



Industrial Bulletin

September - December 2022

VOLUME - VIII

WORKSHOP ON SOLAR PANEL & ALLIED EQUIPMENT MANUFACTURING POLICY

A workshop on Solar Panel & Allied Equipment Manufacturing Policy was organized by Engineering Development Board on 4th October, 2022 at Islamabad with an aim to consult stakeholders on the proposed policy for local manufacturing of Solar Panels and Allied Equipment. The purpose of the consultative workshop was to get input from the stakeholders on the draft policy and to improve the policy framework with the basic objective to provide a level playing field for encouraging local manufacturing for import substitution and creating surplus for export. Federal Minister for Industries & Production, Syed Murtaza Mahmud, graced the occasion as Chief Guest.

CEO-EDB while addressing the participants opined that if the industry is able to meet local demand for solar panels in line with the government's plans, the expected volumes can bring local manufacturing costs down to a level where exports can also be generated from the sector. He assured that EDB is available for all the requisite support and facilitation to the local manufacturers to work for this task of national importance.

Mr. Almas Hyder, Chairman-EDB, appreciated all the stakeholders from government and private sector for their keen interest and enthusiastic participation in the workshop. He informed that over the last few months, extensive consultations have been held with the stakeholders and all the findings were shaped up in the form of draft of Solar Policy. Earlier the draft policy was put up to the EDB Board of Management who advised to share with stakeholders to seek further inputs and suggestions through a consultative workshop.



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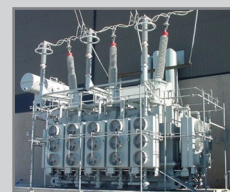
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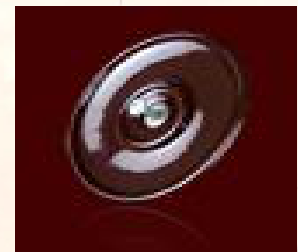
- Disc Insulators up to 160 KN
- Line and Station Post Insulators
- Pin Type Insulators
- Hollow Insulators Up to 245 kV
- Disconnect Switches Up to 245 kV
- Surge Arrester Up to 420 kV
- Bushings
- Cutouts
- RTV Coating JV
(Chengdu Taly Technology Co. Ltd)
- Current/ Potential Transformer JV
(EMEK Elektrik Endustrisi A.S)



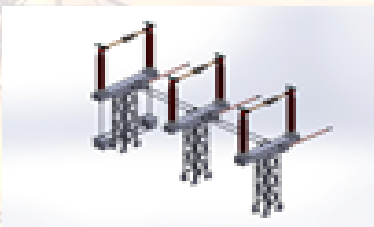
Tension / Suspension
Insulator (Normal Type)



Tension / Suspension
Insulator (Fog Type)



Tension / Suspension
Insulator (Aeroform Type)



Disconnecter Bus / Line



Surge Arrester 220 & 132kV



Line & Station Post
Insulator



Long Rod Insulator

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ISO 9001-2015.

Federal Minister for Industries & Production, Syed Murtaza Mahmud, in his closing remarks, recognized the formulation of solar policy as need of the hour in view of the energy situation the country is facing. The minister informed that the Prime Minister had already approved a plan to generate 10,000 MW from solar energy to overcome the energy crises and emphasized on an urgent need to look for opportunities for promoting and incentivizing local manufacturing of Solar Panels and Allied Equipment to tap Pakistan's energy demand. The Federal Minister appreciated the efforts of Engineering Development Board on preparation of policy document on Solar Panel and Allied Equipment Manufacturing.

Policy Vision:

1. To make Pakistan a regional hub for manufacturing solar panels and allied equipment.
2. To facilitate investors for solar panel manufacturing to serve domestic as well as export markets.
3. To achieve progressive value addition and eco system.

Policy Objectives:

- 1 To develop Tier 1 local solar equipment manufacturing, skilled human resource and technology transfer.
- 2 Enable private sector investment in all segments of Solar Panels and Allied Equipment manufacturing.
- 3 Encourage investment in solar cell manufacturing in Pakistan for local as well as international market.
- 4 Encourage integration of the local industry with the global solar system supply/value chain.
- 5 Meet the objective of generating employment through Green Economy initiatives.
- 6 Encourage development of a solar manufacturing eco-system through supporting developing of affiliated industry such as solar inverter, solar pump drive and solar battery, etc.
- 7 Support development of an internationally accredited testing system for Solar Panels and Allied Equipment within the country.

Policy Interventions/Recommendations:

1. Exemption from all duties & taxes on import of Plant, Machinery, Equipment and Materials for new, BMRE of panels plants, parts and allied equipment manufacturers.
2. Exemption from duties and taxes on import of inputs (CKD & raw materials, sub-components, components, sub-assemblies) used in manufacturing of solar panels, parts and allied equipment.
3. Equal treatment in Sales Tax for local manufacturers' viz-a-viz importers.
4. Exemption from deduction of withholding tax on locally manufactured panels
5. Exemption from Minimum Turnover Tax on local manufacturers of solar equipment.
6. Inclusion of Solar equipment in DLT scheme.
7. R & D support on export of solar panels and allied equipments.
8. Set-up of R & D facilities for Solar PV Modules, parts and allied equipment.
9. Government support in obtaining international certification like CE, TUV, UL, EU certification, etc.
10. Tax Holidays for existing, setting-up new plant and BMRE of Solar Panel and allied equipment manufacturers.
11. Preference to the locally made panels in government procurement.
12. Government procurements / projects of solar energy to have a share for local panels.
13. Bank financing / loans at low interest rates for setting up local manufacturing solar cells & panels plants.
14. Government support in establishing international standard laboratories within the country which are capable to perform all requisite tests for quality/standards of Panels and Allied equipment.
15. Land/ infrastructure to be given to solar park developers & solar panels manufacturing plants on priority.
16. One-Window facilitation for setting up of solar power plants around all cities.
17. Constitution of a Solar Policy Implementation and Review Committee.
18. A consistent 10 years policy framework for solar panels, parts & allied equipment manufacturing industry to enable long term investment by domestic & global companies.



VISIT OF SPECIAL ASSISTANT TO PRIME MINISTER FOR INDUSTRIES & PRODUCTION TO ENGINEERING DEVELOPMENT BOARD

Special Assistant to Prime Minister for Industries and Production, Mr. Tasneem Ahmed Qureshi, visited Engineering Development Board on 16th November, 2022 where he was given a briefing on EDB by the CEO-EDB and his team. He was informed that EDB has been tasked by the government to formulate and coordinate all government policies relating to the engineering sector and develop a long-term vision for the development of the engineering sector. EDB works with various engineering clusters for their uplift, development,

stakeholders including local manufacturers of respective industries, academia, users, and relevant organizations & departments in the federal and provincial governments to finalize these policies. It is hoped that EDB shall soon submit these policies to relevant forums for approval. He also informed that in addition to the policies, EDB manages various government regulations for the benefit of the local engineering industry.



import substitution and exports enhancement. A number of policies have been formulated to provide a long-term roadmap for development of certain sectors of the engineering industry. Under EDB's Mobile Device Manufacturing Policy spearheaded by EDB, local manufacturing of mobile devices have been incentivized and more than 30 manufacturing concerns have been established for locally producing mobile handsets and the share of local manufacturing has reached 92% of total mobile phones sold in 2021. All the major international players like Samsung, Nokia, Vivo, Oppo, Xiaomi, Tecno, Infinix etc have started manufacturing in Pakistan and approximately USD 75 Million invested and 11,000+ skilled jobs have been created so far. CEO-EDB briefed that under Automotive Industry Development and Export Plan (AIDEP 2021-26), which is a continuation of previous policies for the automotive sector and includes major incentives for promotion of localization and import substitution, new product development in tractors and motorcycles, promotion of new technologies including EVs and hybrids to target export markets.

Major policies under development by EDB include Solar Panels Manufacturing Policy, Agriculture Implements Manufacturing Policy and Petrochemical Policy. Over the last few months, extensive consultations have been held with the

Mr. Tasneem Ahmed Qureshi appreciated the steps being taken by EDB for the engineering industry and assured his support in facilitating the local industry. He believed that with little investment, the engineering industry can be promoted to become a leading export sector of the economy. He emphasized the need for all the organizations under Mol & P to work together to address the issues being faced by engineering industry and increase its contribution to GDP, employment generation and exports enhancement. He directed EDB to develop feasibilities and models for entrepreneurs and investors especially in second tier cities of the country to encourage them to invest in the industrial sector, which can then be shared with them through the relevant chambers of commerce and industry.



52nd MEETING OF EDB'S BOARD OF MANAGEMENT

52nd Meeting of EDB's Board of Management was held on 21st October, 2022 at Lahore on a single point agenda item, which was to review the "Current situation of the Engineering Industry of Pakistan and propose way forward to the Government." The meeting was attended by majority of the Board Members.

CEO, EDB gave a brief background of the subject, which started with the State Bank of Pakistan (SBP) issuing circular no 9 & 11 of 2022 which defined a restrictive mechanism of obtaining prior approval of SBP for import of goods, especially under HS Codes/Goods category 84 & 85, and which has severely and



adversely impacted the normal business operations across the industry, especially engineering sectors. Under this regime,



authorized Dealers/Banks were directed to seek prior permission from Foreign Exchange Operations Department (FEOD), SBP-BSC before initiating transactions for import of certain goods. He informed that as a result of these restrictions LSM showed a decline of 16.4% in July 2022 as compared to the same period of the previous year and that subsequent decline is expected to be worse.

Limited quota-based imports were allowed in Aug-Sept, however, sector specific problems continued. A Committee was constituted to monitor the implementation which comprised of Secretary MoIP, Secretary Commerce & Deputy Governor SBP. With CEO EDB as co-opted member.

The Board members representing their respective sectors were of the view that the said restrictions has resulted in low capacity utilization in various engineering manufacturing sectors including automobile sector, auto part manufacturers, domestic appliances, power equipment and mobile phone manufacturing companies, and has resulted in lay-offs & increase in non-production days. Imports practically stopped after May 20, 2022 till August 2022 when this regime was put in place.

The Board directed that recommendations from various engineering sectors through their respective associations be solicited and the same communicated to the Government.

4th MEETING OF CEO'S COMMITTEE

The 4th meeting of CEO's Committee was held on 19th September, 2022 at Surgical Instrument Manufacturing Association of Pakistan (SIMAP) office, Sialkot. Chaired by Syed Murtaza Mahmud, Federal Minister for Industries & Production, the meeting was attended by Chairman EDB, CEO EDB and senior officials of EDB, TEVTA, NAVTTC, TUSDEC, NPO and SIMAP.

The Federal Minister for I & P said that an export target of US\$ 5 billion requires to be set for the industry which is only achievable if the industry would graduate from traditional instrument manufacturing to medical devices manufacturing and become a hub for global supply. For this purpose the industry needs to identify the bottlenecks so that the government can define future roadmap for bringing innovations and value addition in the product lines.

Chairman EDB informed that the industry must

immediately start working for MDR compliance otherwise there will be a dip in the exports of surgical exports. The Minister assured full support of the government to address the challenges faced by the surgical instruments manufacturing industry of the country and advised the entire relevant departments under the Ministry to coordinate with the companies so they can acquire technologies, certifications, infrastructure and expertise.

The Minister for I&P appreciated EDB for organizing the meeting and coordinating with the concerned departments from MoIP and provinces. Later, Minister for I&P along with the EDB team members visited EPZA – Sialkot, to discuss their issues. He saw a manufacturing facility as well as met with a delegation from the industries. The Federal Minister assured his Ministry's full support for resolving their problems.

5th CEO'S COMMITTEE MEETING

Syed Murtaza Mahmud, Federal Minister for Industries & Production chaired the 5th meeting of CEO's Committee that was held on 14th December, 2022. Mr. Tasneem Qureshi, Special Assistant to PM on Industries & Production, Ms. Shahida Rehmani, Parliamentary Secretary (MoI&P), Mr. Imdadullah Bosal, Secretary for MoI&P, Mr. Almas Hyder, Chairman-EDB, Mr. Raza Abbas Shah, CEO-EDB and representatives of other organizations under MoI&P also attended the meeting.

During the meeting, Productivity Assessment Program (PAP) initiated by National Productivity Organization (NPO) was discussed in detail. NAVTTC informed that a course of "CNC Machinist Level -3" was developed and notified which is publicly available on NAVTTC website from where all the industries and stakeholders in surgical sector can get the desired advantage. Secretary I&P suggested that Master Trainers can be trained to carry out capacity building of other industries on the subject as well.

Surgical Instruments Manufacturing Association of Pakistan (SIMAP) gave an overview of industry and informed that compliance to the EU market entry regulations is a difficult task for the industry. SGS is operating in Pakistan to offer certification services however Govt was requested to invite some other certification bodies to start operations in Pakistan. Federal Minister for MoI&P proposed to establish one registered company which can export on behalf of the surgical sector. Secretary for I & P endorsed this idea to form a single company based on private sector entities for which proposal need to be worked out. SIMAP highlighted some other issues relating to exemption of GST and for establishing a rural vocational training centre to train female workers. Federal Minister for MoI&P endorsed the idea to design such subsidized training programmes to incentivize female participation.

CEO-PASDEC gave an overview of the sector and requested government intervention for procurement of latest mining machines, facilitation in participation in the international trade fairs / exhibitions and to establish warehouse in Xiamen, China and Italy. Mr. K.B.Ali, GM (SDG) EDB informed that EDB has jointly identified a number of products / sectors with TUSDEC, KTDMC and PITAC for localization through reverse engineering. In this regard, a number of meetings held with the stakeholders and the issues causing hindrances in localization through reverse engineering were identified pertaining to manufacturers, funding and taxation. CEO, EDB ensured to coordinate with the

main organizations having the requisite facilities i.e. TUSDEC, KTDMC & PITAC to define a roadmap for this exercise.



ENGINEERING DEVELOPMENT BOARD PROPOSED SUBSIDIZED E-BIKE SCHEME

In a move to reduce usage of costlier fuel and protection of environment, Engineering Development Board under the supervision of Ministry of Industries & Production has devised an Electric Bike (E-Bike) Scheme, under which EDB has proposed subsidized and bank financing plans to promote the use of Two Wheelers (E-Bikes) in the country. For success of the program, a number of subsidy models have been suggested.



The proposed Electric Bike (E-Bike) Scheme was also presented to the Federal Cabinet by Secretary Industries & Production on 23rd Dec, 2022. The cabinet was informed that the petrol-powered motorcycles in the country can be replaced by electric bikes in a phased manner.

It was further informed that using electric bikes (E-Bikes) will not only save fuel, but these eco-friendly electric bikes (E-Bikes) will also reduce carbon emissions. It was highlighted that there are currently 90 companies which are manufacturing motorcycles and auto rickshaws in Pakistan and these companies have the capacity to manufacture 6 million motorcycles annually. Besides this, EDB has also issued 22 licenses to companies to manufacture electric bikes (E-Bikes) in Pakistan.

The Federal Cabinet approved the scheme in principal and directed to submit a detailed plan regarding electric bikes (E-Bikes) to the Economic Coordination Committee (ECC), for further consideration and work on the financial model.



13th PUBLIC AND PRIVATE JOINT FORUM IN ASIAN REGION

13th Public and Private Joint Forum in Asian Region /27th Government /Industry meeting was held on 24th November, 2022 in Bali Indonesia organized by Japan Automobile Standards Internationalization Center (JASIC) FIA.

The meeting was attended by Mr. Asim Ayaz GM-policy. The representatives of various countries including Japan, China, South Korea, Vietnam, Philippines etc. elaborated the efforts of respective countries towards compliance of WP-29 Regulations and improvement of related infrastructure. The representative of Pakistan described the journey of Pakistan from becoming an official member of WP-29 Forum to adoption of 17 safety regulations and their enforcement through legal provision under SRO 656(1) 2006.



	Description	UN Regulations(UNRs)	Vehicle Category
Active Safety	Brakes	R13 & R 13H	Passenger Cars and Vans + Commercial Vehicles and Buses
	Steering	R 79	Passenger Cars and Vans
	Tyres	R30	Passenger Cars and Vans + Commercial Vehicles and Buses
	Lighting	R 48	Passenger Cars and Vans + Commercial Vehicles and Buses
	Lighting	R 48	Passenger Cars and Vans + Commercial Vehicles and Buses
Passive Safety	Safety Belts	R14 & R 16	Passenger Cars and Vans + Commercial Vehicles and Buses
	Anchorage & Belts		Passenger Cars and Vans + Commercial Vehicles and Buses
	Seats / Head Restraints	R17 & R 25	Passenger Cars and Vans
	Collision	R 94, R 95 & R 135	Passenger Cars and Vans
	Airbags	R 121, R114	Passenger Cars and Vans
General Safety	Safety Glazing	R43	Passenger Cars and Vans
	Mirrors & Cameras	R 46	Passenger Cars and Vans + Commercial Vehicles and Buses
	Anti-theft	R18	Passenger Cars and Vans + Commercial Vehicles and Buses
	Anti-theft		Passenger Cars and Vans + Commercial Vehicles and Buses

He highlighted the efforts of EDB towards compliance of WP-29 Regulations vide Automobile Industry Development and Export Policy (AIDE 2021-26) as earlier various models in Pakistan were not as per with international standards mainly due to the absence of regulatory framework in the country.

AIDEP (2021-26) gives clear time lines for the implementation of standard safety to all the automobile manufacturers to comply with international safety and quality standards that would ultimately make them globally more competitive and offer Pakistani consumers good value for money. He also added that Pakistan, as a new signatory to the forum will adopt the additional regulations in phase-wise manner according to local market demand and export requirements.

THE HYBRID SHARING SESSION OF D-8 COUNTRIES ON NANOTECHNOLOGY DEVELOPMENT AND ECOSYSTEM IN CONJUNCTION WITH MALAYSIA NATIONAL NANO PROGRAMME (NANOKEB) 2022

An online Hybrid session of D8 Countries on Nano technology Development and Ecosystem was held on 7th September, 2022. EDB office is the focal point of Pakistan for D8 meetings. The session was hosted by Ministry of Science, Technology and Innovation (MOSTI) Malaysia. The purpose of session was to share the invaluable insights regarding the nano technology development and ecosystem in Malaysia, Nigeria, Turkey and Pakistan and to exchange advancing nano technology based experiences and effort taken.

Mrs. Raazia Shakir, General Manager (BDG-EDB) along with EDB team, and Engr. Farid Bukhtair, Senior Research Officer (Technical), Ministry of Science & Technology represented Pakistan in this Hybrid sharing session on D8 and gave a detailed presentation and shared information regarding activities commenced in Pakistan. The meeting concluded with anticipation and it is desired that future coordination on nano technology among the D8 Countries shall be continued for a fruitful outcome and success.

The main features of Nano technology and its scope in Pakistan includes various field e.g. space, medicine, food, and energy. The brief of usefulness of nano tech in Pakistan is as under;

- Space Research and exploration: Lightweight spacecraft manufacturing, Cable space elevator making to reduce rocket fuel.
- Medicine: Nano tubes (Broken Bones), Nano particles (Disease identification), Nano shells (Chemotherapy).
- Food: Nano sensors, Nano capsules (Agriculture), Nanoclays (Food Packing), Nano size vitamin supplements.
- Energy: Nano tech solar and fuel cells, Nano particles used for water purification.

Similarly, Anti-microbial Coating of Nano particles for Textiles, Nonmaterial for Self-cleaning Coating, Liposome based Generic Nano medicine, and Nano material for Water Repellent Textile are prototype projects initiated in Pakistan.



Pakistan Council of Science and Technology (PCST) under the Ministry of Science & Technology formed a think tank of country's well-known scientists in the field of nano technology since 2014 to work for the government to identify and prioritize R & D areas and future technologies that would be required for Nano technology by 2025. So, far 9 Key Priorities Areas to be Focus for Pakistan includes: energy, biomedical sciences, industrial & engineering materials, nano fabrication & device, human resource development for nano technology, clean water and environment, ethics, safety & regulations, food & agriculture.

Institutions working for Nano technology in Pakistan include: Quaid-i- Azam University, Comsats Institute of Information & Technology, University of Engineering & Technology, Lahore, University of Karachi, Ghulam Ishaq Khan Institute of Engineering Sciences & Technology, Pakistan Institute of Engineering & Applied Sciences (PIEAS) and National University of Science & Technology, Islamabad. Future potential of Nano technology Projects in Pakistan includes local manufacturing of self-cleaning coating nonmaterial used by autos, glass & construction industries, and Nano medicine for Pharmaceutical industry.



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

The High Council Meeting (HCM) of D-8 TTEN was held virtually in the presence of all D-8 TTEN focal points of the member states. Officials of the D-8 TTEN secretariat accompanied by the representatives of the member countries of the D-8 TTEN, including Egypt, Turkey, Nigeria, Pakistan, Iran, Bangladesh, Indonesia and Malaysia were present in the meeting and shared their points of view.

This meeting has been held with the aim of exchanging ideas in order to reach the best possible form of member's participation in D-8 TTEN's future events and to improve the quality of holding the 7th meeting of the high council.

Milad Sadr Khanlou, Deputy Secretary of D-8 TTEN, while expressing satisfaction over the participation of all members, stated that in order to increase cooperation between member countries and to take advantage of the most of the capacity of the innovation and technology ecosystem of each country, it is suggested that the representatives inform others about the events in the sector of technology and innovation in their country to witness desired opportunities for the holding country.

In continuation of the meeting, the representatives of the member countries presented their propositions to improve the quality of the events and increase the level of cooperation between the countries and also the countries and the D-8 TTEN Secretariat.

While emphasizing on the capacity of each member of the D-8 organization in the related areas to innovation and technology he further stated that the members of the network have this opportunity to help advancing the goals by organizing programs and joint plans between the members and other actors outside the secretariat, and create valuable opportunities for themselves and the network.

In the second part of this meeting, the representatives of Amir kabir Co., the executive firm of the TIM 2023 investment

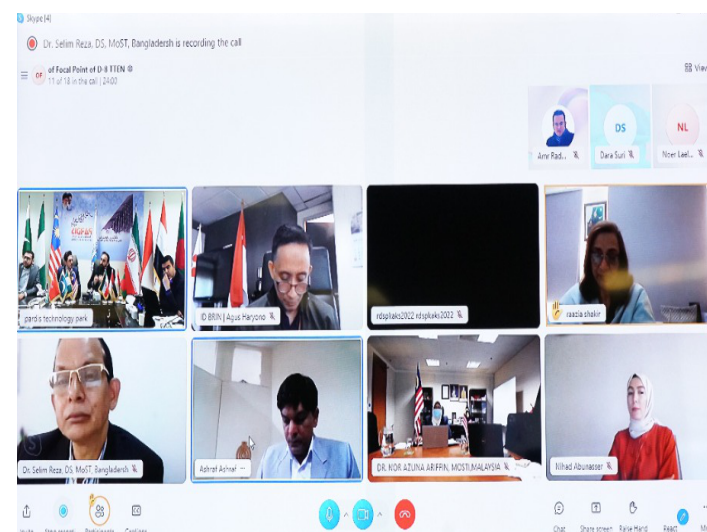
meeting, introduced the plan and the format of the fifth edition of the event.

The "Technology transfer and exchange network between eight developing Islamic countries" so called D-8 TTEN was formed according to the resolution of the third meeting of ministers of industry of the D-8 member countries in 2012 in Dhaka, Bangladesh and the secretariat was established in Pardis Technology Park.

The purpose of this action is to develop the cooperation of member countries in the field of technology transfer and attract advanced technologies and to move toward a knowledge-based economy.

The international event of "Technology Investment Meeting" or TIM is one of the programs of the Technology Transfer and Exchange Network "D-8 TTEN", which has been held with the aim of helping investors in technology sectors between 8 Islamic countries for four edition and the fifth round will be held on 27-28 February in pardis technology park.

According to the planning of the secretariat, the 7th high HCM is planned to be held in person jointly with the TIM 2023 in the Pardis Technology Park.



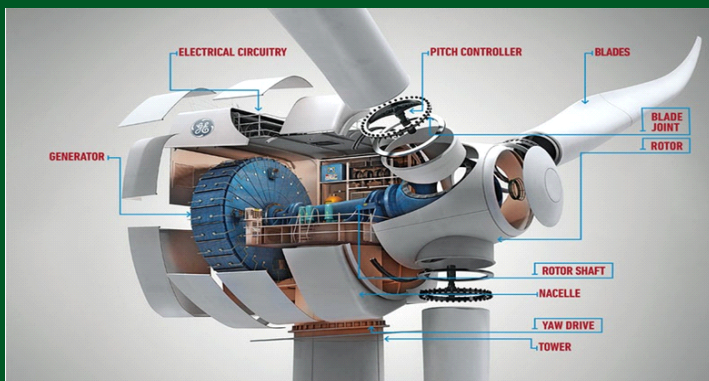
POWER SECTOR INDIGENIZATION PLAN

EDB is preparing a comprehensive Plan for localization of Power Sector Equipment. This plan is being prepared under National Electricity (NE) Plan'2023-27 of Ministry of Energy (MoE). Designated agency of MoE would assess the requirement of power Generation, Transmission & Distribution equipment under National Electricity Policy (NEP) 2021 and NE Plan. EDB in consultation with the concerned stake-holders will prepare progressive localization plan under Power Sector Indigenization Plan (PSIP).

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 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 will be taken to facilitate creation of development funds to support domestic R&D as well as resources needed for augmentation of indigenous capacity.

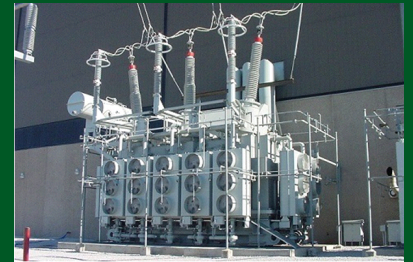
It is worth pertinent to mention here that as per Indicative Generation and Capacity Expansion Plan (IGCEP) prepared by NTDC, MoE, the government has estimated an addition of 32,000 to 36,000 MW to power generation capacity by 2031, to reach, the total installed capacity to around 69,000MWs from existing 43,000MW by increasing the share of indigenous resources from existing 40% to 90.2% by 2031.

Pakistan's current base of power equipment manufacturing is up to 132 kV or 220 kV whereas the system requirement is plus 700 kV and this level of power equipment needed would require vertical and horizontal approach to not only to reach the level of plus 700 kV but also to expand the capacity of the local industry to meet the addition requirement of power equipment.

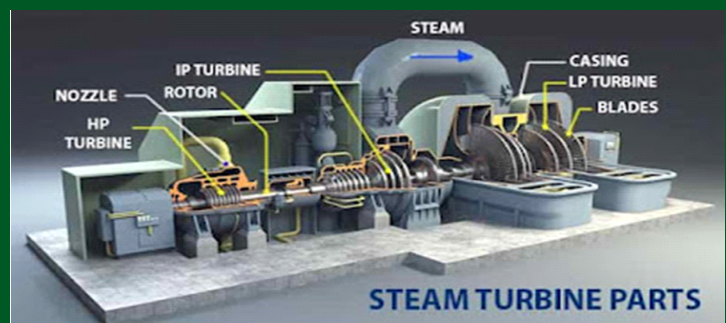


EDB, in this context has already initiated online consultative sessions with local manufacturers of power equipment and senior officials from NTDC, LESCO, GEPCO, FESCO, and K. Electric to assess the scope of the activity to be conducted. Major category of the products includes Transformers, Cables and Conductors, Switch Gears, Insulators, Transmission Towers, Energy Meters, Capacitors, Heavy Engineering Goods, Renewable energy equipments, Transmission line hardware& fittings, etc. EDB has also briefed the concerned stake-holders emphasizing that localization of electric power equipment has become need and necessary to bring energy security in the country.

In order to prepare the PSIP (Power Sector indigenization Plan), joint coordinated efforts are adopted by the officers from EDB (MoI&P) and PPMC (MoE) and a Concept Paper and Roadmap has also been drafted for development of PSIP that would identify requisite actions and corresponding timeless on account of incentives, legislation, standardization, certification and technological Up-gradation.



The PSIP shall deal with identified sectors and subsectors of Electrical Power equipment to boost the capabilities of local industry to bring economy of price, saving of precious foreign exchange, creating new employment opportunities and support in GDP growth of the county. PSIP would include the objectives of design standards as per international benchmark, standardized specifications, progressive indigenization, up gradation & capacity building, Value creation through innovation, enhanced, emphasis on technology and R&D, promotion of industry and academia linkage for R&D, incentivizing EPE manufacturing industry by enhancing global competitiveness, enhancing technology-based industrial growth, promoting export-oriented and import substitute industrialization, up gradation and capacity building of local labs, testing facilities and linkages with the international testing Liaison, encouraging global partnerships and investment for technology up gradation and skill development to attain environmental targets with international commitments.



UPDATION/ REVISION OF THE LIST OF LOCALLY MANUFACTURED GOODS (CGO)

The list of locally manufactured goods has been notified by the Federal Board of Revenue (FBR) dated November 16, 2022 as Customs General Order (CGO-04/2022). This list superseded the previously notified CGO-02/2017 dated April 19, 2017 and all other instructions on the subject. The current list contains the locally manufactured goods produced by the local industry, other than products related to Automotive Sector.

Revision or updation of CGO list is a regular process which requires adding more products and manufacturers, revision of HS Codes as per WCO HS version, review of products description, specifications /properties and deletion of obsolete entries.

The following procedure was adopted for revision and updation of CGO-02/2017;

- CGO-02/ 2017 list was placed on EDB Website in 2018-19.
- All stakeholders, associations, chambers and industries were approached through letters, emails and advertisement in newspaper.
- Around 235 companies responded for inclusion of new items, deletion of old entries and/or

amendments of existing entries.

- After diligent internal deliberation, EDB visited almost all those companies which are either new or old but have requested for inclusion of new products.
- Afterwards, the initial revised list was placed on EDB website for to obtain view/ comments from industries.
- After contended products were reviewed, the revised list was once again place on EDB website to reach the final draft.
- The final draft was approved by BOM – EDB and has been submitted to MoIP for onward submission to FBR for notification.
- Finally, the draft list was approved by FBR as CGO-04/2022 and notified on November 16, 2022.

The subject List will be updated biannually (every December-January) for new products inclusion and for overall revision after every three years. The repetition of HS Codes has been removed. The comparison of CGO-02/2017 and current list is given as under:

Description	CGO - 02/2017	CGO - 04/2022
Total Entries	1106	1043
Total No. of Companies	323	426
New Companies Added	74	103
Total No. of PCT Heads	716	1043

The current list contains more than 1000 HS Codes and also includes 30% of the total products attracting 0% and 3% rate of Customs Duty. The import volume of the products contained in the CGO list is more than USD 10 Billion and exports of CGO related products are around USD 1.2 Billion.



It can be inferred that if the products contained in the list are properly rationalized, huge foreign exchange can be saved through import substitution and expert base can also be strengthened.

BUDGET EXERCISE 2023-24

Engineering Development Board (EDB) has initiated the annual competitiveness and efficiency improvement exercise in order to enhance competitiveness and to rationalize the cost of doing business of engineering industry and to make it major player of the economy, focusing on the following objectives/ guidelines, for the financial year 2023-24. Key objectives of this exercise include:

- Encourage local manufacturing
- Removal of anomalies in Raw materials & Finish goods
- Creation of new tariff lines as per the requirement of Industry
- Address the issues of RD/ACD

- Incentivize the local industry through targeted concession

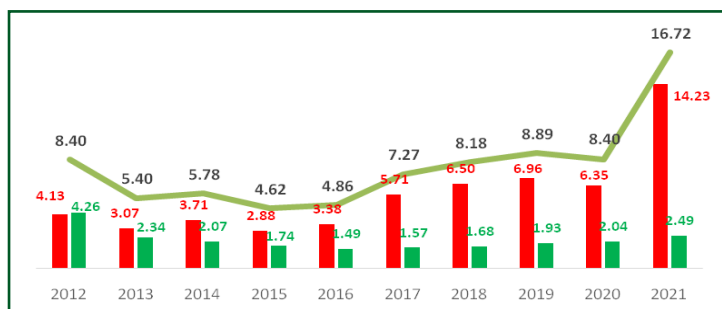
EDB has approached the stakeholders including chambers/ association to highlight their issues in terms of providing a level playing field. Engineering Development Board has an experienced team working closely with the industry and the government departments and plays a role of bridge to resolve the merit issues of the local industry. Information is available on EDB website www.engineeringpakistan.com under the link of "Budget & Competitiveness 2023-24". Furthermore, industry may provide proposals on engrkali@edb.gov.pk / baloch@edb.gov.pk.

PAKISTAN AND GULF COOPERATION COUNCIL (GCC)

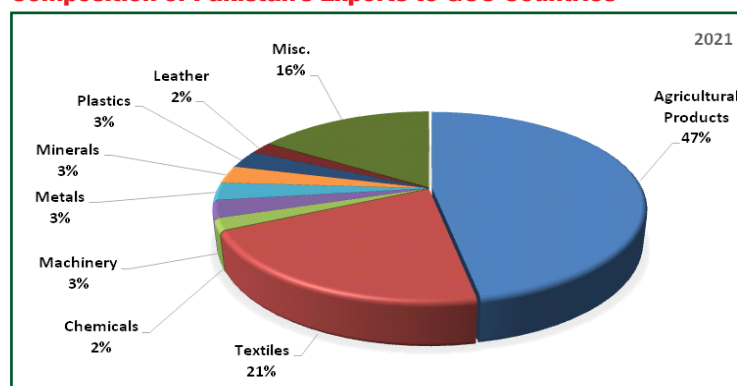
Pakistan and Gulf Cooperation Council (GCC) are currently negotiating a Free Trade Agreement (FTA). Several rounds of negotiations have been held between Pakistan and GCC and both sides are preparing and exchanging their respective offer lists of goods to be included in the FTA. Pak-GCC FTA includes trade in goods, services, investment and areas of cooperation in different industrial sectors that can be extended between the two sides.

GCC was established in 1981, as a political and economic alliance of the six Middle Eastern monarchies which include Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and United Arab Emirates, whereas, Yemen has been negotiating for GCC membership. The purpose of forming the GCC was to achieve unity among its members based on their common objectives and their similar political and cultural identities, rooted in Islamic beliefs.

Bilateral Trade of Pakistan with GCC Countries (Billion USD)



Composition of Pakistan's Exports to GCC Countries



In this regard, Ministry of Commerce has sought proposals from different stake-holders including Ministry of Industries & Production (MoIP)/EDB for finalizing list of items for and from market access in GCC member countries. Following Tariff Reduction Modalities (TRMs) are being discussed:

- Category (A): Zero duty from the first day of entry into force of the agreement;
- Category (B): Zero duty after 5 years of entry into force of the agreement;
- Category (C): Zero duty after 10 years of entry into force of the agreement;
- Category (D): Zero duty after 15 years of entry into force of the agreement;
- Category (F): Products in this category should not exceed 5% of tariff lines and are subject to tariff reduction by 50%;
- Category (E): Excluded from liberalization.

EDB, on behalf of the MoIP, consulted around 33 different Industrial Associations and sought proposals to finalize recommendations. The proposals received from Associations/ Industry was consolidated and analyzed keeping in consideration following factors:

- ➔ Customs duty;
- ➔ Regulatory duty;
- ➔ Pak-China FTA-II;
- ➔ Local manufacturing status (Customs General Order (CGO));
- ➔ Duty structure of GCC member countries;
- ➔ Imports and exports data of GCC member Countries, etc.

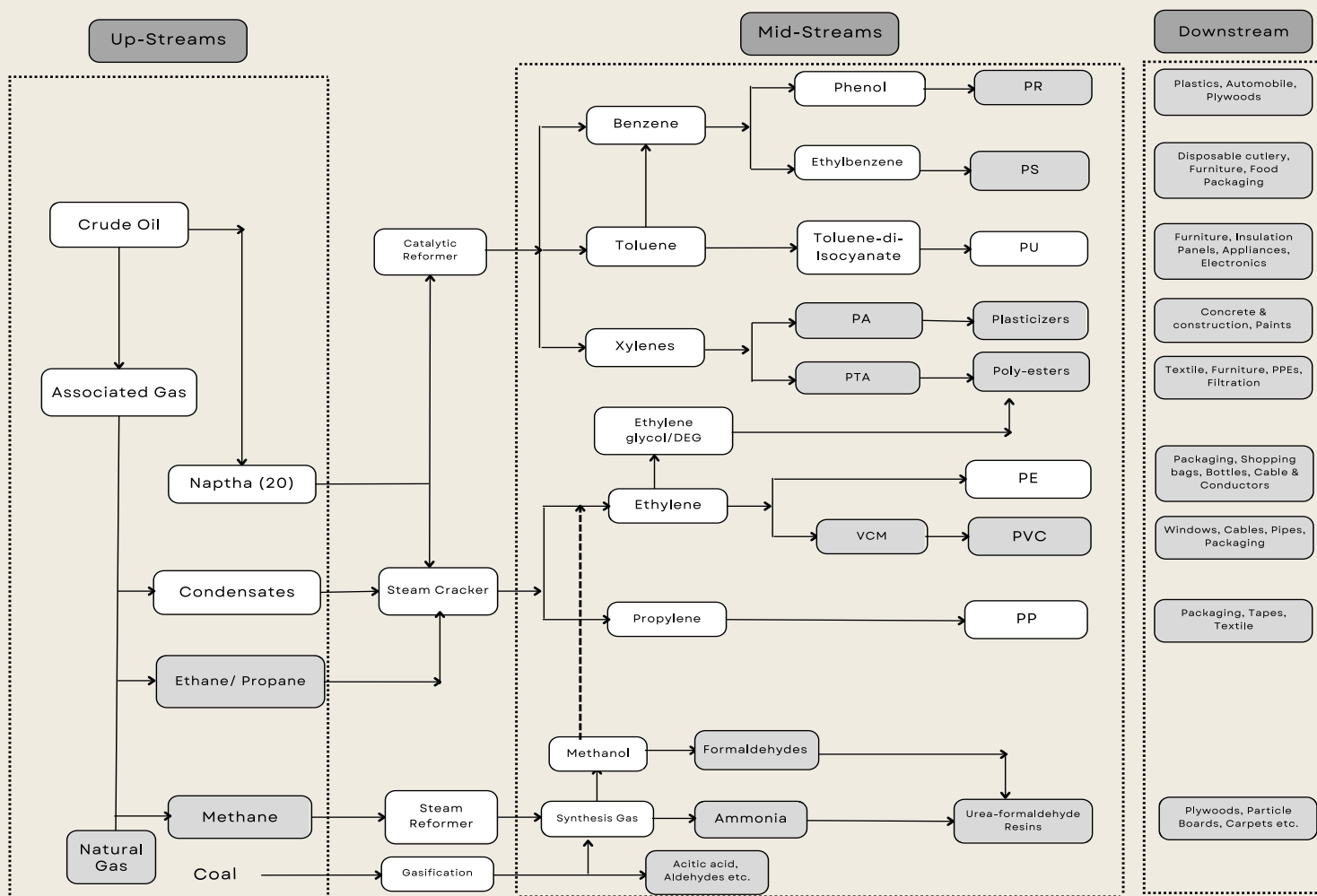


EDB's recommendations against each HS Code of Pakistan's Customs Tariff 2022-23 was prepared and forwarded to the Ministry of Industries & Production along with proposals on certain non-tariff measures (NTMs)/ non-tariff barriers (NTBs) that exists in GCC countries with the request to take up during FTA negotiations with counterparts.

FORMULATION OF PETROCHEMICAL POLICY OF PAKISTAN

Petrochemicals are essential feedstock for manufacturing of numerous Engineering Goods. Considering their importance and non-manufacturing of certain petrochemicals like polyethylene (HDPE, LDPE, LLDPE), polypropylene (PP), etc., in the country, EDB, on the directives of the Ministry of Industries & Production (MoIP) initiated the task of

formulation of Petrochemical Policy of Pakistan. The main objective is to attract investment in the midstream segment of Petrochemicals to ensure sustainable development of local downstream Engineering Industry through provision of indigenous basic feedstock.



EDB, in this regard, held consultations with stakeholders including public sector and private sector, including Pakistan Chemical Manufacturing Association (PCMA), All Pakistan PVC & Plastic Pipe Manufacturing Association (APPPMA), PAMA, PAAPAM, OICCI, Engro Corp, Engro Polymer, Lotte Chemicals, Tufail Group, Novatex Gatron Industries, ENAR Petrotech, Accufit Plastic and ICI Pakistan, etc., to get feedback/suggestions/recommendations for the formulation of Policy.

A meeting chaired by the Secretary, MoIP was also held on December 14, 2022 to review the progress on the Policy formulation. Representatives from Pakistan Chemicals Manufacturers Association (PCMA) along with major existing petrochemical producers (Private Sector) and from the

Ministry, National Tariff Commission (NTC), Engineering Development Board (Public Sector) attended the meeting. Private sector stakeholders highlighted the importance of long-term and consistent policy measures for the growth of the Petrochemical Industry. During the meeting, NTC informed about the progress made so far and also highlighted certain information awaited from the industry. Subsequently, industrial stakeholders were asked to provide the necessary information to NTC to enable them to complete the task.

While concluding the meeting, the Secretary Industries & Production appreciated the progress and emphasized on early completion of the policy with necessary due diligence with the stakeholders. He also formed a Committee under joint Secretary (LED) to expedite the process.



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ENGINEERING DEVELOPMENT BOARD ISSUES MANUFACTURING LICENSE TO **MG MOTORS PAKISTAN**

MG JW Automobiles Pakistan Pvt Ltd. is a joint venture between SAIC Motor International CO., Ltd (SMIL) a subsidiary of SAIC Motor Corp., Ltd. (formerly Shanghai Automotive Industry Corporation) & JW SEZ Group..Founded in 1955, SAIC Motor is currently the largest of the state-owned car manufacturers of China, and are the owners of MG brand.MG is an iconic British

motoring brand since 1924.

The company produces and sells vehicles under its own branding, such as Feifan, IM, Maxus, MG, Roewe, Baojun (under SGMW), Wuling (under SGMW), as well as under foreign-branded joint ventures such as SAIC-Volkswagen (Volkswagen, Skoda, Audi) and SAIC-General Motors (Buick, Chevrolet, Cadillac). It also

produces electric vehicles under some of the previously listed brandings, including dedicated EV brands such as Feifan and IM. MG JW Automobiles Pakistan Pvt Ltd has invested approximately USD100 mil under New Entrant Policy to assemble MG range of automobiles in Pakistan.

BUSINESS COMMUNICATION BARRIERS & RISK MANAGEMENT

Article by:
Ghulam Murtaza (GM)
Secretary General of PAAPAM



"Listen with curiosity. Speak with honesty. Act with integrity. The greatest problem with communication is we don't listen to understand. We listen to reply. When we listen with curiosity, we don't listen with the intent to reply. We listen for what's behind the words." Roy T. Bennett.

Communication is like a two-way blood flow for any organization to reach the capillaries in conforming to the organization's set norms, corporate management system, and objectives. Communication may be to individuals or groups or masses, but in all cases, it's like cultivating seeds to grow any particular crop in the minds of the recipients to attain specific objectives. So, cultivation is futile without analyzing the soil's properties and climate, ploughing, and leveling the grounds. Communication remains one-way traffic without serving any organizational purpose if strategically flawed.

Communication is for any information or calls for any specific action in return for it. It becomes a real challenge if the nature of communication is to change the mindset or to break any status quo. People are not alike. The human being is the most diverse and complex entity of the Almighty, with unique mental filters to interpret things. Man is made of Air, Water, Earth, and Fire with specific propensities. In modern sciences, the five-factor model better represents the above elemental composition, i.e., Extrovert V/s Introvert, Agreeableness V/s Disagreeableness V/s, Openness V/s Closeness, Emotional stability V/s Neuroticism, and Conscientiousness / Un-conscientiousness. Recipients are different, with different mental filters, preferences, and overall mindsets. Keeping in view, the first part of the communication is understanding the recipients. Earth and Air elements are slow to learn with slow cognitive thought processing; water and fire are quick learners but have attention deficits generally. Likewise, Air seeks empirical verification and does not believe in first-hand information. Earth seeks the utility of the information before internalizing it.

Pre-requisite Perceptual challenge

A communicator needs to be empathetic regarding the broad-based segments of the audience. If he falls victim to common perceptual error, 'people are like us, it will be a flawed communication. The best communication is customized.

Need for Emotional Intelligence

I do not think one can be a good communicator without an understanding of all the variables of emotional intelligence, such as self-awareness, Others' awareness, Self-management, Public relations, and Motivation.

These five variables are the key to any relationship, success, and communication, and must reflect while communicating. Below is the inventory and building blocks of good

communication you may apply in developing the communication strategies.

1- The goals should be SMART. The contents and goals must be verified and doable in a specific time period. A groundless wish list can never serve any purpose except for the waste of resources. Avoid gray areas, and everything should carry clarity.

2- The expected action should be well defined. The Author of one Minute Manager says a good manager and communicator makes the expectations from others quite clear. Demystify the ambiguity.

3- The audience should own it. If the audience does not own the message, it will work like a stone in the water without any absorbability.

4- Ensure the interest of the audience. If the audience does not feel it is beneficial for them, they will start losing interest. Goals should be shared, and the interest of the audience be reflected in the strategy. But never do exaggeration, which has the swiftest end, and you are exposed soon to lose credibility.

5- 'I' and 'We' centric information also proves one-way. Every word uttered or written by us should be taken by the audience as the words are peculiar to them.

6- Linguistic, jargon, and pronouns also create ambiguity and are sometimes misleading. Likewise, the cumbersome, emotionally loaded, and scholarly conversation should be carefully selected.

7- The senders and receivers are not intellectually on a page. A good sender comes to the level of his audience, like a professor who talks at the level of their students. This gap should never be allowed in any communication.

8- The information should not be multi-barrel to perceive any other direction. The Multi-barrel statements are misleading and create confusion.

9- Connotational contextual issues. This is another great barrier responsible for destroying the true message due to variations in mental filters. A big gap is, I said that -I understood that.

10- Not ensuring the feedback is to leave the audience to give their own meanings to the contents. Just make sure your message is perceived in the intended connotational context. Feedback is a great tool to verify the validity.

11- Information without any database and testimonial.

Your message should be data-based and studded with graphic representation, carrying references or other substantiating materials. This will enhance the acceptability to many folds.

12- Sweet candy. Unsolicited messages sometimes become necessary but may be overt and indirect, like sweet candy.

13- Start with agreeable things. Dale Carnegie advises the communicator first discuss the factors which are not deniable; it will pave the way for understanding and developing cohesiveness.

14- Reinforcement and evaluation. During the conversation, reinforce your main points/ideas reasonably to inculcate in the mind of the recipient. Dramatic and inquisitive styles work well for memorization.

15- Disliked personalities. You might have experienced a good thing by a disliked political leader, normally does not appeal to you. Rather it provokes your subjectivity to that person or ideology. We never open the doors for exotic persons but for our dear and near ones. So take care of this gap. Giving the pen in the hands of a controversial person lessens the acceptability.

16- Perceptual errors like stereotypical thoughts, halo effect, contrast effect, recency, central tendency, etc., are also great barriers for the recipient and sender.

17- Vested interest may also spoil the message due to non-neutrality. In colonialization and dictatorship, the information from the government is mostly taken as skeptical due to the trust deficit.

18- Third-party barriers. Sometimes, your message/strategy is challenged by your competitors to hamper the targets. This is very much common in the diverse political and corporate world. Your competitors or anti-people are ready to demarche.

19- Lack of resources. Performance is subject to Motivation x Job Relevant x Resources. Without any variable(s), no desired results can be achieved. Under resources almost work as no resource. So, the budget and other two resources must be ensured before embarking upon strategizing the communication.

20- Lack of Motivation at either part. Motivation is the main variable of Emotional intelligence and the formula of performance. Will or Motivation is a superb tool.

21- Skepticism of the political agenda behind it is enough to destroy any effort; be careful when dealing with cross-cultural society and diverse corporate or social settings.

22- Leaving things are open-ended. Every message should be locked with a time frame, don't leave it to give your meaning without a time frame.

23- 5 Ws. Encourage the participants to ask why, where, who, what, whom, etc. they want to get the clarity you are supposed to give them.

24- Knowledge of the audience enables us to be aligned with the audience. Knowledge of the recipients may reflect from the credentials and online form the person filled up. Intellect is not easy to assess, but the questions' body language and depth may indicate the audience's cerebral level.

25- Personality traits are a very important factor in communication. As stated in the preamble of this strategy, you may assess the person on the Big 5 model to get yourself fine-tuned with the recipient. However, it's more effective in individual communication compared to the group.

26- Psychiatric & Emotional Status. Emotional and psychological disturbance shut the doors of intellect. In fact, we are talking to a deaf and dumb person who is lost somewhere else. The aloofness is a red flag; you soon identify it.

27- Cultural issues are one of the most crucial factors in this diverse global village. They are discussed below in this article.

28- Beliefs. They create problems if they conflict between the two persons. The only way is to give space to others on the formula to live and let live. People are not difficult, they are different, and with a little effort, we can generate space for others. Values and ideology are also cross-cultural issues; values are so important they are a life philosophy. The world has seen many wars on values and ideologies.

Risk management in case of events:

1. Sound system alternative arrangement
2. The generator or alternative power supply is to be rechecked for power failure.
3. Stationery and other items rechecking and purchased three days before
4. Slides, laptop, and PowerPoint assurance
5. Speakers will arrive in the morning
6. Recording system Assurance
7. Recoding of all the program
8. Double-check the calendar to ensure it's a working day.
9. Weather conditions of the days and holidays.

Follow up

In the last, evaluation and follow-up are the most important to ensure the results. Many good things are lost, just not being followed up.

Gender & Clean Energy Financing Nexus: High-Level Stakeholder Consultative Dialogue

USAID, UNIDO, PFAN, and REEEP joined hands to organize the Gender and Clean Energy Financing Nexus: High Level Stakeholder Consultative Dialogue. EDB representatives, Mr. Shoaib Chaudhry (AM BDG) and Miss. Asma Waheed (TE BDG) attended the session with a focus on women's empowerment, especially in the areas of Clean Energy. Various stakeholders,

such as Project Developers, Investors, Financial Institutions, Government, and Policy Makers put forward their ideas and solutions to cater to the problems at hand.

Some of the highlights of the seminar are as

under:

- Efforts to be made on awareness of energy saving through seminars and programs.
- Activate participation of women workforce in nontraditional sectors, i.e energy sector.
- Proposals were discussed to incentivize businesses with maximum number of women workforce.
- Methods to provide women with financial independence and financial services were discussed.

25th Symposium on "Chips & Science"

on microprocessors and their latest technologies, existing and previously used technologies, manufacturing procedures, demand, and supply. Prof. Engr. Syed Iqbal Hashmi explained that Taiwan (21%), South Korea (19%) and China (24%) are major manufacturers of microprocessor with biggest market shares, while some of the manufacturing is also being done in the USA. At the time of COVID-19 the market faced a severe scarcity of not just microprocessors, but the skilled middle-level and low-level labor was also not available, to perform mechanical and technical jobs in the domain of manufacturing. During COVID-19 some of the flawed supply chain networks and low availability of microprocessors for specific sectors such as automotive were also faced.

The foreign speaker Prof. Dr. Wu Hanmin enlightened the audience about the latest technologies being used and the direction of research for further development in the future. Since China is operational in both domains: research and fabrication, the latest advancement "More than Moore" is just around the corner. The next industrial sophistication "Industry 5.0" was also discussed that machine learning and artificial intelligence will make computers so advanced and skilled that it will be hard to distinguish between human and computer operations. The South Korean speaker Prof. Dr. Cheol Seong Hwangt covered the technologies being used in the field of manufacturing the microprocessors, and next level of advanced technologies to manufacture more sophisticated microprocessors.

EDB took a deep insight into the information and knowledge gained through this symposium and it is planned to join hands with Pakistan Academy of Engineering to support various industries for developmental work.

Pakistan Academy of Engineering organized its 25th Symposium on "Chips and Science". Discussions were held



UNCRD Expert Consultation (Webinar) on 2nd State of the 3Rs and Resource Circulation and Circular Economy in Asia and the Pacific Pre-Final Draft (Full)

UNCRD-DSDG/UN DESA organized an expert consultation meeting on the Second State of the 3Rs and Circular Economy in Asia and the Pacific on 09 November 2022, which was attended by Mr. Khurram Rafique (DM BDG) and Miss. Asma Waheed (TE BDG). The webinar was registered by 67 participants from 19 countries comprising of national and local government representatives and policymakers, experts and international resource persons, representatives of UN and international organizations, NGOs, and other stakeholders. The Second State of 3Rs (reduce, reuse, and recycle) and Circular Economy report will be an assessment of the progress made on the implementation of the goals of the Ha Noi 3R Declaration- Sustainable 3R Goals for Asia and the Pacific (2013-2023).

The webinar covered all five major sections of the draft report, including its background and scope, and numerous advantages of implementing the 3Rs and a circular economy approach in Asia & the Pacific and the trends of these approaches in those regions as they relate to plastic waste, e-waste, chemical, hazardous waste, construction & demolition

waste, agriculture biomass, livestock waste, food waste, healthcare & medical waste, & wastewater management. The assessment of policy readiness for related Ha Noi 3R Goals progress at the national level of Asia and the Pacific region; and major recommendations and the way forward were also discussed in detail.

The participants offered insightful comments and recommendations for the draft report. Pre-launch of the report is anticipated at the 11th Regional 3R and Circular Economy in Asia-Pacific, which the Kingdom of Cambodia will hold from February 8–10, 2023.

Pakistan had a prominent name in paper recycling only and to make the situation better, initiatives are required to be taken in the areas of plastic recycling, e-waste, chemical waste, construction & demolition waste and water waste management which will help conserving the environment. Whereas, in the neighboring country a lot of positive work has been done for wastewater treatment, proper disposal of healthcare and medical waste, e-waste recycling, and robust recycling of lead acid battery etc.

List of 2-3 Wheeler EV Manufacturers approved by EDB

S. No.	Name of OEM	Vehicle/ Model
01	M/s Jolta Electric (Pvt) Ltd., Lahore.	Jolta JE-50D (Electric Motorcycle)
		Jolta JE-50L (Electric Motorcycle)
		Jolta JE-70D (Electric Motorcycle)
		Jolta JE-70L (Electric Motorcycle)
		Jolta JE-100L (Electric Motorcycle)
		Jolta JE-125L (Electric Motorcycle)
02	M/s Sazgar Engineering Works Ltd., Lahore.	Sazgar Mini Cab Electric Auto Rickshaw
		Sazgar Mini Cab Swappable Electric Auto Rickshaw
		Sazgar Tempo 3-Wheeler Electric Loader
03	M/s Plum Qingqi Motors Ltd., Lahore.	Qingqi QM-70 (Electric Motorcycle)
04	M/s La He Trading International (Pvt) Ltd., Faisalabad.	Yuan Jun 2-Wheeler (Electric Motorcycle)
		Yuan Jun Azadi 2-Wheeler (Electric Motorcycle)
05	M/s Elite Auto Industry (Pvt) Ltd., Karachi.	Elite Sawari EAI-2KW (Electric Motorcycle)
		Elite Sawari EAI-3KW (Electric Motorcycle)
06	M/s Treet Holding Ltd., Lahore.	Treet Voltaic TV-70 Electric Motorcycle
07	M/s Nova Mobility (Pvt) Ltd., Karachi.	EcoDost 3-Wheeler Electric Loader
		EcoDost 2-Wheeler ED-70 Electric Motorcycle 1500 Watt
08	M/s Waleed Trading Company, Faisalabad.	Road King RKEV-70 Electric Motorcycle
09	M/s MS Automobiles (Pvt) Ltd., Sahiwal.	MS Jaguar Electric Motorcycle
		MS Jaguar Electric Scooter
10	M/s Pakzone Electric Motors (Pvt) Ltd., Lahore.	PE-70L (Electric Motorcycle)
		PE-70D (Electric Motorcycle)
		PE-125L (Electric Motorcycle)
11	M/s United Auto Industries (Pvt) Ltd., Lahore.	United Revolt Electric Motorcycle
		United Spark Electric Motorcycle
		United Bullet Electric Motorcycle
12	M/s Memon Motor (Pvt) Ltd., Hyderabad.	Super Star SSE-MDW Electric Motorcycle
		Super Star SSE-MMW Electric Motorcycle
13	M/s Vitality Electric Vehicles, Karachi.	Bolt Electric Motorcycle
		Retro Electric Motorcycle
		Velocity Electric Motorcycle
14	M/s Inner Z Automotive (Pvt) Ltd., Islamabad.	Inner Z Electric Motorcycle
15	M/s Crown Motor Company (Pvt) Ltd., Sadiqabad.	Crown Electric Motorcycle
		Crown Electric Scooty
16	M/s Dharala Auto Industry, Bahawalpur.	Sutlej EDA Electric Motorcycle
17	M/s E-Turbo Motors (Pvt) Ltd., Hyderabad	E Turbo ET-Electric Motorcycle 1500 Watt
		E Turbo ET-Electric Motorcycle 2000 Watt
18	M/s Ride Star Automobiles, Okara	Ride Star RSEV-70 Electric Motorcycle
		Ride Star RSEV-100 Electric Motorcycle
		Ride Star RSEV-125 Electric Motorcycle
19	M/s Rehman Auto Industry, Bahawalpur	Rohi RIEV-70 Electric Motorcycle
20	M/s Eiffel Industries Ltd.,	Road Prince RPEV-70 Electric Motorcycle
		Road Prince RPEV-Electric Scooty
		Road Prince RPEV-Electric Loader
21	M/s Pak Star Automobile (Pvt) Ltd., Sheikhpura	Metro T9-Electric Scooter
22	M/s HH Trading & Engineering Works, Hyderabad	E-Hawk EH-Electric Motorcycle 1500 Watt
23	M/s AlhMmdAli EPC Co. (Pvt) Ltd., China Minitown Electric Vehicle Town - KotlaNaseerChowk, Rajanpur	AlhMmdAli 2-Wheeler Electric Motorcycle(Electric Vehicle)
		AlhMmdAli 3-Wheeler Electric Loader (Electric Vehicle)



PRODUCTION FIGURES

CARS / LCVs / HCVs (ACTIVE UNITS)

2020-21, 2021-22 & 2022-23 (July - Dec-22)

S. No.	Manufacturer/ Assembler	2020-21	2021-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	2022-23
		(Units)	(Units)	(Units)	(Units)	(Units)	(Units)	(Units)	(Units)	(Units)
1	M/s Pak Suzuki Motor Co. Ltd., Karachi	87,723	143,719	9,881	5,757	4,411	7,252	11,940	11,035	50,276
2	M/s Indus Motor Co. Ltd., Karachi	59,187	72,438	3,582	3,089	2,547	3,355	3,676	2,313	18,562
3	M/s Honda Atlas Cars (Pakistan) Ltd., Lahore	28,862	39,278	2,506	2,020	1,687	1,428	2,048	2,380	12,069
4	M/s Hinopak Motors Ltd., Karachi	801	1,046	98	82	66	104	120	100	570
5	M/s Ghandhara Nissan Ltd., Karachi	989	1,481	180	244	232	106	243	232	1,237
6	M/s Ghandhara Industries Ltd., Karachi	2,148	3,908	143	196	245	216	199	184	1,183
7	M/s Master Motor Corporation, Karachi	1,048	1,199	86	63	67	64	40	33	353
8	M/s Afzal Motors (Pvt) Ltd., Karachi	81	58	-	4	-	-	-	2	6
9	M/s Daewoo Pak Motors (Pvt) Ltd., Karachi	59	43	2	3	2	1	3	1	12
10	M/s Bibojee Services (Pvt) Ltd., Karachi	-	6	-	-	-	-	-	-	-
11	M/s Al-Haj Faw Motors (Pvt) Ltd., Karachi	2,082	2,405	5	4	2	43	40	25	119
12	M/s Fuso Master Motors (Pvt) Ltd., Karachi	439	633	66	29	60	82	53	35	325
13	M/s Ghandhara DF (Pvt) Ltd., Karachi	133	145	-	-	24	-	24	35	83
14	M/s Regal Automobile Industries Ltd. Lahore	3,553	4,772	24	177	131	21	15	-	368
15	M/s United Motors (Pvt) Ltd., Lahore	408	344	4	30	39	-	-	-	73
16	M/s Foton JW Auto Park (Pvt) Ltd., Lahore	1,351	1,636	120	120	60	20	-	40	360
17	M/s Master Changan Motors Ltd., Karachi	7,076	19,872	1,159	1,108	1,021	788	555	781	5,412
18	M/s Lucky Motors Pakistan Ltd., Lahore	22,508	22,001	1,054	1,852	750	931	492	504	5,583
19	M/s Hyundai Nishat Motor (Pvt) Ltd., Lahore	5,818	13,469	1,471	2,000	737	980	102	264	5,554
20	M/s Sazgar Engineering Works Ltd., Lahore	12	462	23	37	183	112	171	218	744
21	M/s Al-Haj Automotive Ltd., Karachi	-	1,691	115	236	273	103	30	73	830
22	M/s Al-Haj Bus Co. Ltd., Karachi	-	5	-	4	5	5	3	1	18
23	M/s Khalid & Khalid Holdings, Mianwali	-	-	-	-	-	1	1	1	3
GRAND TOTAL		224,278	330,611	20,519	17,055	12,542	15,612	19,755	18,257	103,740

Cars Prices Trend (Sep to December, 2022)

Currency Rate	\$ Rate (Sep-22)	\$ Rate (Oct-22)	\$ Rate (Nov-22)	\$ Rate (Dec-22)
	1\$= Rs. 236.86	1\$= Rs. 227.44	1\$= Rs. 221.28	1\$= Rs. 224.58
Pak Suzuki Motor Company Ltd				
Models	Sep-22	Oct-22	Nov-22	Dec-22
Alto 660 VX	1,699,000	1,699,000	1,699,000	1,699,000
Alto 660 VXR	1,976,000	1,976,000	1,976,000	1,976,000
Alto 660 VXR - AGS (New Model)	0	2,120,000	2,120,000	2,120,000
Alto 660 VXL - AGS	2,223,000	2,223,000	2,223,000	2,223,000
Wagon-R VXR	2,421,000	2,421,000	2,421,000	2,421,000
Wagon-R VXL	2,564,000	2,564,000	2,564,000	2,564,000
Wagon-R AGS	2,802,000	2,802,000	2,802,000	2,802,000
Cultus VXR Euro II	2,754,000	2,754,000	2,754,000	2,754,000
Cultus VXL	3,024,000	3,024,000	3,024,000	3,024,000
Cultus AGS	3,234,000	3,234,000	3,234,000	3,234,000
Swift GL (New Model)	3,180,000	3,180,000	3,180,000	3,180,000
Swift GL-CVT (New Model)	3,420,000	3,420,000	3,420,000	3,420,000
Swift GLX-CVT (New Model)	3,760,000	3,760,000	3,760,000	3,760,000
Bolan Van (800 cc)	1,500,000	1,500,000	1,500,000	1,500,000

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Indus Motor Company Ltd				
Models	Sep-22	Oct-22	Nov-22	Dec-22
Corolla MT 1.6	4,569,000	4,569,000	4,569,000	4,569,000
Corolla AT 1.6	4,789,000	4,789,000	4,789,000	4,979,000
Corolla AT 1.6 SE	5,279,000	5,279,000	5,279,000	5,479,000
Corolla X Altis CVT-i 1.8	5,269,000	5,269,000	5,269,000	5,639,000
Corolla X Altis Grande CVT-i 1.8 (Beige Interior)	5,709,000	5,709,000	5,709,000	5,709,000
Corolla X Altis Grande CVT-i 1.8 (Black Interior)	5,749,000	5,749,000	5,749,000	5,749,000
Yaris GLI (1.3) GLI MT	3,539,000	3,539,000	3,539,000	3,539,000

Yaris GLI (1.3) GLI CVT	3,769,000	3,769,000	3,769,000	3,769,000
Yaris ATIV (1.3) MT	3,729,000	3,729,000	3,729,000	3,729,000
Yaris ATIV (1.3) CVT	3,929,000	3,929,000	3,929,000	3,929,000
Yaris ATIV X (1.5) MT	4,009,000	4,009,000	4,009,000	4,009,000
Yaris ATIV X (1.5) CVT	4,259,000	4,259,000	4,259,000	4,259,000
Hilux 4x2	5,559,000	5,559,000	5,559,000	5,959,000
Hilux 4x2 S/C UPSPEC	5,589,000	5,589,000	5,589,000	5,989,000
Hilux Deckless	5,159,000	5,159,000	5,159,000	5,529,000
Hilux 4x4	7,339,000	7,339,000	7,339,000	7,879,000
Hilux E	8,449,000	8,449,000	8,449,000	9,069,000
Hilux 4x4 D/C REVO G MT	9,169,000	9,169,000	9,169,000	9,839,000
Hilux 4x4 D/C REVO G AT	9,609,000	9,609,000	9,609,000	10,309,000
Hilux 4x4 D/C REVO V AT	10,599,000	10,599,000	10,599,000	10,599,000
Hilux 4x4 D/C REVO ROCCO	11,179,000	11,179,000	11,179,000	11,179,000
FORTUNER SIGMA 4 (4X4 Hi)	13,969,000	13,969,000	13,969,000	13,969,000
FORTUNER V (4X4 Hi)	13,259,000	13,259,000	13,259,000	13,259,000
FORTUNER G (4X2 Std)	11,579,000	11,579,000	11,579,000	11,579,000
FORTUNER Legender (4X4 Diesel)	14,699,000	14,699,000	14,699,000	14,699,000

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

Honda Atlas Cars Pakistan Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Honda Civic Car 2YN RS CVT YA8 (Turbo)	6,349,000	6,349,000	6,349,000	6,349,000
Honda Civic Car 2YN VTI CVT YB7 (Turbo)	6,599,000	6,599,000	6,599,000	6,599,000
Honda Civic Car 2YN VTI-B CVT YC7 (Turbo)	7,549,000	7,549,000	7,549,000	7,549,000
Honda City 1.2 MT	3,769,000	3,769,000	3,769,000	3,769,000
Honda City 1.2 CVT	3,899,000	3,899,000	3,899,000	3,899,000
Honda City 1.5 CVT	4,139,000	4,139,000	4,139,000	4,139,000
Honda City Aspire 1.5 MT	4,299,000	4,299,000	4,299,000	4,299,000
Honda City Aspire 1.5 CVT	4,479,000	4,479,000	4,479,000	4,479,000
Honda BRV i-VTEC S, SUV	4,939,000	4,939,000	4,939,000	4,939,000
Honda HRV VTI, SUV	0	0	5,999,000	5,999,000
Honda HRV VTI-S, SUV	0	0	6,199,000	6,199,000

<https://honda.com.pk>

United Motors (Pvt) Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
United Bravo (800 cc)	1,519,000	1,590,000	1,590,000	1,519,000
United Alpha (1000 cc)	1,769,000	1,769,000	1,769,000	1,769,000

unitedcars.com.pk



Al Haj FAW Motors (Pvt) Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Faw V2	1,609,000	1,609,000	1,609,000	1,609,000
Faw Van X-PV	1,304,000	1,304,000	1,304,000	1,304,000

alhajfaw.com

**Lucky Motor Corporation**

Models	Sep-22	Oct-22	Nov-22	Dec-22
Kia Picanto 1.0 (MT)	3,100,000	3,100,000	3,100,000	3,100,000
Kia Picanto 1.0 (AT)	3,200,000	3,200,000	3,200,000	3,200,000
Kia Sportage 2.0 Alpha	6,250,000	5,999,000	6,250,000	6,250,000
Kia Sportage 2.0 (FWD)	6,750,000	6,649,000	6,750,000	6,750,000
Kia Sportage 2.0 (AWD)	7,250,000	7,149,000	7,250,000	7,250,000
Kia Sorento 2.4 (FWD)	7,800,000	7,800,000	7,800,000	7,800,000
Kia Sorento 2.4 (AWD)	8,500,000	8,500,000	8,500,000	8,500,000
Kia Sorento 3.5 (FWD)	8,500,000	8,500,000	8,500,000	8,500,000
Kia Stonic Ex	4,545,000	4,545,000	4,545,000	4,545,000
Kia Stonic Ex +	4,848,000	4,848,000	4,848,000	4,848,000
Peugeot 2008 Active SUV	5,250,000	5,400,000	5,400,000	5,400,000
Peugeot 2008 Allure SUV	5,850,000	6,100,000	6,100,000	6,100,000

www.kia-luckymotorcorp.com

Hyundai Nishat Motor (Pvt) Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Hyundai Tucson 2.0 FWD A/T	6,899,000	6,899,000	6,899,000	6,899,000
Hyundai Tucson 2.0 AWD A/T	7,399,000	7,399,000	7,399,000	7,399,000
Hyundai Elantra 1.6 A/T	5,099,000	5,099,000	5,099,000	5,099,000
Hyundai Elantra 2.0 A/T	5,499,000	5,699,000	5,699,000	5,699,000
Hyundai Sonata 2.0 A/T	7,899,000	8,149,000	8,149,000	8,149,000
Hyundai Sonata 2.5 A/T	8,499,000	8,899,000	8,899,000	8,899,000

www.hyundai-nishat.com



Al Haj Automotive (Pvt) Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Proton Saga 1.3L MT	2,824,000	2,824,000	2,824,000	2,824,000
Proton Saga 1.3L AT	2,999,000	2,999,000	2,999,000	2,999,000
Proton Saga 1.3L AT Ace	3,149,000	3,149,000	3,149,000	3,149,000
Proton X70 Executive AWD	6,740,000	6,740,000	6,740,000	6,740,000
Proton X70 Premium FWD	7,190,000	7,190,000	7,190,000	7,190,000

proton.com.pk

Regal Automobile Industries

Models	Sep-22	Oct-22	Nov-22	Dec-22
Prince (Pearl)	1,749,000	1,749,000	1,499,000	1,749,000
Glory 580 1.5 CVT Turbo	5,610,000	5,610,000	5,610,000	5,610,000
Glory 580 1.8 CVT	5,806,000	5,806,000	5,806,000	5,806,000
Glory 580 Pro 1.5T	6,100,000	6,100,000	5,800,000	5,800,000

regalautomobiles.com

Master Changan Motors Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Changan Alsvin 1.3 Comfort MT	3,394,000	3,394,000	3,394,000	3,394,000
Changan Alsvin 1.5 Comfort DCT	3,649,000	3,649,000	3,649,000	3,649,000
Changan Alsvin 1.5 Lumiere	3,844,000	3,844,000	3,844,000	3,844,000
Oshan X7 Comfort, SUV	7,049,000	7,049,000	7,049,000	7,049,000
Oshan X7 FutureSense, SUV	7,549,000	7,549,000	7,549,000	7,549,000
Changan Karvaan MPV	2,419,000	2,419,000	2,419,000	2,419,000
Changan Karvaan MPV Plus	2,569,000	2,569,000	2,569,000	2,569,000

www.changan.com.pk

Sazgar Engineering Works Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Sazgar BAIC BJ40L	9,295,000	9,295,000	9,295,000	9,295,000
Sazgar BAIC X25 M/T	2,550,000	0	0	0
Sazgar BAIC X25 A/T	2,850,000	0	0	0
Haval H6, SUV (1500cc Turbo, AT)	7,425,000	7,425,000	7,425,000	7,425,000
Haval H6, 4WD, SUV (2000cc Turbo, AT)	8,499,000	8,499,000	8,499,000	8,499,000
Haval H6, HEV, SUV	-	-	9,749,000	9,749,000
Haval Jolion AT 1497cc Turbo Petrol	6,020,000	6,020,000	6,020,000	6,020,000

www.sazgarbaic.com

Ghandhara Nissan Ltd.

Models	Sep-22	Oct-22	Nov-22	Dec-22
Chery Tiggo 4 Pro DEX Plus 1.5T	4,999,000	5,499,000	5,499,000	5,499,000
Chery Tiggo 8 Pro 1.6 DEX Plus	6,999,000	8,199,000	8,199,000	8,199,000

<https://ghandharanissan.com.pk>

LIST OF MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA

S.No	Company Name	Address
1	Young Tech Private Limited	Plot No 3, Street No W-4, Main Street, RCCI Industrial Estate, Rawat, Rawalpindi, Pakistan
2	A.S Telecom Private Limited	Plot B-18/32 Sector 6-F Mehran Town, Korangi, Karachi, Pakistan
3	Pole Communication Technology Pvt. Ltd	Main Water Land Park, Saggian Bypass Road, Nain Sukh, Lahore, Pakistan
4	Bazz Mobile Technologies Pvt Ltd	1.5 KM Defence Road Bhobatian Chowk, Raiwind Road, Lahore, Pakistan
5	Bellco Trading Company Pvt. Ltd	Khewat No. 25, 844 & 1649, Khatooni No. 373 To 374, 1111 & 2048, Khas, Khasra No 605 Min, 825 Min And 605/1 Min Mouza Raiwind, Iqbal Town, Lahore, Pakistan
6	G-Five Mobile Private Limited	12-KM Sheikhpura Road, Jamal Town, Kot Abdul Malik, Lahore, Pakistan
7	Coastal Jade Technology (Pvt.) Ltd.	Plot No.A-19 & A-20, Phase-IA, M-3 Industrial City, Faisalabad, Pakistan
8	Rawdas (Pvt.) Ltd.	Plot No. A/77-A, Manghopir Road, S.I.T.E. Area, Karachi, Pakistan
9	TranssionTecno Electronics (Pvt.) Ltd.	Plot No 21, Sector 24, Korangi Industrial Area, Karachi, Pakistan
10	TranssionTecno Electronics (Pvt.) Ltd.	Plot No 36, Sector 24, Korangi Industrial Area, Karachi, Pakistan
11	Inovi Telecom (Pvt.) Ltd.	Plot No 3, Sector 15, Main Korangi Industrial Area, Karachi, Pakistan
12	Infocom Gadgets Pvt Ltd	22 KM, Ferozepur Road, Plot 3/A, Street 3, Gajjumata stop, Near Nadir Chowk, Lahore
13	Deploy Private Limited	Plot B-8, 31/G Mehran Town, Karachi, Pakistan
14	Airlink Communication Limited	152-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore, Pakistan
15	Premier Code Private Limited	Plot 64, Sector 7-A, Korangi Industrial Area, Karachi, Pakistan
16	Alpha Enetwork (Pvt.) Ltd.	Plot No 118, Opposite Jamia Masjid Noor-ul-Islam, Al-Noor Industrial Zone, 20 KM Ferozpur Road, Lahore.
17	Exert Tech (Pvt.) Ltd.	70 CCA, 2nd Floor Commercial, Phase 8 (Ex -Parkview) DHA,Lahore.
18	S.S.H Telecom (SMC Pvt.) Ltd.	Plot No. ST 4/1, Sector 23, Korangi Industrial Area, Karachi.
19	Swift Biz Solutions (Pvt.) Ltd.	Plot 60C, Street 7, Industrial Area I-10/3, Islamabad
20	Tecno Pack Electronics (Pvt.) Ltd.	Plot No.254-S, First Floor, Deh Dih Ebrahim Hyderi Korangi Creek, Karachi.
21	Dignified Technology (Pvt.) Ltd.	Near Ali Murtaza Factory, RohiNala 22KM, FerozPur Road, Lahore
22	Club Mobile (Pvt.) Ltd.	S-41-R-24/A/2 Lawrence Road, Lahore
23	High Star Mobile (Pvt.) Ltd.	Dolphin Plaza near to Al Rehman Garden Main Sharqpur Road, TajMehal Marriage Hall, Ferozwala.
24	United Communication (Pvt.) Ltd.	Plot No.2190/A&B, Pir Elahi Bux (PIB) Colony, Karachi.
25	Lucky Motor Corporation Ltd.	Arabian Sea, Country Club Road, Bin Qasim Industrial Park (SEZ) Pakistan Steel Mills, Bin Qasim Town, Karachi
26	Faywa Trading (Pvt.) Ltd.	1st Floor Shaheen Building, Opposite Punjab Regiment Centre, Near Shell Petrol Pump, Malakand Road, Mardan
27	Enercom Technologies (Pvt.) Ltd.	Plot #LE-10-A8 , National Industrial Park. Korangi Creek, Karachi
28	Select Technologies (Pvt.) Ltd.	Select Technologies (Pvt.) Ltd. 152/1-M, Quaid-e-Azam Industrial Estate, Kot Lakhpat, Lahore
29	Pillar Infocom (Pvt.) Ltd.	F-298, 3rd Floor, S.I.T.E, Karachi West Site Town, Karachi
30	DB Link	Plot No.8, Bhatti Farm, Bahria Orchard, Raiwind Road, Lahore Pakistan
31	MOBO Mobile Pvt Ltd	Al Jannat Road Near Darbar Sharif Nathli Wali Sarkar Saggian Pul Bypass Road Near Police Choki Shahdra, Lahore Pakistan

Status of New Investment Cases under ADP 2016-21

Sr. #	Company	City	Foreign Principal	Country	Product
Greenfield					
1	Regal Automobile Industries Ltd.,	Lahore	DFSK Motor Co. Ltd., M/s LIJUE	China	i. LCV ii. Van iii. SUV (Glory 580) iv. Cars (660, 798, 998, 1298)
2	United Motors (Pvt) Ltd	Lahore	LUOYANG DAHE New Energy Vehicle Co Ltd., YANGSTE Motor Group Co Ltd., Chery Automobile Henan Co Ltd	China	i. Passenger Cars – 800 cc ii. LCVs (Pick up) – 1000 cc iii. Carry Van/ MPV 1000 cc
3	Foton JW Auto Park (Pvt) Ltd	Lahore	Changsha Foton Vehicle Technology Co Ltd	China	i. LCV (Forland) ii. HCV iii. Buses
4	Master Changan Motor Limited	Karachi	Chongqing Changan Automobile Co Ltd, -Changan -International Corporation -Shandong Tangjun Ouling Automobile Manufacture Co Ltd -T King	China	i. Jeeps ii. Passenger SUV iii. Passenger Cars iv. HCVs
5	M/s Lucky Motor Corporation	Karachi	Kia Motors Company	Republic of Korea	i. LCV ii. Passenger Car iii. SUV (sportage)
6	Hyundai Nishat Motor (Pvt) Ltd	Faisalabad	Hyundai Motor Company	Korea	i. LCV ii. Passenger Car iii. SUV
7	M/S Al-Haj Automotive (Pvt) LTd	Karachi	Perusahaan Otomobil Nasional Sdn Bhd (Proton)	Malaysia	i. Passenger Cars
8	Sazgar Engineering Works Ltd., Lahore	Lahore	BAIC International Development Co. Ltd Great Wall Motor Company Ltd	China	i. Jeeps ii. Passenger SUV iii. Passenger Cars
9	M/S Al-Haj Bus Company (Pvt) Ltd	Karachi	Zhongtong Bus Holding Co. Ltd	China	i) Buses
10	Khalid & Khalid Holdings (Pvt) Ltd	Mianwali	Shandong Weichai Import & Export Corporation - Shanghai Shenlong Bus Co Ltd - Lingong Group Jinan Heavy Machinery Co. Ltd	China	i) HCV ii) Buses
11	Dysin Automobile Ltd	Lasbela,	Sinotruk International	China	i. HCV
12	M/s Universal Motors (Pvt) Ltd	Faisalabad	Jiangxi Jiangling Import and Export Co. Ltd (JMIE) JMIE has partnership with JMC ii) Higer Bus Company	China	i. LCV ii. Buses
13	MG JW Automobile Pakistan (Pvt) Ltd	Lahore	SAIC Motor Int Co	China	i. Passenger Car ii. SUV iii. Pick Up iv. Van v. MPV vi. EV

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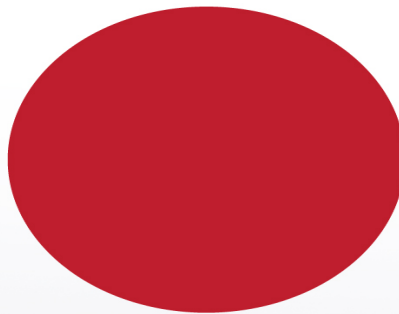
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