



# Industrial Bulletin

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## MERI GARI SCHEME

In continuation of the government efforts to provide relief to the general public, Federal Minister for Industries and Production Mr. Makhdoom Khusro Bakhtyar directed Engineering Development Board to devise a scheme for provision of affordable vehicles to a larger section of society.

With this in view the “Meri Gari Scheme”, has been launched to facilitate the general public in buying small cars at affordable prices and is another feature in the cap of the Government. The scheme would focus on the growth and development of automobile industry whilst keeping in mind affordability, quality, and accessibility for the general public.

Under the Scheme, Customs Duty on import of CKD non-localized up to 850cc has been reduced from 30% to 15% and localized from 46 % to 30% for new make or new model as certified by the EDB for two years from the date of issuance of manufacturing certificate or up to 30th June 2024, whichever is earlier. It is also proposed that 7% additional customs duty (ACD) on CKD kits and 7% ACD and 15 % RD on CBU cars up to 850cc exempted for two years.

Furthermore, sales tax has also been reduced down from 17% to 12.5% on locally manufactured cars. This scheme would create a competitive environment in the industry, which would result in competition amongst the manufacturers to provide better safety features in small cars segment. Minister for I&P believes that this scheme would make a positive impact on large scale manufacturing. It will boost car production and also augur well for employment generation at the manufacturing and vending industries as it will provide jobs to a large number of people, including daily wagger. In addition, under his directions, provision has been included in the Finance Act to support and promote localization and “Make in Pakistan”, while ensuring adherence to quality and safety features as per international standards.



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## Government's Initiatives for Auto Sector

To make small cars financially affordable

Government has introduced measure to increase the production of vehicles to approximately 300,000 in this fiscal year and up to 500,000 by 2025

To create Employment Opportunities

To promote Downstream Industry in Pakistan

Save Foreign Exchange



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

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

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

## INCENTIVES FOR AUTO SECTOR (in budget 2021-22)

Sr. No	Description
1	<p><b>Affordable cars &amp; Light Commercial Vehicles (LCVs) up to 850 (Meri Garri Scheme)</b></p> <ul style="list-style-type: none"> <li>a. All taxes removed (ACD(0%), AST(0%),WHT(0%) &amp; FED(0%), ST reduced to 12.5%) on locally manufactured cars</li> <li>b. Reduction in taxes on CBUs (ACD 0%)</li> <li>c. New Product Policy CD (15-30%) +ST @12.5%</li> </ul>
2	<p><b>Bringing prices of locally manufactured cars down (above 1000 cc)</b></p> <ul style="list-style-type: none"> <li>a. 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%]</li> </ul>
3	<p><b>Tackling 'on money'</b></p> <ul style="list-style-type: none"> <li>a. Taxes on registration where booking is made by Person A and registration is made in name of Person B</li> <li>b. Compulsory payment of KIBOR+3% interest by manufacturers on delivery beyond 60 days</li> <li>c. Maximum upfront payment not to exceed 20% of the invoice value at the time of booking</li> </ul>
4	<p><b>Ensuring safety</b></p> <ul style="list-style-type: none"> <li>a. 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.</li> <li>b. No vehicle shall be locally manufactured/ imported after 1.1.2022 which is not compliant of shortlisted WP 29 regulations.</li> <li>c. 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</li> </ul>
5	<p><b>New Product Policy</b></p> <ul style="list-style-type: none"> <li>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.</li> <li>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%.</li> <li>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%.</li> </ul>

	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	<b>Incentive on EVs</b> <ol style="list-style-type: none"> <li>Customs Duty (CD) on Specific Parts for electric vehicles @ 1 %</li> <li>Reduction of sales on locally manufactured EVs having battery pack below 50 KWH to 1% from 17 %</li> <li>Import at CD @ 10% for one year instead of 25 %</li> </ol>
7	<b>Allowing hybrid manufacturing in policy</b> <ol style="list-style-type: none"> <li>Customs Duty (CD) on Specific Parts for hybrid electric vehicle and Plug-in hybrid electric vehicle to attract 4 % and 3 % respectively.</li> <li>Reduction of sales tax (8.5%)</li> <li>Reduction in Regulatory Duty on CBU Import of Hybrids (15% for above 1800 cc, 0 % for 1800 cc and below)</li> </ol>
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	<b>Localization/ Indigenization</b> <ol style="list-style-type: none"> <li>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.</li> <li>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.</li> </ol>
11	Continuity on ADP 2016-21 for CKD Manufacturing

## 47<sup>th</sup> MEETING OF EDB'S BOARD OF MANAGEMENT



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

47<sup>th</sup> Meeting of EDB's Board of Management (BoM) was held in Lahore on 18<sup>th</sup> 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 and 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.

## DUTY & TAX INCENTIVES FOR MANUFACTURING SECTOR

Pakistan's manufacturing sector accounts for 12.79% of GDP and is considered as main contributor of the Industrial Sector. This sector provides employment opportunities to 16.1% of the total labor force (Economic Survey 2020-2021). Large Scale Manufacturing contributes 9.37% to GDP and is the highest contributor to the overall sector, accounting for 76.1% of the manufacturing sector share, followed by Small Scale Manufacturing and Slaughtering, which contribute 2.12% and 0.94% to the total GDP respectively (Economic Survey 2020-2021). Growth of the manufacturing sector is dependent on better availability of utility services, enabling environment, credit to private sector, Foreign Direct Investment (FDI), capital market gains etc.

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 thoughtful 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 FY2020. Targeted fiscal and monetary incentives accompanied by related support packages helped speed up the economic recovery.

Revival of the industrial / manufacturing sector has always been priority of the present Government and in order to promote the indigenous manufacturing the government has paid focus on "Make-in-Pakistan" strategy. In this regard, to reduce the cost of manufacturing, rationalization of duties and taxes were made 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 are extended 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 has 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, as a technical wing of the Ministry of Industries & Production and custodian of the manufacturing segment of the industry, especially in Engineering Goods, has been part of all the above mentioned facilitation activities and is playing its effective role to achieve the objectives related to the revival and growth of the value added engineering and industrial goods manufacturing sector. EDB has 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 and 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 rederassal.

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.

With regard to DLTL, EDB has revised the existing DLTL list of products and also recommended to the Ministry of Commerce for revision of DLTL 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, has revised Export Incentive Schemes of FBR and has drafted a consolidated "Export of Engineering Goods Scheme". The draft of the Scheme is 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, has 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 has been one of the major tasks of EDB and in order to facilitate and promote the local manufacturing EDB, on regular basis, has been in contact with the concerned industry and stake-holders for seeking their proposals on tax and tariff related issues. The proposals received from the concerned industries are evaluated in EDB and consultation with relevant stake-holders 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 have 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

Details of the incentives related to CD, ACD, RD, ST, FED & WHT provided to the manufacturing sector in Budget 2021-22 on import of inputs and machinery/equipment are given at **Annex-I**; whereas, overall sector wise duty exemptions to the engineering/ industrial goods manufacturers on import of inputs and machinery, equipment, etc, are provided at **Annex-II**; to be explored at EDB Website ([www.engineeringpakistan.com/](http://www.engineeringpakistan.com/)).

# EDB AND EXIM BANK JOIN HANDS TO DEFINE THE ROADMAP FOR FACILITATION OF MANUFACTURING INDUSTRY

EDB has 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/EPC contractors. In this regard, an introductory session was arranged on 22<sup>nd</sup>, 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 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 face 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 2<sup>nd</sup> meeting with the EXIM Bank of Pakistan on 17<sup>th</sup> 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.



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

## 1<sup>st</sup> PREPARATORY MEETING OF MINISTRIES FOR INDUSTRY OF THE SCO MEMBER STATES

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 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 are to strengthen mutual trust and neighborliness' among the member states.



Virtual 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 enhancing the living standards of the member states peoples, 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 minister in the upcoming meeting.



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

## CRITICAL ISSUES AND WAY FORWARDED FOR THE STEEL SECTOR

EDB has, in consultation with stakeholders from private and public sectors, prepared a draft National Steel Policy (NSP). The aim of the Policy is to build the foundation for a globally competitive steel industry, encourage import substitution, attract local and foreign direct investments (FDIs), encourage use of efficient technologies and enhance exports of this sector. The policy aims to do this through appropriate incentives regime that will develop and maintain a level playing field for all stakeholders.



### 3<sup>RD</sup> SESSION OF PAKISTAN-ARGENTINA JOINT COMMISSION

EDB participated in joint commission meetings on behalf of the Ministry of Industries & Production (MoIP) through consecutive joint online sessions of the Pak-Argentina Joint Commission including delegates of Pakistan and Argentina, held on 19<sup>th</sup> & 20<sup>th</sup>, May 2021.

From Pakistan side, the meeting was chaired by Ministry of Economic Affairs. The main agenda of the meeting was to promote joint industrial cooperation and highlighting the potential for joint ventures between two countries.

During the sessions, EDB discussed the potential for joint collaboration related to engineering goods sector and put up the reviews related to incentives given in Automobile, Electric Vehicle and Mobile Device Manufacturing Policy.

3<sup>rd</sup>  
Online  
Session of  
Pak-  
Argentina  
joint  
Commission



### CONSULTATIVE SESSION FOR 2<sup>ND</sup> INDONESIA-PAKISTAN JNC IP-TIGA

The Indonesian  
and Pakistani  
Delegations in  
Virtual Meetings of  
the Joint Negotiating  
Committee (JNC)  
Indonesia-Pakistan  
Trade in Goods  
Agreement  
(IP-TIGA)



EDB participated in FTA negotiations meetings on behalf of the Ministry of Industries & Production (MoIP) through consecutive joint online sessions of the JNC (Joint Negotiation Committee) IP-TIGA including Indonesian and Pakistani delegates, held on 27<sup>th</sup>, 28<sup>th</sup> & 29<sup>th</sup>, April 2021.

During the sessions, delegations both from Pakistan and Indonesia discussed the Terms of Reference (ToR) 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 were discussed related to bilateral trading between Indonesia and Pakistan, including those related to market access, the follow-up to the signing of the MoU on Trade Promotion, and Trade Barriers.

In the end, it was concluded in the meeting 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.



## 3<sup>RD</sup> SESSION OF PAKISTAN-BELARUS JOINT WORKING GROUP (JWG) ON INDUSTRIAL COOPERATION

The 3<sup>rd</sup> Session of the Joint Working Group (JWG) of Pakistan-Belarus on Industrial Cooperation was held virtually on 8<sup>th</sup> June, 2021 in Engineering Development Board (EDB), under the chairmanship of Additional Secretary-II, Ministry of Industries and 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. From Belarus sides, 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 Belarus and Pakistan which included supply of tractors, trucks/dump trucks, engines, diesel gensets & compressor stations, machine-tools, agricultural machinery & supplements etc.

The delegates from Belarus appreciated EDB's efforts for sharing these business opportunities and showed interest for working together for mutual benefit of both countries.



3<sup>rd</sup> Session of the JWG on Industrial Cooperation between Pakistan and Belarus



## 2<sup>ND</sup> Meeting On The Joint Working Group (JWG) On Trade Investment And Auto Sector Between Pakistan And Sri Lanka

2<sup>nd</sup> Meeting of the Joint Working Group (JWG) on Trade Investment and Auto Sector between Pakistan and Sri Lanka was held in the Ministry of Commerce. The meeting was attended by CEO-EDB and senior officials from the Ministry of Foreign Affairs, Ministry of Commerce, Economic Affairs Division, Federal Board of Revenue and Board of Investment.

EDB examined the request of Sri Lanka for restoration of auto tariff lines to firm up concession list and further liberalization of products under FTA already signed with Sri Lanka. EDB after consultation with local industry clarified that 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.



2<sup>nd</sup> Meeting of the Joint Working Group

During month of April 2021, Joint online consultative sessions for Pakistan-Thailand FTA (PATHFTA) were held. Proposals to boost trade on the following sectors were discussed in details by the representatives of both the countries.

- Vehicle/Auto/Rubber.
- Iron & Steel, Articles of Iron & Steel, and Aluminum.
- Machinery, Electrical Equipment & other Base Metals.
- Leather
- Chemicals & Plastics.
- Pharmaceutical, Paper & Paper Board, Wooden & Articles and Mineral Product (Oil & Marble).
- Agriculture (Group 1) & Agriculture (Group 2).
- Textile & Clothing.

The request lists from both the countries is in the process of consultation with the local industry. Comprehensive analysis session was held virtually for deliberation on 200 priority items of above mentioned identified sectors for increasing bilateral relations between two countries.

## PAKISTAN-THAILAND FREE TRADE AGREEMENT (PATHFTA)



Joint online consultative sessions for  
Pakistan-Thailand FTA (PATHFTA)

## Proposal To Establish Investment & Technology Promotion Office (ITPO) In Pakistan

A joint online consultative session of EDB, TUSDEC and IN Consult was held on 16<sup>th</sup>, April 2021, to establish investment and technology promotion office in Pakistan. During the session, 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 have 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 the 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

## Meeting on “NATIONAL PRODUCTIVITY” INITIATED BY PAKISTAN ACADEMY OF ENGINEERING

Pakistan Academy of Engineering is a learned body of the engineering community of Pakistan, representing the International Council of Academies of Engineering and Technological Sciences (CAETS). Representatives from the academy invited EDB and other relevant stakeholders to an online consultative session on April 24<sup>th</sup>, 2021 regarding the “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. Moreover, members of CAETS from different countries gave presentations various subjects of National Productivity Plans. During the session, 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 NTDC's tender requirements. In this regard an online joint session of EDB and APCCMA members was held on 24th May 2021.

The main agenda of the meeting was to discuss the discriminatory clauses of NTDC Tenders that restricts the participation of local manufacturers. The members of APPCCMA 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.

During the session, the 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) EDB put up the suggestions for the review of tender documents and impact of overall local manufacturing industry and further taking up the matter collectively with NTDC, PEPRA and PEC.

# PAKISTAN GULF CORPORATION COUNCIL FTA NEGOTIATIONS SET IN

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 nominated to attend the online session.

During the session, it was highlighted that Pakistan has the

potential to increase its exports with GCC economies in products with a non-zero Tariff Rate. Furthermore, Pakistan has a huge potential to export rice, meat, fruits and invest in the agro-processing units. Meanwhile, GCC showed interest in the manufacturing, tourism and services sector of Pakistan.

## LOOK AFRICA POLICY - 2<sup>ND</sup> PAKISTAN-AFRICA TRADE DEVELOPMENT CONFERENCE AND PAKISTAN SINGLE COUNTRY EXHIBITION

In continuation of 1<sup>st</sup> Africa-Pakistan Trade Development Conference was held in Nairobi, Kenya on 30<sup>th</sup> -31<sup>st</sup> January, 2020 under the ambit of "Look Africa Policy". EDB is now joining hands with TDAP to invite local engineering goods manufacturers to attend 2<sup>nd</sup> Pakistan-Africa Trade Development Conference and Pakistan Single Country Exhibition scheduled to be held at Lagos, Nigeria from 23<sup>rd</sup> – 25<sup>th</sup> November, 2021 to explore possibilities of market penetration for our value added products in African region. The visit will include 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 has already 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 are not feasible as because no prominent results have been obtained thus far from such activities. TDAP replied that the same will be conveyed to the concerned department of TDAP.



## EXPORT DEVELOPMENT FUND ADMINISTRATION RULES 2020

Engineering Development Board has forwarded its recommendations to the Ministry of Industries and Production regarding the Export Development Fund Administration Rules 2020. The prevalent procedures and rules of EDF are 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 has also been suggested that funds needs 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 LAUNCH STUDIES ON 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 has been identifying potential regions for exports of engineering goods manufactured in Pakistan. Currently, EDB is working on the Central Asian region and is compiling detailed profiles of respective countries highlighting the engineering sectors specifically. The export from Pakistan to Uzbekistan,

Kazakhstan, Kyrgyzstan, Tajikistan & Turkmenistan, is almost insignificant over the past years. The countries have substantial imports of engineering goods; however, the Pakistan has not been able to infiltrate the market yet. EDB is working to improve trade of goods with these countries and is 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. Uzbekistan alone has an import worth \$12.24 million of engineering goods in 2020 but Pakistan only exported goods worth \$540,000. This region shows huge promise for the engineering sector of Pakistan, among other sectors.

A brief synopsis of the trade potential is given in the below.

Unit : US Dollar thousand

Product code	Product label	Uzbekistan, Kazakhstan, Kyrgyzstan, Tajikistan & Turkmenistan imports from Pakistan			Uzbekistan, Kazakhstan, Kyrgyzstan, Tajikistan & Turkmenistan imports from world		
		Value in 2017	Value in 2018	Value in 2019	Value in 2017	Value in 2018	Value in 2019
'70	Glass and glassware	20	46	5	333,883	308,514	326,787
'93	Arms and ammunition; parts and accessories thereof	0	0	0	15,902	4,510	386,609
'74	Copper and articles thereof	2	1	5	83,207	97,426	112,212
'72	Iron and steel	0	0	80	2,311,816	2,955,562	3,147,547
'83	Miscellaneous articles of base metal	1	2	4	247,250	325,126	366,164
'76	Aluminum and articles thereof	4	6	2	448,282	496,600	587,936
'88	Aircraft, spacecraft, and parts thereof	79	11	0	445,047	792,367	1,131,,687
'40	Rubber and articles thereof	68	91	33	824,894	935,916	1087,827
'87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	3	28	39	3,617,016	4,657,722	5,153,881
'85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	9	54	80	4,402,042	5,391,541	6,461,661

'84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof...	172	2083	544	8,943,239	10,967,232	15,132,601
'82	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	682	637	975	203,014	224,506	281,624
'39	Plastics and articles thereof	114	82	373	1,943,443	2,202,264	2,507,962

EDB shall soon share detailed studies with the stakeholders.

## 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 is currently under consideration by both the countries to promote bilateral direct investment to enhance the implementation of reciprocal economic objectives.

In this context EDB has 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 is an important step towards promoting bilateral trade, joint ventures, investment opportunities, and research and technology exchange and job creation.



## LIST OF 2-3 WHEELER ELECTRIC VEHICLES (EVS) MANUFACTURERS APPROVED BY EDB

S.No	Name of OEM	Vehicle/ Model	HS Code
01	M/s Jolta Electric (Pvt) Ltd., Lahore	Jolta JE-50D (Electric Motorcycle)	8711.6040
		Jolta JE-50L (Electric Motorcycle)	8711.6040
		Jolta JE-70D (Electric Motorcycle)	8711.6040
		Jolta JE-70L (Electric Motorcycle)	8711.6040
		Jolta JE-100L (Electric Motorcycle)	8711.6040
		Jolta JE-125L (Electric Motorcycle)	8711.6040
02	M/s Sazgar Engineering Works Ltd., Lahore	Sazgar Mini Cab Electric Auto Rickshaw	8703.8030
		Sazgar Mini Cab Swappable Electric Auto Rickshaw	8703.8030
		Sazgar Tempo 3 -Wheeler Electric Loader	8711.6060

## LIST OF MOBILE DEVICE MANUFACTURING COMPANIES AUTHORIZED BY PTA

Sr 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 Bhotatian Chowk, Raiwind Road, Lahore, Pakistan
5	Bellco Trading Company Pvt. Ltd	Khwat No. 25, 844 & 1649, Khatooni No. 373 To 374, 1111 & 2048, Khas, Khasra No 605 Min, 825 Min And 605/1 Min Mouza Raiwind, Iqbal Town, Lahore, Pakistan
6	Digicom Trading (Private) Limited	Plot No. GA29 and GA30, Street 4/1, Sector 23, Korangi Creek Industrial Park, Korangi Cantt, Karachi
7	G-Five Mobile Private Limited	12-KM Sheikhpura Road, Jamal Town, Kot Abdul Malik, Lahore, Pakistan
8	Coastal Jade Technology (Pvt.) Ltd.	Plot No.A -19 & A -20, Phase -IA, M -3 Industrial City, Faisalabad, Pakistan
9	Rawdas (Pvt.) Ltd.	Plot No. A/77 -A, Manghopir Road, S.I.T.E. Area, Karachi, Pakistan
10	Transsion Tecno Electronics (Pvt.) Ltd.	Plot No 21, Sector 24, Korangi Industrial Area, Karachi, Pakistan
11	Transsion Tecno Electronics (Pvt.) Ltd.	Plot No 36, Sector 24, Korangi Industrial Area, Karachi, Pakistan
12	Inovi Telecom (Pvt.) Ltd.	Plot No 3, Sector 15, Main Korangi Industrial Area, Karachi, Pakistan
13	Infocom Gadgets Pvt Ltd	22 KM, Ferozepur Road, Plot 3/A, Street 3, Gajjumata stop, Near Nadir Chowk, Lahore
14	Deploy Private Limited	Plot B-8, 31/G Mehran Town, Karachi, Pakistan
15	Airlink Communication Limited	12-KM Sheikhpura Road, Jamal Town, Kot Abdul Malik, Lahore, Pakistan
16	Premier Code Private Limited	Plot 64, Sector 7 -A, Korangi Industrial Area, Karachi, Pakistan
17	Alpha Enetwork (Pvt.) Ltd.	Plot No 118, Opposite Jamia Masjid Noor -ul-Islam, Al-Noor Industrial Zone, 20KM Ferozpur Road, Lahore.
18	Exert Tech (Pvt.) Ltd.	70 CCA, 2nd Floor Commercial, Phase 8 (Ex - Parkview) DHA,Lahore.
19	S.S.H Telecom (SMC Pvt.) Ltd.	Plot No. ST 4/1, Sector 23, Korangi Industrial Area, Karachi.
20	Swift Biz Solutions (Pvt.) Ltd.	Plot 60C, Street 7, Industrial Area I-10/3, Islamabad .
21	Tecno Pack Electronics (Pvt.) Ltd.	Plot No.254 -S, First Floor, Deh Dih Ebrahim Hyderi Korangi Creek, Karachi.





**ravi autos**  
SUNDAR PVT. LTD.



**ALUMINIUM HPDC / GC ■**  
**SPM & CNC PRECISION MACHINING ■**



Plot No: 382-383, Sundar Industrial Estate, Raiwind Road, Lahore. 55150

✉ [info@ravisundar.com](mailto:info@ravisundar.com) [www.ravisundar.com](http://www.ravisundar.com)

## PRODUCTION FIGURES

CARS / LCVs / HCVs (ACTIVE UNITS)

S. No.	Manufacturer / Assembler	2018-19	2019-20	2020-21
1	M/s Pak Suzuki Motor Company Limited, Karachi	132,166	64,240	60,392
2	M/s Indus Motor Company Ltd., Karachi	65,336	28,518	48,272
3	M/s Honda Atlas Cars (Pakistan) Limited, Lahore	45,098	15,672	28,922
4	M/s Hinopak Motors Limited, Karachi	2,190	1,296	675
5	M/s Ghandhara Nissan Ltd., Karachi	468	431	761
6	M/s Ghandhara Industries Ltd., Karachi	3,717	2,027	1,866
7	M/s Master Motor Corporation, Karachi	1,255	368	903
8	M/s Afzal Motors (Pvt) Limited, Karachi	193	83	60
9	M/s P M Auto Industries, Karachi	1	2	0
10	M/s Al-Hajj Faw Motors, Karachi	2,817	1,131	1,601
11	M/s Fuso Master Motors (Pvt) Ltd, Karachi	304	100	361
12	M/s Ghandhara DF (Pvt) Ltd, Karachi	614	235	96
13	M/s Regal Automobile Industries Ltd, Lahore	159	517	2,737
14	M/s United Motors (Pvt) Ltd, Lahore	1,305	330	268
15	M/s Foton JW Auto Park (Pvt) Ltd, Lahore	565	483	693
16	M/s Master Motors Limited	299	1,735	6,211
17	M/s Kia Lucky Motors Pakistan Ltd, Karachi	0	7,974	19,297
18	M/s Hyundai Nishat Motor (Pvt) Ltd, Lahore	0	703	4,545
<b>Total:</b>		<b>256,487</b>	<b>125,845</b>	<b>177,660</b>



# TOP 15 ITEMS OF ENGINEERING SECTOR

Million US \$

ITEMS	EXPORTS	
	Jul-Apr 2019-20	Jul-Apr 2020-21
COPPER AND ARTICLES THEREOF	288.12	530.35
OPTICAL, PHOTOGRAPHIC, CINEMATOGRAPHIC, MEASURING, MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS, PARTS AND ACCESSORIES	304.14	386.15
TOOLS, IMPLEMENTS, CUTLERY, PARTS THEREOF	77.71	118.64
IRON AND STEEL	60.75	91.78
MACHINERY/ COMPONENTS	64.62	83.76
ALUMINIUM AND ARTICLE THEREOF	37.40	77.46
VEHICLES OTHER THAN RAILWAY, ROLLING STOCK	36.65	61.86
ARTICLES OF IRON AND STEEL	28.90	46.24
ELECTRICAL MACHINERY, EQUIP, PARTS	37.46	43.06
FURNITURE, BEDDING, MATTRESSES, LAMPS AND LIGHT FITTINGS, ILLUMINATED NAME -PLATES, PREFABRICATED BUILDINGS	2.30	8.59
LEAD AND ARTICLES THEREOF	2.09	6.59
ARMS & AMMUNITION, PARTS AND ACCESSORIES	3.52	3.91
ZINC AND ARTICLES THEREOF	2.14	3.45
MUSICAL INSTRUMENTS, PARTS AND ACCESSORIES	2.60	3.25
MISC. ARTICLES OF BASE METALS	3.79	2.03

Year : 2020-21 1 USD = 153.07 PKR  
Year : 2019-20 1 USD = 164.43 PKR

Source: Pakistan Bureau of Statistics



# EXPORTS

## TOP 15 COUNTRIES OF ENGINEERING SECTOR

COUNTRY	EXPORTS	
	Jul-Apr 2019-20	Jul-Apr 2020-21
China	281.49	560.33
U.S.America	140.77	168.77
Afghanistan	51.50	90.69
United Arab Emirates	53.98	89.94
Germany	54.04	79.10
United Kingdom	35.17	48.61
Australia	13.49	25.18
Saudi Arabia	29.43	21.86
France	13.73	19.71
Italy	12.22	19.13
South Africa	12.08	18.30
Netherlands	8.60	16.23
Canada	8.83	15.49
Belgium	9.94	13.35
Bangladesh	12.07	13.15

Year : 2020-21 1 USD = 153.07 PKR

Year : 2019-20 1 USD = 164.43 PKR

Source: Pakistan Bureau of Statistics

# EXPORTS

## REGION WISE EXPORTS OF ENGINEERING SECTOR

REGION	Jul-Apr 2019-20	Jul-Apr 2020-21
AFRICA	50	72
AMERICA (Continent)	184	228
ASIA	529	891
ASIA-PACIFIC ECONOMIC COOPERATION (APEC)	513	842
ASIA-PACIFIC TRADE AGREEMENT (APTA)	309	596
ASSOCIATION OF SOUTH-EAST ASIAN NATIONS (ASEAN)	20	22
CENTRAL ASIAN REPUBLICS	2	2
COMMONWEALTH OF INDEPENDENT STATES (CIS)	10	14
DEVELOPED MARKET ECONOMIES	322	442
DEVELOPING MARKET ECONOMIES	602	983
ECONOMIC COOPERATION ORGANIZATION (ECO)	62	102
EUROPE	169	247

EUROPEAN UNION (EU 25)	156	226
G7 (Group of Seven Countries)	274	364
MIDDLE EAST	122	160
NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)	157	190
ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES (OPEC)	104	139
ORGANIZATION OF THE ISLAMIC CONFERENCE (OIC)	215	299
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (SAARC)	22	26

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

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

Series	* May, 2021		* April, 2021		% Change in May, 2021 over April, 2021	
	Rs.	\$ (1 \$= Rs. 153.29)	Rs.	\$ (1 \$= Rs. 153.07)	Rs.	\$
Exports	256,115	1,671	339,498	2,218	-24.56	-24.66
Imports	813,622	5,308	802,443	5,242	1.39	1.26
Balance of Trade	-557,507	-3,637	-462,945	-3,024	20.43	20.27

Series	* May, 2021		May, 2020		% Change in May, 2021 over May, 2020	
	Rs.	\$ (1 \$= Rs. 153.29)	Rs.	\$ (1 \$= Rs. 160.07)	Rs.	\$
Exports	256,115	1,671	223,512	1,396	14.59	19.70
Imports	813,622	5,308	457,399	2,857	77.88	85.79
Balance of Trade	-557,507	-3,637	-233,887	-1,461	138.37	148.94

Series	* Jul-May, 2020-2021		Jul-May, 2019-2020		% Change in Jul-May, 2020-21 over Jul-May, 2019-20	
	Rs.	\$	Rs.	\$	Rs.	\$
Exports	3,615,857	22,576	3,105,799	19,795	16.42	14.05
Imports	7,992,202	50,039	6,418,372	40,849	24.52	22.50
Balance of Trade	-4,376,345	-27,463	-3,312,573	-21,054	32.11	30.44

### NOTE:-

- \* Provisional figures based on figures provided by the Director (R&S) FBR, Islamabad
- Rupee value converted into US Dollar on the basis of monthly Bank's Floating Average exchange rate provided by S.B.P. May, 2021 (1\$ = Rs. 153.292780), April, 2021 (1\$=Rs. 153.076852) and May, 2020
- (1 \$ = Rs.160.076694)
- Due to rounding effects some totals and percentages may not tally.

**Source: Pakistan Bureau of Statistics**

## MODEL WISE CAR PRICES

### Pak Suzuki Motor Company Ltd

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Alto 660 VX	1,198,000	1,113,000	85,000
Alto 660 VXR	1,433,000	1,335,000	98,000
Alto 660 VXL	1,633,000	1,521,000	112,000
Wagon-R VXR	1,640,000	1,530,000	110,000
Wagon-R VXL	1,730,000	1,610,000	120,000
Wagon-R AGS	1,890,000	1,760,000	130,000
Cultus VXR Euro II	1,780,000	1,655,000	125,000
Cultus VXL	1,970,000	1,830,000	140,000
Cultus AGS	2,130,000	1,975,000	155,000
Swift AT Navi	2,210,000	2,148,000	62,000
Swift DLX Navi	2,030,000	1,972,000	58,000
Bolan (800 cc)	1,134,000	1,049,000	85,000

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



### Indus Motor Company Ltd

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Corolla Altis (1.6) MT	3,219,000	3,109,000	110,000
Corolla Altis (1.6) AT	3,369,000	3,249,000	120,000
CorollaX Altis (1.8) CVT	3,699,000	3,579,000	120,000

CorollaX Altis Grande 1.8 CVT (Beige Interior)	3,979,000	3,869,000	110,000
CorollaX Altis Grande 1.8 CVT (Black Interior)	3,999,000	3,889,000	110,000
Yaris GLI (1.3) MT	2,509,000	2,409,000	100,000
Yaris GLI (1.3) CVT	2,689,000	2,589,000	100,000
Yaris ATIV (1.3) MT	2,619,000	2,519,000	100,000
Yaris ATIV (1.3) CVT	2,769,000	2,669,000	100,000
Yaris ATIV X (1.5) MT	2,829,000	2,719,000	110,000
Yaris ATIV X (1.5) CVT	2,999,000	2,899,000	100,000
Hilux 4x2 S/C STD	3,889,000	3,819,000	70,000
Hilux 4x2 S/C U/S	3,919,000	3,849,000	70,000
Hilux 4x2 2TR	3,749,000	3,679,000	70,000
Hilux 4x2 S/C Deckless	3,639,000	3,569,000	70,000
Hilux 4x4 S/C	5,269,000	5,169,000	100,000
Hilux 4x4 D/C STD	5,959,000	5,859,000	100,000
Hilux 4x4 D/C REVO Hi) G MT	6,549,000	6,429,000	120,000
Hilux 4x4 D/C REVO G AT	6,899,000	6,779,000	120,000
Hilux 4x4 D/C REVO V AT	7,499,000	7,379,000	120,000
FORTUNER (4X4 Hi)	9,649,000	9,269,000	380,000
FORTUNER V (4X4 Hi)	9,299,000	8,899,000	400,000
FORTUNER G (4X2 Hi)	7,999,000	7,649,000	350,000

[www.toyota-indus.com](http://www.toyota-indus.com)



## Honda Atlas Cars (Pakistan) Limited



Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Civic i -VTEC-PT (1.8)	3,729,000	3,619,000	110,000
Civic i -VTEC Oriel -PT (1.8)	3,979,000	3,859,000	120,000
Civic Turbo 1.5 RS Turbo	4,699,000	4,559,000	140,000
BRV i-VTEC (MT)	3,159,000	3,159,000	0
BRV i-VTEC	3,319,000	3,319,000	0
BRV i-VTEC S	3,479,000	3,379,000	100,000

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

## United Motors

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
United Bravo (800 cc)	1,099,000	1,030,000	69,000
United Alpha (800 cc)	1,395,000	1,350,000	45,000

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

## Regal Automobile Ltd

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Prince (Pearl)	1,149,000	1,111,000	38,000

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

## Lucky Motor Corporation



Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Picanto (MT)	1,899,000	1,781,000	118,000
Picanto (AT)	2,049,000	1,922,000	127,000
Sportage Alpha	4,399,000	4,294,000	105,000
Sportage (FWD)	4,899,000	4,782,000	117,000
Sportage (AWD)	5,399,000	5,270,000	129,000
Sorento (FWD)	6,999,000	6,836,000	163,000
Sorento (AWD)	7,999,000	7,812,000	187,000
Sorento 3.5 (FWD)	8,399,000	8,203,000	196,000

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

## Master Motor

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Alsvin 1.3 Comfort MT	2,199,000	2,149,000	50,000
Alsvin 1.5 Comfort DCT	2,450,000	2,399,000	51,000
Alsvin 1.5 Lumiere	2,650,000	2,589,000	61,000

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

## Hyundai Nishat

Models	1 <sup>st</sup> June, 2021	1 <sup>st</sup> July, 2021	Reduction
Tucson FWD A/T	5,099,000	4,979,000	120,000
Tucson AWD A/T	5,599,000	5,469,000	130,000
Elantra GLS	4,049,000	3,899,000	150,000

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



# DUTY & TAX EXEMPTIONS PROVIDED IN BUDGET 2021-22

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

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

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





**3. 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.

**4. 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.

**5. Incentives for the pharmaceutical sector and to keep the prices stable in the market, -**

- 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

**6. 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.

**7. 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

**8. Extension in exemption from CD on import of COVID-19 related items for further six month.**

**9. Reduction / exemption on inputs / raw materials of food processing industry.**

**10. Reduction in Duty to 4% on following parts for Hybrid Electric Vehicle under AIDEP: -**

1. Battery pack and its parts:
  - (i) thermistor
  - (ii) resistor
  - (iii) capacitor
  - (iv) bus bar
2. Cooling system for battery packs

3. Sensor hybrid vehicle battery voltage
4. Inverter assembly with converter (Power control unit)
5. Electric motor and generator for Transaxle assembly
6. Battery charging system / inlet connectors
7. Hybrid system control unit / hybrid ECU
8. Junction box



**11. Reduction in Duty to 3% on following parts for Plug-in Hybrid Electric Vehicle: -**

1. Battery pack and its parts:
  - (i) thermistor
  - (ii) resistor
  - (iii) capacitor
  - (iv) bus bar
2. Cooling system for battery packs including blower, tubes, hoses, pump
3. Sensor hybrid vehicle battery voltage
4. Inverter assembly with converter (Power control unit)
5. Electric motor and generator for Transaxle assembly
6. Battery charging system / inlet connectors
7. Hybrid system control unit / hybrid ECU
8. Junction box
9. Charger
10. Charging port



# SALES TAX ACT 1990 & FEDERAL EXCISE ACT 2005:

Annex-I

**1) Auto Sector**

- (i) Exemption on import of CKD kits for Electric Vehicles (EVs) by manufacturers (S.No. 157, Sixth Schedule of Sales Tax Act (STA)).
- (ii) 1% ST on locally supply of EVs (Sixth Schedule of STA).
- (iii) Exemption from Value Added Tax (VAT) and Reduction in ST from 17% to 12.5% on locally manufactured small cars upto 850cc.
- (iv) Withdrawal of VAT on import of EVs (4-wheelers) upto 50 Kwh battery in CKD/CBU condition and EVs LCV upto 150 kwh batter in CKD/CBU till 30th June, 2026.
- (v) Exclusion of EVs 2-3 wheelers and HCVs in CBU condition from the purview of VAT under Twelfth Schedule till 30th June, 2025.
- (vi) Exemption from FED on locally manufactured small cars upto 1000cc.
- (vii) Reduction in FED on locally manufactured vehicles, by 2.5% for each category, (S.No. 55B of Table-1, First Schedule to the FEA)
- (viii) Reclaimed lead and used lead batteries is an unorganized sector. Therefore, entire amount of sales tax in respect of sales of such goods is proposed to be withheld at source under Eleventh Schedule.

**2) Telecommunication sector:**

- (i) Exemption from ST import of plant, machinery, equipment and raw materials by IT industry under Special Technology Zone Authority (S. No. 161 of Table-1 of the Sixth Schedule to the STA).
- (ii) Deletion of fixed tax i.e. Rs. 250/- per SIM card from Table-I, Ninth Schedule to STA on SIM cards with effect from 1<sup>st</sup> July, 2020.
- (iii) The rate of FED on telecommunication is proposed to be reduced from 17% to 16%.

**3) Medical/Health Sector:**

- (iv) Tax exemption on import of auto disposable syringes and their raw material (S. No. 159 & 160 of Sixth Schedule of STA).

**4) FATA and PATA**

- (i) Exemption from levy of FED to the industrial units located in FATA and PATA.
- (ii) ST reduced to 16% for goods supplied from erstwhile FATA/PATA to the taxable areas.

**5) Misc.**

- (i) Increase in ST on potassium chlorate from Rs. 80 per kg to Rs. 90 per kg in addition to 17% GST.
- (ii) Minimum annual threshold of turnover for cottage industry from all supplies is increased from Rs. 3 million to Rs. 10 million.
- (iii) 100% ST adjustment for Public limited companies (excluded from the purview of section 8B of ST Act).
- (iv) Exemption on import and zero-rating on local supplies on raw materials, components, parts and plant and machinery to authorized exporters under Export Facilitation Scheme.

**INCOME TAX/WHT:****1. Auto Sector:**

- (i) Discouraging "on" money on vehicles:  
In order to discourage "on" money, additional tax of Rs.50,000 , Rs.100,000 and Rs.200,000 for vehicles upto 1000 cc, between 1000cc and 2000cc and beyond 2000cc respectively was imposed where a vehicle is sold within 90 days of its ownership. This was introduced vide Tax Laws (Amendment) Ordinance, 2021. It was applicable till 30.06.2021. Due to its positive impact, it has been continued. Further, the period of 90 days has been withdrawn. Now the persons buying motor vehicles would be required to get them registered in their own names otherwise, this tax would be collectable.

- (ii) The import of corn harvester & motor vehicles upto 1000 cc, currently subjected to tax at the rate of 5.5 % on import are exempted from collection of advance income tax at the import stage (inclusion in Clause (56) of Part IV of the Second Schedule).
- (iii) In order to promote documentation and corporatization of used vehicle market this sector has been granted exemption from withholding tax on the purchase of used vehicle from general public and reduced minimum turnover tax from 1.5% to 0.25%. (clause (45B) of Part IV of Second schedule).

## 2. Telecommunication sector:

- (i) Inclusion of telecommunication services in definition of industrial undertaking, enabling to adjust 1% tax deducted under section 148 on import of capital equipment and plant & machinery for their own use.
- (ii) Reduction of WHT rate under section 153(1) (b) on telecommunication services from 8% to 3% under minimum tax regime.
- (iii) Reduction of advance tax under section 236 on internet and mobile phone usage from 12.5% to 10% for tax year 2022 and 8% onwards.



## 3. Special tax regime for manufacturing SMEs.

### a. Definition of SME:

As per clause (59A) of section 2 of ITO, 2001, SMEs are defined as manufacturing enterprises irrespective of their status as an individual, AOP or company having turnover up to 2 Rs. 250 million and are excluded from the definition of small companies.

### b. Legal Framework

Enabling legal provision has been provided in section 100E and Fourteenth Schedule of the Ordinance. Board has been empowered to prescribe simplified return form for such SMEs.

### c. Rules for Taxability

Fourteenth Schedule of the Ordinance; The SMEs have been divided into two categories for taxation purposes

- (i) Category-I: SMEs having turnover upto Rs. 100 Million would pay tax at 7.5% of their taxable income
- (ii) Category-II: SMEs having turnover exceeding Rs. 100 Million and upto Rs. 250 Million would pay tax at 15% of their taxable income.

Other option to pay tax on turnover basis under final tax regime.

- (i) Category-I: SMEs having turnover up to Rs. 100 Million may opt to pay tax at 0.25% of their turnover.
- (ii) Category-II: SMEs having turnover exceeding Rs. 100 Million and up to Rs. 250 Million may opt to pay tax at 0.5% of their turnover.

- Provisions of section 113 shall not apply and tax deducted under section 153 shall not be minimum tax.
- Moreover, tax collectible under section 148 on import of plant & machinery and raw material shall be adjustable in case of manufacturing SME being industrial undertaking.
- The export proceeds of SMEs shall be taxed at the reduced rate of 0.25% and 0.5% final tax on the basis of their category.
- The SMEs will be required to obtain reduced rate certificate from concerned Commissioner.

## 4. National Power Parks Management Company

- (i) Exemption from tax on income from sale of electricity;
- (ii) Exemption from minimum tax on turnover basis; and
- (iii) Exemption from reversal of tax credits claimed by National Power Parks Management Company Limited (NPPMCL) which under law become reversible due to change in ownership or change in debt/ equity ratio.

## 5. Reduced rate for specified offshore supply contracts

Reduction in WHT from 1.4% to 1% under minimum tax regime to offshore supplies by non-resident suppliers in the cases of Karot and Kohala hydro power projects situated in AJK. (Clause (18) of Part III of the Second Schedule to the Ordinance).

## 6. Minimum tax on turnover:

Previously, minimum tax on turnover at the rate of 1.5% of turnover was payable by all companies and individuals/ AOPs having turnover exceeding Rs. 10 million. This is an alternative tax. It is payable when the normal tax liability in cases of exemption, loss, tax credits or for any other reason, is less than tax payable on turnover basis. It can be carried forward for adjustment against next year's tax liability however it cannot be carried forward if person has sustained loss for a year. 4 different types of changes have been made in this regime and are summarized below:

- (i) Generalized reduction in minimum turnover tax paid from 1.5% to 1.25%.
- (ii) Enhanced threshold for individuals and AOPs from 10 million to 100 million to pay minimum tax.
- (iii) Allowing carrying forward of minimum tax for adjustment against normal tax liability even in cases of loss to provide relief to businesses sustaining loss and to maximize equity Division IX of Part I of First schedule has been substituted as below:

S.No.	Person(s)	Min. Tax as % of the person's turnover for the year
(1)	(2)	(3)
1.	(a) <b>Oil marketing companies, Sui Southern Gas Company Limited and Sui Northern Gas Pipelines Limited (for the cases where annual turnover exceeds rupees one billion.)</b> (b) <b>Pakistan International Airlines Corporation; and</b> (c) <b>Poultry industry including poultry breeding, broiler production, egg production and poultry feed production;</b>	<b>0.75%</b>
2.	(a) <b>Oil refineries</b> (b) <b>Motorcycle dealers registered under the Sales Tax Act, 1990</b>	<b>0.5%</b>
3.	(a) <b>Distributors of pharmaceutical products, fast moving consumer goods and cigarettes;</b> (b) <b>Petroleum agents and distributors who are registered under the Sales Tax Act, 1990;</b> (c) <b>Rice mills and dealers;</b> (d) <b>Tier -1 retailers of fast moving consumer goods who are integrated with Board or its computerized system for real time reporting of sales and receipts;</b> (e) <b>Person's turnover from supplies through ecommerce including from running an online marketplace as defined in clause (38B) of section 2.</b> (f) <b>Persons engaged in the sale and purchase of used vehicles</b> (g) <b>Flour mills</b>	<b>0.25%</b>
4.	<b>In all other cases</b>	<b>1.25%</b>



## 7. Export of services

In order to promote export of services in all sectors of economy, a special regime at par with export of goods regime has been introduced through insertion of section 154A. The service providers would be subjected to 1% WHT on their export proceeds. This would be final tax. (Division IVA of Part III of First Schedule)

## 8. WHT on electricity consumption.

Reduction in threshold of monthly electricity bill for WHT on electricity consumption from 75,000 to 25,000 from domestic users not appearing on Active Taxpayers' list.

## 9. Income of builders and developers in excess of 10 times tax paid

Builders and developers have been provided fixed tax regime and immunity from probe for sources of investment subject to conditions and limitations provided in section 100D and Eleventh schedule of the Ordinance. They have been further allowed to incorporate profits from such projects equal to 10 times of the taxes paid under fixed tax regime. The income in excess of 10 times was chargeable to tax at the normal applicable rates. Now changes have been introduced in Eleventh schedule to the effect that the income of builders and developers from such project in excess of 10 times of tax paid shall be chargeable at reduced rate of 20%.

## 10. Special Economic Zones

Special Economic Zones also include some key projects of CPEC. These zones are governed under Special Economic Zones Act, 2012. The law provides for exemption from income to the zone developers, co-developers and the zone enterprises for a period of 10 years from the commencement of business. However, they were liable to pay minimum tax on their turnover at the rate of 1.5% of turnover. This was causing hardship to the investors. SEZ enterprises have been exempted from minimum tax for tax year 2021 and onwards. The exemption has been provided by including SEZ enterprises in clause (I 1A) of Part IV of Second Schedule.

## 11. Special Technology Zone

The Special Technology Zones Ordinance, 2020 was promulgated to promote innovation, technology, entrepreneurship and to attract investment in technology driven industries and enterprises. Special tax incentives have been granted including:

- (a) Ten year tax exemption for Special Technology Zone Authority, Zone Developers and Zone Enterprises by introducing new clause (I26EA) in Part I of Second Schedule.
- (b) Exemption from minimum tax by inclusion in clause (11A) of Part IV of Second Schedule.
  - (c) Tax exemption on the import of capital goods.
  - (d) Tax exemption on dividend income of private funds from investment in zone enterprises.

## 12. Women enterprises

Any AOP having all women partners and a company having all women shareholders have been granted 25% tax reduction in tax liability in a year. (Clause (19) in Part III of second schedule).

## 13. Exemption from tax on import

Import of books and silage making machines, subjected to tax at the rate of 5.5 % on import have been exempted from collection of advance income tax at the import stage. (inclusion in Clause (56) of Part IV of the Second Schedule).



**14. Exemption to Bagasse fired power generating units**

Following concessions have been provided for Bagasse fired power generation units.

- a) Exemption to income from tax - clause (132C), Part I, Second Schedule.
- b) Reduced rate of tax of 7.5% on Dividend income from such projects - clause (18C), Part II, Second Schedule. c) Exemption from minimum tax on turnover basis — clause (11A), Part IV, Second Schedule.
- d) Exemption to bagasse fired power generation units on import of plant and machinery under section 148 - clause (56), Part-IV, of Second Schedule.

**15. Conditional concessionary rate for supply chain below importers and manufacturer for ATL taxpayers;**

Certain distributors, dealers, sub-dealers, wholesalers and retailers subjected to WHT @ 4.5% on supply of goods and minimum turnover tax @ 1.5% are incentivized by reduced rate of 0.25% under sections 153(1)(a) and section 113 under clauses (24C) and (24D) of Part II of the second schedule subject to the condition that beneficiaries appear on Active Taxpayers' List of Income Tax and Sales Tax and are integrate with Board's Point of Sale real time reporting system as Tier-1 retailers.

**16. International Buying Houses**

International buying house act as facilitator for exports from Pakistan to their principals abroad. In order to reduce disputes the amount remitted in foreign exchange to meet the expense of these buying houses by their principals has been exempted from tax. Moreover, the salary of non-resident foreign experts employed/ engaged by international buying houses has been exempted from tax if such experts perform duties for these 20 international buying houses. (clause (149) of Part I of the Second Schedule).

**17. Tax credit for point of sale (POS) machines**

In order to encourage integration with point of sale real time reporting system of FBR, tax credit for POS machines has been introduced through introduction of new section 64D. Tax credit of Rs. 150, 000 or the cost of the machine whichever is lower shall be extended to the Tier 1 retailers installing and integrating machines with Board's system.

**18. Assistance in recovery on the request of foreign jurisdictions**

Pakistan is signatory to many international bilateral and multilateral tax treaties and agreements. However, the law did not provide legal cover to recovery of taxes on the request of foreign jurisdiction. In order to cater to this, enabling provisions have been introduced by amending section 107 and introducing new section 146C of the Ordinance.

**19. Reduced Rate of withholding tax for certain services**

- a) Oilfield services have been included in list of reduced rate services in Division II, Part III of First Schedule in case of payment to non-residents.
- b) Architectural services, oilfield services, telecommunication services, collateral management services and travel & tour series have been included in list of reduced rate services in Division III, Part RI of First Schedule.
- c) Rates for withholding tax on contracts under section 153(1)(c) have been reduced to 6.5% in case of companies and 7% in case of others.

**20. Delegation of powers of federal government**

The powers in respect of taxes, rates of tax and exemptions have been delegated to Board with the approval of the Federal Minister in charge in pursuant to the decision of the Economic coordination committee of the Cabinet from time to time (Section 53 of the Ordinance). Powers in relation to procedures have been delegated to the Board with the approval of the Federal Minister in charge and necessary changes have been made in sections 2, 99B, 99C, 114 and 204 of the Ordinance.

**ISLAMABAD CAPITAL TERRITORY (TAX ON SERVICES) ORDINANCE, 2001**

In order to promote and encourage IT sector, it is proposed that export of services may be zero-rated.

## Remote Coaching Program of **PUM THE NETHERLANDS** (Senior Volunteer Experts)

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- Over 50% of ownership of your company is in local hands
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- You have formulated clear goals and priorities
- Your internet connection is reasonably good and stable
- You have access to a computer, a monitor and ideally also a printer

### Interested in Remote Coaching?

If you are interested in remote coaching, contact the PUM representative at EDB, Mrs. Raazia Shakir,  
General Manager (BDG).

Contact Details:

📞 92 - 51-9204817 / 92 - 51-9207174 ✉️ raazia@edb.gov.pk



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