parts which are localized, was now to be updated biannually as decided by the Government and EDB has forwarded 19 parts for inclusion in SRO-693 for the period ending December 2021 while the next updating will be done by June 2022.

Updating the Board on progress on Electronic Equipment (mobile equipment and accessories) Manufacturing Package it was informed that in the 1st year industry would be localizing packing material which was expected to generate an annual business of Rs.2.68 billion for local vendors. The Board endorsed Mobile Policy localization plan and the Reform Package for Home Appliances for sharing with the stakeholders.

The Board also considered and approved various Human Resource, Administrative and Financial matters of the organization for its



smooth functioning. Concluding the meeting the Chairman and members of the Board appreciated the role being played by EDB for facilitating the industry

CHAPTER – I
POLICY DEVELOPMENT
GROUP

NEW AUTO INDUSTRY DEVELOPMENT AND EXPORT PLAN (AIDEP 2021-26)

As Automotive Industry Development Policy 2016-21 was reaching its end, new Auto Industry Development and Export Plan (AIDEP 2021-26) was being prepared by EDB. In this regard, meetings were 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 Former Federal Minister for I&P. Mr Almas Hyder, Chairman EDB and CEO EDB also attended the meetings.

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

Incentives for Auto Sector

Sr. No	Description
1.	Affordable cars & Light Commercial Vehicles (LCVs) up to 850 (Meri Garri Scheme) <ol style="list-style-type: none"> All taxes removed (ACD(0%), AST(0%), WHT(0%) & FED(0%), ST reduced to 12.5%) on locally manufactured cars Reduction in taxes on CBUs (ACD 0%) New Product Policy CD (15-30%) +ST @12.5%
2.	Bringing prices of locally manufactured cars down (above 1000 cc) <ol style="list-style-type: none"> Reduction of FED (by 2.5 percent on each category of cars/SUVs/LCVs) [From 1001-2000cc 5% to 2.5%] [Upto 1000cc 2.5% to 0%] [Above 2000cc- 7.5% to 5%]
3.	Tackling 'on money' <ol style="list-style-type: none"> Taxes on registration where booking is made by Person A and registration is made in name of Person B Compulsory payment of KIBOR+3% interest by manufacturers on delivery beyond 60 days Maximum upfront payment not to exceed 20% of the invoice value at the time of booking
4.	Ensuring safety <ol style="list-style-type: none"> The importer-cum-assembler or OEM shall comply with short listed WP-29 Regulation as determined by EDB, whereas EDB or IOCO shall ensure the compliance. No vehicle shall be locally manufactured/ imported after 1.1.2022 which is not compliant of shortlisted WP 29 regulations. However, manufacturers may get total waiver of up to a total of 18 months (ending on 30.06.23) from EDB subject to show of reasonable progress in compliance of WP 29 Regulations of UNECE

5.	<p>New Product Policy</p> <ul style="list-style-type: none"> a. Agricultural Tractors of PCT heading 87.01 CD on localized @ 15% for new make or new model as certified by EDB for two years from the date of issuance of manufacturing certificate or up to 30th June, 2024, whichever is earlier. b. For 4-stroke auto rickshaw of PCT heading 8703.2115 CD on localized parts @30% for new make or new model exceeding 200cc as certified by EDB for two years from the date of issuance of manufacturing certificate or upto 30th June, 2024 whichever is earlier. Whereas non-localized parts attract CD @ 15%. c. For vehicles of PCT heading 87.11(except motorcycles rickshaw of PCT heading 8711.3020) CD on localized parts @30% for new make or new model exceeding 125cc as certified by EDB for two years from the date of issuance of manufacturing certificate or upto 30th June, 2024, whichever is earlier. Whereas non-localized parts attract CD @ 15%. d. For motorcycles rickshaw of PCT heading 8711.3020 CD on localized parts @30% for new make or new model exceeding 200cc as certified by EDB for two years from the date of issuance of manufacturing certificate or upto 30th June, 2024, whichever is earlier. Whereas non-localized parts attract CD @ 15%.
6.	<p>Incentive on EVs</p> <ul style="list-style-type: none"> a. Customs Duty (CD) on Specific Parts for electric vehicles @ 1 % b. Reduction of sales on locally manufactured EVs having battery pack below 50 KWH to 1% from 17 % c. Import at CD @ 10% for one year instead of 25 %
7.	<p>Allowing hybrid manufacturing in policy</p> <ul style="list-style-type: none"> a. Customs Duty (CD) on Specific Parts for hybrid electric vehicle and Plug-in hybrid electric vehicle to attract 4 % and 3 % respectively. b. Reduction of sales tax (8.5%) c. Reduction in Regulatory Duty on CBU Import of Hybrids (15% for above 1800 cc, 0 % for 1800 cc and below)
8.	Custom Duty on import of CKD non-localized for rigid trucks above 5 ton GVW Falling under HS Code 8704 is proposed to be reduced from existing 10% to 5%.
9.	Custom Duty on sub-assemblies of vehicles of PCT heading 87.11 (except for motorcycle rickshaw of PCT heading 8711.3020) is proposed to be reduced from existing 20% to 12.5. These measures will also remove anomaly as CKD non- localized is @ 15%.
10.	<p>Localization/ Indigenization</p> <ul style="list-style-type: none"> a. The Appendix-I and Appendix-II of SRO 693(I) 2006 will be updated bi-annually by December 31, and June 30 of every year on recommendation of EDB. The components or assemblies localized by any OEM or vendor in respective vehicle category shall qualify for inclusion in Appendix-I and Appendix-II. b. All components or sub-assemblies shall not be eligible for the benefit of exemption under SRO 655(I) 2006 where IORC, as determined by EDB or IOCO, is less than 30% value addition for the manufacture of specified components or assemblies.
11.	Continuity on ADP 2016-21 for CKD Manufacturing

INCENTIVE REGIME FOR ELECTRIC VEHICLES INTRODUCED

In line with Government of Pakistan's vision of Clean Green Pakistan, EDB formulated incentives regime for Electric Vehicle (EV) whose main objective was to incentivize local manufacturing of electric vehicles and gradual shift from fossil fuels to electric vehicles. In this regard a high level inter-ministerial committee finalized these recommendations for 2-3 wheelers and Heavy Commercial Vehicles, which were subsequently approved by the Cabinet.



Meetings on Electric Vehicle Policy chaired by Ex. Federal Minister, Chairman EDB & CEO EDB are also present



Meetings on EV with stake holders chaired by Ex-Federal Minister

34th AUTO INDUSTRY DEVELOPMENT COMMITTEE (AIDC) MEETING

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



34th meeting of AIDC chaired by CEO, EDB

PROGRESS ON IMPLEMENTATION OF AUTOMOTIVE DEVELOPMENT POLICY

Under the ADP 2016-21, twenty one new entrants were granted Greenfield status and two closed units were revived under the policy with commitment of more than 1.00 billion USD. Furthermore, as per ADP 2016-21, Pakistan became member of United Nations Economic Commission for Europe (UNECE) WP.29 Regulations for compliances to safety of human life, environmental protection and sustainable growth of motorization in the country as well as harmonization of automobile regulations in line with global requirements. In this regard, EDB actively pursued adoption for WP.29 regulations and several meetings were held on regular basis with the stakeholders as well as other relevant departments. Six companies started local manufacturing of Cars/HCVs/LCVs/SUVs etc under AIDC policy (2016-21) in 2021.



Meetings with the stakeholders WP.29 regulations

EDB'S CAPACITY BUILDING EXERCISE BY JICA

The Japan International Cooperation Agency (JICA) instituted a program to support EDB for formulating new policy for Automotive Industry and to facilitate in EDB's capacity building. For this purpose, JICA in collaboration with Asia Engineering Consultant Co. arranged online session Automotive Industry Development Advisor to give the comprehensive discourse on the techniques pertaining to the compilation of the new policy on January 21, 2021. The discussion included matters regarding vehicle production/ sale volume, GDP per capita, Terms of Automotive Industry Development Plan, Exchange rate, Financial Crisis political instability timeline etc. which would be referred/used in formulation of upcoming policy.



Online sessions with JICA team chaired by CEO, EDB

ENCOURAGING NEW TECHNOLOGIES

In order to encourage technological up gradation, the Government of Pakistan launched the scheme of Greenfield Status.

Procedure to Grant Greenfield Status

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

FACILITATION TO AL-HAJ BUS COMPANY (PVT) LTD TO START MANUFACTURING OF BUSES

EDB team including Deputy General Manager Policy visited the premises for physical verification of Ground Breaking of this new facility in June 2020. The company signed Investment Agreement with Ministry of Industries and Production in July 2020. Engineering Development Board-Ministry of Industries & Production after verification has issued certification of in-house assembling/manufacturing facilities to AL-Hajj Bus Company (Pvt.) Ltd. qualifying to assemble/manufacture Zhongtong Bus in Pakistan. EDB team was given a detailed tour of the facilities. EDB team appreciated the efforts made by Al-Haj Bus Company (Pvt.) Ltd. for incorporating industries best practices and technologies in their state-of-the-art assembly plant.

Al-Haj Bus Company, an emerging conglomerate in Pakistan signed a Memorandum of Understanding (MOU) with Zhong Tong Bus Company of China in October, 2019, for technology transfer & CKD cooperation agreement between the two companies. Following this MOU, Al-Haj has started manufacturing various models of Zhong Tong Bus Company in Pakistan. Al-Haj Bus Company was awarded Greenfield Status under ADP 2016-21 in April 2020, after which Al-HAJ started work of Bus Manufacturing Plant.



ISSUING OF GREEN FIELD STATUS TO VARIOUS COMPANIES

M/s JW Foton was also granted Greenfield Status under Auto Development Policy for manufacturing of light trucks, M/s Khalid and Khalid (Shacman), M/s Dysin Automobiles (Sinotruck) and M/s Universal Motors (Higher Bus) were the major new entrants in HCV segment and were expected to start local manufacturing during 2022.



MOBILE PHONE POLICY

Ensuing to the efforts of EDB, investments started pouring in the mobile sector. With the establishment of this sector at rise, new employment opportunities for more than 6,000 skilled and semi-skilled workers were generated. The mobile device manufacturing policy was one of the major milestones for our country and was the result of 'Make in Pakistan' initiative. The mobile device manufacturing policy provided sufficient advantage to the local manufacturing of mobile phones especially below USD 200 category in comparison with imports in completely built condition. By introduction of new players and capacity enhancement by existing companies, Pakistan would soon be able to meet major portion of local demand, which was around 3.6 million per month in CY 2020. Companies like G-Five and Q Mobile were already operating in the market, while M/s Samsung and OPPO were poised to enter local assembly in Pakistan market.



Ex. Federal Minister for I&P inaugurated manufacturing plant of M/s Air link

The policy provisioned a 3 % export rebate for the local companies to enter into export market. From the initial success of the policy and increased demand in local and international market, the local assemblers were optimistic about export of locally assembled mobile phones. To further boost the electronics sector, EDB 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. As on December 2021, Pakistan Telecommunication Company has authorized around 30 companies to start Mobile Device Manufacturing (Annex-I).

EDB FACILITATED SAMSUNG FOR STARTING PRODUCTION OF MOBILE PHONES IN PAKISTAN

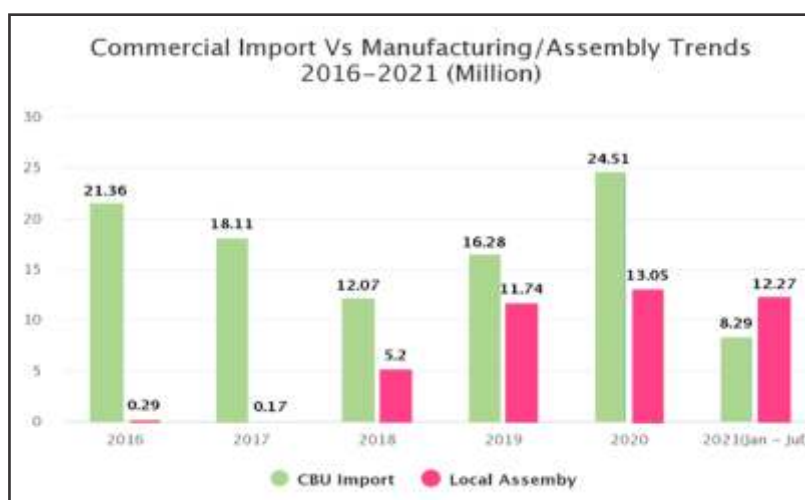
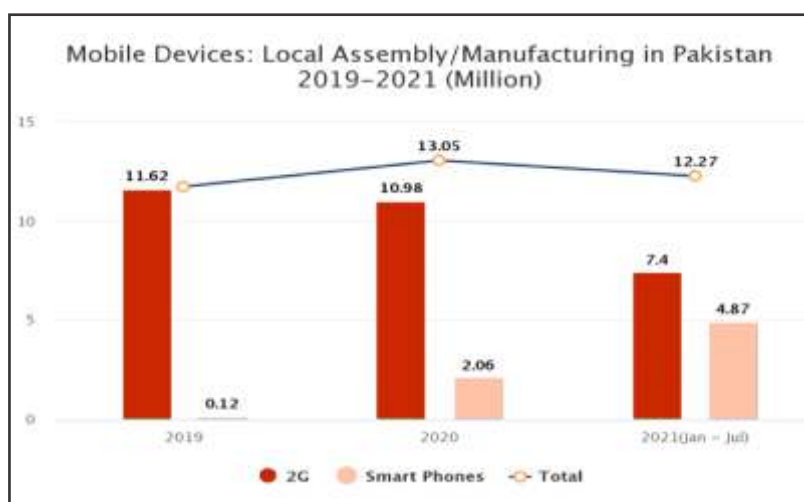
Engineering Development Board congratulated Lucky Group and Samsung on entering into a joint venture to manufacture smart phones in Pakistan. This positive development was the evidence of the success of Mobile Device Manufacturing Policy of EDB which promoted local assembly of mobile phones through local and foreign direct investment and joint ventures. EDB envisaged that the Mobile Device Manufacturing Policy would not only ensure that the majority of mobile phones would be made within the country leading to increased investment and employment, but the sector is also expected to significantly contribute to foreign exchange earnings through exports. As this sector carries immense potential, this joint venture was an important step realizing the objectives of the policy. It helped to enhance competitiveness and the main beneficiary was the local consumers as local manufacturing was expected to reduce the cost of mobile phones. To further boost the electronics sector, EDB already started work on preparing appropriate framework for local assembly of tablets, allied equipment and mobile accessories in near future in line with the vision to improve the entire ecosystem and make this the fastest growing sector in terms of employment and exports in the near future.



IMPACT OF MOBILE DEVICE MANUFACTURING POLICY 2020 ON LOCAL MOBILE PRODUCTION

Under the Mobile Device Manufacturing Policy spearheaded by Engineering Development Board, the telecom sector 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 had 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 ensured availability of mobile handsets at competitive prices to customers. Pakistan's telecom sector offered attractive investment opportunities with a market of more than 184 million mobile phone subscribers.

This policy had 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 had 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.



CHAPTER – II
BUSINESS DEVELOPMENT
GROUP

REVIEW OF MEMORANDUM OF UNDERSTANDING BETWEEN PAKISTAN AND KENYA

Government of Pakistan is making efforts to strengthen trade, economic, industrial, and scientific technical co-operation, investment, and cultural relations with potential countries. For this purpose, Memorandum of Understanding between Pakistan and Kenya was under consideration by both the countries to promote bilateral direct investment to enhance the implementation of reciprocal



economic objectives. In this context EDB proposed to MOIP that both the countries should join hands with each other for concrete initiative to formulate a road map for value added thrust sub sectors instead of adopting generalized approach to promote economic growth and indigenization. These subsectors include Automobile Industry, Capital Goods, Steel Sector, Agricultural Machinery/Implements, Home Appliances, Light engineering, Fans Industry, Pumps & Motors, Surgical Equipment, and Cutlery & Kitchenware.

It was also suggested that requisite territorial quality certifications, quality standards and list of other trade barriers need to be shared amongst the countries. It would be imperative that both the parties should take into account Industry- Academia Linkages based on Research & Development and Innovation for commercialization of technical research being carried out by universities. This initiative was an important step towards promoting bilateral trade, joint ventures, investment opportunities, and research and technology exchange and job creation.

2nd PAKISTAN-AFRICA TRADE DEVELOPMENT CONFERENCE AND PAKISTAN SINGLE COUNTRY EXHIBITION

In continuation of 1st Africa-Pakistan Trade Development Conference held in Nairobi, Kenya on 30th-31st January, 2020 under the ambit of "Look Africa Policy", EDB joined hands with TDAP to invite local engineering goods manufacturers to attend 2nd Pakistan-Africa Trade Development Conference and Pakistan Single Country Exhibition held at Lagos, Nigeria from 23rd-25th November, 2021 to explore possibilities of market penetration for our value added products in African region. The visit included multiple interactive sessions and B2B meetings with counterparts to highlight Pakistan's engineering capabilities and capacities arranged by Pakistan High Commissions in both the countries along with other relevant facilitation to the delegates.

On the discussion of Single Country Exhibition under Look Africa Policy, GM (BDG), informed

that EDB circulated this information to all the associations in the priority sectors. The point of view of Engineering Industry was also shared with TDAP that Single Country



Exhibitions were not feasible because no prominent results have been obtained thus far from such activities.

1st PREPARATORY MEETING OF MINISTERS FOR INDUSTRIES OF THE SCO MEMBER STATES- TAJIKISTAN

In an online session of experts organized by Tajikistan in coordination with SCO Secretariat. CEO-EDB led the MoIP's team to participate in the 1st preparatory meeting held on the subject. The Shanghai Cooperation Organization (SCO) is a permanent intergovernmental international organization, comprising eight member states namely, the Islamic Republic of Pakistan, Republic of India, Republic of Kazakhstan, and People's Republic of China, Kyrgyz Republic, Russian Federation, Republic of Tajikistan and the Republic of Uzbekistan. Its main goals were to strengthen mutual trust the member states.



CEO-EDB and GM (BDG) attending the Experts Meeting of Industry of SCO Member States

The experts meeting deliberated upon promotion of economic growth, social and cultural development with a view to steadily enhance the living standards of the member states, broadening trade-economic cooperation, developing production capacities, implementing joint high-tech projects and introducing innovative technologies among all the member states. Representatives of member countries were unanimous in suggesting development of mechanisms for increased interaction within SCO and proposed a draft protocol for circulation to all the member states and early finalization for signing of the protocol by the representative industry ministers in the upcoming meeting.



Virtual Meeting of Experts in Industry -SCO Member States

3rd TECHNOLOGY INVESTMENT MEETING (TIM 2021)

The 3rd Technology Investment Meeting (TIM 2021) was organized jointly as hybrid event by the D-8 Organization for Economic Cooperation, the D-8 Technology Transfer and Exchange Network (D-8 TTEN) Secretariat and the Pardis Technology Park in Tehran, Iran, from 16th - 17th February, 2021. The Technology Investment Meeting is also a platform to meet, exchange experience and explore opportunities of investing in creative and forward-thinking startups. EDB briefed about the Ecosystem of Startups in Pakistan highlighting the Government's Support for Economic Growth and Prosperity Pakistan's Government made reforms which aim to create enabling environment for new entrants in the startup market of the country by creating ease of doing business and tax relief along with an online one-stop registration system through which companies may be incorporated in 17 days, rather than 20, at a reduced cost. As a result of these reforms, Pakistan's position in World Bank's 'Ease of Doing Business Report' changed from 136th place (2018) to 108th place (2019). 720 startups were created in the past 10 years with 100 successfully raising funding from global investors. \$108 million was the total amount raised by 7 most well-funded active startups or Venture Capital including Zameen.com, Airlift, Bykea etc. In accordance with Pakistan Vision 2025 and the Digital policy of Pakistan 2018, the ICT industry size was targeted to reach \$20 billion by 2025. EDB welcomed the Venture Capital Firms from D-8 Member Countries investment in Pakistan and assured that EDB will facilitate them in establishing strong network.

FIRST ONLINE MEETING OF MINISTERS OF INDUSTRIES OF THE MEMBER STATES OF SHANGHAI COOPERATION ORGANIZATION

The first online meeting of Ministers of Industry of the Member States of the Shanghai Cooperation Organization (SCO) was held on 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:



Former Minister for I&P Pakistan, addressing the First Meeting of SCO Industry Ministers

- 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 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 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.

4th TECHNOLOGY INVESTMENT MEETING (TIM2022) D8 TTEN FOR STARTUPS AND INVESTORS

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 was to boost and manage all kinds of technology cooperation and multilateral platforms for partnerships. As per the objectives of D-8 TTEN, EDB had strived to create, developed, and strengthen various subjects to promote technological cooperation

and investments among Member States. EDB was 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 was an excellent opportunity to network and develop business links among the counterparts in the Member States. Various startups joined EDB's delegation to Tehran for attending 4th Technology Investment Meeting (TIM) scheduled from 21st -22nd February, 2021.

VIRTUAL D-8 BUSINESS SUMMIT

The D-8 Business Forum was organized virtually, as a sideline event of the 10th D-8 Summit, by the Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) in partnership with the Union of Chambers and Commodity Exchanges of Turkey (TOBB) and D-8 Chamber of Commerce on 5th April 2021.



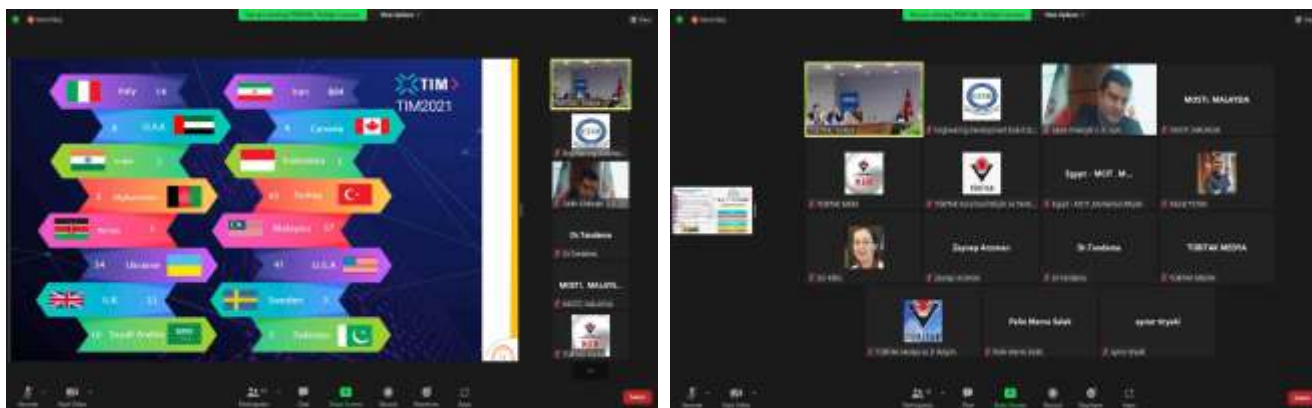
Highlights of Business Summit

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

6th HIGH COUNCIL MEETING OF THE D-8 TECHNOLOGY TRANSFER AND EXCHANGE NETWORK (D-8 TTEN)

The Meeting was held on 14th December, 2021 via Zoom (in hybrid format) and hosted by the Scientific and Technological Research Council of Turkey (TUBITAK). Mrs. Raazia Shakir, General Manager (BDG) the focal person from Pakistan and Mr. Farid Bakhtiar, Senior Research Officer, Pakistan Council for Science and Technology (PCST) Ministry of Science & Technology attended the 6th HCM. In her welcome note Mrs. Raazia Shakir acknowledged the initiative of Joint Funding Initiative. She also suggested that primary use of his type of fund be utilized for manufacturing sectors of the countries to expand its measures and scope.

The meeting was opened by Prof. Hasan Mandal, President of TUBITAK. On his welcome speech he highlighted the objective of 6th HCM for sharing latest development in the field of Science & Technology in the member States and the ways and means to strengthen cooperation in this field. Ambassador Dato' Ku Jaafar Ku Shaari, The D-8 Secretary General, gave a key note speech highlighting D-8 TTEN activities and future plans of the D-8 member Muslim countries for multilateral cooperation. The host country, than invited participants from all member states to present their country reports. Later the draft agenda was presented for adaptation which was unanimously adopted by all the participants. D-8 TTEN Secretariat then presented report followed by the review of the decision of the previous meeting.



Virtual Meeting of D-8 TTEN attended by GM (BDG), EDB being focal person from Pakistan

From Nigeria Dr. Adamu AbuTandama, Representative of Ministry of Science & Tech. of Nigeria delivered presentation on the Nigeria's present status of economy and trade. He informed that a number of agencies working on research programs under various ministries in Nigeria. He offered the partnership and investment in different sectors in their country.

Mr. Mohammad Attiyah MCIT from Egypt, described that a strategy is being applied to make their country "Digital Egypt", which includes digital economy, society and, digital jobs. He mentioned that they are looking for partners in emerging technologies and also willing to share the modern technologies. A university is being established in Egypt as a University of Informatics.

Mr. Saleh Khaleghi from Iran introduced with presentation about the over view of the country. He mentioned that as Iran is mostly oil producing country exports raw petroleum and oil. In Iran 3 waves of modernizing through science and technology have been implemented by the government and stakeholders. A program as Iran's National Technomat is being launched in near future and lots of the initial work has accomplished. Dr. Nor Azlina Ariffin presented Malaysia current economic indicators

MRANTI are being commenced through Malaysian Ministry of Research, Science and Tech for acceleration in innovation and technological up gradation in country. All these projects invite investment opportunities for D-8 members. She highlighted the overview of Malaysian pavilion at Expo 2020-Dubai, the success and attention achieved during the whole event which is planned for more the 3 months.

Mr. Farid Bakhtiar (PSCT) introduced PCST through presentation, working with other organizations for research and development which is gradually increasing. He mentioned that a number of policies have been compiled and some are in pipeline. He informed that Ministry of Science & Technology is developing a latest Science & Technology Policy. His presentation includes the initiative of launching scientific and technological programs as well as projects for socio economic development. He informed that a system as National Innovation System NIS of Pakistan is under process which shall take on board various R&D organizations, research universities and industries.

Ms. Zeynep Arziman introduced purpose of high council meetings history. She also offered to join mutual fund agency whose call secretariat will be located in Turkey and invited the members to join the program. She was of the view that this matter is yet required for further negotiations and necessary changes. She mentioned that Mol&P and Pakistan Science Foundation are presently on board on some cases in line with the working groups of D-8. 7th HCM will be held in December 2022 and be hosted by Egypt or Indonesia. It was proposed that Pakistan may host the next Business Technology Meeting in 2022 to which focal person agreed subject to clearance from the relevant government channels.

DELEBERATIONS WITH SINGAPOREAN COMPANY TO EXPLORE INVESTMENT OPPORTUNITIES IN PAKISTAN

Headquartered out of Singapore, Mercantile Pacific was one of the leading players in device lifecycle management and distribution services globally. It was a mobile device and electronics manufacturer with more than two decades of experience of global sales across 75 markets. EDB, BOI, and PTA welcomed the investors and ensured full support for doing business in Pakistan. Officials from EDB briefed them on the incentives for foreign investors in SEZ. Mercantile had in Pakistan for last two & half years being the sole value added distributor of Apple and the new initiative of Pakistan Government to invest in Pakistan, will further enable them to expand base thereon in ensuing times. Following are the investment opportunities which Mercantile was interested to explore:

- Setting up of refurbishment/repair/Assembling of used smart phones and other gadgets for further distribution in local and foreign market.
- Possible investment in Apple Retail Stores across Pakistan and enhancing after sales service, capabilities and customer experience in the country.
- Exploring investment in start-ups in the digital space.
- Any other business/investment opportunity emerging along the way.



19th GENERAL CONFERENCE OF UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATIONS (UNIDO)

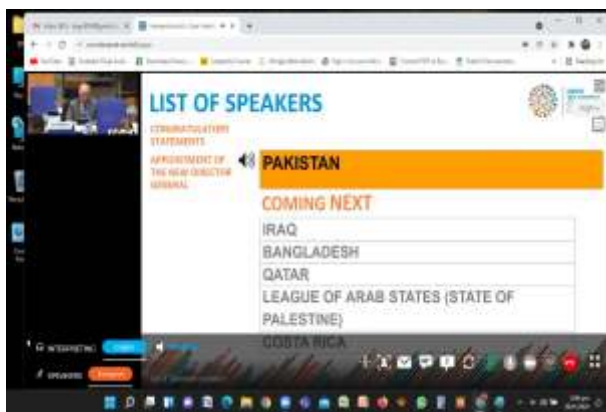
Following the UN Secretary-General's call for a “Decade of Action”, United Nations Industrial Development Organizations (UNIDO) held its 19th General Conference from 29th November to 3rd December, 2021. The five day Conference was a semi-virtual affair. Many delegates from Member States, other stakeholders and interested parties across the globe joined online. Delegation from Pakistan was headed by Mr. Aftab Ahmad Khokher, Ambassador/Permanent Representative, Permanent Mission of Pakistan to the International Organizations, Vienna.



H.E Ambassador Mr. Aftab Ahmed Khokhar
addressing the 19th session of UNIDO's
General Conference

The delegation attending on line session comprised of Syed Hassan Mehmood Joint Secretary (IF) - Industries and Production Division, Mr. Nadeem Ahsan, Joint Secretary (LED) - Industries and Production Division, Mr. Raza Abbas Shah, Chief Executive Officer - Engineering Development Board, Mrs Raazia Shakir – GM (EDB), Muhammad Alamgir Chaudhary, Chief Executive Officer - National Productivity Organization (NPO) and Mr. Liaquat Ali Warraich - Member Counselor, Permanent Mission of Pakistan, Vienna, Austria. Mr. Aftab Ahmad Khokhar was present physically to represent Pakistan at the UNIDO Conference.

The session addressed different factors that may determine success in endorsing the twin transition towards the green and the digital economy. These include digital planning and innovation strategies, focusing on trade facilitation, investing in infrastructure and enhancing policy coherence as well as addressing issues of finance from both public and private sources. There was agreement that in all these processes, priority setting would help focus on fewer challenges, while partnership building between governments, private sector, research organizations and multilateral organizations will be fundamental to securing an enabling environment for developing countries to leverage on the digital and the green economy towards meeting the sustainability targets associated with the 2030 and 2050 agendas. UNIDO aimed to collaborate between its Members States and development partners in ways that reduce fragmentation of development assistance, and by bringing development assistance with impact to the field level. The General Conference brought together the stakeholders from governments, academia, the private sector and knowledge-based institutions, coming together to discuss the way forward to build a better future for everyone.



INTER-MINISTERIAL MEETING ON 15th ECO SUMMIT

An inter-ministerial meeting was held on 15th November under the chairmanship of Mr. Aamar Aftab Qureshi, Additional Secretary (Afg. & West Asia). Senior GM Ms. Raazia Shakir from Engineering Development Board (EDB) along with other representatives from various relevant ministries/departments attended the meeting. Prominent decisions taken during the meeting were; M/o Planning must obtain views from line ministries on status of ECO Vision-2025 implementation, which is under midterm review prior to 15th ECO Summit. Similarly, a one pager status report of virtual meeting offered to be hosted by Pakistan under ECO and recommendations of ECO Regional Planning Council (RPC) must be initiated by M/o Planning.

M/o Science & Technology were directed to get input from ECO Science Foundation for the 15th ECO Summit. M/o Communication and Railways conduct short briefs on ITI Road & Rail corridors, covering the current status of the project, bottlenecks and way forward. National Heritage and Culture Division took the lead to host the 7th meeting of BoT (Board of Trustees) of ECI and inform the board accordingly. M/o Communications and EAD shared a brief 3-page report of trade/transport corridors under CAREC and ECO, along with maps, which are linked to Pakistan. In the closing note, all relevant ministries were requested to take appropriate actions on decisions before 15th ECO Summit.

MEMORANDUM OF UNDERSTANDING (MOU) SIGNED BETWEEN ENGINEERING DEVELOPMENT BOARD (EDB) AND PAKISTAN BUSINESS COUNCIL (PBC)

Engineering Development Board (EDB) signed a Memorandum of Understanding (MOU) with Pakistan Business Council (PBC), with the objective to collaborate and utilize all resources and expertise available within the two organizations to develop Pakistan's Engineering Goods and Services Sector on modern lines. The MOU between EDB & PBC was signed on 12th January, 2021 by Mr. Almas Hyder, Chairman BoM, EDB and Mr. Saquib Shirazi, Chairman PBC, and attended by CEO, EDB and other team members.

Chairman BoM, EDB stressed that both the organizations should work for indigenous development for import substitution and for enhancing exports of this important sector to boost the economy. Chairman PBC, reiterated that this working relationship will concurrently boost the image of Pakistan and contribute towards improvement of the domestic market and exports by expansion of this value-added sector. CEO – EDB Mr. Raza Abbas Shah highlighted the objective of establishing this general framework to facilitate cooperation between both organizations in specific sectors and complement each other's efforts in order to promote development of the engineering industrial sector of Pakistan and to make it the



Mr. Almas Hyder –Chairman EDB & Mr Saquib H. Sherazi signed the MOU

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

COOPERATION BETWEEN EDB AND EXIM BANK TO DEFINE THE ROADMAP FOR FACILITATION OF ENGINEERING INDUSTRY

EDB was engaged the management of newly established EXIM Bank of Pakistan to seek consultation and support for the engineering industry arranging a session with local capital goods manufacturers/ECP contractors. In this regard, an introductory session was arranged on 22nd, April 2021 to identify the industries' requirements for incorporating in various arrangements being made by the EXIM Bank of Pakistan to facilitate the industries. Mr. Irfan Bukhari, CEO EXIM Bank highlighted that the Bank's mission is to strengthen Pakistani enterprises by providing financial resources and risk management tools to facilitate geographical and sectoral diversification of Pakistan's trade in a sustainable manner. He was of the view that this support will boost the value of Pakistan's



Consultative meeting of Mr. Irfan Bukhari, CEO EXIM Bank of Pakistan, Mr. Raza Abbas Shah, CEO-EDB, GM (BDG) and team

international trade by targeting exporters with strong potential for export expansion. Specially, emphasizing on promoting engineering industry, strengthening SME exporters, as well as facilitating new exporters and export items.

The house was briefed on the objective of EXIM Bank to bridge the gap caused by inadequate financial support from commercial banks or other financial institutions, and bolster the industries confidence in starting and expanding their businesses in the existing/ new markets. During the meeting, the facilitation regime being offered by EXIM Bank for the capital goods manufacturing sector was deliberated. Moreover, a comprehensive plan was also discussed regarding the arrangements which were in the pipeline with EXIM Bank of Turkey where possible MOU would be signed between both countries to facilitate imports/exports.

The industrial sector discussed the issues being faced by them such as Credit Risk Insurance, Mechanism for furnishing Bid Bond / Performance Bond for major plant & equipment / EPC projects along with Credit Risk Insurance. EDB, after having these initial discussions with the industry, convened a 2nd meeting with the EXIM Bank of Pakistan on 17th June, 2021 to define the way forward. It was decided that both the organizations would join hands to engage with stakeholders from engineering sectors in various clusters, so that the sectors having export potential may use the platform of EXIM Bank and the management of EXIM Bank may be guided to take care of the issues being face by the local industry.

EXPORT ENHANCEMENT AND IMPORT SUBSTITUTION EXERCISE

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

The stake holders gave proposals related to duty drawback rates, review of DLT, export subsidy, tariff rationalization, testing and certifications, arranging Trade Fairs/Exhibitions, support in facilitation of incentive scheme etc. The issues

in import substitution were price escalation, localization of input parts, issues relating to SRO 827 etc. It was decided that the industry would provide a comprehensive business plan on enhancing the export with target countries along with sunset class for facilitation.



Mr. Abdul Razzaq Dawood, Former Advisor to PM on Commerce and Industry, chairing in with Mr. Almas Hyder, Chairman EDB

REVIEW OF EXPORT DEVELOPMENT FUND ADMINISTRATION RULES 2020

Engineering Development Board forwarded its recommendations to the Ministry of Industries & Production regarding the Export Development Fund Administration Rules 2020. The prevalent procedures and rules of EDF were being revamped and EDB suggested on providing funding for establishing training institutes for export-oriented trading and industrial sectors, especially value added Engineering Sector.

In addition, it was also been suggested that funds needed to be provided for revamping/upgrading the existing Training Institutes for export oriented sectors, establishment of Common Facility Centers in industrial cluster in order to provide up to date technology for the local industry and enhance competition for export oriented sectors. EDB advised EDF to finance activities including acquisition of certifications for export oriented sectors and testing required for exportable products, Research and Development activities of Government Institutes involved in developmental work in addition to Exporters Associations, Federation of Pakistan Chambers of Commerce and Industry and engagements of consultants, both local and foreign.

EDB TO EXPLORE THE PROSPECTS OF ENGINEERING GOODS EXPORTS TO COMMONWEALTH OF INDEPENDENT STATES (CIS)

EDB is mandated to promote the exports of engineering goods from Pakistan and improve their integration in the global supply chain. For this purpose, EDB was identifying potential regions for exports of engineering goods manufactured in Pakistan. In this regard, EDB was working on the Central Asian region and was compiling detailed profiles of respective countries highlighting the engineering sectors specifically. The export from Pakistan to Uzbekistan, Kazakhstan, Kyrgyzstan, Tajikistan & Turkmenistan, was almost insignificant over the past years. The countries had substantial imports of engineering goods; however, Pakistan was not able to infiltrate the market yet. EDB worked to improve trade of goods with these countries and was in contact with commercial councilors in this region to work out potential methods to move forward with these countries in order to establish a smooth trade channel between Pakistan and the Central Asian Region.



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 were 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 along with GM (BDG) and GM(SDG) met with stakeholders in Gujranwala Chamber of Commerce & Industry for Consultative Session



GM (BDG) and GM (SDG) met with stakeholders in Lahore for Consultative Session



CEO-EDB attending online meeting for Consultative Session

COLLABORATION OF ENGINEERING DEVELOPMENT BOARD 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 coordinated 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.



EDB & PBC JOIN HANDS FOR CONDUCTING STUDY ON ENHANCING COMPETITIVENESS OF DOMESTIC FAN INDUSTRY OF PAKISTAN

Engineering Development Board and Pakistan Business Council signed an MOU on 12th Jan, 2021 to collaborate for the development of engineering goods and services sectors. The prime objective was 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 highlighted 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.

- 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 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 are and are therefore not counted under SMEs.

EDB & PBC JOIN HANDS FOR CONDUCTING STUDY ON ENHANCING COMPETITIVENESS OF SURGICAL INSTRUMENTS INDUSTRY OF PAKISTAN

EDB's team visited Surgical Instrument Manufacturers Association (SIMAP), Sialkot on 9th November, 2021 to deliberate on the draft report prepared to enhance competitiveness of Surgical Instrument Industry of Pakistan. The said report was a result of a joint study of the sector conducted by EDB and the Pakistan Business Council (PBC). The objective of this visit was to get inputs/feedback from the industry to finalize the report. The meeting was attended by the members of SIMAP, Director Research PBC, General Manager (BDG) EDB and General Manager (SDG) EDB.

Besides this, EDB's team visited M/s. Hilbro International, Sialkot to see their manufacturing processes, product quality and to better understand the issues being faced in exports, especially with reference to the Medical Device Regulations (MDR) which if not complied with may become an irritant. EDB assured to take up all these matters at concerned forums for implementation.



Mrs Raazia Shakir-GM(BDG) chairing the meeting with Surgical Association at Sialkot. Mr K.B Ali GM(SDG) is also present

VISIT TO ROYAL FAN FOR DISCUSSING ISSUES PERTAINING TO EXPORTS

EDB's delegation comprising of Chief Executive Officer, General Manager (BDG) along with team visited Rafique Engineering (Gujrat) on 5th October, 2021 and met with management of Royal Fans. The newly elected Chairman, Pakistan Electric Fan Manufacturers Association (PEFMA) was also present on the occasion. EDB delegation visited their production facilities and discussed issues being faced by the industry in this sector. During the discussion, the need to focus on simplifying various incentives schemes for exports like DTRE etc. were highlighted. The report on Fan Sector jointly prepared by EDB and Pakistan Business Council to "enhance competition of fan sector", also came under discussion and the Chairman PEFMA assured timely feedback on the same for its early finalization and launching.



VISIT TO SONEX DIE CAST FOR DISCUSSING ISSUES PERTAINING TO EXPORTS

Chief Executive Officer, General Manager (BDG) along with team visited Sonex – Kitchenware, Gujranwala on 5th October, 2021 to discuss the current issues being faced by the industry with reference to exports; kitchenware sector being an important export sector. M/s Sonex Die Cast is the manufacturer of premium non-stick and eco-friendly coating cookware with an extensive sales network within the country since 1960. The company had established a name for itself in the international arena, and currently exporting to major international markets including U.S.A, Europe and the Middle East.

Director Sonex Die Cast informed about the issues being faced by the company as well as others in the sector like high duties on raw materials and cumbersome documentation required for availing incentives under various export incentive schemes of the Government. CEO EDB assured to take up the matters at appropriate forums within the Government so that this sector could perform to its true potential.



EDB & PBC JOIN HANDS FOR CONDUCTING STUDY ON ENHANCING COMPETITIVENESS OF CUTLERY & UTENCILS INDUSTRY OF PAKISTAN

Engineering Development Board and Pakistan Business Council, under an MOU to collaborate for the development of engineering goods and services sectors, had initiated a study to enhance the competitiveness of Pakistan Cutlery & Stainless Utensils Industry. In this regard, EDB and PBC teams held a meeting with Pakistan Cutlery & Stainless Utensils Manufacturers & Exporters Association in Wazirabad from 19th to 23rd December, 2021 to collect basic industry information for this study. A Working Group, comprising all stakeholders, was constituted for the said study. It was informed that the study, once completed, will be shared with corresponding parties including commercial counselors overseas for promotion of Pakistan's Cutlery products.



During the discussion, members of the Association stated that they are making efforts to enhance the exports of Cutlery and Kitchen Wares products and to minimize imports of the local needs of national market. The Association informed that presently the sector is receiving lower duty drawback rates as compared to other sectors, which requires to be enhanced in order to increase exports. The Association also informed that cargo rates for them were also on the higher side as compared to other sectors. The members of the association also desired to participate in trade delegations to other countries and in various exhibitions in the target countries.



EDB's team visit of Cutlery Association & HHH Crafts at Wazirabad

MEETING WITH DR. NADEEM UL HAQUE, VICE CHANCELLOR PIDE (QAU) ISLAMABAD

A meeting to discuss various options on Export enhancement of engineering sector was held in November 2021, attended by Ms. Raazia Shakir, General Manager (BDG), EDB and Dr. Nadeem ul Haque, VC, (PIDE). Although, in 2020-21, Engineering sector had contribution of 6% of total exports, US\$ 10 billion

contribution to GDP of Pakistan and had provided employment to around 3 million individuals along with a saving of US\$ 18 billion per annum through import substitution but still exports of Engineering sector lagged behind the other sectors during this time. During the meeting, different export potential

sectors of Pakistan were discussed as below:

- Electrical & Power Equipment
- Machinery & Capital Goods
- Cutlery & Utensils
- Sanitary, Kitchenware & Ceramics
- Home Appliances
- Consumer & Transmission Electronics
- Pumps & Motors
- Automotive, Parts & Components
- Mobile devices
- Engineering Services

Potential markets of exports of engineering products of Pakistan might be all Developing (3rd) world countries where quality requirements were not as stringent as the Developed (1st) world. After determining size & Scale, growth rates and investment needs of engineering sector in the total economy, the target markets i.e. Indonesia, Malaysia, Kenya, Nigeria, Ghana, Sri Lanka, Bangladesh, Latin American countries may be explored in future. MoFA and MoC Active Trade Diplomacy needed to finalize Preferential Agreements for Pakistan with Target Countries.

EMERGING SECTORAL ACTIVITIES

Business Development and Sector Development groups initiated stakeholders' consultations with engineering sectors for development and exploring export potential. The consultative sessions were held on 1st, 2nd, 16th and 17th March 2021 with the manufacturers of Tyres & Tubes, LED Lightning Products, Tube Nozzle & Valve, Printed Circuit Board (PCB) and were chaired by General Managers BDG and SDG. The discussions were focused on the localization, export potential, major incentives and the challenges faced by stakeholders regarding the production, technology, policy framework, and market access requirements.



Possibilities for localizing the tube nozzle industry were discussed at length. Currently, around 22 lac tubes and tyres for motors and cycles produced in the country which showed the amount of potential tube nozzle had. The stakeholders suggested that duties and taxes on imported raw material needed to be rationalized. Highlighting the issues of this industry, they mentioned that the export schemes must be compatible for the companies that export partially. PCBs were being assembled locally. However, PCB board/sheets were imported at high duty rates which add significant cost to the finished product. To compete in the international market, the stakeholders requested to remove duties on import of PCB sheets and its raw materials to 0%. Consequently, the importer must pay 20% custom duty on both of them, therefore a separate HS Code must be introduced for bare and mounted PCBs with lower duty on bare sheets.

LED lights manufacturers were working on a very small scale and needed to have more organized set ups in the industrial estate. This industry had huge potential for exports if developed properly. During discussions, the stakeholders highlighted the issues regarding taxes & duties, technology up gradation and testing facilities. Moreover, they were of the view that the documentation procedures required to export sample product to potential customers is lengthy and time consuming under Pakistan regulations which can be reduced if online systems were introduced. The meeting discussed the Government's Made in Pakistan strategy. The government was working towards enabling the engineering sector to enhance its exports from the current level. Since this was the only value added sector whose export can give a quantum jump to reduce the trade imbalance.

“DIGITAL TRANSFORMATION CONFERENCE VISION 2025”- RAWALPINDI CHAMBER OF COMMERCE AND INDUSTRY (RCCI)

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



Ex. President RCCI Mr Nasir Mirza presenting shield to Mrs Raazia Shakir

OTHER IMPORTANT MEETINGS

- Meeting with PUM Management.
- 6th Online Country Team Meeting.
- Promotion of Local Industry in the Light of Government's Vision of Ease of Doing Business.
- 3rd session of Pakistan- Belarus Joint Working Group (JWG) on Industrial Cooperation.
- Digital Communication Plan, "Made in Pakistan".

CHAPTER – III

TARIFF GROUP

DUTY & TAX INCENTIVES FOR MANUFACTURING SECTOR

EDB, as a technical wing of the Ministry of Industries & Production and facilitator of the manufacturing segment of the industry, especially in Engineering Goods, remained part of all the activities related to the revival and growth of the value added engineering and industrial goods manufacturing sector. Though the outbreak of the COVID-19 pandemic triggered a widespread global shut down halting major economic activities disrupting supply chains and also affected the Pakistan's manufacturing sector, as dependent on imported raw material, however, Government's decisions to resume the business activities and adoption of smart lockdown boosted the business sentiments and economy gained traction after witnessing a hefty decline in FY 2020. Targeted fiscal and monetary incentives accompanied by related support packages helped speed up the economic recovery.

Revival of the industrial / manufacturing sector had always been the priority of the Engineering Development Board and in order to promote the indigenous manufacturing the government paid focus on "Made-in-Pakistan" strategy. In this regard, to reduce the cost of manufacturing, rationalization of duties and taxes were proposed during the past few years on more than 2500 tariff lines which also included reduction in CD, RD ACD, ST, FED, and WHT on imported materials, machinery and equipment for investment and capacity expansion and many other consumer goods not produced in the country. This momentum also continued in Budget 2021-22 and more duty and tax incentives recommended to many manufacturing / industrial sectors / products which include; heavy engineering, steel, automotive, home appliance, chemical, etc.

Besides rationalizing the tax and tariff structure the Government had also been focusing on liberal and incentivized business

environment, ease of doing business & competitiveness, investor facilitation services,



better access to credit and more amenable industrial policy among others etc., through SBP measures, FTAs/PTAs, GSP Schemes, minimizing procedural requirements, revising Duty Drawback (DDB) and Drawback on Local Taxes and Levies (DLTL) rates, etc.

EDB had also prioritized the potential sectors which include but not limiting to electrical & power, home appliances, automotive, cutlery, surgical, house hold utensils, fans, casting & forgings, sanitary fittings and ceramics and other export oriented industries, etc. and remained in contact and close consultations with the concerned stake-holders for addressing issues related to local manufacturing, capacity building, capacity enhancement, imports of materials and exports of finished goods, SBP related issues, DDB, DLTL, etc. Several issues related to State Bank of Pakistan (SBP) which include Export Finance Scheme (EFS), Long Term Financing Facility (LTFF), Temporary Economic Refinance Facility (TERF), Credit Insurance, etc., Review of Export Incentive Schemes of FBR, Revision of DDB & DLTL rates, Simplification of SROs and other Import / Export Notifications, Tax and Tariff structure, and other issues related to local manufacturing, etc. were discussed with the concerned stake-holders and taken up with the concerned organizations for their redressal. As a result, SBP Schemes were

reviewed and margins on credits/loans were reduced to support the manufacturing activity. Specially, TERF was extended on the request of EDB to provide the loans on import of machinery and equipment for investment and capacity expansion of industrial/engineering sector. DDB rates in respect of Refrigerators, Deep Freezers, Air Conditioners, Washing Machines, Microwave Ovens, Transformers, Electric Fans, Tyres, etc. were also reviewed on the recommendations of EDB.

With regard to DLT, EDB had reviewed the



existing DLT list of products and recommended to the Ministry of Commerce for revision of DLT rates specially promoting the export of engineering goods and extension in the validity of SRO 711(I)/2018 which is ending by June 30, 2021. Further, EDB, after detailed evaluation and consultation with exporters of engineering goods, had revised Export Incentive Schemes of FBR and has drafted a consolidated "Export of Engineering Goods Scheme". The draft of the Scheme has forwarded to the Ministry for approval at the concerned forum.

In order to facilitate the investment in the emerging and new technologies, EDB, after technical evaluation, had recommended

Greenfield Industry status to many industries including automotive vehicles, Truck and Bus Radial Tyres, Industrial Fittings, Confectionary products, etc.

Rationalization of duties and tariff structure had been one of the major tasks of EDB and in order to facilitate and promote the local manufacturing, EDB on regular basis in contact with the concerned industry and stakeholders for seeking their proposals on tax and tariff related issues. The proposals received from the concerned industries were evaluated in EDB and in consultation with relevant stakeholders in government as well as in private sector and genuine issues are taken up for resolution with the concerned offices in FBR, MoC, NTC, etc, through the Ministry of Industries & Production.

As a result of the year 2021-22 activity, several incentives related to CD, ACD, RD, ST/FED & ST had been extended to the Industrial / Engineering manufacturing sector in Budget 2021-22 in order to;

- Remove anomalies in cascading structure of tariff,
- Promote and protect domestic industry by introducing targeted interventions,
- Enhance import-substitution by rationalizing tariffs on industrial raw materials / intermediate goods,
- Facilitate export-oriented manufacturing by reviewing the existing exemption regimes & export schemes.

DUTY & TAX EXEMPTIONS PROVIDED IN BUDGET 2021-22

CUSTOMS DUTY (CD)/ADDITIONAL CUSTOMS DUTY (ACD)/ REGULATORY DUTY (RD):

1. In budget 2021-22 Additional Customs Duty (ACD) on 2436 Tariff Lines (TLs) of 20% CD Slab were reduced from 7% to 6% which also included raw materials & intermediary products used in many engineering/industrial products and other goods; to reduce the cost of consumer.



Budget exercise-Online consultative sessions with stakeholders for inputs

2. Rationalization of tariff structure of 992 TLs under First Schedule (Customs Tariff):

- Rationalization of 103 TLs related to Auto Sector (introduction of 850cc Car)-No change in Duty
- Duty reduction on 827 Tls:

Duty Reduced (2021-22)	Duty in 2020-21	Tariff Lines
0%	3%	379 Nos.
	11%	73 Nos.
	20%	17 Nos.
3%	11%	87 Nos.
11%	16%	116 Nos.
	20%	160 Nos.
16%	20%	47 Nos.

[0% duty items include raw materials for many industries including, Ceramic industry, Steel Industry, Chemical sector, paints, dyes, automotive sector, home appliances, pharmaceuticals, Rubber, paper and paperboard products, textile sector, heavy and medium scale engineering goods, fan sector, motors and pumps, transformers, automotive batteries, surgical and medical sector, etc.]

- Duty increase to 11% on 1 TL (Motor Spirit-2710.1210) from existing 3%.
- Enhancing scope of concessions on goods falling under Chapter 99 (4 TLs)- No change in CD.
- Creation of New PCT Headings (5 TLs).

PCT Code	Description	CD Rate (%)	
		(2020-21)	(2021-22)
	- - - Rock salt:	20	
25010021	- - - - Himalayan rock salt		20
25010029	- - - - Other		20
39199020	- - - PVC electric insulation tapes in logs exceeding 100 cm:	20	16
	- - - Submersible pumps:	3	
84137011	- - - - Submersible pumps having 5 to 10 inches diameters		11
84137019	- - - - Other		3

1. Reduction / Exemption of CD & ACD on raw materials / inputs for;

- Cables / optical fiber manufacturers
- Electronics Manufacturing Industry
- Boiler manufacturing industry
- Paint Industry
- Chemical and Artificial Leather Industry
- Aseptic plastic packaging manufacturer
- Footwear industry
- Furniture

- Coating
 - Bobbins and cops manufacturing industry
 - Poultry industry
2. Reduction/Rationalization of RD on import of;
 - Mobile Phones to encourage import substitution
 - Non-essential / luxury items to support local industry
 - Cocoa paste, butter and powder being industrial input goods
 3. Incentives for pharmaceutical sector for prices stability
 - Exemption of CD & ACD on more than 350 APIs
 - Plant, machinery and equipment subject to concessionary rate of 5%
 - Exemption of CD & ACD on raw material of auto-disable syringes and Reduction in tariff on finished auto-disable syringes
 4. Reduction / exemption of CD, ACD & RD on import of;
 - Goods falling under 589 PCT codes to incentivize the textile industry.
 - Flat rolled products of HRC and stainless steel.
 5. Reduction / exemption of CD & ACD on import of;
 - Uncoated paper and paperboard for printing and graphic arts industry.
 - Vaccines for veterinary medicines and feed additives to incentivize the dairy sector.
 - Goods relating to Tourism industry.
 - Raw materials and intermediary goods and point of sale machines falling under 328 tariff lines as a consequent of tariff rationalization.
 - Inputs of Ready-To-Use Supplementary Foods (RUSF) and Ready-To-Use Therapeutic Food (RUTF).
 - Grain storage hermetic bags and cocoons.
 - 06 life-saving drugs
 6. Duty exemption on import of COVID-19 related items for further six month.
 7. Reduction / exemption on inputs / raw materials of food processing industry.
 8. Reduction in Duty to 4% on following parts for Hybrid Electric Vehicle under AIDEP: -
 - Battery pack and its parts:
 - thermistor
 - resistor
 - capacitor
 - bus bar
 - Cooling system for battery packs including blower, tubes, hoses, pump
 - Sensor hybrid vehicle battery voltage
 - Inverter assembly with converter (Power control unit)
 - Electric motor and generator for Transaxle assembly
 - Battery charging system / inlet connectors
 - Hybrid system control unit / hybrid ECU
 - Junction box

9. Reduction in Duty to 3% on following parts for Plug-in Hybrid Electric Vehicle: -
 - Battery pack and its parts:
 - thermistor
 - resistor
 - capacitor
 - bus bar
 - Cooling system for battery packs including blower, tubes, hoses, pump
 - Sensor hybrid vehicle battery voltage
 - Inverter assembly with converter (Power control unit)
 - Electric motor and generator for Transaxle assembly
 - Battery charging system / inlet connectors
 - Hybrid system control unit / hybrid ECU
 - Junction box
 - Charger and charging port

DETERMINATION OF LOCAL MANUFACTURING STATUS OF ECOLEAN LIQUID & VISCOUS FLUID PACKAGING SOLUTION

M/s Ecolean Pakistan approached EDB for determination of local manufacturing status on February 26, 2021. EDB, after confirmation from the existing manufacturers and subsequent meetings with stakeholders, recommended “Multi-layered (08-Layered) Film of Polyolefin's, Barrier Materials and Mineral Fillers (HS Code: 3920.1000)” being imported by Ecolean Pakistan as not being manufactured locally till 31st August, 2022, and for further development of the same locally.

Ecolean is Swedish company founded in 1996 in Helsingborg, Sweden and produce unique flexible lightweight packaging products. Ecolean had 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. 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.

DETERMINATION OF LOCAL MANUFACTURING STATUS OF YUKSEL SEEDS ASIA (PVT.) LTD

M/s Yuksel Seeds Asia (Pvt.) Ltd. approached EDB for determination of Local Manufacturing Status dated June 24, 2021. EDB, based on confirmation received from local industry, recommended that “Prefabricated Green House (Complete Solution)”, being imported by M/s Yuksel Seeds Asia (Pvt.) Ltd. as not being manufactured locally.

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. It is also first company in Pakistan qualifying “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, Yuksel Seeds Asia has 215 acres of agriculture land for fresh vegetables and seed production in Pakistan. Out of 215 acres, Yuksel had already established state of the art 60 acres green houses for fresh vegetables and seed production in Pakistan, solely used for the purpose they are established.

DETERMINATION OF LOCAL MANUFACTURING STATUS OF RTV COATED DISC INSULATORS - JAFFER BROTHERS

M/s Jaffer Brothers, a Private Limited company, operating in the areas of agriculture inputs & technologies, information technology, communication and other sectors in Pakistan, approached EDB for determination of local manufacturing status of RTV Coated Disc Insulators (80KN-100KN & 120KN).

The relevant local industry was consulted and meetings were arranged with importer and local manufacturer. Subsequent upon confirmations from the manufacturer, "RTV Coated Disc Insulators" were recommended as manufactured locally.



MEETING TO REVIEW THE CRITERIA FOR COMPUTING THE LANDED COST FACTOR IN TERMS OF SRO 827(I)/2001

SRO 827(I)/2001 provide preference to the local manufacturers of engineering goods in comparison to imported similar goods. Clause 4A (1) of SRO entitles public sector enterprises and corporate entities of proper price comparisons of imported goods with locally manufactured products, in case of "Floating of International Tenders" on FOR basis. Whereas, under Clause 4A (2) of the SRO, in case of those international tenders, where the price is quoted on FOB basis the landed cost factor would be determined by a committee with members from Planning Commission (Financial Analyst), representative from Finance Division and nominee of finance section of the public sector enterprise or corporate entity buying the goods.

EDB held a meeting of the above committee on 2nd November, 2021 to review the criteria for landed cost factor to incorporate the impact of infrastructure cess of 1.25% imposed by Sindh Government. The meeting was also attended by the representatives from the Crescent Steel & Allied Products, Sui Southern Gas Company Ltd. (SSGC) and Sui Northern Gas Pipe Line (SNGPL) and after detailed deliberations; a criterion for computation of Landed Cost Factor was revised.



Performance w.r.t various SROs / Notification

1	Determination of Input Output Ratios & Wastages (under SRO 450; SRO 565)	23
2	Determination of local manufacturing status (5 th Schedule to Customs Act 1969 & SRO 678)	161

CHAPTER – IV
SECTOR DEVELOPMENT
GROUP

CONSULTATIVE SESSION FOR 2nd INDONESIA-PAKISTAN JNC, IP-TIGA

EDB participated in FTA negotiations on behalf of the Ministry of Industries & Production (MoIP) through consecutive joint online sessions of the JNC (Joint Negotiation Committee), IP-TIGA, held on 27th, 28th & 29th, April 2021. During the sessions, the delegates from both sides discussed the Terms of References (ToRs) as well as the Indonesia-Pakistan Trade in Goods Agreement (IP-TIGA) future work plan and the timeline for further guidance in conducting negotiations.

Moreover, during the sessions, several issues related to bilateral trading between Indonesia and Pakistan, market access, follow-up to the signing of the MoU on Trade Promotion, and Trade Barriers were discussed and it was concluded that a well-negotiated FTA may be beneficial for Pakistan's economy. The required targets shall be achieved by the implementation of joint policy frame work.



The Indonesian and Pakistani Delegations in Virtual Meetings of JNC (IP-TIGA)

2nd MEETING OF THE JOINT WORKING GROUP (JWG) OF PAKISTAN-TURKMENISTAN ON INDUSTRIAL COOPERATION

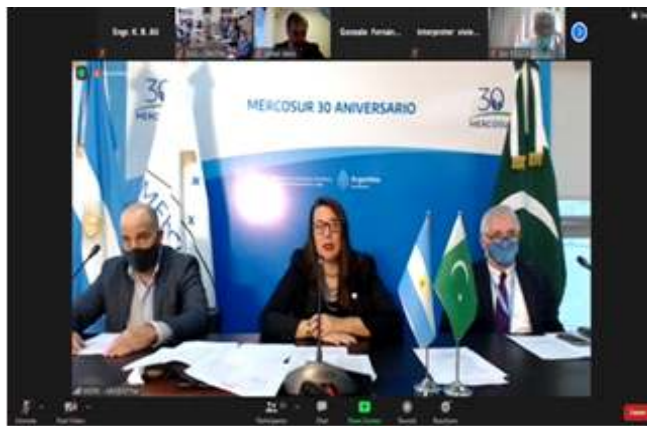
EDB arranged the 2nd Meeting of the Joint Working Group (JWG) of Pakistan-Turkmenistan on February 17, 2021, under the chairmanship of Additional Secretary-I, Ministry of Industries & Production, Islamabad, Pakistan. The meeting was attended by the senior officials from the Ministry of Foreign Affairs, Ministry of Commerce, Economic Affairs Division, Ministry of Textile Industries, Federal Board of Revenue, Board of Investment and PITAC. EDB highlighted the prospects of joint ventures/potential areas, facilities available and salient features of industry of Pakistan. It was proposed to hold business to business agreements to explore the possibilities of joint ventures, technical collaborations and exploring the trade and investment opportunities in the areas of common interest so that both the countries can get the maximum benefit from these opportunities.



2nd Meeting of the JWG of Pakistan Turkmenistan chaired by Additional Secretary-I, MoI&P

3rd SESSION OF PAKISTAN-ARGENTINA JOINT COMMISSION (JC)

EDB, on behalf of the Ministry of Industries & Production (MoIP), participated in the meetings of Pak-Argentina Joint Commission, held on 19th & 20th May, 2021. From Pakistan side, the meeting was chaired by the Secretary, Ministry of Economic Affairs. The main agenda of the meeting related to the MoIP, was to promote joint industrial cooperation and highlighting the potential for joint ventures between two countries. During the sessions, potential for joint collaboration in engineering goods sector was discussed and incentives available for investors/manufacturers in Automobile, Electric Vehicle and Mobile Device Manufacturing Policy were highlighted.



3rd Online Session of Pak-Argentina Joint Commission

2nd MEETING OF JOINT WORKING GROUP ON TRADE INVESTMENT BETWEEN PAKISTAN AND SRI LANKA

2nd Meeting of the Joint Working Group (JWG) on Trade Investment between Pakistan and Sri Lanka was held in the Ministry of Commerce and was attended by senior officials from the EDB, Ministry of Foreign Affairs, Ministry of Commerce, Economic Affairs Division, Federal Board of Revenue and Board of Investment. Sri Lankan side requested for restoration of auto parts in Pak-Sri Lanka FTA (PS-FTA), which were excluded from FTA after some time of its signing. Sri Lankan side also requested for further liberalization of products under PSFTA.

EDB, after consultation with local industry, clarified that these items cannot be restored / liberalized under FTA as they are being manufactured locally and primary objective of EDB is to look after the interest of local manufacturers. Further, Pakistan's Automotive Sector is being operated under a regulatory policy frame work with pre-defined tariff structure for entire sector and has never been included in any FTA/PTA, except for 2nd Phase China Pakistan Free Trade Agreement (CPFTA-II), in which only non-local auto parts are allowed @20% MOP whereas, no concession is extended on CBU/CKDs and localized auto parts covered under SRO 693(I)/2006.



3rd SESSION OF PAKISTAN-BELARUS JOINT WORKING GROUP (JWG) ON INDUSTRIAL COOPERATION

The 3rd Session of Joint Working Group (JWG) of Pakistan-Belarus on Industrial Cooperation was held virtually on 8th June, 2021 in Engineering Development Board (EDB), under the chairmanship of Additional Secretary-II, Ministry of Industries & Production (MoIP). CEO (EDB), senior government officers from MoIP, EDB, M/o Commerce, FBR, DRAP, M/o Foreign Affairs, M/o Energy, and private sector including FPCCI, PAMA and PAAPAM attended the session.



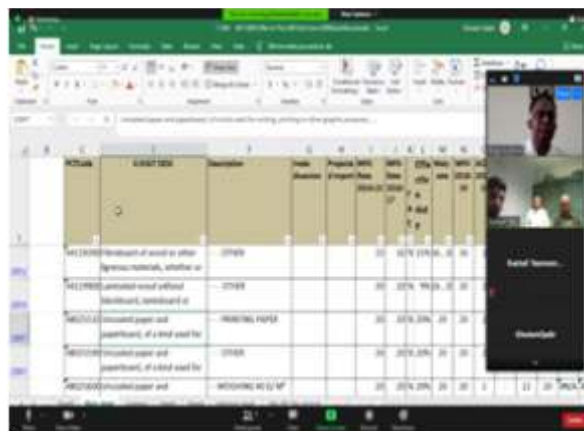
3rd Session of the JWG on Industrial Cooperation between Pakistan and Belarus

From Belarus side, besides the Deputy Minister of Industries (Head of delegation), his team, the meeting was also attended by the Ambassador of Belarus in Pakistan via zoom. Both sides exchanged their potential and experience in the manufacturing of different heavy and medium scale industrial and engineering products. Pakistan side highlighted potential areas including Home Appliances, Electrical Machinery & Equipment, Automobiles, Cutlery & Utensils, Surgical Instruments, Electric Vehicles, and Mobile Devices manufacturing for joint collaboration, trade enhancement and investment. Belarusian side highlighted different areas for cooperation between two countries which included supply of tractors, trucks/dump trucks, engines, diesel gensets & compressor stations, machine-tools and agricultural machinery & supplements etc.

PAKISTAN-THAILAND FREE TRADE AGREEMENT (PATHFTA)

During month of April 2021, an online Joint consultative session on Pakistan-Thailand FTA (PATHFTA) was held. Representatives of both countries discussed the proposals to boost trade in the sectors including Vehicle/Auto/Rubber, Iron & Steel, articles of Iron & Steel, Machinery, Electrical Equipment & other Base Metals, Leather, Chemicals & Plastics, Pharmaceutical, Paper & Paper Board, Wooden & Articles and Mineral Product (Oil & Marble), Agriculture (Group 1) & Agriculture (Group2), Textile & Clothing.

The request lists from both countries containing 200 priority items of above mentioned sectors were also consulted with the local industry virtually for increasing bilateral relations between two countries.



Consultative session for PATHFTA

CONSULTATIVE SESSION TO ASSESS PROPOSAL TO ESTABLISH INVESTMENT & TECHNOLOGY PROMOTION OFFICE (ITPO) IN PAKISTAN

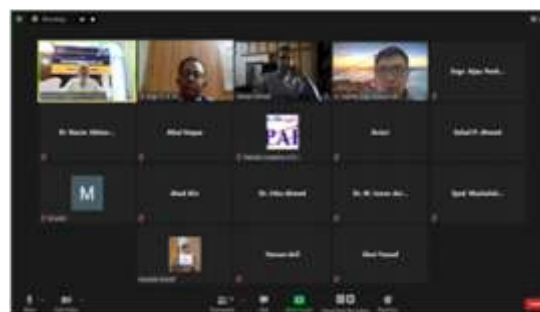
A joint online consultative session of EDB, TUSDEC and IN Consult was held on 16th April, 2021, to establish investment and technology promotion office in Pakistan. During the session, the experts from IN Consult gave a presentation on the establishment of UNIDO assisted ITPO in Pakistan. Other countries including China, Bahrain, Italy, Brazil, France, Japan, Korea, Russia, etc had adopted the same for sustainable industrial growth. ITPO seeks to reduce development imbalances by brokering investment and technology agreements between developed and developing countries. At the end of session, it was concluded that the initiative is productive and the network will be extremely beneficial for Pakistan's economy.



Consultative session of EDB, TUSDEC and IN Consult was held on 16th April, 2021

ONLINE CONSULTATIVE SESSION ON NATIONAL PRODUCTIVITY

Pakistan Academy of Engineering invited EDB and other relevant stakeholders to an online consultative session on April 24th, 2021 on "National Productivity". The main agenda of the session was to take valuable inputs from stakeholders for the promotion and growth of the industrial sector, which will further help in making decisions regarding issues specifically related to the engineering sector. CAETS Members from different countries gave presentations on various subjects of National Productivity Plans. General Manager SDG-EDB also gave a presentation on ***"Improvement of Productivity in the Engineering Sector Industries and Challenges"***, and highlighted the plans for the sustainable industrial growth.



Virtual Meeting with Pakistan Academy of Engineering

ADDRESSING THE ISSUES OF NTDC TENDER CLAUSES FOR LOCAL MANUFACTURES

On behalf of the All Pakistan Cables & Conductors' Manufacturers Association (APCCMA), EDB approached NTDC to facilitate the industry in meeting the NTDC's tender requirements. In this regard an online joint session of EDB and APCCMA members was held on 24th May, 2021 to discuss the discriminatory clauses of NTDC Tenders that restricts the participation of local manufacturers. The members of APCCMA highlighted the discriminatory clauses in which the 5 years design/manufacturing experience of manufacturer is required in similar product and the mandatory completion of supply contract of transmission lines material during last 10 years. CEO of EMCO discussed the core and specific issues related to NTDC tender, including qualification criteria, bid bond, bid evaluation period, financial criteria to be met by the bidder, technical criteria, performance bonds, and payment criteria. General Manager (SDG), EDB suggested review of tender documents and impact of overall local manufacturing industry and further taking up the matter collectively with NTDC, PEPPRA and PEC.

PAKISTAN GULF CORPORATION COUNCIL FTA NEGOTIATIONS

Joint Virtual Meeting of GCC Secretariat, EDB & Other Govt. organizations The GCC Secretariat approached the Government of Pakistan and showed its willingness to resume PAK-GCC Free Trade Agreement. In this regard, different Government organizations, including EDB were invited by the Ministry of Commerce to attend the online session. During the session, it was highlighted that Pakistan had the potential to increase its exports with GCC economies in products with a non-zero Tariff Rate. Furthermore, Pakistan had a huge potential to export rice, meat, fruits and invest in the agro-processing units. GCC showed its interest in the manufacturing, tourism, and services sector of Pakistan.

Global Trade Partners of GCC

GCC's Top Trade Partners (2019) US \$ million

Top 10 Export Partners			Top 10 Import Partners		
Partners	Exports to Partners	Share of Total Exports	Partners	Imports from Partners	Share of Imports
Asia-NEO	245146.2	45%	China	42461.0	10%
Asia-east excl. ASEAN	148763.3	27%	USA	41037.9	9%
ASEAN	99413.0	18%	India	39388.0	9%
Europe	10617.7	2%	UK	25168.7	6%
South America	10563.0	2%	Japan	24910.3	6%
Japan	10185.0	2%	Korea	22487.0	5%
Africa	10122.0	2%	Asia-NEO	10122.0	2%
Latin America	10115.0	2%	South America	10080.0	2%
South America	10105.0	2%	India	10067.0	2%
Europe	10112.0	2%	USA	10112.0	2%
Asia-NEO	10112.0	2%	China	10112.0	2%

Joint Virtual Meeting of GCC Secretariat, EDB & Other Govt. organizations

UPDATION OF CUSTOM GENERAL ORDER (CGO)

To include locally manufactured products in the CGO, so far, more than 215 companies have approached EDB with 900 entries (amendment in existing entries + new products) which were under evaluation/ consideration. EDB started the physical verification of those manufacturers who were new applicants or those who were already listed in CGO-02/2017 but their products were new. Therefore, around thirty Lahore & Karachi based units were visited by EDB's team for completing the said task.



EDB team visited Lahore and Karachi based units

MECHANIZATION OF AGRICULTURE SECTOR OF PAKISTAN – CONSTITUTION OF STANDARDS DEVELOPMENT COMMITTEE (SDC) ON AGRICULTURAL IMPLEMENTS

In order to increase agricultural productivity, exports and to ensure uninterrupted supply of basic food items at affordable prices in the country, the Prime Minister of Pakistan approved an **"Agriculture Transformation Plan (ATP)"** with the objective to enhance national agricultural output and livelihood of farmers. Under this plan key agriculture implements were planned to be provided to farmers at subsidized rates.



Engineering Development Board (EDB) was assigned the task by the Government of Pakistan to determine the minimum specifications of the Agricultural Implements to undertake an action plan for transformation of agriculture sector. The matter was discussed during a briefing given to the Prime Minister of Pakistan by the Ministry of National Food Security and Research (MoNFSR) presenting an action plan for transformation of agriculture sector in the country.

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 Standard Development Committee (SDC) under the Chairmanship of CEO-EDB and framed Terms of References (ToRs) of the SDC: Further, the SDC also constituted a Technical Sub-Committee (TSC) to technically evaluate the specifications of the agricultural implements. The SDC and its ToRs are given as under;



CEO-EDB chairing the meeting on the subject

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.

The recommendation of Several meetings of the SDC and its TSC were held were held in EDB, physically and virtually and after thorough review, minimum specifications of 78 Agricultural implements were recommended to the Ministry of Industries & Production for on-ward submission to the MoNFS. The recommendation of the SDC were also placed EDB's Board of Management prior to forwarding to Ministry of Industries & Production. EDB-BoM while appreciating the role of EDB directed to take up this sector for in-depth study in order to promote development of localized equipment. In addition, on the request of Agricultural Implements manufacturers (PAMIMA) the SDC/TSC also recommended the technical specifications of Paddy/Rice Thresher (7ft).



The meetings of the SDC and TSC were also attended by the representatives from National Productivity Organization (NPO), PSQCA and Millat Tractors on special invitation. SDC/TSC also furnished views on the following components of the ToRs;

i) To develop warranty/bank guarantee mechanism:-

The warranty/guarantee may ensure both performance as well as the existence of the implement and since the process of procurement of agricultural implements was 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 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 would be formulated by the proposed committee.

iii) To develop mechanism for testing prototype machines:-

This requirement is applicable for the new implements whereas, most of the agricultural implements are either already developed locally and tested in the field or the reliance is made on the imported implements which do not require such type of testing. The SDC proposed this task to be managed by the proposed committee at EDB.



Standards Development Committee (SDC) Meeting on

LOCAL MANUFACTURING OF SHIPPING CONTAINERS

On the advice of the Ministry of Commerce, a meeting with the local manufacturers of Trailers/Semi Trailers was held on 22nd September, 2021 to discuss the possibility for localization of containers. The meeting was convened in realization of severe global impact of the Covid-19 pandemic, affected the logistics of Pakistan as well and disturbing shipments consequently creating shortage of containers for shipping.

The meeting was chaired by CEO-EDB and attended by GM (SDG) and GM (BDG) along with other officials of EDB, apart from the following manufacturers/assemblers of trailers/ semi-trailers.

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



The local manufacturers submitted their views as under;

- i. Presently, all shipping containers are imported because there is no local manufacturing in Pakistan.
- ii. 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.
- iii. 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.
- iv. The material required is very special (Corten steel) and is being produced by China indigenously.
- v. The manufacturing facilities required for the production of shipping containers are much improved than used for the production of trailers/semi-trailers.
- vi. Testing facilities for shipping containers are standardized and are different as required for trailers.
- vii. The local industry need technical tie-ups with the technology partner.
- viii. 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.
- ix. The industry needs substantial volume to justify the investment and cost on inputs.
- x. 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.

After detailed discussion following was recommended to the Ministry of Commerce;

- 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 meetings of the concerned stakeholders to deliberate on the issue in detail.
- Further, lack of availability of raw materials, high cost of production and capital investment constraints in certain areas are impediments in achieving international competitiveness.
- EDB also requested the industry to provide comprehensive proposals on the basis of which feasibility and capability of local manufacturing of containers could be reviewed.

FORMULATION OF NATIONAL PETROCHEMICAL POLICY OF PAKISTAN 2021

EDB had started consultations on formulation of National Petrochemical Policy. First meeting of the concerned stake-holders was held on November 15, 2021 and was attended by the representatives from the mid-stream (producers), down-stream stake-holders (users), and representatives from Academia, Industry Association and service company (ENAR Petrotech). Representatives from down-stream industry also included Pakistan Plastics manufacturers Association, PAAPAM, PAMA, PVC Pipes / fitting and other plastic goods, etc. The stake-holders supported the initiative and



EDB had started consultations on formulation of National Petrochemical Policy. The policy initiative was proposed by petrochemical companies of Mid-stream segment manufacturing Poly-vinyl-chloride (PVC), Polystyrene (PS), Polyethylene Terephthalate (PET), Phthalic Anhydride (PA), etc. The stakeholders envisage significant investment for the manufacturing of Polyethylene (PE), Acrylonitrile Butadiene Styrene (ABS), Polypropylene (PP), etc as a part of the petrochemical value chain.

The stake-holders submitted following profile of Petrochemical Sector;



- Petrochemical sector is the fourth largest sector of the global economy with around \$ 1.7 trillion trade constituting more than 10% share.
- Its Global Market size is \$ 5.7 Trillion and forms the fabric of the modern world. It is 3rd fastest growing sector and converts basic raw materials into more than 70,000 different products, not only for industry but also for all the consumer goods that people rely on in their daily life.
- Chemical Industry of a country is an indicator of the overall economic development and growth potential.
- The recent technological development in this sector especially the synthetic material has made it an important industry of prime focus.
- Petrochemical sector include both industrial and consumer products such as plastics, detergents, solvents, paint thinner, paints, drugs, fertilizer, pesticides, explosives, and synthetic fibers and rubbers, etc.
- This sector also contributes in other industries like agriculture, pharmaceuticals, textile, power, environment, communications, transport, infrastructure, housing, as well as covers thousands of commercial products like paper, paint, plastic products, soap/detergents, perfumes/fragrances, varnishes, pharmaceutical, dyes etc.
- Major Downstream user industries include Construction sector, Auto parts, Home Appliances, Electrical & Electronics, Packaging, Clothing & household items, Furniture and Paint & Varnishes.

Overview of Pakistan's Petrochemical Sector:

- In Pakistan, Petrochemical Industry is underdeveloped and growing.
- It contributes in the economy in both ways i.e. by substituting the imports to save foreign exchange and by earning foreign exchange with exports.
- Currently it is limited to produce few products including Polyvinylchloride (PVC), Polystyrene (PS), Aromatic and Purified Terephthalic Acid (PTA).
- Few organic chemicals are also being produced locally such as Acetic Acid, Acetone, Formaldehyde, Phenolic Resins, Acrylic Acid and Formic Acid but with limited output quantity
- Basic petrochemicals products such as Ethylene, propylene etc. are not produced locally.
- Petrochemical base in the country is rudimentary.

Investment Opportunities in Pakistan:

- Country needs a petrochemical complex to fulfill the requirement of raw materials for Plastics, Detergents, Dyes, paints & Varnishes etc.
- Investment in basic petrochemical industry will gear to produce ethylene, propylene as well as end-products i.e. polyethylene (PE), polypropylene (PP), vinyl chloride monomer (VCM) and mono ethylene glycol (MEG)
- Petroleum Cracker for local production of basic petrochemicals feedstock based on the optional routes; like NAPHTHA (Local & Imported), Natural Gas & Associated gases (Ethane), or Ethanol (Molasses) is needed.

Impact of proposed Petrochemical Policy:

- Contributing around PKR 170 Billion in national Tax net.
- Availability of essential raw material for sectors such as: textile, construction, automobiles, pharmaceutical, fertilizers, synthetic rubber etc.
- If chemical fibres are sufficiently produced, textile export can be increased by 3 times (>70% of global textile fibre are based on chemical).
- Achieve import substitution of ~\$800m p.a.
- Catalyse growth of SMEs in petrochemical downstream by providing local raw material and technical support
- Contribute Direct taxes of ~Rs. 60b p.a. (Post Exemption period)
- Create direct and indirect employment of ~50,000.

PROGRESSIVE LOCALIZATION OF POWER EQUIPMENT SECTOR

EDB had initiated working on formulation of five to ten years Power Industry Equipment Development/Localization Plan (PIDP) under the National Electricity Policy (NEP) 2021 and Indicative Generation Capacity Expansion Plan (IGCEP) 2021-30; wherein it had stated that a multi-pronged approach for indigenization will be adopted, which shall include promoting local content, transfer of technology, and R&D across the value chain of the power equipment sector. This may also include Government to Government and Business to Business agreements, through which the Government or private entities /parties in Pakistan shall promote transfer of technology. Further, steps must be taken to facilitate creation of development funds to support domestic R&D as well as resources needed for augmentation of indigenous capacity. Ministry of Energy (MoE) under the NEP'2021 had to provide a comprehensive Policy Framework and Roadmap for the production of energy equipment within the country, while EDB's role proposed under this is to prepare a comprehensive Policy Framework for the production of energy equipment within the country.



For the Progressive Localization of Power Industry, it was envisaged that the Engineering Development Board (EDB) with assistance of relevant stakeholders shall develop Power Industry Development Plan (PIDP), to enable progressively increasing share of indigenous equipment/components in power sector. PIDP shall identify requisite actions and corresponding timelines on account of incentives, legislation, standardization, certifications, technological up gradations. The targets under PIDP shall be deemed part of this National Electricity Plan and PIDP shall be submitted to Federal Cabinet for approval.

EDB had initiated consultation process with the concerned stake-holders in power sector including the operators, manufacturers and service providers. Operators of power equipment in the areas of Generation, Transmission and Distribution (i.e. NTDC, GENCOs, DISCOs) have been requested to share total requirement of power equipment, (being procured locally or imported) and issues being faced in procurement of locally produced power equipment. Whereas, local manufacturers of power equipment's (transformers, cables, switchgears, insulators, energy meters, isolators, hardware etc.) and EPC/Construction service providers had requested to provide details of the power equipment being manufactured locally, capabilities, capacities and services being offered. The companies had also been requested to identify key policy interventions required to support indigenization in power sector, excessive/ redundant regulations, and labor /human resource preparedness to cope up with the projected demand. An initial power equipment requirement is given below, while the details are being compiled with support from GENCOs, NTDC, DISCOs and industry.

Power Industry Equipment			
Generation		Transmission	Distribution
Boilers	<ul style="list-style-type: none"> For Bagasse based PPs Coal based PPs Combined Cycle PPs 	<ul style="list-style-type: none"> Potential transformers Current transformers Power transformers Surge arresters Circuit breakers Switches Protective relays Lightening arresters Switch gear Equipment 	<ul style="list-style-type: none"> Transformer Meter Structure Pole Insulator Hardware T&P Safety Items Cable Conductor
Turbines	<ul style="list-style-type: none"> Steam Turbines Gas Turbines Wind turbines Francis, Kaplan, Pelton, etc. 		
Transformers	<ul style="list-style-type: none"> Power transformers Auto Transformers etc. 		
Solar Technology	<ul style="list-style-type: none"> Solar Panels Inverters & other equipments 		

Revision of DTRE and other Export Incentive Schemes for Engineering Industry

EDB, in consultation with the manufacturers and exporters is in process to review these schemes to make user friendly for export of Engineering Goods.

Energy conservation:

EDB is in close coordination with NEECA is working on issues related to energy conservation for development of energy efficient industry.

Industrial Internship Program for Graduate Engineers:

Considering the importance of Engineering Industry and role of the Engineers as driving force for running the engineering industry, EDB has initiated to prepare a scheme to engage the fresh engineers through industrial internship training. In this regard all the universities in the country teaching engineering disciplines are approached to provide their inputs.

Industry-Academia Linkages:

SDG-EDB is in touch with universities and other engineering and technological institutions for having necessary information related to testing & certification facilities, R&D equipment & know-how, etc and scope of services available with them to support the industrial sector of Pakistan by developing industry-academia linkages.

Cooperation for Strengthening Local Capabilities & Capacities for Industrial Development & Innovation:

Keeping in view the productivity and performance of local Industry, EDB is striving for helping to support the industry-based research, through the facilities available within the country in various segments of the industry, 'capabilities for innovation', to explore the ability to conceive, develop, and/or produce new products and services, to deploy new production processes, and to improve on those that already exist. Local companies seek to boost their innovation performance by strengthening their ties.

ANNEX

LIST OF MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA AND THEIR PRODUCTION STATUS (JAN-DEC 2021)

Sr. No	Company Name	Approval Date	Factory Capacity	No of Mobile Phones Produced
1	Young Tech Private Limited	18-Mar-21	520,000	624,880
2	A.S Telecom Private Limited	18-Mar-21	75,000	429,850
3	Pole Communication Technology Pvt.Ltd	18-Mar-21	80,000	125,500
4	Bazz Mobile Technologies Pvt Ltd	18-Mar-21	400,000	3,436,951
5	Bellco Trading Company Pvt.Ltd	18-Mar-21	260,000	1,790,800
6	Digicom Trading (Private) Limited	21-Mar-21		
7	G-Five Mobile Private Limited	1-Apr-21	300,000	801,800
8	Coastal Jade Technology (Pvt.) Ltd	6-Apr-21	350,000	3,283,966
9	Rawdas (Pvt.) Ltd	6-Apr-21		73,500
10	Transsion Tecno Electronics (Pvt.) Ltd.	16-Apr-21	850,000	3,590,930
11	TranssionTecno Electronics (Pt.) Ltd.	15-Apr-21		
12	Inovi Telecom (Pvt.) Ltd.	9-Apr-21	850,000	1,949,970
13	Infocom Gadgets Pvt Ltd	22-Apr-21	200,000	1,234,395
14	Deploy Private Limited	12-Apr-21	375,000	1,586,000
15	Airlink Communication Limited	12-Apr-21	595	1,009,430
16	Premier Code Private Limited	15-Apr-21	50,400	38,150
17	Alpha Enetwork (Pvt.) Ltd.	29-Apr-21		2,500
18	Exert Tech (Pvt.) Ltd.	20-May-21	600,000	2,299,830
19	S.S.H Telecom (SMC Pvt.) Ltd.	8-Jun-21	450,000	3,140,000
20	Swift Biz Solutions (Pvt.) Ltd.			213,542

21	Tecno Pack Electronics (Pvt.) Ltd.	8-Jun-21	550,000	1,344,843
22	Dignified Technology (Pvt.) Ltd.	15-Jun-21	85,000	712,595
23	Club Mobile (Pvt.) Ltd.	15-Jun-21	100,000	286,000
24	High Star Mobile (Pvt.) Ltd.	25-Jun-21	50,000	73,300
25	United Communication (Pvt.) Ltd.	13-Jul-21	200,000	316,770
26	Lucky Motor Corporation Ltd.	5-Aug-21	300,000	1,170,944
27	Faywa Trading (Pvt.) Ltd.	3-Sep-21	50,000	68,000
28	Enercom Technologies (Pvt.) Ltd.	20-Oct-21	150,000	7,500
29	Select Technologies (Pvt.) Ltd.	26-Nov-21	300,000	110,000
30	Beli Technologies (Pvt.) Ltd	29-Dec-21		

LIST OF CARS/SUVS/LCVS MANUFACTURERS JAN-DEC 2021

S. No.	Manufacturer/ Assembler
1	M/s Pak Suzuki Motor Co. Ltd., Karachi
2	M/s Indus Motor Co. Ltd., Karachi
3	M/s Honda Atlas Cars (Pakistan) Ltd., Lahore
4	M/s Ghandhara Nissan Ltd., Karachi
5	M/s Ghandhara Industries Ltd., Karachi
6	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi
7	M/s Regal Automobile Industries Ltd. Lahore
8	M/s United Motors (Pvt) Ltd., Lahore
9	M/s Master Changan Motors Ltd., Karachi
10	M/s Lucky Motors Pakistan Ltd., Lahore
11	M/s Hyundai Nishat Motor (Pvt) Ltd., Lahore
12	M/s Sazgar Engineering Works Ltd.. Lahore
13	M/s Al Haj Automotive Ltd., Karachi

LIST OF 2/3 WHEELER MANUFACTURERS JAN-DEC 2021

S. No.	OEMs	Products
1	M/s A.S. Auto Industry, Hyderabad	Bionic AS-70, 70cc Motorcycle
		Bionic AS-100, 100cc Motorcycle
2	M/s AASA Automobile Company, Hyderabad	Racer AS-70, 70cc Motorcycle
		Hondyas AS-70, 70cc Motorcycle
		City AS-70, 70cc Motorcycle
		Racer AS-150, 150cc Cargo Loader
		Racer AS-100, 100cc Motorcycle
		Racer AS-125, 125cc Motorcycle
3	M/s Ali Raza Industries (Pvt) Limited, Multan	Royal Star RS-70, 70cc Motorcycle
		Royal Star RS-100, 100cc Motorcycle
4	M/s Atlas Honda Limited, Lahore	Honda CD-70, 70cc Motorcycle
		Honda CD Dream, 70cc motorcycle
		Honda Pridor, 100cc Motorcycle
		Honda CG-125, 125cc Motorcycle
		Honda CB-150F, 150cc Motorcycle
		Honda CB-125F, 125cc Motorcycle
		Honda CG-125S, 125cc Motorcycle
5	M/s City Auto Industry, Hyderabad	Grace CT-70, 70cc Motorcycle
		Grace CT-100, 100cc Motorcycle
		Grace CT-125, 125cc Motorcycle
		Grace CC-150, 150cc Cargo Loader
		Grace CT-110, 110cc Cargo Loader
6	M/s DYL Motorcycles Ltd., Karachi	DYL YD-70 (Dhoom), 70cc 4-stroke motorcycle
7	M/s Ravi Automobile (Pvt) Ltd., Lahore (Formerly: HKF Engineering (Pvt) Ltd)	Ravi RA-70, 70cc Motorcycle
		Ravi Premium R1-70, 70cc Motorcycle
		Ravi Premium RX-100, 100cc Motorcycle
		Ravi RB-150, 150cc Cargo Loader
		Ravi RB-200, 200cc Cargo Loader
8	M/s King Hero Motorcycle Industry, Gujranawala	King Hero KH-70, 70cc Motorcycle
		King Hero 200cc 4-Stroke Auto Rickshaw (3 Seater)
		King Hero KH-150, 150cc Cargo Loader
		King Hero KH-100, 100cc Motorcycle
9	M/s Master Engineering Company (MECO), Lahore	Leader LD-70, 70cc Motorcycle
		Leader LD-100, 100cc, 4-Stroke Motorcycle Rickshaw
		Leader LD-100, 100cc, 4-Stroke Motorcycle
		Leader LD-150, 150cc Cargo Loader
		Leader LD-200, 200cc Cargo Loader
10	M/s Memon Motors (Pvt) Ltd., Hyderabad	Super Star SS-70 Motorcycle
		Super Star SS-100, 100cc Motorcycle

		Super Star SS-125, 125cc Motorcycle
		Super Star SSP-100 Motorcycle Rickshaw
		Super Star FR-200cc 3-Wheeler 4-Stroke Auto Rickshaw
		Super Star SS-150, 150cc Cargo Loader
		Super Star SSL-200, 200cc Cargo Loader
		Super Star SS-100, 100cc Cargo Loader
11	M/s Mian Auto Industries, Sadiqabad	Hunza HA-70, 70cc Motorcycle
		Hunza HA-100, 100cc Motorcycle
12	M/s Moon Traders, Karachi	Moon Star 70cc Motorcycle
		VIP-100, 100cc Motorcycle
		Winner Force VBR-150, 150cc Motorcycle
		Winner Force VIP-150, 150cc Cargo Loader
		Winner Force SF-200, 200cc Cargo Loader
13	M/s N.J Auto Industries (Pvt) Ltd, Lasbella, Balochistan	Super Power SP-70 Motorcycle STD
		Super Power SP-70 Motorcycle Deluxe
		Super Power SP-100, 100cc Motorcycle
		Super Power SP-110, 110cc Motorcycle
		Super Power SP-100, 100cc Motorcycle Rickshaw
		Super Power SP-125, 125cc Motorcycle
		Super Power 200cc 4-Stroke Auto Rickshaw
		Super Power SP-150, 150cc Motorcycle
		Super Power SP-200, 200cc Motorcycle
		Super Power SP-250, 250cc Motorcycle
		Super Power SP-175cc Cargo Loader
14	M/s New Asia Automobiles, Lahore	New Asia NA-70, 70cc Motorcycle
		New Asia NA-100, 100cc Motorcycle
		New Asia NA-100, 100cc Motorcycle Rickshaw
		New Asia, NACL-150, 150cc 3-Wheeler Cargo Loader
		New Asia NALP-200cc 3-Wheeler Auto Loader
		New Asia 200cc Auto Rickshaw (3 Seater)
		New Asia 200cc Auto Rickshaw (5 Seater)
		New Asia, NACL-200, 200cc Cargo Loader
		New Asia, NACL-100, 100cc Cargo Loader
15	M/s Pakistan Cycle Ind. Coop Society, Lahore	Sohrab JS-70, 70cc Motorcycle
		Sohrab SD-70, 70cc Motorcycle
		Sohrab S-100 (100cc) Motorcycle Rickshaw
		Sohrab S-100 (100cc) Motorcycle
16	M/s Raazy Motor Industries, Hyderabad	Hi-Speed, SR-70, 70cc 4-Stroke Motorcycle
		Hi-Speed, SR-125, 125cc 4-Stroke Motorcycle
		Hi-Speed, SR-100, 100cc Motorcycle
		Hi-Speed, SR-150, 150cc Cargo Loader
		Hi-Speed, SR-150, 150cc Motorcycle
		Hi-Speed, SR-200, 200cc Motorcycle

		Hi-Speed, SR-110, 110cc Cargo Loader
		Hi-Speed, SR-200, 200cc Cargo Loader
		Hi-Speed, SR-100, 100cc Cargo Loader
17	M/s Rehman Auto Industry, Bahawalpur	Rohi RI-70, 70cc Motorcycle
		Rohi RI-100, 100cc Motorcycle
		Rohi RI-150, 150cc Cargo Loader
18	M/s Shafique Sons, Hyderabad	Jinan JN-70 Motorcycle
19	M/s Supreme Motors, Karachi	Supreme Plus SP-70, 70cc Motorcycle
20	M/s Pak Suzuki Motor Company Limited., (Motorcycle Division) Karachi	Suzuki SD-110 Sprinter Motorcycle
		Suzuki GS-150cc Motorcycle
		Suzuki GD-110S, 109cc Motorcycle
		Suzuki Inazuma GW-250 (248cc) Motorcycle
		Suzuki Inazuma Inazuma GW-250 JP (248cc) Motorcycle
		Suzuki GR-150, 149cc Motorcycle
21	M/s Toyo International, Gujranwala	Toyo TG-70, 70cc Motorcycle
		Toyo TG-100, 100cc Motorcycle
		Toyo TG-125, 125cc Motorcycle
		Toyo TG-110, 110cc Motorcycle
		Toyo TG-110, 110cc Motorcycle Rickshaw
		Toyo, TG-150, 150cc Cargo Loader
22	M/s United Auto Industries (Pvt) Limited, Lahore	United US-70, 70cc Motorcycle
		United US-100, 100cc Motorcycle
		United 100cc Motorcycle Rickshaw
		United US-125, 125cc Motorcycle
		United Deluxe US-125, 125cc Motorcycle
		United Racer US-125, 125cc Motorcycle
		United Us-80, 80cc Scooter
		United Us-100, 100cc Scooter
		United 200cc 4-Stroke Auto Rickshaw
		United US 150cc Auto Cargo Loader
		United US-150, 150cc Motorcycle
		United US-200, 200cc Auto Cargo Loader
		United US-100, 100cc Auto Cargo Loader
23	M/s Zxmco Pakistan (Pvt) Limited, Lahore	Zxmco ZX-70, 70cc Motorcycle
		Zxmco ZX-100, 100cc Motorcycle
		Zxmco ZX-125, 125cc Motorcycle
		Zxmco ZX-100, 100cc Motorcycle Rickshaw
		Zxmco ZX-150, 150cc Cargo Loader
24	M/s Metaline Engineering Company, Lahore	Meezan 4-Stroke Auto Rickshaw

25	M/s Pak Star Automobile (Pvt) Ltd., Lahore	Tez Raftar, 200cc Water Cooled 4-Stroke Auto Rickshaw
		Tez Raftar PS-70, 70cc motorcycle
		Tez Raftar PS-100, 100cc motorcycle
		Tez Raftar TR-150A, 150cc Cargo Loader
		Tez Raftar TR-200A, 200cc Cargo Loader
		Tez Raftar TR-100A, 100cc Motorcycle Rickshaw
26	M/s Sazgar Engineering Works Ltd., Lahore	Sazgar MINI CAB 200cc 4-Stroke Auto Rickshaw
		Sazgar Tempo 200cc, Water Cooled 3-Wheeler Cargo Loader
		Sazgar Mini Cab 200cc Water Cooled Seven Seat Three-Wheeler Auto Vehicle
		Sazgar Motor Cab XL-200cc Water Cooled Five Seat Three-Wheeler Auto Vehicle
		Sazgar-150, 150cc Cargo Loader
		Sazgar-200, 200cc Cargo Loader
		Sazgar-110, 110cc Cargo Loader
		Sazgar Minicab Electric Auto Rickshaw
		Sazgar Minicab Swappable Electric Auto Rickshaw
		Sazgar Tempo 3-Wheeler Electric Loader
27	M/s Senior Automobiles (Pvt) Ltd., Lahore	Rozgar 200cc 4-Stroke Auto Rickshaw (03 Seater)
		Rozgar-150, 150cc Cargo Loader
		Rozgar 4-stroke 200cc water cooled auto rickshaw (05 seator)
		Rozgar 200cc 4-Stroke 3 Wheeler Auto Loader
		Rozgar-200, 200cc Cargo Loader
		Rozgar RG-100, 100cc Motorcycle Rickshaw
		Rozgar RG-110, 110cc Motorcycle Rickshaw
		Rozgar RG-100, 100cc Motorcycle
28	M/s Stahlco Motors (Pvt) Ltd., Lahore	Stahlco 200cc 4-Stroke Auto Rickshaw
		03-Wheeler Passenger Auto Vehicle (07 Seater) 200cc 4-stroke "Stahlco Commando Deluxe: Brand
		Stahlco 200cc Single Seat 3 Wheeler Loader
		Stahlco 250cc Single Seat 3 Wheeler Loader
		Stahlco ST-70, 70cc motorcycle
		Stahlco-150, 150cc Cargo Loader
		Stahlco ST-125, 125cc motorcycle
29	M/s Super Asia Motors (Pvt) Ltd., Gujranwala	Super Asia SA-70, 70cc Motorcycle
		Super Asia SA-100, 100cc Motorcycle
		Tuk Tuk 4-Stroke 200cc Auto Rickshaw
		Tuk Tuk 4-Stroke 150cc Cargo Loader
		Super Asia SA-125, 125cc Motorcycle
		Super Asia SA-200, 200cc Cargo Loader

30	M/s D. S. Motors, Hyderabad	Unique UD-70, 70cc Motorcycle
		Unique UD-100, 100cc Motorcycle
		Unique UD-125, 125cc Motorcycle
		Unique 200cc 4-Stroke Auto Rickshaw
		Unique UD-150, 150cc Motorcycle
		Unique UD-150, 150cc Cargo Loader
		Unique UD-200, 200cc Cargo Loader
31	M/s Ghani Automobiles Industries Ltd, Lahore	Ghani GI-70, 70cc Motorcycle
		Ghani GI-100, 100cc Motorcycle
32	M/s Siwa Industries (Pvt) Limited, Lahore	Siwa Mini Car 4-Stroke Auto Rickshaw
		Siwa Prada 200cc 4-Stroke Auto Loader
		Siwa SW-150CL, 150cc Cargo Loader
		Siwa SW-110CL, 110cc Cargo Loader
		Siwa SW-200CL, 200cc Cargo Loader
		Siwa SW-100, 100cc Cargo Loader
		Siwa SW-70, 70cc Motorcycle
		Siwa SW-100, 100cc Motorcycle
		Siwa SW-100, 100cc Motorcycle Rickshaw
		Siwa SW-125, 125cc Cargo Loader
		Siwa SW-80, 80cc Scooty
		Siwa SW-100, 100cc Scooty
		Siwa SW-150, 150cc Scooty
33	M/s Plum Qingqui Motors Ltd., Lahore	QM-70, 70cc 4-Stroke Motorcycle
		QM-100, 100cc 4-Stroke Motorcycle
		QM 100cc 4- Stroke Motor Cycle Rickshaw
		QM 200cc 4-Stroke Auto Rickshaw
		QM 150cc 4- Stroke Motor Cycle Rickshaw
		Qingqi QM-110, 110cc MT Cargo Loader
		Qingqi QM-150, 150cc MT Cargo Loader
		QM 200cc 4-Stroke 3-Wheel Cargo Loader
34	M/s Pakistan Automobile, Karachi	Target TT-70, 70cc Motorcycle
		Shams Power 200cc 4-Stroke Auto Rickshaw
		Shams Power SP-150, 150cc Cargo Loader
		Shams Power SP-200, 200cc Cargo Loader
		Shams Power SP-250, 250cc Cargo Loader
35	M/s N.S Auto Industry, Lahore	Super Style SS-70, 70cc motorcycle
		Super Style SS-100, 100cc motorcycle
		Super Style SS-100, 100cc motorcycle rickshaw
		Super Style SS-150, 150cc Cargo Loader
		Super Style SS-200cc 4-Stroke Auto Cargo Loader
		Super Style SS-200cc 4-Stroke Auto Rickshaw (3 Seater)
		Super Style SS-100, 100cc Cargo Loader

36	M/s Treet Holding Ltd., Lahore	Treet TR-70, 70cc Motorcycle
		Treet TR-100, 100cc Motorcycle
		Treet TR-125, 125cc Motorcycle
		Klassic KL-70, 70cc Motorcycle
37	M/s Jan Auto Industry, Bahawalpur	Jan Power JP-70, 70cc Motorcycle
38	M/s Crown Motor Company Ltd., Sadiqabad	Crown CR-70, 70cc motorcycle
		Crown CR-100, 100cc motorcycle
		Crown CR-125, 125cc motorcycle
		Crown CR-150, 150cc motorcycle
		Crown CR-150, 150cc Cargo Loader
		Crown CR-200, 200cc Cargo Loader
		Crown CR-100, 100cc Cargo Loader
		Crown CR-125, 125cc Cargo Loader
		Crown CR-100, 100cc Motorcycle Rickshaw
39	M/s Dharala Auto Industry, Bahawalpur	SUTLEJ DA-70, 70cc motorcycle
40	M/s Ascend Engineering (Pvt) Ltd., Lahore	SAALAR 200cc 4-stroke auto rickshaw
		SALAAR 200CC 4-STROKE (WATER COOLED) 7 SEATER AUTO RICKSAHW
		SALAAR-150, 150cc Cargo Loader
41	M/s Jilani Auto Industry, Hyderabad	Lucky LD-70, 70cc motorcycle
42	M/s United Motors Company, Hyderabad	Shine Star-70, 70cc motorcycle
43	M/s Raza Motor Industries, Okara	Gold Star GS-70, 70cc motorcycle
		Gold Star GS-100, 100cc motorcycle
		Rebon HC-70, 70cc motorcycle
44	M/s Paklanad Auto Industries (Pvt) Ltd., Lahore	Pak Speed PS-70, 70cc motorcycle
		Pak Speed PS-100, 100cc motorcycle
45	M/s Shahbaz Motor Automobile Industries, Hyderabad	HI-NXG HD-70, 70cc motorcycle
		Fit Star FD-70, 70cc motorcycle
		HI-NXG DELUXE HD-100, 100cc motorcycle
		Fit Star FD-100, 100cc motorcycle
		Fit Star FG-125, 125cc motorcycle
46	M/s A.R Motors Industries, Mardan	Classic AR-70, 70cc motorcycle
		Classic CC-150, 150cc Cargo Loader
		Classic CC-200, 200cc Cargo Loader
		Classic AR-100, 100cc motorcycle
		Classic AR-125, 125cc motorcycle
		Classic CR-200, 200cc auto rickshaw (7 seater)
		Classic CC-110, 110cc Cargo Loader
		Classic CC-100, 100cc Cargo Loader

47	M/s Haji Motors, Hyderabad	Express E-70, 70cc motorcycle
48	M/s MS Automobile (Pvt) Ltd., Sahiwal	MS Jaguar-70, 70cc motorcycle MS Jaguar-100, 100cc motorcycle
49	M/s Ohad Motors (Pvt) Ltd., Lahore	Metro MR-70, 70cc motorcycle Metro MR-100, 100cc motorcycle Metro MR-125, 125cc motorcycle Metro MR-150A, 150cc Cargo Loader Metro MR-200A, 200cc Cargo Loader Metro MR-100A, 100cc motorcycle rickshaw
50	M/s Euro Asia Motors, Lahore	Euro Asia 200cc 4-stroke auto rickshaw (3 seater) Euro Asia 200cc 4-stroke auto rickshaw (7 seater) Euro Asia-150 150cc Cargo Loader
51	M/s Lal Din Rickshaw (Pvt) Ltd., Lahore	Lal Din LD-200cc Auto Rickshaw (3 Seater) Lal Din LD-150, 150cc Cargo Loader Lal Din LD-200, 200cc Cargo Loader Lal Din LD-100, 100cc Motorcycle Rickshaw Lal Din LD-100, 100cc Motorcycle Lal Din LD-100, 100cc Cargo Loader
52	M/s Pak Star Enterprises, Swat	Pak Star PS-200cc Auto Rickshaw
53	M/s K.K. Auto Industry, Rahim Yar Khan	Silver Star-70, 70cc Motorcycle
54	M/s Jay Kay Engineering (Pvt) Ltd., Lahore	Hercules-200, 200cc Auto Rickshaw Hercules-100, 100cc Cargo Loader
55		Hercules-150, 150cc Cargo Loader
56	M/s New Asia Vehicles (Pvt) Ltd., Lahore	New Asia NAV-70, 70cc Motorcycle New Asia NAV-100, 100cc Motorcycle New Asia NAV-125, 125cc Motorcycle New Asia NAS-100, 100cc Scooter New Asia NAS-150, 150cc Scooter New Asia NAS-80, 80cc Scooter
57	M/s Glory Auto Industries (Pvt) Ltd., Lahore	Glory GL-200, 200cc Auto Rickshaw (3 Seater) Glory GLS-200, 200cc Auto Rickshaw (7 Seater) GLORY GCL-150, 150cc Cargo Loader GLORY GCL-200, 200cc Cargo Loader
58	M/s Eiffel Industries Ltd., Kasur	Road Prince RP-70, 70cc Motorcycle Road Prince-100, 100cc Motorcycle Road Prince-110, 110cc Motorcycle Road Prince-100, 100cc Motorcycle Rickshaw Road Prince 110cc Motorcycle Rickshaw Road Prince RP-125, 125cc motorcycle Road Prince RP-150, 150cc motorcycle Road Prince RP-150L, 150cc Cargo Loader Road Prince RP-200L, 200cc Cargo Loader

		Road Prince 200 4-Stroke Auto Rickshaw
		Road Prince RP-250, 250cc motorcycle
		Road Prince RP-100, 100cc Cargo Loader
		Road Prince RP-110, 110cc Cargo Loader
59	M/s Punjnad Auto Industry, Rahim Yar Khan	Rider PA-70, 70cc Motorcycle
60	M/s A.R.B. Automobile Industries, Hyderabad	Indus SI-70, 70cc Motorcycle
61	M/s K.K. Auto Industries, Tando Allahyar	Kait KK-70, 70cc Motorcycle
62	M/s Fateh Mills Ltd., Hyderabad	Fateh FM-150, 150cc Cargo Loader
		Fateh FM-200, 200cc Cargo Loader
		Fateh FM-250, 250cc Cargo Loader
63	M/s Elite Auto Industry (Pvt) Ltd., Karachi	Elite Sawari EAI-70, 70cc Motorcycle
		Elite Sawari EAI-200, 200cc Auto Rickshaw
		Elite Sawari EAI-150, 150cc Cargo Loader
		Elite Sawari EAI-200, 200cc Cargo Loader
		Elite Sawari EAI-100, 100cc Motorcycle
		Elite Sawari EAI-100, 100cc Cargo Loader
		Elite Sawari EAI-125, 125cc Motorcycle
		Elite Sawari EAI-125, 125cc Cargo Loader
64	M/s Pak Asia Auto Company (Pvt) Ltd., Mardan	Pak Asia PA-70, 70cc Motorcycle
		Pak Asia PA-150, 150cc Cargo Loader
		Pak Asia PA-200, 200cc Cargo Loader
		Pak Asia PA-200, 200cc Auto Rickshaw (3 Seater)
		Pak Asia PA-100, 100cc Cargo Loader
65	M/s Khushal Auto Company, Pabbi	Khushal KH-150, 150cc Cargo Loader
		Khushal KH-200, 200cc Cargo Loader
66	M/s Sindh Auto Industries (Pvt) Ltd., Hyderabad	Impress IM-70, 70cc Motorcycle
67	M/s AK Motorcycle Industries (Pvt) Ltd., Nowshera	Safari SD-70, 70cc Motorcycle
		Safari SD-100, 100cc Motorcycle
		AK Junoon Force JFCL-150, 150cc Cargo Loader
		Safari SAR-200, 200cc Auto Rickshaw (3 Seater)
68	M/s Icon Motors, Hyderabad	Civeec Star C-70, 70cc Motorcycle
		EXCEL EX-70, 70cc Motorcycle
69	M/s Pakistan Motors, Hyderabad	Glaxy PM-70, 70cc Motorcycle
		Glaxy PM-100, 100cc Motorcycle
		Glaxy PM-125, 125cc Motorcycle
		Glaxy PM-150, 150cc Cargo Loader
70	M/s Waleed Trading Company, Faisalabad	Road King RK-70, 70cc Motorcycle
		Road King RK-100, 100cc Motorcycle
		Road King RK-125, 125cc Motorcycle
		Road King RK-150, 150cc Cargo Loader

71	M/s Nobel Metal Engineering Works, Karachi	Hi-Power HP-100, 100cc Cargo Loader
		Hi-Power HP-150, 150cc Cargo Loader
		Hi-Power HP-200, 200cc Cargo Loader
		Hi-Power HP-200, 200cc Auto Rickshaw (3 Seater)
		Hi-Power HP-200, 200cc Auto Rickshaw (5 Seater)
		Hi-Power HP-100, 100cc Motorcycle
72	Ms Madni Auto Industry (Pvt) Ltd., Kotri	Prime MA-70, 70cc Motorcycle
		Prime MA-100, 100cc Motorcycle
		Prime MA-125, 125cc Motorcycle
73	M/s La He Trading International (Pvt) Ltd., Faisalabad	Yuan Jun 3-Wheeler Rickshaw (Electric Vehicle)
		Yuan Jun 3-Wheeler Cargo Loader (Electric Vehicle)
		Yuan Jun 2-Wheeler Motorcycle (Electric Vehicle)
74	M/s Emerging Innovation (Pvt) Ltd., Karachi	Revolt RV-70, 70cc Motorcycle
75	M/s Automotive Industries, Hyderabad	Star SD-70, 70cc Motorcycle
		Star SD-125, 125cc Motorcycle
76	M/s Sara Automobile Industries (SMC-Pvt) Ltd., Karachi	Union Star US-70, 70cc Motorcycle
		Union Star US-100, 100cc Motorcycle
		Union Star US-125, 125cc Motorcycle
		Union Star US-150, 150cc Cargo Loader
		Diamond SD-70, 70cc Motorcycle
77	M/s MBW Auto Industry, Gujranwala	MBW Super MB-70, 70cc Motorcycle
		MBW Super MB-100, 100cc Motorcycle
78	M/s Imperial Engineering Company, Lahore	Imperial IM-70, 70cc Motorcycle
		Imperial IM-100, 100cc Motorcycle
		Imperial MR-100, 100cc Motorcycle Rickshaw
		Mazboot ML-100, 100cc Cargo Loader
		Mazboot ML-150, 150cc Cargo Loader
79	M/s Fusion Engineering (Pvt) Ltd., Lahore	Road Star RS-70, 70cc Motorcycle
		Road Star RS-100, 100cc Motorcycle
		Road Star RSCL-100, 100cc Cargo Loader
		Road Star RSCL-150, 150cc Cargo Loader
80	M/s Super Rozgar Motorcycle, Quetta	Rock SR-70, 70cc Motorcycle
		Super Rozgar SR-150, 150 Cargo Loader
		Super Berang SRB-150, 150 Cargo Loader
		Super Zarang SRZ-150, 150 Cargo Loader
81	M/s Yamaha Motor Pakistan (Pvt) Ltd., Karachi	Yamaha YBR-125, 125cc Motorcycle (2TB)
		Yamaha YBR-125 G, 125cc Motorcycle (B83)
		Yamaha YB-125 Z, 125cc Motorcycle (BC8)
		Yamaha YB-125 Z DX, 125cc Motorcycle
82	M/s Rofi & Sons Motors, Karachi	Super Burraq RS-70, 70cc Motorcycle
83	M/s Classic Star Auto Industry, Mianwali	Classic Star CS-70, 70cc Motorcycle
		Classic Star CS-100, 100cc Motorcycle
		Classic Star CS-100, 100cc Motorcycle Rickshaw

84	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)
85	TBM Automobile (Pvt) Ltd., Lahore	TBM Tariq TBM-70, 70cc Motorcycle
		TBM Tariq TBM-100, 100cc Motorcycle
		TBM Tariq TBM-100LD, 100cc Cargo Loader
		TBM Tariq TBM-150LD, 150cc Cargo Loader
		TBM Tariq TBM-100, 100cc Motorcycle Rickshaw
		TBM Tariq TBM-200LD, 200cc Cargo Loader
86	M/s M.M. Automobile Industries, Karachi	Hundyas MM-70, 70cc Motorcycle
		Hundyas MM-100, 100cc Motorcycle
		Hundyas MM-125, 125cc Motorcycle
87	M/s Prime Star Automobiles (Pvt) Ltd., Lahore	Prime Star PS-70, 70cc Motorcycle
		Prime Star PS-100, 100cc Motorcycle
		Prime Star PS-100, 100cc Motorcycle Rickshaw
		Prime Star PS-150, 150cc Cargo Loader
88	M/s Winning Team Auto Industries, Hyderabad	Super Speed SS-70, 70cc Motorcycle
		Super Speed SS-100, 100cc Motorcycle
89	M/s SS Motor Industries (pvt) Ltd., Batkehl	Winner Force W-70, 70cc Motorcycle
		Winner Force W-100, 100cc Motorcycle
		Winner Force W-125, 125cc Motorcycle
		Winner Force WCL-100, 100cc Cargo Loader
		Winner Force WCL-150, 150cc Cargo Loader
		Winner Force W-200, 200cc Auto Rickshaw (7 Seater)
90	M/s Shelby Motosports (Pvt) Ltd., Kamalia	Shelby SN-150, 150cc Motorcycle
91	M/s Ridersmania Motorbike (Pvt) Ltd., Rawalpindi	Ridersmania RMC-70, 70cc Motorcycle
		Ridersmania RMC-100, 100cc Motorcycle
92	M/s Star Asia Tech Industries (Pvt) Ltd., Lahore	Star Asia SA-150, 150cc Cargo Loader

LIST OF HCV (TRACTORS /BUSES/TRUCKS/PRIME MOVERS) MANUFACTURERS JAN-DEC 2021

	TRACTOR
S/N	Manufacturer/ Assembler
1	M/s Millat Tractors Limited, Lahore
2	M/s Al-Ghazi Tractors Ltd, DG KHAN
3	M/s P.M. Auto Industries, Hyderabad

BUSES/ TRUCKS/ PRIME MOVERS

S/N	MANUFACTURER/ ASSEMBLER
1	M/s Hinopak Motors Ltd., Karachi
2	M/s Ghandhara Nissan Ltd., Karachi
3	M/s Ghandhara Industries Ltd., Karachi
4	M/s Master Motor Corporation, Karachi
5	M/s Afzal Motors (Pvt) Ltd., Karachi
6	M/s Daewoo Pak Motors (Pvt) Ltd., Karachi
7	M/s Bibojee Services (Pvt) Ltd., Karachi
11	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi
12	M/s Fuso Master Motors (Pvt) Ltd., Karachi
13	M/s Ghandhara DF (Pvt) Ltd., Karachi
14	M/s Foton JW Auto Park (Pvt) Ltd., Lahore
15	M/s Master Changan Motors Ltd., Karachi
16	M/s Khalid & Khalid Holdings, Rawalpindi
17	M/s Al-Haj Bus Co. Ltd., Karachi

LIST OF EV MANUFACTURERS JAN-DEC 2021

Sr. No	Name of OEM	Vehicle/Model
1	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)
2	M/s Sagar Engineering Works Ltd., Lahore	Sagar Mini Cab Electric Auto Rickshaw Sagar Mini Cab Swappable Electric Auto Rickshaw Sagar Tempo 3 - Wheeler Electric Loader
3	M/s Plum Qingqi Motors Ltd., Lahore	Qingqi QM-70(Electric Motorcycle)
4	M/s La He Trading International (Pvt) Ltd., Faisalabad	Yuan Jun 2 Wheeler (Electric Motorcycle)
5	M/s Elite Auto Industry (Pvt) Ltd., Karachi	Elite Sawari EAI-2KW (Electric Motorcycle) Elite Sawari EAI-3KW(Electric Motorcycle)
6	M/s Treet Holding Ltd., Lahore	Treet Voltaic TV -70 Electric Motorcycle

PRODUCTION FIGURES FOR VEHICLES JAN-DEC 2021

TRACTORS (UNITS)														
S. No.	Manufacturer / Assembler	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-Dec 2021
1	M/s Millat Tractors Limited, Lahore	3,374	2,934	3,612	3,189	2,957	3,499	3,240	3,171	1,259	3,177	3,226	3,436	37,074
2	M/s Al-Ghazi Tractors Ltd, DG KHAN	237	1,417	1,842	1,485	1,148	1,555	1,360	1,492	2,011	1,717	1,381	1,475	17,120
3	M/s P.M. Auto Industries, Hyderabad	-	-	3	10	5	12	9	12	12	10	1	2	76
GRAND TOTAL		3,611	4,351	5,457	4,684	4,110	5,066	4,609	4,675	3,282	4,904	4,608	4,913	54,270

ANNEX-VI

BUSES/ TRUCKS/ PRIME MOVERS (UNITS)														
S. No.	Manufacturer/ Assembler	Jan -21	Feb -21	Mar -21	Apr -21	May- 21	Jun- 21	Jul- 21	Aug- 21	Sep-21	Oct- 21	Nov- 21	Dec- 21	Jan-Dec 2021
1	M/s Hinopak Motors Ltd., Karachi	46	72	58	55	74	52	82	98	100	88	60	82	867
2	M/s Ghandhara Nissan Ltd., Karachi	60	84	-	132	47	181	72	54	144	162	158	22	1,116
3	M/s Ghandhara Industries Ltd., Karachi	51	164	192	222	258	296	174	354	393	333	303	362	3,102
4	M/s Master Motor Corporation, Karachi	84	77	130	134	78	145	111	79	166	87	28	68	1,187
5	M/s Afzal Motors (Pvt) Ltd., Karachi	12	6	6	6	6	9	9	6	8	8	8	6	90
6	M/s Daewoo Pak Motors (Pvt) Ltd., Karachi	4	5	6	6	7	8	8	7	2	4	-	-	57
7	M/s Bibojee Services (Pvt) Ltd., Karachi	-	-	-	-	-	-	-	-	6	-	-	-	6
11	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi	162	134	127	105	189	292	152	154	121	172	255	266	2,129
12	M/s Fuso Master Motors (Pvt) Ltd., Karachi	34	37	83	13	25	78	42	70	97	69	103	25	676
13	M/s Ghandhara DF (Pvt) Ltd., Karachi	45	12	12	-	13	24	12	12	-	18	12	12	172
14	M/s Foton JW Auto Park (Pvt) Ltd., Lahore	128	122	144	120	141	253	148	96	96	205	91	80	1,624
15	M/s Master Changan Motors Ltd., Karachi	-	-	-	-	-	-	10	-	9	-	-	1	20
16	M/s Al-Haj Bus Co. Ltd., Karachi	-	-	-	-	-	-	-	-	-	-	-	-	-
GRAND TOTAL		626	713	758	793	838	1,338	820	930	1,142	1,146	1,018	924	11,046

ANNEX-VI

CARS / SUVs / LCVs (UNITS)														
S. No.	Manufacturer/ Assembler	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-Dec 2021
1	M/s Pak Suzuki Motor Co. Ltd., Karachi	8,332	8,437	10,398	8,562	8,167	10,602	10,290	11,850	11,452	9,918	9,701	14,183	121,892
2	M/s Indus Motor Co. Ltd., Karachi	5,498	4,327	6,815	5,513	4,887	6,028	5,263	5,157	6,476	6,655	6,551	6,018	69,188
3	M/s Honda Atlas Cars (Pakistan) Ltd., Lahore	2,280	2,388	3,115	2,330	1,975	3,461	2,573	2,950	3,503	2,601	3,016	4,702	34,894
4	M/s Ghandhara Nissan Ltd., Karachi	24	84	-	96	11	127	72	36	144	144	86	22	846
5	M/s Ghandhara Industries Ltd., Karachi	15	14	22	38	30	45	30	45	75	45	45	30	434
6	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi	72	73	82	70	120	113	70	67	53	63	132	139	1,054
7	M/s Regal Automobile Industries Ltd. Lahore	324	257	316	272	266	550	537	424	613	552	612	460	5,183
8	M/s United Motors (Pvt) Ltd., Lahore	35	-	25	50	88	52	21	19	10	19	40	60	419
9	M/s Master Changan Motors Ltd., Karachi	134	41	308	432	194	849	704	1,001	954	881	1,170	908	7,576
10	M/s Lucky Motors Pakistan Ltd., Lahore	2,752	2,652	1,710	1,845	1,600	1,611	1,021	1,855	1,585	1,125	2,802	2,112	22,670
11	M/s Hyundai Nishat Motor (Pvt) Ltd., Lahore	489	543	991	621	425	617	465	621	788	837	602	509	7,508
12	M/s Sazgar Engineering Works Ltd., Lahore	-	-	-	-	3	9	1	6	18	9	3	12	61
13	M/s Al-Haj Automotive Ltd., Karachi	-	-	-	-	-	-	-	-	-	6	49	177	232
GRAND TOTAL		19,955	18,816	23,782	19,829	17,766	24,064	21,047	24,031	25,671	22,855	24,809	29,332	271,957

CAR PRICES TREND JAN-DEC, 2021

\$ Rate in June-21	\$ Rate in July-21	\$ Rate in December-21
1\$= 157.68	1\$= 162.43	1\$= 177.89

Pak Suzuki Motor Company Ltd

Models	Jun-21	Jul-21	Dec-21
Alto 660 VX	1,198,000	1,113,000	1,274,000
Alto 660 VXR	1,433,000	1,335,000	1,508,000
Alto 660 VXL	1,633,000	1,521,000	1,704,000
Wagon-R VXR	1,640,000	1,530,000	1,760,000
Wagon-R VXL	1,730,000	1,610,000	1,852,000
Wagon-R AGS	1,890,000	1,760,000	2,024,000
Cultus VXR Euro II	1,780,000	1,655,000	1,904,000
Cultus VXL	1,970,000	1,830,000	2,105,000
Cultus AGS	2,130,000	1,975,000	2,272,000
Swift AT Navi	2,210,000	2,148,000	Disc
Swift DLX Navi	2,030,000	1,972,000	Disc
Bolan (800 cc)	1,134,000	1,049,000	1,149,000

www.paksuzuki.com.pk

Indus Motor Company Ltd

Models	Jun-21	Jul-21	Dec-21
Corolla MT 1.6	3,219,000	3,109,000	3,299,000
Corolla AT 1.6	3,369,000	3,249,000	3,449,000
Corolla AT 1.6 SE	3,699,000	3,599,000	3,799,000
Corolla X Altis CVT-i 1.8	3,699,000	3,579,000	3,779,000
Corolla X Altis Grande CVT-i 1.8 (Beige Interior)	3,979,000	3,869,000	4,079,000
Corolla X Altis Grande CVT-i 1.8 (Black Interior)	3,999,000	3,889,000	4,099,000
Yaris GLI (1.3) GLI MT	2,509,000	2,409,000	2,549,000
Yaris GLI (1.3) GLI CVT	2,689,000	2,589,000	2,749,000
Yaris ATIV (1.3) MT	2,619,000	2,519,000	2,679,000
Yaris ATIV (1.3) CVT	2,769,000	2,669,000	2,849,000
Yaris ATIV X (1.5) MT	2,829,000	2,719,000	2,899,000
Yaris ATIV X (1.5) CVT	2,999,000	2,899,000	3,099,000
Hilux 4x2	3,889,000	3,819,000	4,019,000
Hilux 4x2 S/C UPSPEC	3,919,000	3,849,000	4,049,000
Hilux Deckless	3,639,000	3,569,000	3,769,000
Hilux 4x4	-	-	-
Hilux E	5,959,000	5,859,000	6,149,000
Hilux 4x4 D/C REVO G MT	6,549,000	6,429,000	6,759,000

Hilux 4x4 D/C REVO G AT	6,899,000	6,779,000	7,109,000
Hilux 4x4 D/C REVO V AT	7,499,000	7,379,000	7,779,000
Hilux 4x4 D/C REVO ROCCO	-	-	-
FORTUNER SIGMA 4 (4X4 Hi)	9,649,000	9,269,000	9,849,000
FORTUNER V (4X4 Hi)	9,299,000	8,899,000	9,399,000
FORTUNER G (4X2 Std)	7,999,000	7,649,000	8,149,000
FORTUNER Legender (4X4 Diesel)	-	-	-

<http://www.toyota-indus.com>

Honda Cars Pakistan Motors Company			
Models	Jun-21	Jul-21	Dec-21
Civic i-VTEC (1.8)	3,729,000	3,614,000	3,979,000
Civic i-VTEC Oriol (1.8)	3,979,000	3,864,000	4,259,000
Civic 1.5 RS Turbo	4,699,000	4,564,000	5,049,000
Honda City 1.2 MT	-	2,599,000	2,729,000
Honda City 1.2 CVT	-	2,769,000	2,949,000
Honda City 1.5 CVT	-	2,899,000	3,069,000
Honda City Aspire 1.5 MT	-	3,019,000	3,199,000
Honda City Aspire 1.5 CVT	-	3,189,000	3,369,000
BRV i-VTEC S	3,479,000	3,374,000	3,599,000

<https://honda.com.pk>

United Motors			
Models	Jun-21	Jul-21	Dec-21
United Bravo (800 cc)	1,099,000	1,030,000	1,149,000
United Alpha (1000 cc)	1,395,000	1,259,000	1,399,000

unitedcars.com.pk

Al-Hajj Faw Motors			
Models	Jun-21	Jul-21	Dec-21
Faw V2	1,609,000	1,609,000	1,609,000
Faw Van X-PV	1,265,000	1,265,000	1,265,000

alhajfaw.com

Al-Hajj Automotive			
Models	Jun-21	Jul-21	Dec-21
Saga MT	-	-	2,149,000
Saga AT	-	-	2,299,000
Saga Ace	-	-	2,399,000
Proton X70 Executive AWD	-	-	4,590,000
Proton X70 Premium FWD	-	-	4,890,000

proton.com.pk

Regal Automobile Ltd			
Models	Jun-21	Jul-21	Dec-21
Prince (Pearl)	1,199,000	1,113,000	1,299,000
Glory 580 1.5 CVT Turbo	4,299,000	4,229,000	4,384,000

Glory 580 1.8 CVT	4,449,000	4,379,000	4,534,000
Glory 580 Pro 1.5T	4,699,000	4,610,000	4,765,000
regalautomobiles.com			

Lucky Motor Corporation

Models	Jun-21	Jul-21	Dec-21
Picanto 1.0 (MT)	1,899,000	1,781,000	2,050,000
Picanto 1.0 (AT)	2,049,000	1,922,000	2,150,000
Sportage 2.0 Alpha	4,399,000	4,294,000	4,650,000
Sportage 2.0 (FWD)	4,899,000	4,782,000	5,150,000
Sportage 2.0 (AWD)	5,399,000	5,270,000	5,650,000
Sorento 2.4 (FWD)	6,999,000	6,836,000	6,836,000
Sorento 2.4 (AWD)	7,999,000	7,812,000	7,812,000
Sorento 3.5 (FWD)	8,399,000	8,203,000	8,203,000
Stonic Ex	-	-	3,660,000
Stonic Ex +	-	-	3,880,000

www.kia-luckymotorcorp.com

Master Changan Motor

Models	Jun-21	Jul-21	Dec-21
Alsvin 1.3 Comfort MT	2,199,000	2,149,000	2,424,000
Alsvin 1.5 Comfort DCT	2,450,000	2,399,000	2,674,000
Alsvin 1.5 Lumiere	2,650,000	2,589,000	2,864,000
Karvaan MPV	1,490,000	1,399,000	1,674,000
Karvaan MPV Plus	1,640,000	1,539,000	1,814,000

www.changan.com.pk

Hyundai Nishat

Models	Jun-21	Jul-21	Dec-21
Tucson 2.0 FWD A/T	5,099,000	4,979,000	5,179,000
Tucson 2.0 AWD A/T	5,599,000	5,469,000	5,669,000
Elantra 2.0 A/T	4,049,000	3,899,000	3,999,000
Sonata 2.0 A/T	-	6,399,000	6,499,000
Sonata 2.5 A/T	-	7,099,000	7,299,000

www.hyundai-nishat.com

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