



Switzerland Pakistan

Furthering Trade Exploring Opportunities

Trade & Investment Delegation
Switzerland, May 2011



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Dr. Ahmad Faraz, (sitting) Managing Director, Roche Pakistan Ltd.

Mr. Muhammad Khatri Iqbal, Director, Al Ameen Trading Corporation Pvt Ltd.



Mr. Farhat Ali, (sitting) Resident Director, EMR-Energy and Management Resource Group & President, Global Power Energy Managers & Developers

Mr. Didier Boschung, Consul General, Consulate General of Switzerland in Karachi

Mr. Mujtaba Rahim, President & CEO, Clariant Pakistan Ltd. &

Syed Farukh Mazhar, Managing Director, SGS Pakistan (Private) Ltd.

Message of Mr. Christoph Bubb, Ambassador of Switzerland to Pakistan



It gives me great pleasure to address the business community of Switzerland through the channel of an initiative jointly taken by the Consulate General of Switzerland in Karachi and Swiss Business Council in Pakistan in collaboration with the Swiss-Asian Chamber of Commerce in Zurich. The visit of a trade delegation from Pakistan to Switzerland with the objective to further strengthen bilateral trade relations between the two countries is indeed a very necessary and a welcome idea.

Pakistan and Switzerland enjoy long-standing and very friendly bilateral relations that were initiated right after Pakistan's independence in 1947, when Switzerland immediately recognized the new state and opened its first diplomatic mission in Pakistan as early as in 1949. Throughout the years, the cooperation has evolved continuously and a number of agreements have been concluded between the two countries, providing a legal and operational framework in important areas, like avoidance of double taxation or mutual protection of investments. Over the last 62 years, numerous bilateral visits have been organised in order to strengthen the links between the two countries.

Economic ties between the two countries have reached at a remarkable level. I am pleased to state that 19 Swiss companies are presently successfully operating in Pakistan in the fields of food and beverages, power automation systems, pharmaceuticals, chemicals, airline services, cigarette manufacturing, crops solutions, telecommunication solutions, quality testing, food catering, and banking services. These companies have made Switzerland the 5th largest Foreign Direct Investor in Pakistan with a Foreign Direct Investment of more than US\$ 1 billion over the last decade.

Swiss products, well-known for their high quality and extraordinary performance, are very popular amongst Pakistani consumers. Around 80 local agents in Pakistan are representing the products and services of more than 150 Swiss companies. As Pakistan is now progressively transforming from an agricultural to an industrial economy, import of machinery constitutes one of the major portions of total imports from Switzerland. On the other side, mainly textiles and agro-based products are being exported by Pakistan to Switzerland.

The establishment of the Swiss Business Council is also a development worth mentioning. Thanks to the initiative of an enterprising group of Swiss-Pakistani businessmen, the SBC was launched on May 5, 2008. The foundation of this Council was and still is a most convincing proof that the Swiss-Pakistani Business community has confidence in the future of Pakistan's economy. At the same time SBC demonstrates now more than ever that common problems must be faced and solved together.

I congratulate the Consulate General of Switzerland in Karachi and the Swiss Business Council for their appreciable efforts in arranging this visit of Pakistani business representatives to Switzerland. I hope that this endeavor will promote the expansion of economic and commercial relations between the two countries. Availing myself of this opportunity, I would also like to wish the members of the delegation a successful and fascinating trip to Switzerland.

Message of Mr. Didier Boschung, Consul General of Switzerland in Karachi



Through this publication, I am delighted to present my personal views about Pakistan and the trade and investment opportunities that this country can offer to Switzerland and vice versa.

My views about Pakistan may sound strange to those who have never been here as they are contrary to the general perception about this country. The adverse news that reach you about Pakistan are often portrayed through a magnifying glass. The problems do exist, there is no doubt about that, but the economic potentials are considerably overwhelming.

Pakistan is the 6th largest country in the world with about 180 million inhabitants. It is an open economy and has the most liberal investment policy in the South Asia region. Its economy has been growing at an average of 5% during the last 60 years. Pakistan is rich with natural resources, such as coal, copper, gold, oil & gas and has 1,046 km long coastline and large agricultural base. It offers opportunities of investments and trade in almost all spheres of the economy mainly in power generation, mining, finance, insurance, food processing & packaging, etc. and requires latest technologies for industrialization.

Besides an attractive investment destination, it is known around the globe for textile products, sports goods, surgical instrument, fresh fruits & vegetables, rice, carpets, leather made-ups, fish & fish preparations, handicrafts, artificial jewellery, furniture, footwear, hosiery, garments, etc.

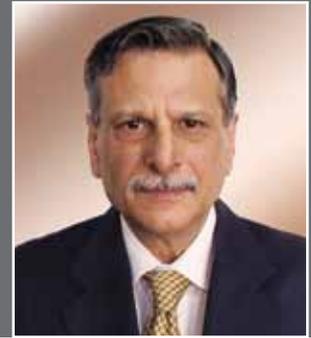
I describe the bilateral economic relations between Switzerland and Pakistan as well-established, steadily growing and with yet more potential. To tap this potential, efforts and measures are required. In this connection, I would like to mention the following:

- Direct personal contacts, business trips and trade delegations in both directions are crucial in particular to promote exports and to get in touch with potential partners for joint ventures. Suppliers have to go to the buyers, create personal contacts, evaluate market trends and ultimately market their competitive products and services.
- Participation at trade fairs as exhibitors and buyers. There are a number of international trade fairs/exhibitions in Pakistan that could be of interest to Swiss exporters and importers.

In view of the above, I would like to state that a number of European businessmen including Swiss are regularly travelling to Pakistan without any problem or fear. All of them are doing good business and are optimistic of the future outlook. Having said that, I would like to invite the business community of Switzerland to come to Pakistan and witness the economic activities with its own eyes, as it is said "Seeing is believing".

In conclusion, I would like to congratulate the Swiss Business Council and the Swiss-Asian Chamber of Commerce for organizing such an important event. I am optimistic that the business alliance of these two bodies and frequent exchange of business delegations will open new doors and create new business opportunities to further stimulate economic ties between Switzerland and Pakistan.

Message of Mr. Shahid Bashir, Ambassador & PR, Permanent Mission of Pakistan to the WTO, Geneva, Switzerland



I welcome to Switzerland the Swiss Business Council (SBC) trade delegation, which will have an excellent opportunity to interact with Swiss business enterprises, the Swiss Asian Chamber of Commerce (SACC) and the public sector. The Karachi-based SBC delegation will focus on the imports of Swiss machinery, mining of specialty metals, gemstones, etc, financial services, as well as the export of textiles and agro-based products.

Both Switzerland and Pakistan share over six decades of close friendship and cooperation. Switzerland currently ranks 5th in terms of Foreign Direct Investment (FDI) for Pakistan, with Swiss-based multinationals and companies investing millions in various sectors including food processing, pharmaceuticals, chemicals, machinery and engineering, banking, etc. One of the more recent success stories is that of Nestle, which has been operating in Pakistan since 1988. Nestle's state-of-the-art milk processing plant in Kabirwala, Pakistan is Nestle's largest milk reception facility in Asia with a processing capacity of 2 million liters of milk per day.

There are other areas of potential cooperation for Small and Medium Enterprises (SMEs) which could find niche markets in

Pakistan e.g. bio-products such as bio-rice, bio-cotton, bio-mangoes, etc. I am sure that the SACC will play a facilitating role in matching buyers, suppliers and investors.

While Pakistan's economy is under strain due to the devastating floods in 2010, the war on terror, and the spike in international oil prices, the economic outlook is positive with a 2-3% GDP growth projected for 2011. I would like to emphasize that there are over 600 foreign companies in Pakistan. They are there because of high profitability and the ease of doing business (Pakistan ranks 83rd out of the 183 countries in the 2011 World Bank report on the ease of doing business). Pakistan offers one of the most liberal investment regimes in the region, with no restrictions on repatriation of capital or dividends. The banking sector is world-class and offers a full range of services.

I would like to conclude by stating that given Pakistan's large market, modern industrial base, liberal investment regime, and economic potential, there is much room for expansion of bilateral trade and commercial relations.

Message of Mr. Saleem H. Mandviwala, Minister of State / Chairman, Board of Investment, Govt. of Pakistan



It is indeed a privilege for me to communicate the message of Government of Pakistan to the Swiss Business Community.

Pakistan is one of the fastest growing economies of the world. Due to its attractive investment policies, Foreign Direct Investment (FDI) has risen sharply at an average of US\$ 300 million in 1990s to over US\$ 3.700 billion during the financial year 2008-09. Total inflow of FDI during the last ten years stands at US\$ 25 billion. Today Pakistan is having all time high foreign exchange reserves of US\$ 17.61 billion.

All this has become possible due to a number of comparative advantages which we have got over other countries of the region. Pakistan offers unique opportunities to the foreign businessmen and entrepreneurs. Our strategic location enables us to serve the market of over 2 billion people in China, India and Central Asia. Pakistan has a very conducive and vibrant investment policy; we have highly skilled and trained manpower, majority of which are proficient in English; Pakistan stands at 83rd position out of 183 countries, as reported by the World Bank in its annual "Ease of Doing Business" report. We are on track of reforms, which would further improve our position and help in sustaining our position as the first most friendly location in the region.

Foreign private investment in Pakistan is protected under Foreign Private Investment (Promotion and Protection) Act, 1976 and Protection of Economic Reforms Act, 1992. Wide range of incentives offered to investors includes the following:

- Foreign equity up to 100% allowed
- All economic sectors open to foreign investors
- No Government permissions required
- Import of raw material for export manufacturing zero-rated
- Equal treatment of local & foreign investors
- Protection of agreements
- Full repatriation / remittance facilities by foreign employees allowed

As far as investment by Swiss companies is concerned, presently there are nineteen Swiss based multinationals successfully operating in Pakistan with an FDI of US\$ 1 billion over the last decade. Key sectors for Swiss investment in Pakistan are Financial Business, Chemicals, Trade, Personal Services, Food Processing, and Machinery Other than Electrical.

Switzerland is the 5th largest foreign investor in Pakistan, providing employment to about 10,000 persons and a multiple number of third party contract workers.

We have huge prospects of foreign investment available in areas like power including alternate energy, mining of specialty metals / minerals, gems, precious and semi precious stones, textiles, agro-based products, oil and gas, IT and Telecom, automobile, pharmaceuticals, energy. Perhaps no other country has such a strategic location and climate to offer such great opportunities to businessmen and entrepreneurs.

Let me assure you that we will provide maximum support to Swiss investors in terms of facilitation for commencement of the project. I welcome you to invest in Pakistan, so that Pakistan progresses exponentially and your investments flourish magnificently.

Message of Syed Farukh Mazhar, President of Swiss Business Council



Swiss Business Council since its inception in 2008 has been working actively on the promotion of bilateral trade and investment between Pakistan and Switzerland.

Now the trade and investment delegation planned to visit Switzerland is a proof of our dedication in this regard.

Swiss investments in Pakistan market has grown exceptionally well in the past few years.

The Swiss companies here in Pakistan are very much satisfied with their business growth in Pakistan albeit a few issues like political uncertainty and energy shortage (according to the survey conducted by the Consulate General of Switzerland in Karachi).

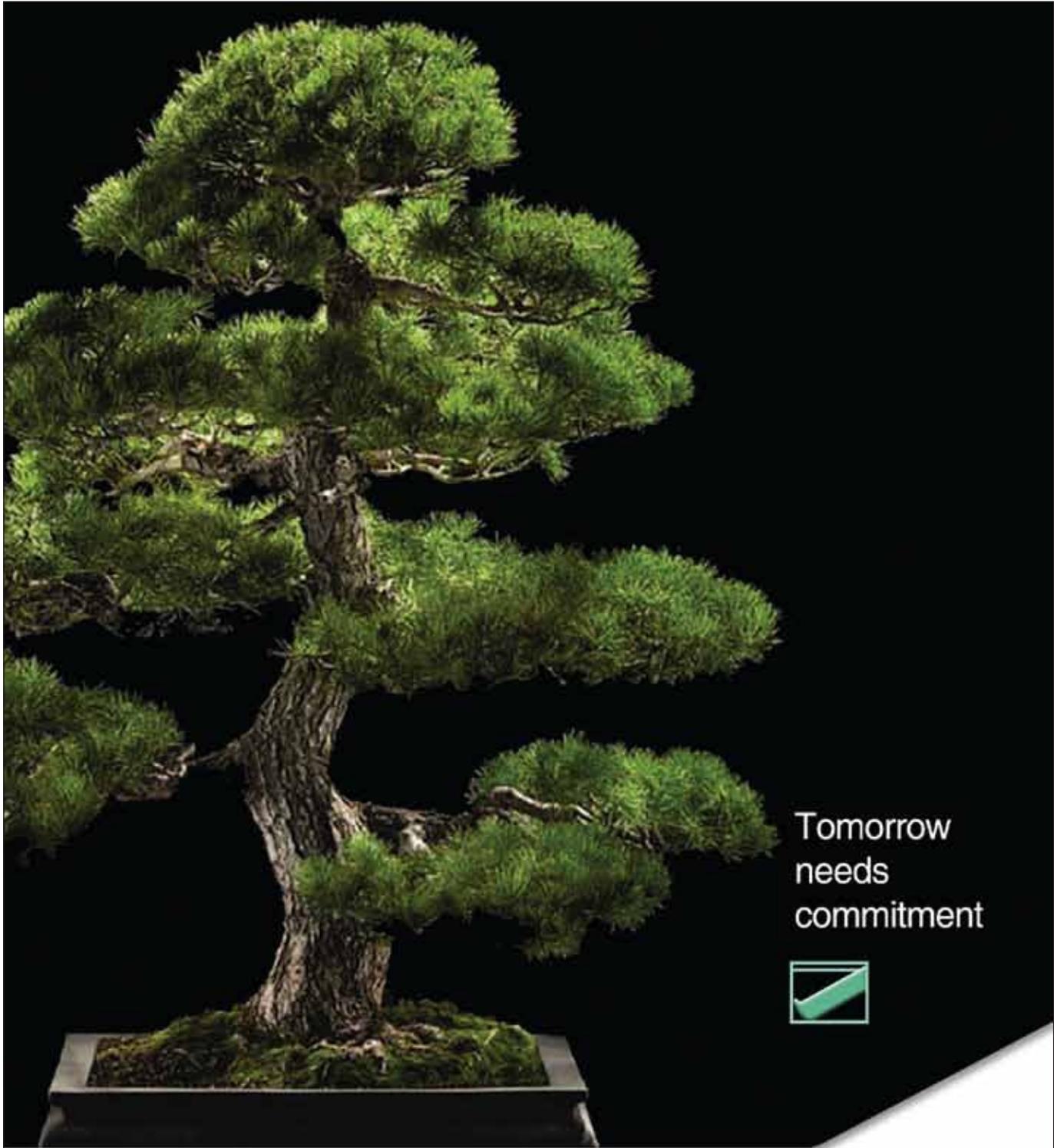
The companies also wish to increase their investments in Pakistan. This clearly shows the potential of Pakistan.

Over the last few years, Pakistan has developed itself as a potential market for foreign investors with its liberal investment policy, cheap labour, tax incentives and good return on investments. Switzerland is a leading investor in Pakistan with investments exceeding over one billion dollars over the last decade.

There is still room for a lot more direct investments in Pakistan's market especially in the areas of power generation, financial sector, machinery manufacturing setup, metal industry and hospitality industry. Pakistan is a market of over 18 million people with a good appetite and appreciation for Swiss companies and their products.

Swiss Business Council takes it as its primary responsibility to introduce the Swiss market to more and more quality products from Pakistan. Textile, leather, wheat, cotton and other agro-based products of Pakistan are amongst the best in the world and we strive to enhance the trade balance between Pakistan and Switzerland many folds.

In the end, I would like to profoundly acknowledge the continued support provided by the Swiss-Asian Chamber of Commerce (SACC), the Embassy of Switzerland to Pakistan and the Consulate General Switzerland in Karachi and our committed members for enabling us to grow as a team and setting a stage where we can look forward to a more effective participation and sustainable future.



Tomorrow
needs
commitment



 **CRÉDIT AGRICOLE**

CRÉDIT AGRICOLE (SUISSE) S A
Representative Office of Pakistan

DIFFERENT SHAPES OF OUR CLIENTS



With the firm belief in quality and high standards of service support, Afeef Packages reinforced the confidence of their clients and customers by making their life comfortable endowing them with supreme excellent services.



HEAD OFFICE: Plot # 27, Sector 19,
Korangi Industrial Area-Karachi,
Pakistan.

UAN: +92 21-111-323-333
Tel : +92 21-350 69967
Fax : +92 21-350 51875

Email: afeefp@cyber.net.pk
: info@afeefgroup.com.pk
Web : www.afeefgroup.com.pk



Profile

COMPANY NAME	Afeef Group of Companies
YEAR ESTABLISHED	1998
ADDRESS	Plot No. 27, Sector 19, Korangi Industrial Area, Karachi, Pakistan.
CONTACT PERSON	Mr. Rashid Ahmed Siddiqui
DESIGNATION	Chairman
MOBILE	+92 300 8268418
TELEPHONE	+92 21 35069969
FAX	+92 21 35052311, 3505 1875
EMAIL	afeefp@cyber.net.pk; rashid@afeefgroup.com.pk; info@afeefgroup.com.pk
NATURE OF BUSINESS	Manufacturing & Trading
INDUSTRY	Printing & Packaging, Building & Construction, Trading and Distribution

Afeef Group of Companies has begin the voyage from the printing and packaging business moving towards more professionalism. Further enhancing their expertise in varied occupations with vigor and dedication has given them strength

to prove their versatility in varied and effective range of fields like furnishing, building, trading along with prior printing and packaging.

Afeef Builders



Afeef Builders has shown remarkable successful provision in the history of construction by renovating and constructing Restaurants, Banks, Private Residence and Housings. Moreover Afeef Builders posses high potential multidisciplinary architecture and interior design consultancy firm which provide perfection which provide perfection for the customers comfort.

Afeef Printing & Packaging



Afeef Printing & Packaging provides premium packaging solutions for exceptional vale to individuals and businesses. We are the leading packaging facility in Pakistan offering a complete range of packaging solutions to individuals and businesses.

Afeef Trading & Furniture



Afeef Trading & Furniture has carved niche as a reliable supplier importing vast variety of items such as; furniture, building materials, generators, tools, electronic and hardware items, gifts and giveaways. Afeef Furniture's offers style and comforts for customers by providing all kinds of furnishing for home, offices and restaurants.

Jones Tea



Jones Tea is being marketed and distributed in Pakistan by Afeef Group, as their sole agent. Available at all leading stores.

JOURNEY THROUGH 4 GENERATIONS

1920's

**INITIATION OF TEXTILE
PRODUCTION**

Bed sheets, table covers,
towel...

Transparency, professionalism and service are prerequisites by customers. Not just meeting their expectations, we desire to enable their drive forward.

Quest for quality, competitiveness and safety of products and processes bring us partnership with our principals and customers known for innovative technology and commitment.

With principals and many customers we have decades of relationship history. ...All adds value to sustainability.

1965

ENGINEERING

Specialization in stainless
steel fabrication.

1947

**REPRESENT STATE OF THE ART
TEXTILE MACHINERY AND
ACCESSORIES**

Supply of individual machines
to complete plant.

1992

TEXTILE PRODUCTION

Manufacturer of singed,
mercerized, dyed yarn and
socks.

1948

**DISTRIBUTORS OF CLARIANT –
SWITZERLAND**

Specialty chemicals, dyes and
pigments for textile, leather
and paper.

2005

INDUSTRIAL MART

Compressors, filters, material
handling equipment. Special
conveyer and transmission
belts from Forbo- Switzerland.

2007

FMCG

Distribution of juices and
dairy products



**AI Ameen
Trading Corporation (Private) Ltd.**

Plot # 28, Sector # 19, Korangi Industrial Area, Karachi.

Phones : + 92 213 5070639, 5070635 – 37

+ 92 213 5057119, 5055443, + 92 300 2024897

Fax : + 92 213 5055625

E-mail : machinery@alameentrading.com | alame@cyber.net.pk



Profile

COMPANY NAME	Al Ameen Trading Corporation (Private) Ltd.
YEAR ESTABLISHED	1947
ADDRESS	Plot # 28, Sector # 19, Korangi Industrial Area, Karachi, Pakistan.
CONTACT PERSON	Mr. K.M. Iqbal
DESIGNATION	Director
MOBILE	+92 300 8225743
TELEPHONE	+92 21 35070639, 35070635-37
FAX	+92 21 35055625
EMAIL	alame@cyber.net.pk; machinery@alameentrading.com
NATURE OF BUSINESS	Manufacturing, Services & Trading
INDUSTRY	Textile, Leather & Paper Related Services
CORE PRODUCTS / SERVICES	Representation & Distribution

Al Ameen, the family concern is in the 4th generation in representation, trading and manufacturing. Together is a history shared by generations of customers and principals. Starting from textile production in the 1920's, the experience carried into trading where we have managed to earn a place and respectable market share for our principals.

Clariant in textile, leather, paper chemicals and sales of textile machinery from the internationally well-known companies enjoying the lead position. They are known for innovative products, processes and commitment towards service backed by our well trained teams. Their confidence in partnership and the market encouraged us to jointly manufacture some of their equipment in Pakistan to insulate against cheaper competition. Our engineering workshops specialize in stainless steel fabrication.

Back to old tradition of textile production but on modern scale we specialize in socks with high grade finishes like anti-microbial treatment. Our core experience includes special effect cotton yarn singed/mercerized and dyed - serving high quality weavers and knitters exporting to international brands.

Lately, we have successfully diversified in industrial equipment sales and distribution of FMCG products in dairy and juices. Transparency, professionalism and country-wide sales and service are prerequisites for customers. Not just meeting the expectations, we desire to enable their way forward.

It is all about spirit of trust that adds value to sustainability.



*Alkaram Towel Industries
(PVT) Ltd.*

Manufacturers & Exporters
Of Terry Towels and Allied
Made Ups



D-7, SITE, Super Highway, Karachi - Pakistan.
Email: AKTI@alkaramtowel.com
Web: www.alkaramtowelindustries.com



*Alkaram Towel Industries
(Pvt) Ltd.*

Profile

COMPANY NAME	Alkaram Towel Industries (Pvt) Ltd.
YEAR ESTABLISHED	1986
ADDRESS	D-7, S.I.T.E., Super Highway, Scheme 33, Karachi, Pakistan.
CONTACT PERSON	Mr. Mehtab Uddin Chawla
DESIGNATION	Chairman / Chief Executive Officer
MOBILE	+92 300 8203769
TELEPHONE	+92 21 3688 1388-91
FAX	+92 21 3688 1503
EMAIL	mehtab@alkaramtowel.com; kashif@alkaramtowel.com
WEBSITE	www.alkaramtowelindustries.com
NATURE OF BUSINESS	Manufacturer cum Exporter
INDUSTRY	Manufacturer & Exporter of Terry Towel & Allied Products
CORE PRODUCTS / SERVICES	Terry Towel & Allied Products

Alkaram Towel Industries (Pvt.) Ltd. (AKTI) has been pursuing relentlessly its goal of being an internationally recognized, accepted and preferred towel's manufacturing company. It has established itself as an ethical and quality conscious company.

In 1986, Mr. Mehtab Uddin Chawla, founder of Al Karam /AKTI, and an ambitious, energetic, dynamic leader with a great vision, established a modest textile unit in Karachi. Today it is a company which is selling world's leading brands. AKTI's quality products quickly earned trust across the continents.

Over the years, we have expanded upon our manufacturing and customer base and have successfully diversified into manufacturing towel related products, linen, products, and other household textile items. With our strong history and bold vision, we intend to achieve even more in the next 20 years than we have in last 24 years.

In 2008, AKTI set a export target of 50% increase but achieved export growth over 86% and got the BEST EXPORT PERFORMANCE AWARD 2007-2008.

In 2009, AKTI set a export target of 100% increase but due to the hard work of its management, skilled workforce and most importantly by the grace of Almighty Allah the company succeeded in achieving 141% export growth and got the prestigious BUSINESSMAN OF THE YEAR GOLD MEDAL 2008 - 2009.

AKTI's unrelenting expedition towards success did not end there. For the year 2010, the company set a fresh growth target of a further 50% increase over the preceding year however by the grace of Almighty Allah, it succeeded to amplify exports by more than 65% and got the exalted PRESIDENTIAL(AWARD) TROPHY 2009-2010

AKTI has now set a target of 50% of increase in exports for the year 2010-2011 and with the blessings of Allah, the company is confident of achieving the desired projection.

Alsons

We turn material into your requirement!



- MACHINING

- INJECTION MOULDING

- DIES & MOULD CAD/CAM

- SURFACE TREATMENT

- ASSEMBLIES

EXPORTING
TO EUROPE SINCE
1993

MANUFACTURE OF HI-TECH PRECISION
ENGINEERING COMPONENTS
AND ASSEMBLIES



ALSONS INDUSTRIES (PVT) LTD.
G/18 S.I.T.E., Karachi 75730 Pakistan.
Tel: +92-21-32562060 - 62
Fax: +92-21-32563858



Exports to France, Belgium, Canada, Germany & Italy

www.alsonsgroup.com



Profile

COMPANY NAME	Alsons Industries (Pvt.) Ltd.
YEAR ESTABLISHED	1953
ADDRESS	S/18, S.I.T.E., Karachi-75730, Pakistan.
CONTACT PERSON	Mr. Abdul Rehman Allana
DESIGNATION	Managing Director
TELEPHONE	+92 21 32562060-62
FAX	+92 21 325638585
EMAIL	ail@alsonsgroup.com
WEBSITE	www.alsonsgroup.com
NATURE OF BUSINESS	Manufacturing
CORE PRODUCTS / SERVICES	Engineering components manufacture on conventional/electronically controlled machine tools including machining centres. Design and manufacture of special jigs/fixtures and cutting tools to suit specific component requirement.

Alsons Industries, located in the Industrial hub of Pakistan; S.I.T.E., Karachi, was established some 50 years ago as a clock manufacturing company. Later it switched to manufacture special metal components for European customers.

Qualified and efficiently performing quality control department ensured the company achieved ISO 9001-2008 certification. The company is now all set to obtain ISO/TS 16949 certification.

Alsons is a lean yet an effective organisation employing about 250 people which values its customers very highly with versatile industrial strength of sister companies and dynamism of its management.

It can convert quality single metal/plastic into assemblies, be it from solenoid valve, mechanical or hydraulic appliances.



Exactly your chemistry.

*Clariant is close to you.
Any time. Any place.*

Clariant is a global leader in the field of Specialty Chemicals with presence in five continents with more than 100 operating group companies, employing about 16,176 people and Headquartered Pratteln, Switzerland. Clariant businesses are organized in Ten Business Units Textile Chemicals, Leather Services, Paper Specialty, Masterbatches, Emulsions, Pigments, Additives, Detergents & Intermediates, industrial & Consumer, Specialty and Oil & Mining Services.

www.clariant.pk.com

Clariant Pakistan Limited
Plot # 1-A/1, Sector 20,
Koragni Industrial Area,
Karachi, Pakistan



Exactly your chemistry.

Profile

COMPANY NAME	Clariant Pakistan Limited
YEAR ESTABLISHED	1963
ADDRESS	1-A/1, Sector 20, Korangi Industrial Area, Karachi, Pakistan.
CONTACT PERSON	Mr. Mujtaba Rahim
DESIGNATION	Country President & Chief Executive Officer
MOBILE	+92 300 8294151
TELEPHONE	+92 21 35046710
FAX	+92 21 35046712
EMAIL	mujtaba.rahim@clariant.com
WEBSITE	www.clariant.com.pk
NATURE OF BUSINESS	Manufacturing
INDUSTRY	Chemical
CORE PRODUCTS / SERVICES	Specialty Chemicals

Clariant in Pakistan

Clariant Pakistan is a limited liability company and is incorporated and domiciled in Pakistan. The registered office of the company is located at 1-A/1, Sector 20, Korangi Industrial Area, Karachi, Pakistan. The company is also listed on the Karachi Stock Exchange. The company is a subsidiary of Clariant International Limited incorporated in Switzerland.

Clariant in Pakistan is the market leader in the field of specialty chemicals and is engaged in the manufacturing, sales and indent business of Chemicals, Dyestuffs, Emulsions and Masterbatches.

Following are the major businesses of Clariant in Pakistan:



A leading producer of dyes and chemicals for the textile industry including apparel, upholstery, fabrics and carpets.



A leader in coloration and functionality of plastics, supplying the packaging, consumer goods, medical, textile and automotive sectors.



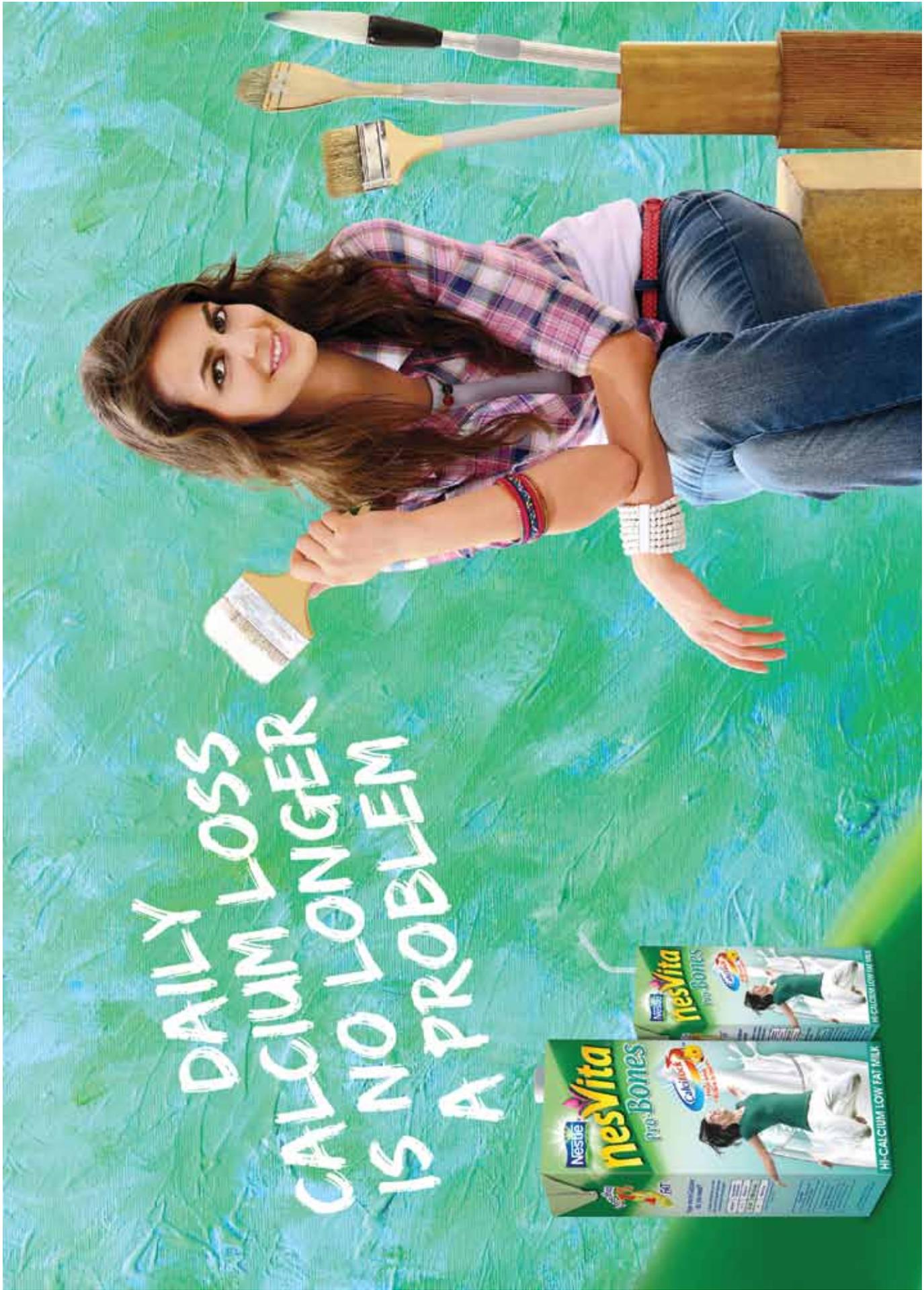
A leading supplier of chemicals and services to the leather industry, including shoes, garments and upholstery.



A supplier of water based emulsions / polymer dispersions for paints, coatings, adhesives and construction sealants.



A leading provider of optical brighteners, colorants and functional chemicals for paper and packaging applications.



DAILY LOSS
CALCIUM LONGER
IS A PROBLEM





Profile

COMPANY NAME	EMR Energy and Management Resource Group
YEAR ESTABLISHED	2007
ADDRESS	1) 164-U, Street-4, Phase 2, DHA, Lahore, Pakistan. 2) 155-O, Block No. 2, P.E.C.H.S., Karachi, Pakistan.
CONTACT PERSON	Mr. Farhat Ali
DESIGNATION	Resident Director
MOBILE	+92 300 8464224
TELEPHONE	+92 42 35890408 / +92 21 34550920
FAX	+92 42 35730710 / +92 21 34559628
EMAIL	fa.farhatali@gmail.com
WEBSITE	www.emr-consult.com
NATURE OF BUSINESS	Services

At EMR-Consult, ENERGY is our business. We provide a portfolio of strategy, analysis, advisory services, business development and project plans to clients in the energy sector. Our professionals are recognized for innovative and well engineered solutions, and providing a combination of strategic, policy, risk management, market and industry expertise. This provides for success for our clients, from the inception of their business plan, through the project development, implementation and delivery of services to their customers.

Effective planning, developing and delivering the 21st century's energy projects requires the expertise, innovation and experience that the professionals at EMR-Consult provide. We believe in working closely with our clients and in the principle of partnership to achieve common objectives. We derive our strength from our flexibility and commitment to fulfill the requirements of our clients with quality services. Consequently we provide our clients significant cost benefits and enable them to achieve more efficient use of their own resources.

Our clients include integrated energy enterprises, power developers, IPP's, alternate energy companies, transmission and distribution companies, oil and gas exploration and production companies, gas

transmission / distribution and pipeline companies, energy retail / distribution companies, industry associations, investors and financial institutions. Be it combined cycle Power Plants (CCPP), Coal gasification and power generation, LPG or LNG supply chain and delivery, oil/gas/power distribution networks or alternate energy resource development and plants, our professional team will work in close coordination with the client to formulate a robust strategy and effective business plan.

Choosing the correct strategy and business development plan is key to success in the energy markets. EMR-Consult's high profile experts, recognized as business leaders, from a multitude of energy and financial companies in Asia and the Middle East, assist clients to make intelligent resource development strategies which align their corporate objectives with the best of business tools and energy models. From market assessment to detailed energy requirements, securing primary energy sources, developing energy projects, arranging financing through our affiliates and managing the clients energy portfolio on a long-term basis, to providing detailed insights and recommendations for an effective energy strategy and business plan, EMR-Consult is your one-stop Energy & Management Resource.



Fateh Textile Mills Ltd.

Plot # A/4, Hali Road, S.I.T.E., Hyderabad, Pakistan.

Tel : (0092) 22-3880463-66, 3880700-01.

Fax : (0092)22-3880514, 3880711.



Fateh Textile Mills Ltd.

Profile

COMPANY NAME	Fateh Textile Mills Ltd.
YEAR ESTABLISHED	1952
ADDRESS	A/4, Hali Road, S.I.T.E., Hyderabad, Pakistan.
CONTACT PERSON	Mr. Gohar Ullah
DESIGNATION	Chairman of Fateh Group of Industries & President of HCCI
MOBILE	+92 300 8377535
TELEPHONE	+92 22 3880463-66
FAX	+92 22 3880042
WEBSITE	www.fateh-group.com
EMAIL	gohar@fatehmills.com
NATURE OF BUSINESS	Manufacturing & Trading
INDUSTRIES	Textile, Garments, Auto Industries (Motorcycles and Tractors), Electric Power Generation Plant, Mines & Minerals setup
CORE PRODUCTS	Textile, Bed Wear Items, Readymade Garments, Hero Motorcycles, Hero Tractors, Electric Power & Coal Mining

Fateh Textile Mills Ltd. was established in 1952 in Hyderabad. It gradually developed and established its spinning, weaving and cloth processing units and earned the status as pioneers of the textile industry in Hyderabad. Fateh Group also established auto industries in Hyderabad, and started manufacturing and assembling of various

models of Hero Motorcycles and Hero Tractors. The Fateh Group also established one electric power generation unit in Hyderabad and are in the process of installing another coal-based electric power generation plant in Hyderabad.



Habib Bank AG Zurich

(Incorporated in Switzerland 1967)



**Fluent in the language
of trade finance**

Today, we are one of the premier trade finance banks in the country. But our value system remains ingrained in the past- the values of hard work, integrity and humility that have brought us this far and that allow us to raise the bar for our customers everyday.



Habib Metropolitan Bank
(Subsidiary of Habib Bank AG Zurich)

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www.hmb.com.pk

Stay ahead... with HMB

Profile

Habib Bank AG Zurich is the heir to a rich tradition of commerce and banking dating back to 1841.

The Bank was founded in Zurich in 1967, following the establishment of the dynamic Habib Bank Limited in British India, in 1941.

The international banking and financial community respects Habib Bank AG Zurich for its conservative approach and its emphasis on high liquidity.

The excellent reputation that the Bank enjoys today is mainly due to its long tradition, international experience and a team

of dedicated professionals who offer personal, friendly and efficient service.

Our integrity is the most valuable asset for our customers. We offer long-standing relationship based on mutual respect and support. Our customers' objectives are our objectives in the strive for continuous excellence in banking.

As a Swiss incorporated bank, we offer a high level of confidentiality, backed by strict adherence to the rules and regulations of the Federal Banking Commission, reinforced by over one and a half centuries of tradition.



Habib Bank AG Zurich - World Rankings

By the grace of God, in 2010 our Bank has been ranked 165th in the world in terms of soundness. Within Switzerland we have been ranked 4th in terms of soundness.

Source: *The Bankers' Magazine July, 2010*



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Profile

COMPANY NAME	Karachi Stock Exchange (Guarantee) Limited
YEAR ESTABLISHED	1947
ADDRESS	Stock Exchange Building, Stock Exchange Road, Karachi-74000, Pakistan.
CONTACT PERSON	Mr. Haroon Askari
DESIGNATION	Deputy Managing Director
MOBILE	+92 300 8299217
TELEPHONE	+92 21 32437673
FAX	+92 21 32462640
EMAIL	haroon.askari@kse.com.pk
WEBSITE	www.kse.com.pk
NATURE OF BUSINESS	Services & Trading

The Karachi Stock Exchange (Guarantee) Limited, was established on September 18, 1947, and incorporated on March 10, 1949. It is the biggest and most liquid exchange of the country.



Vision

To be a leading financial institution, offering efficient, fair and transparent securities market in the region and enjoying full confidence of the investors.



Mission

- To strive to provide quality and value-added services to the capital market in an efficient, transparent and orderly manner, compatible with international standards and best practices.
- To provide state-of-the-art technology and automated trading operations, driven by a team of professionals in accordance with good corporate governance.

- To protect and safeguard the interests of all its stakeholders, i.e. members, listed companies, employees and the investors at large.
- To reflect the country's economic health and behavior and play its role for the growth, development and prosperity of Pakistan.

KSE Positioned to be a Hub of Capital Formation in the Region

- Chairman South Asian Federation of Exchanges (SAFE)
- Vice Chairmanship of the South Asian Federation of Exchanges (SAFE) - 2008
- Member Federation of Euro-Asian Exchanges (FEAS)
- Affiliate Member of the World Federation of Exchanges (WFE)
- Affiliate Member of International Organization of Securities Commissions (IOSCO)



with
Compliments
From

Korangi Association of Trade & Industry

*Airwan-e-Sanat, Plot No. ST-4/2, Sector 23,
Korangi Industrial Area, Karachi-74900 (Pakistan)
Tel: 35061211-3, Fax: 35061215, 35113800, E-mail: kati@kati.pk
Web: www.kati.pk*



Profile

COMPANY NAME	Korangi Association of Trade & Industry
YEAR ESTABLISHED	1970
ADDRESS	1st Floor, Aiwan-e-Sanat, Plot No # ST-4/2, Sector 23, Korangi Industrial Area, Karachi, Pakistan.
CONTACT PERSON	Syed Johar Ali Qandhari
DESIGNATION	Chairman
MOBILE	+92 300 2396339
TELEPHONE	+92 21 3506 1211-13
FAX	+92 21 3506 1215
EMAIL	chairman@kati.pk; kati@kati.pk
WEBSITE	www.kati.pk
NATURE OF BUSINESS	Manufacturing & Services

Korangi Industrial Area (KIA) is one of the largest industrial estate of Pakistan and Korangi Association of Trade & Industry is the representative body of all industrial, commercial and business units of KIA.

Established in mid-60s and made operational in 1970, it is spread over an area of 8,500 acres. According to a rough estimate, more than 4,500 industrial, commercial, and service concerns operate here providing employment to roughly two to three lakh workers. Industries of large, medium and small scale contribute daily revenue of Rs. 300 million.

Most of the units established in KIA have numerous international certifications. Units representing the most important sectors of national economy are housed here. These include textiles, jute, wool, leather, pharmaceuticals, cosmetics, sanitary, chemicals, engineering, rubber products, paint, oil refineries,

food and automobile industries. 40% of Pakistan's leather exports are routed from KIA.

Similarly there are 372 textiles mills contributing 7% of the total textiles exports from Pakistan. A huge 78% of the crude oil used all over Pakistan is refined in the two refineries of KIA. Similarly, there are 42 fully-operational flour mills located in KIA.

KIA is also emerging as the new financial hub of Karachi by having 20 fully operational branches of all major and minor banks including numerous offices of different insurance companies.

The pace at which new industries are being set-up in KIA is unmatched by any other industrial estate of Sindh.

Striving for Excellence



MATEX
Your Dreams Our Vision

M.A. Textiles (Pvt) Ltd.

St # 26, Waheed Park, Abdullahpur, Faisalabad, Pakistan.

Email: info@matex.com

T: +92 - 41 - 8543247, 8543347

F: +92 - 41 - 8727859



Profile

COMPANY NAME	M.A. Textiles (Pvt) Ltd.
YEAR ESTABLISHED	1968
ADDRESS	St# 26, Waheed Park, Abdullahpur, Faisalabad, Pakistan.
CONTACT PERSON	Mr. Rizwan Ashraf
DESIGNATION	Chief Executive Officer
MOBILE	+92 300 966 1234
TELEPHONE	+92 41 8543247
FAX	+92 41 8727859
EMAIL	rizwan_71@hotmail.com
WEBSITE	www.matex.pk
NATURE OF BUSINESS	Manufacturing

M.A. Textiles was established in 1968. Since then deals in dyeing and finishing of cotton, polyester, acrylic and other synthetic fabrics by using reactive, disperse and acrimid dyes. We are using mainly pre-treatment and finishing chemicals made by Clariant Pakistan, Subsidiary of Clariant International Ltd., Incorporated in Switzerland. We are using prime quality dyes and chemicals to maintain quality.

The range of our product line, good quality and competitive prices have made us one of the fastest growing companies of its kind in Faisalabad.

We produce a wide variety of different shade for dyeing with excellent washing fastness result with reactive, direct and pigment dyestuff. We are also using hydrogen bleaching recipes for the whitening of cotton and polyester fabrics. Our dyed and bleached fabrics are used in fashion garments.

The company has more than 220 skilled workers. All the workers work very hard to improve the quality of the product according to the customer's demand. The company produces the best quality of fabric.

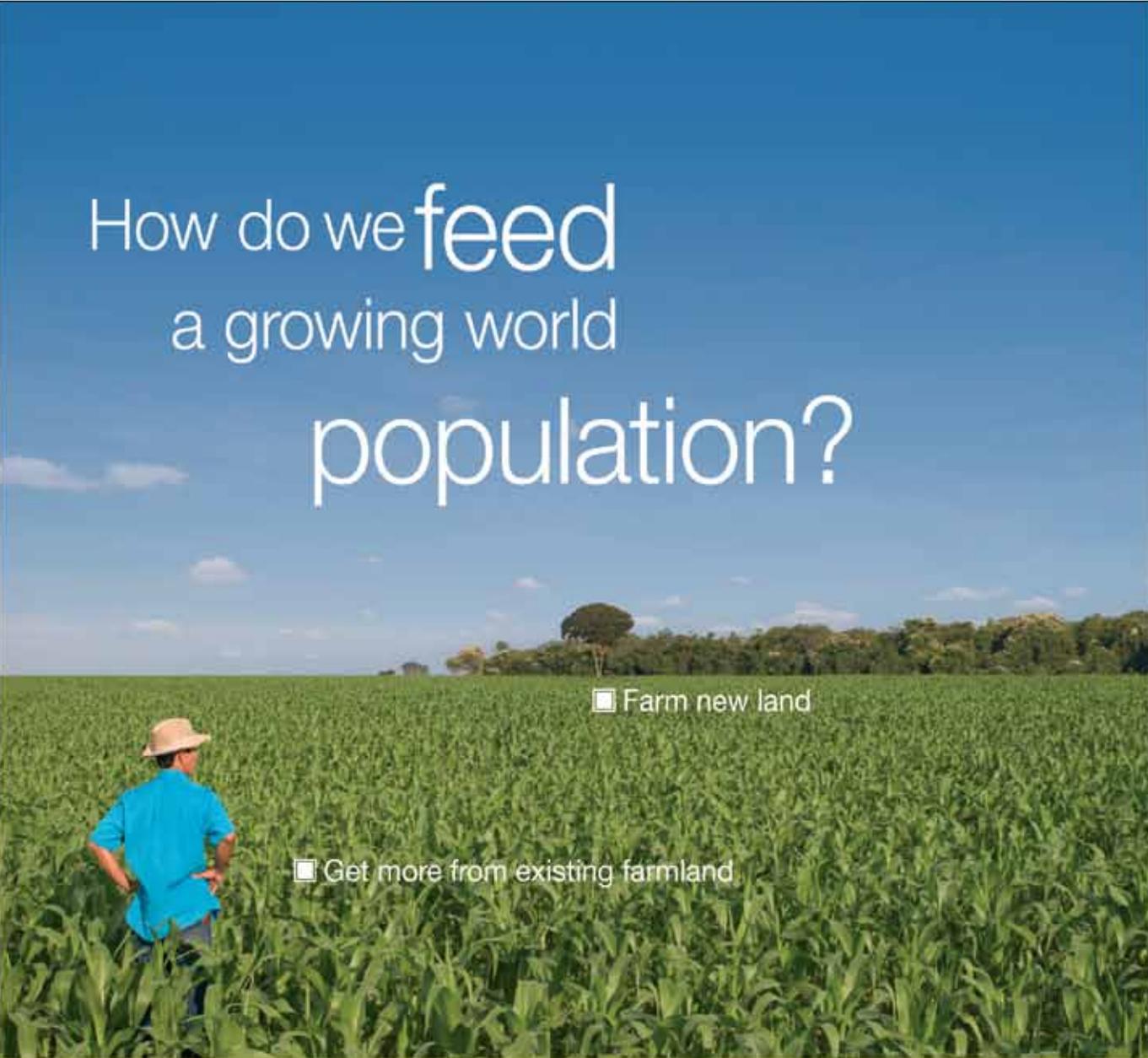


Profile

COMPANY NAME	Nawab Flour Mills
YEAR ESTABLISHED	1980
ADDRESS	Nawab Flour Mills, Sakhi Pir Road, Liaquat Colony, Hyderabad, Pakistan.
CONTACT PERSON	Haji Nawab Ali Rajput
DESIGNATION	Proprietor
MOBILE	+92 321 3004252
TELEPHONE	+92 22 2631150
FAX	+92 22 2631151
EMAIL	info@hydcci.org
WEBSITE	www.hydcci.org
NATURE OF BUSINESS	Manufacturing, Services & Trading
INDUSTRY	Flour Mills
CORE PRODUCTS / SERVICES	Wheat Processing /flour

The company has over 30 years of experience in Flour Mills field, and highest sales volume in the local market, and intends to enhance experience and business all over the country.

How do we feed a growing world population?



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■ Get more from existing farmland

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The world needs more food. By 2050, there will be another 2 billion people on our planet. How do we provide enough high-quality food and preserve our environment? At Syngenta, we believe the answer lies in the boundless potential of plants. We develop new, higher yielding seeds and better ways to protect crops from insects, weeds and disease. So farmers can get more from existing farmland and take less new land into cultivation. It's just one way in which we're helping growers around the world to meet the challenge of the future: to grow more from less. To find out more, please visit us at www.growmorefromless.com

nazer

59
(1952 - 2011)
Years
of Service to
Industries

Nazer & Co.

Indenters and suppliers of:

Textile Machinery
Plastic Machinery
Heat and Power Generation
Belting
Lubricants
Spare Parts

Nazer Industries (Private) Limited

Manufacturers of:

Textile Machinery
Pharmaceutical Machinery
Food Processing Machinery
Chemical Processing Equipment
Material Handling and Conveying Systems
Machinery and Equipment for Allied Industries





Profile

COMPANY NAME	Nazer & Co.
YEAR ESTABLISHED	1952
ADDRESS	L-31, Block 22, Federal B. Area, Karachi-75950, Pakistan.
CONTACT PERSON	Mr. Abbas Mooraj
DESIGNATION	Chairman
MOBILE	+92 300 8231015
TELEPHONE	+92 21 36362121
FAX	+92 21 36341072
EMAIL	info@nazergroup.net; abbas@mooraj.com
NATURE OF BUSINESS	Manufacturing & Trading
INDUSTRY	Textiles, Plastics, Nonwoven and Power Generation Industries.

Nazer & Co. was established in 1952 and represents some of the leading manufacturers of machinery in the fields of textiles, plastics as well as heat and power generation. Nazer & Co. also supplies various types of belts, lubricants and spare parts, dealing with only the best of these respective manufacturers, thus ensuring the highest quality of supply.

Nazer Industries (Private) Limited was formed in 1962 as a spare parts manufacturing company. Over time, Nazer Industries developed its own machinery and now is one of the leading manufacturers of fabric inspection machines, material handling systems and processing equipment for the food, chemical and pharmaceutical industries in Pakistan.



Textile Machinery

Brueckner
Osthoff
Erbatech
Andritz
Bianco
Bierbebi
Morrison
Wumag
Brazzoli

Non-wovens

Erko Trutzschler

Plastics

IBA

Utilities, Heat and

Power

Unitop
Euroasiatic

Knitting & Embroidery

Karl Mayer
Stoll
Beck
Wems
Colosio

Lubricants

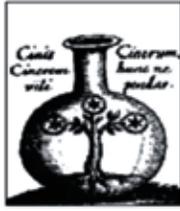
Brueckner
Moroil

Belting & Accessories

Habasit
Optibelt
Dunline
Bando
Kastilo
Flockenhaus
Rotovac

Nazer Industries (Private) Limited

Inspection and rolling machines
Conveying systems
Mixers and blenders
Filling
Vessels
General Engineering



parazelsus

Parazelsus is one of the leading distributors and service provider to the health care and FMCG industries in Pakistan. In-depth industry knowledge, distribution expertise and a professional management team provide the pillars for our success. Rooted in SWITZERLAND Parazelsus stands for Quality, Transparency and efficiency.

Committed to the highest international standards we offer:

- Physical distribution of Pharmaceutical (including cold chain products) and food supplements (multi vitamins etc)
- SMS sales order taking and collection
- Extensive MIS reporting of sales and stock data through state of the art ERP system
- PARAMEDCUS: Value added services including product registration, promotion, merchandising, agency representation and market intelligence for new launches and end of life-cycle products

Our centralized TOLL FREE CUSTOMER SERVICES CENTRE **[0800-ASKPZ (0800-27579)]** performs telesales activities and assists our customers in case of product or order inquiries.

Registered and Health Office:
Parazelsus Pakistan (Private) Limited
2nd Floor, GSA House,
19 -Timer Pond, Keamari,
Karachi 75620.

Contact Numbers and Website Address:
0213-2863790-93 (04 Lines)
Fax: 0213-2863794

www.parazelsus.com



parazelsus

Profile

COMPANY NAME	Parazelsus Pakistan (Private) Limited
YEAR ESTABLISHED	January 01, 2007
ADDRESS	2nd Floor G.S.A House, 19-Timber Pond, Keamari, Karachi-75620, Pakistan.
CONTACT PERSON	Syed Faraz Ali
DESIGNATION	Chief Executive Officer
MOBILE	+92 334 3855107
TELEPHONE	+92 21 32857380, 32857382, 32857385
FAX	+92 21 32863794
EMAIL	faraz.ali@parazelsus.pk
WEBSITE	www.parazelsus.pk
NATURE OF BUSINESS	Services
CORE PRODUCTS / SERVICES	Leading Distribution Service Provider to Healthcare & FMCG Industry

Parazelsus is one of the leading distributors and service provider to the healthcare and FMCG industries in Pakistan. In-depth industry knowledge, distribution expertise and a professional management team provide the pillars for our success. Rooted in SWITZERLAND Parazelsus stands for quality, transparency and efficiency.

Committed to the highest international standards we offer:

- Physical distribution of pharmaceutical (including cold chain products) and food supplements (multi vitamins etc.)
- SMS sales order taking and collection

- Extensive MIS reporting of sales and stock data through state of the art ERP system
- PARAMEDCUS: Value added services including product registration, promotion, merchandising, agency representation and market intelligence for new launches and end of life-cycle products

Our centralized **TOLL FREE CUSTOMER SERVICES CENTRE [0800-ASKPZ (0800-27579)]** performs telesales activities and assists our customers in case of product or order inquiries.



Profile

COMPANY NAME	Prime Pack Industries
YEAR ESTABLISHED	1992
ADDRESS	C/21, S.I.T.E., Hyderabad, Pakistan.
CONTACT PERSON	Mr. Mohammad Shahid
DESIGNATION	Chief Executive
MOBILE	+92 300 8225822
TELEPHONE	+92 22 3885 121-25
FAX	+92 22 3885 126
EMAIL	primepack@hotmail.com; toyota.hyd@cyber.net.pk
NATURE OF BUSINESS:	Manufacturing
INDUSTRY	Recycle Paper & Paper Board Manufacturing

Mr. Shahid started his career in the year 1986. He established Paper and Board Mills (Recycling process). As Director/Partner in various sister companies, he has travelled widely to Europe, USA,

Far East, Middle East and CIS countries. He is also the Director of Toyota Hyderabad Motors and 3S Authorized Dealer of Toyota & Daihatsu.



PRIMEPACK INDUSTRIES

Manufacturer of Recycle Paper & Paper Board

C-21, S.I.T.E., Hyderabad, Pakistan.

Tel: +92-22-3885121-5 Lines

Fax: +92-22-3885126

Email: primepack@hotmail.com



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Our innovations help millions of people by alleviating their suffering and improving their quality of life. We give them hope.



We Innovate Healthcare

Roche Pakistan Limited
P.O. Box No. 20021, Karachi-75400



Profile

COMPANY NAME	Roche Pakistan Limited
YEAR ESTABLISHED	1984
ADDRESS	37-C, Block 6, P.E.C.H.S., Karachi, Pakistan.
CONTACT PERSON	Dr. Ahmad Faraz
DESIGNATION	Managing Director
MOBILE	+92 308 8226140
TELEPHONE	+92 21 34546232
FAX	+92 21 34546174
EMAIL	ahmad.faraz@roche.com
WEBSITE	www.roche.com.pk
NATURE OF BUSINESS	Trading
INDUSTRY	Pharmaceuticals and Diagnostics
CORE PRODUCTS / SERVICES	Oncology (Cancer Medicine), Virology (Viral Hepatitis), Rheumatology, Bone Care (Osteoporosis), Anemia & Transplantation. Laboratory Diagnostics, PCR based testing and home based Blood Glucose Monitoring.

For more than 110 years, Hoffman-La Roche (Roche) has played a pioneering role in the healthcare sector. Headquartered in Switzerland, Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. It is the world's largest bio-tech company and innovator of products and services. Roche Pharmaceuticals is operating in five major therapeutic areas i.e. Oncology, Virology, Inflammation, Metabolic Disorders and CNS while Diagnostics Division operates in Laboratory Diagnostics, Tissue Diagnostics, Diabetes Care & Research sectors. Roche began its operations in Pakistan in 1984 and today Roche Pakistan's business covers both Pharmaceuticals and Diagnostics. In the pharma market Roche is ranked among the top ten

companies while in the Diagnostic sector Roche is the market leader. We play a leading role in therapeutic areas such as cancer, virology and transplantation. The combined strengths of our diagnostics and pharmaceutical businesses, coupled with expertise in the emerging genetic sciences, equip us to develop integrated healthcare solutions and therapeutic approaches tailored to individual patients' needs. Roche's products and services address the entire healthcare spectrum, from screening for genetic risk factors, to preventing, diagnosing and treating disease, and monitoring the treatment response.

Profile

COMPANY NAME	SGS Pakistan (Private) Limited
YEAR ESTABLISHED	1952
ADDRESS	H-3/3, Sector 5, Korangi Industrial Area, Karachi, Pakistan.
CONTACT PERSON	Syed Farukh Mazhar
DESIGNATION	Managing Director
MOBILE	+92 300 8202530
TELEPHONE	+92 21 111 222 747
FAX	+92 21 35121386
EMAIL	farukh.mazhar@sgs.com
WEBSITE	www.sgs.com
NATURE OF BUSINESS	Services
CORE PRODUCTS / SERVICES	Inspection, Testing, Verification & Certification

SGS Pakistan was established in 1952 and is amongst the first Swiss companies set up in a newly born country. SGS Pakistan comprises of a dynamic team of over 500 specialists in related disciplines of quality verification, supported by state-of-the-art testing laboratories and advanced technology.

Our philosophy is aimed at customer satisfaction, quality staff development and teamwork through wholly owned affiliates strictly following group guidelines and processes, subject to rigorous technical governance audits and SGS code of integrity and professional conduct.

With the head office in Karachi and liaison offices across the country a broad range of services are made available to trade and industry to mitigate risks, expedite work-flow and assure quality standards. We protect the interest of our clients and provide peace of mind enabling our clients to focus on their core business.

VISION

To assure the quality of products and services for our clients and consumers worldwide, through professional and

independent verification, testing and certification, creating value for shareholders, customers and the public.

MISSION

To be the clear global leader and innovator in verification, testing and certification services, building upon our brand, integrity, unique network and the excellence of our people. We will drive our leadership with enthusiasm and vigor into new related markets with a total commitment to providing solutions for our customers.

Our aim is to be the clear global leader and innovator in inspection, verification, testing and certification services, building upon our brand, integrity, unique network and the excellence of our people.

We will drive our leadership with enthusiasm and vigor into new related markets with a total commitment to providing solutions for our customers. It is difficult to imagine a more international company - made up of over 60,000 people in a network of more than 1000 offices, subsidiaries and laboratories around the world - SGS is hampered by no national bias or domination of any kind.

A STAR ALLIANCE MEMBER 

Profile

COMPANY NAME	Swiss International Air Lines Ltd.
YEAR ESTABLISHED	2002
ADDRESS	No. 10, Sasi Town, Abdullah Haroon Road, Karachi-75530, Pakistan.
CONTACT PERSON	Mrs. Yasmin Peermohamed
DESIGNATION	Country Manager Pakistan
MOBILE	+92 300 822 8010
TELEPHONE	+ 92 21 3522 1620
FAX	+92 21 3568 1510
EMAIL	yasmin.peermohamed@swiss.com
WEBSITE	www.swiss.com
NATURE OF BUSINESS	Services

Swiss International Air Lines (SWISS) is Switzerland's national airline. The company currently employs some 7 500 personnel and has its head office in Basel. Chief Executive Officer is Harry Hohmeister.

SWISS serves 72 destinations in 39 countries from its prime Zurich hub and the further international airports of Basel and Geneva (in its 2010/11 winter schedules) with its 89-aircraft fleet. As Switzerland's airline, SWISS embodies the country's classic values of "Swiss hospitality", "quality in every detail" and "personal attention and care": Anyone flying SWISS should always feel at home.

As part of the Lufthansa Group, SWISS is dedicated to fulfilling its mission of serving as a quality airline which links Switzerland with the rest of Europe and the broader world beyond. SWISS is also a member of Star Alliance, the world's biggest airline grouping.

SWISS is committed long-term and at various levels to ensuring the sparing use of resources, and maintains a responsible attitude towards the environment as a cornerstone of its corporate culture. On the sponsorship front, SWISS focuses on internationally-known arts & culture and sporting events in its home country.

In Pakistan

SWISS offers daily and convenient connections from Pakistan to Zurich via Dubai, connecting to all major cities of Europe, Canada and the Americas.

Taking care of the passenger needs and to ensure top quality service, Swiss International Air Lines is well represented in Pakistan under its own management with a team of professionals, through its General Sales Agent, Hansa Management and Marketing Services with offices in Karachi, Lahore and Islamabad.



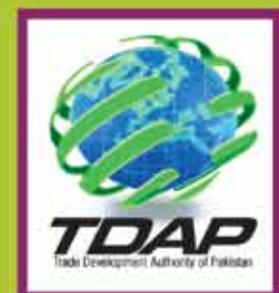
ENHANCING SKILLS & DELIVERING VALUE

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TDAP is facilitating investment and technology, value-addition & skill development to transform Pakistan's industry into an internationally integrated, globally competitive, fully equipped to explore the global trade opportunities.

Trading Excellence...

Trade Development Authority of Pakistan
Government of Pakistan (Ministry of Commerce)
5th Floor, Block A, Finance & Trade Centre,
P.O. Box No. 1293, Shahrah-e-Faisal,
Karachi-75350 Pakistan
PABX: +9221-99206487-90 UAN: +9221-111-444-111
Email: tdap@tdap.gov.pk Website: www.tdap.gov.pk





Profile

COMPANY NAME	Trade Development Authority of Pakistan, Government of Pakistan
YEAR ESTABLISHED	1963
ADDRESS	5th Floor, Block-A, Finance & Trade Centre, Shahrah-e-Faisal, Karachi-75350, Pakistan.
CONTACT PERSON	Mr. Javed Anwar Khan
DESIGNATION	Secretary
MOBILE	+92 333 2244939
TELEPHONE	+92 21 99206484
FAX	+92 21 99206497
EMAIL	javed.anwar@tdap.gov.pk
WEBSITE	www.tdap.gov.pk
NATURE OF BUSINESS	Services & Trading

Trade Development Authority of Pakistan (TDAP) is the leading trade promotion organization of Government of Pakistan to facilitate Pakistani exporters in exploring international markets through participation in numerous international exhibitions and arranging B2B meetings via sending and subsidizing trade delegations. It also holds local exhibitions, especially mega Expo Pakistan every year to showcase Pakistani products; artisanship and entrepreneurship of Pakistani business persons.

TDAP also works for creating an enabling environment by implementing and supporting various initiatives to strengthen the supply side for Pakistani exporters. It provides subsidies in different schemes aimed toward enhancing share of Pakistani companies abroad and to meet the international compliance standards mandatory for developed markets. It holds various capacity building programmes / seminars and workshops for its exporters in collaboration with international agencies. TDAP funds 12 skill building institutes which are managed by relevant trade bodies thus has been a role model for Public-Private Partnership for other government agencies in Pakistan.

TDAP has been the lead government agency for development of women entrepreneurs, and promotion of handicrafts and fashion of Pakistan. TDAP is the only government organization which manages the largest exhibition complex in Karachi the

Expo Centre, which has become a landmark of Karachi and Pakistan. This has helped in flourishing the new business of event management companies in private sector and contributed in employment generation in the private sector. In addition to that, TDAP has been the pioneer in establishing the second Expo enter at Lahore, which is run by a private limited company, with collaboration of public and private sectors.

In short, TDAP, with its 16 regional and sub regional offices spread all over Pakistan, has made many promising business persons into successful exporters / entities. TDAP is the place where Pakistan business people and international buyers have always gained with a win-win situation for all.

What activities does TDAP regularly undertake?

- Participates in 85 to 90 international trade exhibitions annually
- Sends 20 to 40 trade delegations abroad every year
- Organizes the EXPO PAKISTAN annually in Pakistan, which is well-attended by foreign buyers
- Runs the Expo Centre, Karachi providing a permanent exhibition space for holding trade events
- Implements various Trade Policy Initiatives announced by the Commerce Ministry
- Undertakes various sector-development projects



Zia Enterprises
4Brothers Company
E-mail: vicepresident.hcci@hotmail.com
Website: www.hydcci.com

A-29, 7th Floor, Alpine Apartments,
Cantonment, Hyderabad.
Tel: 92-22-2784972-5
Fax: 92-22-2784977



Profile

NAME OF THE COMPANY	Zia Enterprises
YEAR ESTABLISHED	1986
ADDRESS	Block-A, 29, Alpine Apartment, Hyderabad Cantonment, Pakistan.
CONTACT PERSON	Mr. Ziauddin Qureshi
DESIGNATION	Managing Director
MOBILE	+92 321 3080607
TELEPHONE	+92 22 2784972-75
FAX	+92 22 2784977
EMAIL	vicepresident.hcci@hotmail.com
NATURE OF BUSINESS	Services & Trading

Zia Enterprises was established in 1986, when they started exporting fresh fruits followed by knitted garments to Middle East and Europe, respectively. The company also entered the services sector and obtained FedEx (Gerry's International)

Franchise and different cellular companies like Mobilink and Paktel. Mr. Qureshi also obtained license for opening a travel & tour services in the name of TravelEx International.



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Naturally.

ABB (Pvt.) Ltd.

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WORLD'S LEADING INSPECTION, VERIFICATION, TESTING & CERTIFICATION COMPANY

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UAN: 021-111 222 747
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WHEN YOU NEED TO BE SURE

