



SOURCE PAKISTAN

Imtiaz Rastgar



An
Alternate
To

CHINA & INDIA

WHAT DO THESE HAVE IN COMMON ?



EU Sub Contractor

Pak Vendors





Autoparts





Food Machinery Parts





Aerospace





Forging





Casting





Jigs, Fixtures, Dies





Automobile Cars Manufactured

- Toyota 55,000/year
- Honda 50,000/year
- Suzuki 150,000/year





Heavy Commercial Vehicles



HINO

DAIMLER



FAW



DONGFENG



Tractors





Motorcycles





Motorcycles

- Total Volume Production : 2.2 Million
- Honda Capacity : 1 Million
- Yamaha Capacity (under construction) : 1 Million

92% Parts Made in Pakistan (by Value)





Automotive Derivatives

- Fire Vehicles
- Mobile Kitchens
- Security Bullet Proof Armored Vehicles
- Military



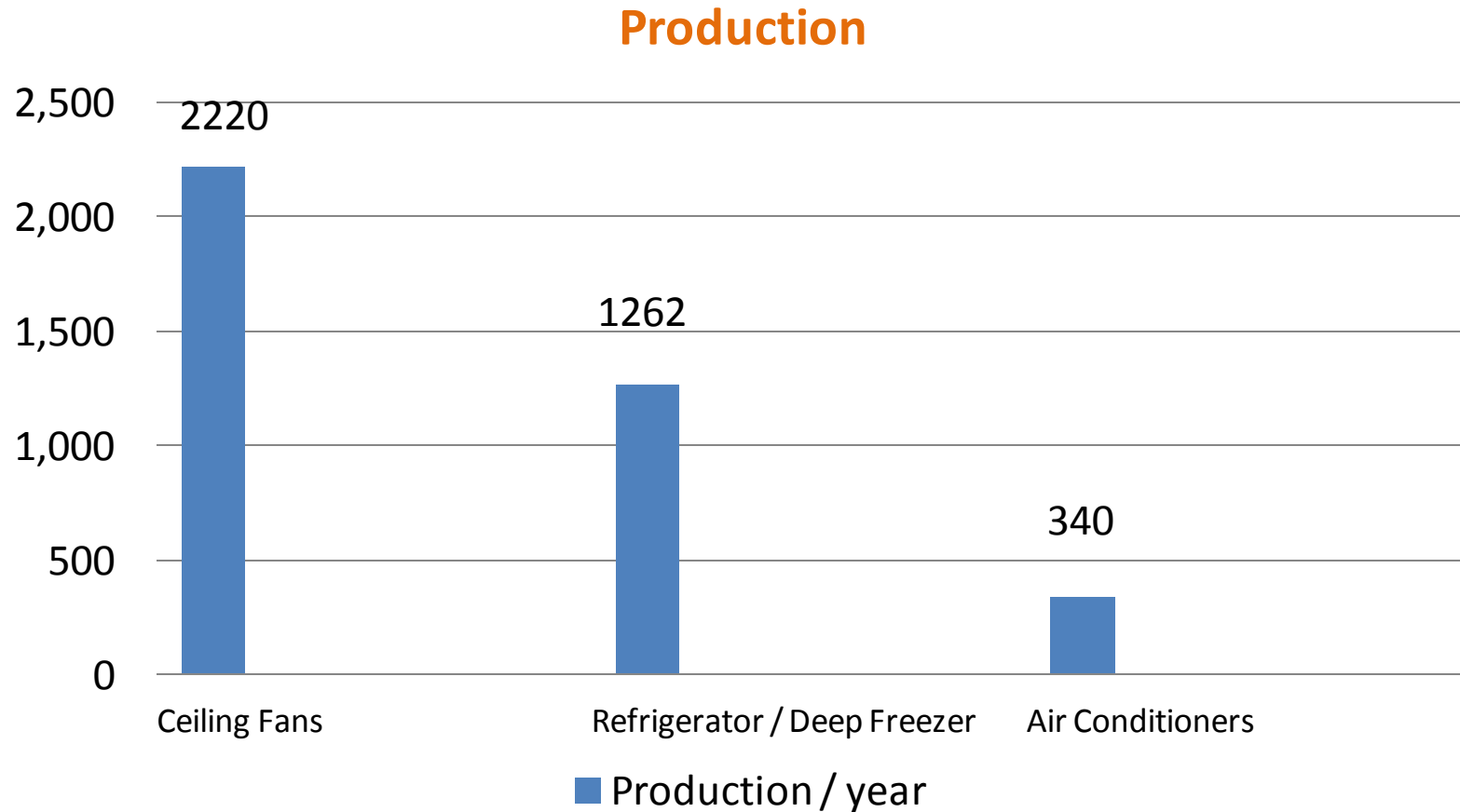


Sugar Machinery





Figure in 000





Machinery

- Packaging Machinery
- Local Machinery for Local Industrial Users
- Flour Mills Machinery
- Steel Milling & Rerolling Machinery
- Oil Expellers
- Ginning
- Agricultural Machinery



Plastics and Electronics

- Plastic Resin & Plastic Components for Machinery
- Moulds, Dies, Welding Jigs, Foundry Tooling
- Surface Mounting Processes,
- Multi Layer Circuit Boards
- Electronic Design & Assembly

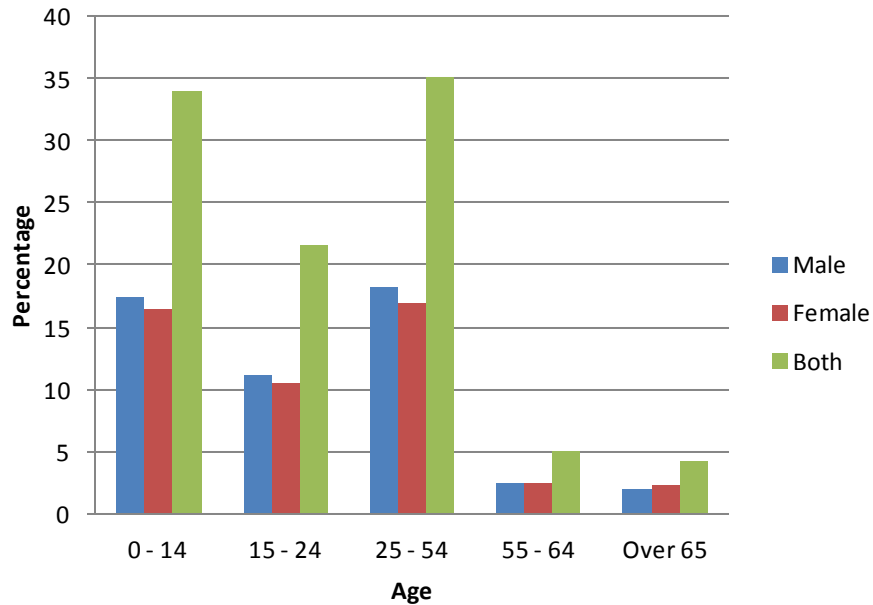


The Population

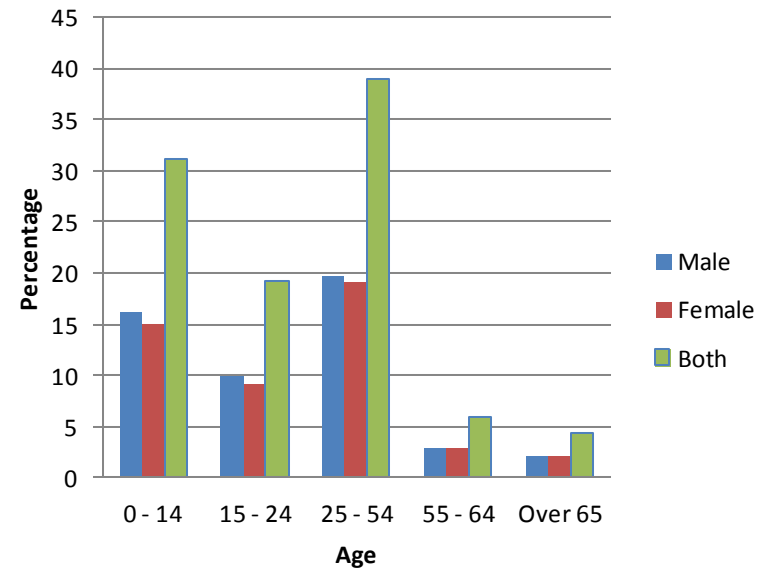
Population 2013 : 190 Million

Population 2020 : 230 Million

Population of Pakistan in 2013



Population of Pakistan in 2020



MANPOWER COSTS IN PAKISTAN



Category	Wages in Rupees/Month	Wages in Euro/Month
Unskilled Workers	10K - 15K /M	€ 75 - €100
Skilled Workers	15 - 20 K/M	€ 110 - €150
Office Staff	25 - 30 K/M	€ 190 - €225
Managerial Staff	50 - 65 K/M	€ 375 - €490

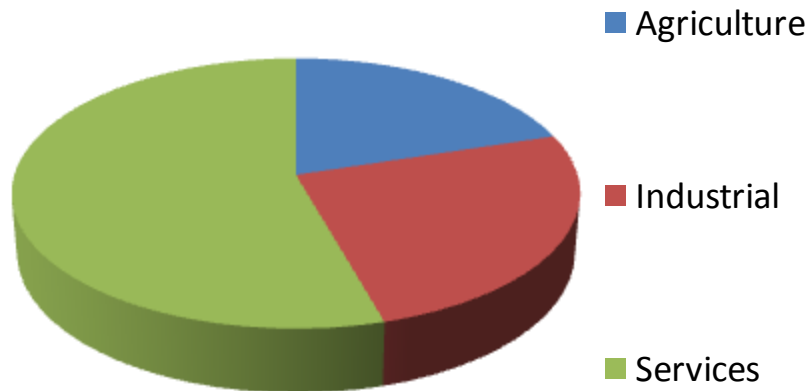
Reference: [Cost of Doing Business in Pakistan](#)



Economy

- Per Capita Income : € 1,000
- Exports : € 18 Billion

GDP Share



1 Euro = 135.40 (24th April, 2014)

ENGINEERING MANUFACTURING CLUSTERS



- Karachi
- Hyderabad
- Multan
- Lahore
- Okara
- Faisalbad
- Gujranwala
- Gujrat
- Sialkot
- Islamabad/Rawalpindi
- Wah – Taxila - Haripur - Hasan Abdal



WORLD CLASS INDUSTRIAL AREAS IN ALL MAJOR TOWNS

- [KARACHI](#)
- [LAHORE](#)
- [FAISALABAD](#)
- [ISLAMABAD](#)

<http://nip.com.pk/nip-projects/>



LOGISTIC SERVICES





- **M-1** : Peshawar - Islamabad
- **M-2**: Islamabad – Lahore
- **M-3**: Pindi Bhattian - Faisalabad
- M-4 : Faisalabad – Multan *
- M-5: Multan – Rajanpur *
- M-6-A: Rajanpur – Ratodero *
- M-6-B: Ratodero – Dadu *
- M-7: Dadu – Hub *
- M-8: Ratodero – Gawadar *
- M-9: Hyderabad – Karachi *
- **M-10**: Karachi – Northen Bypass





EXPORT PROCESSING ZONES



- [Karachi](#)
- [Sialkot](#)
- [Risalpur](#)
- [Saindak](#)
- [Duddar](#)
- [Gujranwala](#)
- [Gwadar](#)
- [Tuwariqui](#)

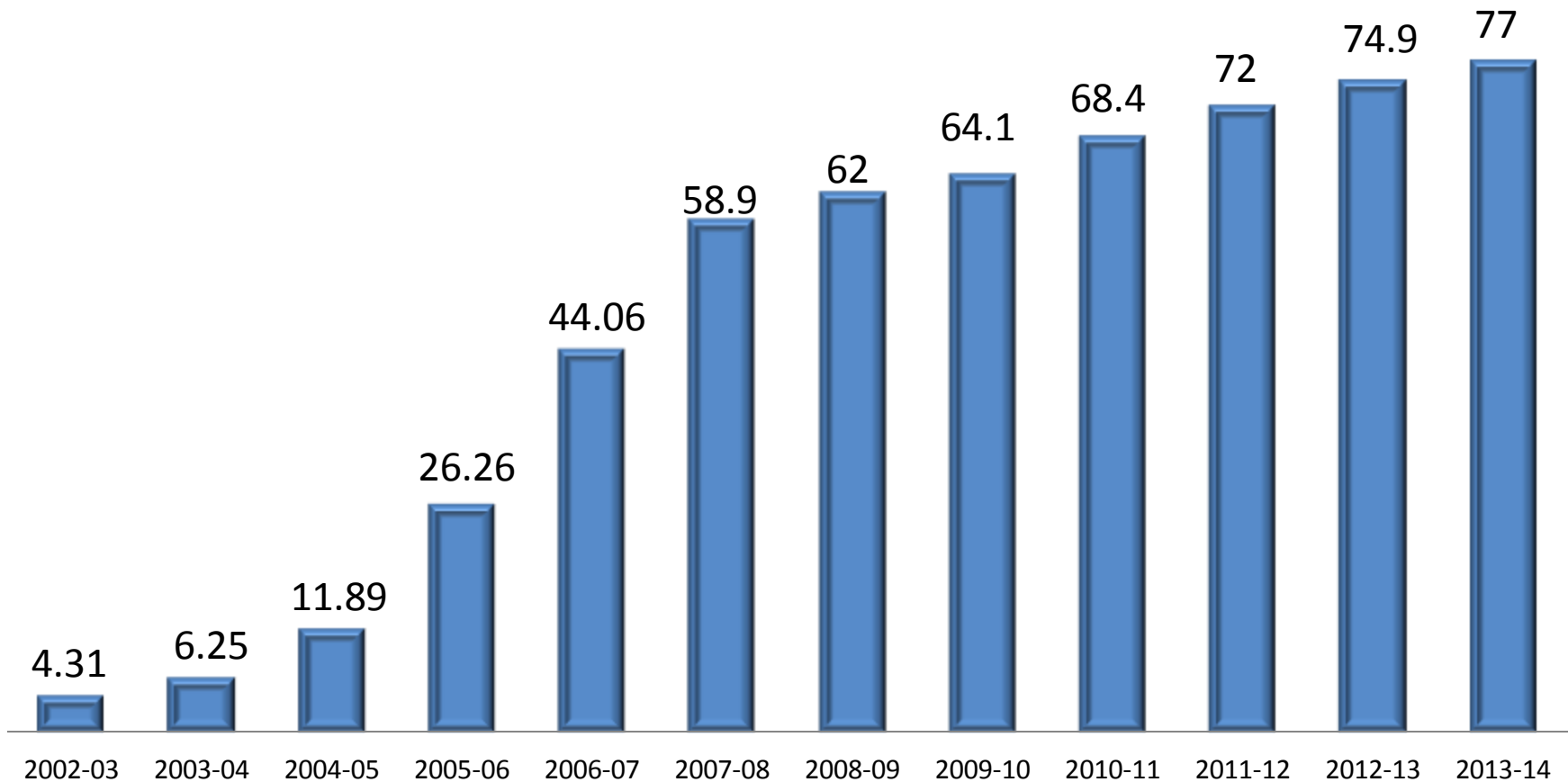




- Jinnah International, Karachi
- Allama Iqbal International Lahore
- Benazir Bhutto International, Islamabad
- Bacha Khan International, Peshawar
- Faisalabad International
- Multan International
- Quetta International
- Sialkot International
- Gligit International Airport

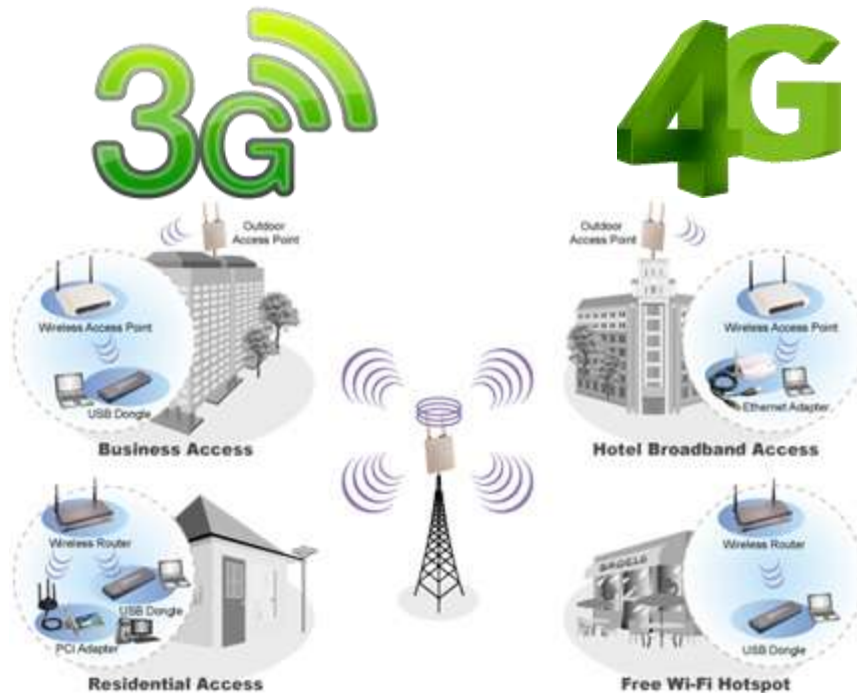


TELEDENSITY





- Cheap Internet with 3G,4G x 190 Million People



PRE SHIPMENT INSPECTION



LLOYD'S

SGS



COMPONENT SOURCING POSSIBILITIES



- Casting
 - Sand
 - Die Casting
 - Precision Investment
 - Ferrous
 - Non Ferrous
- Forging
- Machined Parts
- Plastics
 - Injection
 - Blow Moulding
 - Food Grade
 - Extrusion
- Rubber
 - Extrusions
 - Moulding
 - Special Processes
- Assembly Work

ELECTRONICS OPPORTUNITIES



- Design
- Proto Type
- Low Volume Hitech
- Solutions
- Integration
- Series Production





Inward investment Possibilities

- Products with high wage content
 - Engineering Design
- Products With High Demand In Pakistan Market (e.g. like Proctor & Gamble, Lever, KSB, Siemens, Phillips and 600 others are doing)
- Food , Dairy , Agri Machinery Assembly
- Automotive Derivatives and Private Label Manufacture



Why Manufacture in Pakistan

- Existence of [high growth sectors](#), which require machinery.
- Extend Product Life Cycle of European Machines and tap into market demand in Developing Countries.
- [Long term availability of low cost manpower](#).
- Contract assembly and private label production, in Pakistan, for world market sales.
- [Universities](#) bringing out large supply of graduates ensure endless supply for design houses, high-tech manufacturing businesses.
- [Vendor base](#) already in place because of long history of manufacture for [car, truck, tractor, motor cycle](#) and house hold appliances manufacture in Pakistan.
- World class [industrial, manufacturing estates](#) exist in all major industrial towns.
- Availability of multinational trained managerial manpower as well as assembly line supervisors and other HR Resource.
- [Investment and ease of company formation](#)



MAKE YOUR OWN COMPANY

YOU CAN MAKE

A 100% OWNED COMPANY

OR

CREATE A JOINT VENTURE



- [Proctor & Gamble](#)
- [Unilever](#)
- [Grundfos](#),
- [Phillips](#) , [Huawei](#) , [ZTE](#)
- [METRO](#) , [MAKRO](#) , [CARREFOR](#)
- [KSB PAKISTAN](#)
- [SIEMENS PAKISTANNORDEX](#)
- [ABB](#)
- [BASF Pakistan](#)
- [Haier](#)
- [Honda Atlas Motor Cycles](#)
- [Toyota](#)
- [Volvo \(Nissan Trucks\)](#)
- [Hino Trucks](#)
- [Daewoo Trucks & Buses](#)
- and 600 others are doing business

ALREADY IN PAKISTAN





MIX BUSINESS WITH PLEASURE

TAKE A HOLIDAY IN PAKISTAN



Himalaya Mountains





Godwin Austin K-2



THE SIGHTS



Lake Saif ul Malook



THE SIGHTS



Lahore Fort





Badshahi Mosque



**Islamabad – Lahore
Motorway**



Karachi





Port Qasim - Karachi



Gawadar Port - Balochistan



Khyber Pass - KPK





Faisal Mosque - Islamabad





Railway Station - Rawalpindi



Clock Tower - Multan

