

Furthering Trade Exploring Opportunities



Issue No. 18 | October 2024 | Pakistan



Jason Avanceña
President – Swiss Business Council and
President & CEO of Nestlé Pakistan

Dear Members, Partners, and Friends of SBC,

Thank you for your unwavering support towards SBC in bringing together Swiss and Pakistani companies on a shared platform. We are confident that SBC's efforts will continue to strengthen business prospects for our members and boost bilateral trade between both nations. In challenging times, collaboration is more essential than ever for sustainable progress.

On behalf of the SBC Executive Committee, I extend my sincere gratitude to H.E. Mr. Georg Steiner, Patron-in-Chief of the SBC and Ambassador of Switzerland to Pakistan & Afghanistan, for his continued support. Our partnership with the Swiss Embassy has been crucial in promoting bilateral trade and creating development opportunities.

SBC's alliances with federal and provincial governments provide access to Special Economic Zones, and through our collaboration with Switzerland Global Enterprise (S-GE), we remain committed to supporting Small and Medium Enterprises (SMEs) and inviting them to explore new business opportunities.

I also appreciate the people of Switzerland for their steadfast support. The strong bilateral ties between Pakistan and Switzerland have led to meaningful partnerships across various sectors. Swiss companies have significantly contributed to economic growth, innovation, and technology transfer in Pakistan, with Switzerland remaining a top direct investor, and bilateral trade surpassing CHF 490 million in 2023.

Pakistan's exports to Switzerland have grown by nearly 55% over the past five years, with textiles, agricultural products, and leather goods driving this growth.

The recent Country Consulting Week and Road Show, organized by the SBC in Switzerland, in collaboration with S-GE, the Embassy of Switzerland in Islamabad, Pakistan's Embassy in Bern, the Geneva Chamber of Commerce, and the Swiss Asian Chamber of Commerce, was a highly successful initiative aimed at promoting business opportunities in the Pakistani market for Swiss SMEs. The event series, held across three cities—Zurich, Geneva, and Bern—attracted around 100 participants. The primary objective was to provide insights into the vast potential of the Pakistani market and to foster collaboration between Swiss businesses and local partners in Pakistan. Each session enlightened the audience on the emerging opportunities and growth sectors in Pakistan, highlighting the favorable business environment for Swiss SMEs.

We are also proud of our members' proactive steps toward sustainability, details of which are included in this magazine.

SBC remains dedicated to strengthening economic ties across sectors. Thank you again for your continued support and commitment.

Jason Avanceña President – Swiss Business Council



H.E. Georg Steiner

Ambassador of Switzerland to Pakistan and Afghanistan, and Patron-in-chief of Swiss Business Council

Dear Members, Partners, and Friends of SBC,

Dear Readers,

I would like to extend my congratulations to the management of the Swiss Business Council for their esteemed efforts in publishing the current edition of the newsmagazine, which aims at apprising the Swiss business community in Pakistan of their activities

Furthermore, I am delighted to report about the successful 'Pakistan Roadshow' in Switzerland from 26 to 30 August hosted by Switzerland Global Enterprise (S-GE) in collaboration with the Embassy and the Swiss Business Council. I would like to take this opportunity to thank SBC and all involved for the hard work, who made this task possible. I am confident that the roadshow will act as a catalyst in motivating more Swiss companies to start their business relations with Pakistan.

As the news indicates, the economy of Pakistan has entered a stabilization phase. I am confident that Swiss companies in Pakistan will also benefit from the improvement in the overall economic situation. The Embassy remains at your disposal, as usual, to provide support when needed.

At finally, I would like to extend my best wishes to all of you in your future endeavors.

Georg Steiner

Ambassador of Switzerland to Pakistan and Afghanistan, and Patron-in-chief of Swiss Business Council

Patron-in-Chief:



Alliance:

Swiss-Asian Chamber of Commerce





Swiss Business Council Executive Committee



H.E. Georg SteinerAmbassador of Switzerland to Pakistan and Afghanistan, and Patron-in-chief – Swiss Business Council



Jason AvanceñaPresident – Swiss Business Council and
MD & CEO of Nestlé Pakistan



Hafsa ShamsieVice President – Swiss Business Council &
Managing Director, Roche Pakistan Limited



Shaikh Imtiaz HussainSecretary-General – Swiss Business Council & Managing Director, Imtiaz Enterprises



Zeeshan Hasib Baig
Treasurer – Swiss Business Council &
Country General Manager, Syngenta Pakistan



Farhat AliChairman, S-GE Liaison Committee Swiss Business Council & Chairman, Polygal AG Pakistan

Swiss Business Council Executive Committee



Mujtaba RahimChairman, Membership Committee - Swiss Business
Council and President & CEO, Archroma Pakistan Ltd.



Asif Ikram
Chairman, Business Development & Events - Swiss Business
Council & Managing Director, SICPA Inks Pakistan (Pvt.) Ltd.



Khurram Shahzad Khan Director – Swiss Business Council and President & CEO – Habib Metropolitan Bank



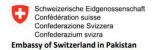
K.M. IqbalDirector – Swiss Business Council &
Director, Al Ameen Trading Corporation (Pvt) Ltd.



Fletcher P. Albert Advisor & Consultant Swiss Business Council



Faizan FaisalBusiness Development Manager
Swiss Business Council



Embassy of Switzerland in Pakistan

News from the Embassy

Activities of the Commercial Section Business Promotion Event of Santé Graine de Vie:

H.E. Mr. Georg Steiner, Ambassador of Switzerland to Pakistan and Afghanistan, attended the business promotion event of an alternate medicine company, Santé Graine de Vie, the local subsidiary of a Swiss company, Santé Graine de Vie Sàrl in November 2023 in Murree.



Inauguration of Solar Power Plant at Nestlé Kabirwala Factory:

Ambassador Georg Steiner inaugurated the 2.5MWp Solar Power Plant at the Nestlé Kabirwala Factory in December 2023.



Visit of MSC Pakistan:

Ambassador Georg Steiner visited the office of MSC Pakistan, the local agency of Mediterranean Shipping Company Switzerland, in Karachi in January 2024. A visit to the Karachi Port (South Asia Pakistan Terminal) was also organized by the MSC to apprise the Ambassador of their operations at the port.





IGATEX 2024:

Ambassador Georg Steiner attending the Textile Machinery Exhibition IGATEX in Lahore in May 2024. More than 15 delegates from Switzerland participated in the exhibition through their local agents.



Visit of Bühler Pakistan:

Ambassador Georg Steiner visited the office of Bühler Pakistan in Lahore in May 2024 where the Ambassador was briefed about the operations of Bühler in Pakistan.



Events organized by the Embassy:

Screening of Movie at the Fatima Jinnah Women University:

The Department of Sociology at Fatima Jinnah Women's University, in collaboration with the Embassy of Switzerland, hosted a screening event for an award-winning documentary "The Barefoot with the Godfather of Soccer: Unwanted but Undaunted" directed by Khalid Hasan Khan in March 2024. The documentary was about young, underprivileged footballers from different socio-religious communities in Pakistan.

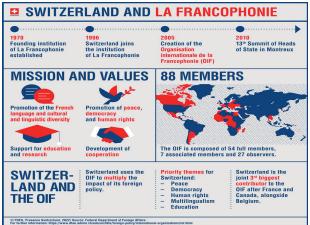




International Francophonie Day:

To celebrate Switzerland's Diversity and Multilingualism on the International Francophonie Day, a movie, Bonjour Switzerland, was screened at the Swiss Ambassador's Residence in March 2024. The event was attended by diplomats, media, students, and National University of Modern Languages faculty members.









Luncheon Exchange on Inter-faith Harmony- A Dialogue:

Ambassador Georg Steiner, hosted an interfaith dialogue at his residence in May 2024. Representatives of different religious communities in Pakistan, namely Bahai, Sikhs, Buddhists, Hindus, Christians, Ismailis, and Muslims, attended the event. The objective was to provide an informal platform to share viewpoints of various religious communities, deepen understanding of each other's perspectives, and promote cross-community interactions.

Lunch and Discussion on UNDP Activities and Results at the Pakistan-Afghanistan

Ambassador Georg Steiner hosted a lunch to discuss UNDP Activities and Results at the Pakistan-Afghanistan Border Areas" in May 2024. The objective of the meeting was to learn about ongoing projects, especially the Merged Areas Governance Programme (MAGP) in the border region and future perspectives. UNDP representatives from Pakistan and Afghanistan, colleagues from UNDP, and the Embassy attended the event, while representatives from Switzerland and Afghanistan joined the event virtually and shared their presentations on ongoing projects.









Webinar on Implementation of MoU in the Field of Disaster Management:

The Embassy facilitated a webinar between the National Disaster Management Authority (NDMA) and selected experts from Switzerland to discuss implementing a bilateral MoU in Disaster Management in July 2024. Mr. Thierry Umbehr, Head of Section, North and Central Asia, from the Federal Department of Foreign Affairs, headed the event from the Swiss side. At the same time, Mr. Idrees Mehsud, Member Disaster Risk Reduction, and other experts represented NDMA.

Mr. Christoph Lehmann, the lead expert on Swiss-Pak flood analysis in the Swat valley, and other Swiss experts joined the webinar.

The objectives of the online meeting were to introduce Swiss experts to Pakistani experts in their comparable fields of expertise, define the scope of bilateral engagements, and plan suitable next steps towards a mutually beneficial implementation of the MoU.





1st August 2024 – Swiss National Day and Celebration of 75 years of Diplomatic Relations between Switzerland and Pakistan:

The Embassy of Switzerland celebrated the 733rd National Day of Switzerland on August 1st, along with high-level dignitaries, the diplomatic community, Swiss compatriots and friends of Switzerland. The event also marked 75 years of diplomatic relations between Switzerland and Pakistan. During his address, Ambassador Georg Steiner commended Swiss companies for their dynamic drive and commitment to serve Pakistani customers meaningfully. Federal Minister Jam

Kamal Khan, the chief guest on this occasion, said that the day marked Swiss commitment to unity, peace and prosperity and offered moments of reflection and shared values. The Minister also acknowledged the contributions of Swiss institutions and businesses to the development of Pakistan. In recent years, relations between Switzerland and Pakistan have flourished, driven by mutual interest in trade investment and sustainable development.









Bilateral Trade between Switzerland and Pakistan

Switzerland's Exports to Pakistan (in Mio CHF)

Description	2019	2020	2021	2022	2023*	%
Pharmaceuticals	170.5	201.4	175	118.3	126.3	+6.8
Machines	78.9	49.1	58.2	44.2	31.4	-29
Dyeing Extracts and Colours	31.7	30	33	28.9	30.4	-12.4
Chemicals	19.1	35.7	33	24.5	23.5	-4
Watches	21.2	19.3	27	28.2	19.8	-29.7
Others	52.2	31.1	37.8	35.3	25.9	-26.6
Total	373.7	366.6	364	279.4	257.3	-7.9
% change from last year					n last year	

Source: Swiss Federal Customs Administration

Switzerland's Imports from Pakistan (in Mio CHF)

Description	2019	2020	2021	2022	2023*	%
Textiles	127.2	151.5	195.7	198.6	181	-8.9
Agricultural Products	11.1	19.2	13.3	24.1	23	-4.6
Leather Articles	15.6	15	18.1	16.4	12.7	-22.6
Others	15.1	15.7	17.9	17.9	16.9	-5.6
Total	169	201.4	245	257	233.6	-9.2
% change from last year				n last year		

Source: Swiss Federal Customs Administration

(CY-2023)

News of the **Swiss Business Council**



The Swiss Business Council (SBC) was established in 2008 as a legal entity under an act of the Securities & Exchange Commission of Pakistan. The members' segmentation comprises large Swiss Multinational subsidiaries operative in Pakistan, and Swiss Small & Medium Enterprises operative through joint ventures, agencies & dealership arrangements in Pakistan.

Mission & Vision

To protect and promote Swiss Economic interests; To encourage and stimulate new investments; To introduce and inculcate best practices and strive to establish a level playing field in the country in order to promote the development of commerce between Switzerland and Pakistan.

Affiliations of SBC

The SBC works in close partnership with its associates in Switzerland to mobilize B2B contacts between Swiss and Pakistani business entities, improve the global perception of Pakistan in the circle of foreign investors, and inculcate people-to-people cultural ties between the two countries:

Patronized by:

As the official representation of Switzerland in Pakistan (eda.admin.ch/Islamabad), the embassy covers all matters concerning diplomatic relations between Pakistan and Switzerland. It represents Swiss interests in the areas of political, economic, and financial affairs, legal arrangements, science, education, and culture.



Partner of:

The SBC works in close collaboration with its partner Switzerland Global Enterprise (S-GE) in Switzerland Collaboration with its partner Switzerland Global Enterprise (S-GE) in Switzerland to facilitate Swiss Companies that want to have their footprints in Pakistan, in terms of finding an authorized distributor for them, investment, and joint ventures.



Alliance with:

The Swiss-Asian Chamber of Commerce (SACC) – [www.sacc.ch] is a private organisation, Swiss-Asian Chamber of Commerce providing a forum for all firms, institutions, government bodies, and individuals interested in the economic and business relations between Switzerland and Asia.



The activities of the Chamber cover the following countries and economic regions:

Brunei, Cambodia, Indonesia, Kazakhstan, Korea, Laos, Malaysia, Mongolia, Myanmar, Pakistan, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, Timor-Leste, Uzbekistan, Vietnam.

Associate of:

Asia Society Switzerland (ASS) - [www.asiasociety.ch] is committed to exploring Asia's role in a multilateral world and to advancing the dialogue and strengthening partnerships among individuals and institutions in Switzerland and Asia. Across the fields of arts, culture, education, and policy, they provide insights, promote collaboration, and contribute to a deeper understanding of the most dynamic and fastest-growing region in the world.



FOCUS 2024-2025

The SBC made its utmost efforts in maintaining its activities, also maintaining its presence to serve the Swiss & Pakistani Business community across borders.

The President and Executive Committee Members of the SBC rendered an exclusive attention to the investment and trade promotion between Pakistan and Switzerland.

Swiss Foot Prints in Pakistan

Some of the Swiss Companies have been contributing to the Nation's development since the inception of Pakistan. Many joined later, while the process and progress continued. Today, over 50 member companies of SBC are contributing to the development of the healthcare, banking, agriculture, food, industry, energy sector, infrastructure & service sector of Pakistan through investment, transfer of technology & human resource development.



Switzerland is ranked amongst the top foreign Investor in Pakistan with wide spread portfolio in Pharmaceuticals, Engineering, Chemicals, Agriculture, Food & Beverages, Textiles, Logistics, Banking, Service Industry & others. Presently over 20 large Swiss Companies are operative in Pakistan who, over the past decade, have invested more than CHF 1.5 billion.

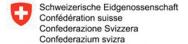
Growth of Swiss Companies in Pakistan

Capitalizing on the available opportunities, SBC in collaboration with its partner embarked on the task of exposing Swiss Companies to the business potential available in Pakistan and in the process managed to introduce the footprints of about Eleven (11) Swiss Companies in Pakistan.

The SBC and S-GE worked together to mobilize the interest of Swiss Companies in the business potential available in Pakistan and were successful in establishing the footprints of the following Companies in Pakistan through Joint Venture, Agency Agreements, and Technology Transfer cooperation in collaboration with S-GE and Embassy of Switzerland in Pakistan.

Company	Sectors
LediBelle APPENZELL NATURAL COSMETICS	Natural Cosmetics
DÜBÖR	Food Processing
GANSER COMMON RAIL SYSTEMS	Common Rail Systems.
glaströsch	Fire safety glass.
+GF+ GF Piping Systems	Gas and liquid transport
HERBAMED Homöopathie Phytotherapie	Health Care
Jamailah SWITZERLAND	Gourmet Food.
LEISTER SWITZERLAND	Hot-air plastic welding equipment, process heat components, laser welding systems, gas sensor equipment & micro-optics.
⚠ Metrohm	Analytical Instruments.
Sational States of the stablished in 1973	Glass reinforced plastic pipes
BUILDING TRUST	Construction

Patron-in-Chief:



Embassy of Switzerland in Pakistan



EXECUTIVE SUMMARY

SBC is pleased to present its latest edition of the SBC Annual e-News Magazine, offering a comprehensive overview of the Council's activities over the past year. This publication highlights the Council's continuous efforts to strengthen bilateral trade relations between Pakistan and Switzerland.

Through a series of engagements, events, and initiatives, SBC has actively collaborated with its esteemed members to create new opportunities for business growth and foster economic ties between the two countries. In this e-magazine, you will find detailed insights into the SBC and its member's key achievements, strategic partnerships, and the various programs aimed at enhancing trade, collaboration, and knowledge sharing.

We extend our heartfelt gratitude to our members for their invaluable support, which has been instrumental in making these efforts a success. Together, we look forward to driving further progress in the years ahead.

Strengthening Coperation with Provincial Trade Bodies

SBC is actively working to strengthen its collaborative efforts with key provincial trade bodies in Pakistan, such as the Sindh Investment Department (SID) and the Punjab Board of Investment and Trade (PBIT), through the signing of strategic

Memorandums of Understanding (MOUs).

These partnerships are designed to foster a closer working relationship between Swiss companies and the local government entities, ensuring a more structured and proactive approach to business facilitation. The MOU signing between SBC and SID marks a significant milestone in these efforts, aimed at creating a more conducive business environment for Swiss enterprises operating in the Sindh region. This agreement will not only assist Swiss companies in navigating the local market but also pave the way for increased businesses and trade inquiries, thereby expanding the footprint of Swiss businesses in Sindh. From SBC, the MOU was signed by the President of the Council, Mr. Jason Avancena and Mr. Khizer Pervaiz, CEO, Sindh Enterprise Development Fund, signed the MOU on behalf of SID.







Additionally, SBC is in advanced discussions with the Punjab Board of Investment and Trade (PBIT) to finalize a similar MOU, which, once signed, will extend the same benefits to the members of the Council in Punjab. These collaborations are expected to bring substantial value to SBC members by providing them with access to key local networks, government support, and streamlined processes for addressing trade concerns, ultimately bolstering Swiss business interests in Pakistan. The strengthened partnerships with these provincial bodies will play a critical role in facilitating investment and trade, further cementing the role of SBC as a bridge between Swiss companies and the Pakistani market.

A detailed session took place at PBIT's Office in Lahore, during which PBIT highlighted its various initiatives to support the Business Community in Punjab. PBIT mentioned its recent initiative, the Business Facilitation Center, which streamlines operations for all sectors in Punjab through a single window. During the discussion, present was Mr. Zeeshan Hasib Baig, Treasurer & Director of SBC, Mr. Jalal Hasan, CEO, PBIT, Mr. Zubair Shauket, Director, Bashir Pipe Industry, which is a member of the Council and Mr. Faizan Faisal, Business Development Executive of the Council.



L-R: Mr. Faizan, Mr. Zeeshan, Mr. Jalal, and Mr. Zubair

Amendment Through Finance Bill

The SBC was approached by the Securities and Exchange Commission of Pakistan and invited the members of the SBC to share their proposal for reforming existing tax policy for its review and analysing the way the proposed policy will impact Pakistan. The majority of the members shared their proposals with the SBC which SBC gathered and shared the same with the SECP in the following format:



No.	Proposal	Existing Provisions	Proposed Amendments	Rationale	Impact of the Proposal
				Rationale should cover: The legal nature of the existing policy.	Benefit / Impact to Business and Persons
				2.Detailed factual Description	

Survey – Business Environment in Pakistan

During the Q4 of 2023, SBC in Karachi conducted a survey among the Swiss Business Community (Members of the Council) in Pakistan to gather information in regard to the challenges being faced by the members of the Council while doing their business activities in Pakistan. While survey highlighted the challenges, there was also some companies, despite several challenges including the domestic law & order situation, the Swiss Business Community managed to maintain their businesses and revenues.



SBC being a Bilateral Business

Forum compiled a detailed survey report of the response received from its member companies on the challenges being faced by them in recent times in regard to the Current Business Environment. Following the compilation of the report, SBC in collaboration with the Embassy of Switzerland in Islamabad submitted this report to the Federal Board of

Investment (BOI) with a request to resolve the issues faced by the members of the Council. Through innovation, entrepreneurship, and collaboration, businesses in Pakistan are working towards overcoming these challenges and contributing to the country's economic development.

Mou Signed - Royal Swiss Hotel

The SBC is also delighted to sign a partnership agreement with the Royal Swiss Hotel (RSL) in Lahore, aimed at enhancing the hospitality experience for its esteemed members and delegations. This collaboration is designed to provide guests from SBC with an exceptional stay, combining comfort, luxury, and convenience.

The Royal Swiss Hotel, renowned for its best services and prime location, ensured that SBC members and delegates enjoy a seamless and enriching experience during their visit to Lahore. The MoU signings were done by Faizan Faisal, Business Development Executive of SBC, and Mr. Abdul Kader Hankir, General Manager of RSL.





Youth Empowerment

SBC and the National Vocational and Technical Training Commission (NAVTTC) in a transformative initiative aimed at empowering the youth of Pakistan. Through this collaboration, Swiss companies in Pakistan, with their rich history of innovation and expertise, can play a pivotal role in facilitating internship programs that provide valuable skills and hands-on experience to young professionals in Pakistan.

These internship programs, shall be generously supported by the Pakistani government, and will be designed to bridge the gap between education and the job market by offering practical exposure within Swiss businesses operating in Pakistan. SBC & NAVTTC is currently exploring this opportunity and are keen to sign an MOU to support this common objective.



Introductory discussion between NAVTTC & SBC

Country Consulting Week & Road Show on Pakistan in Switzerland

The Country Consulting Week and Road Show, organized by the Swiss Business Council (SBC), Switzerland Global Enterprise (S-GE), the Embassy of Switzerland in Islamabad, Pakistan's Embassy in Bern, the Geneva Chamber of Commerce (CCIG), and the Swiss Asian Chamber of Commerce (SACC), was a highly successful initiative aimed at promoting business opportunities in the Pakistani market for Swiss SMEs.

The event series, held across three cities—Zurich, Geneva, and Bern—attracted around 100 participants. The primary objective was to provide insights into the vast potential of the Pakistani market and to foster collaboration between Swiss businesses and local partners in Pakistan. Each session enlightened the audience on the emerging opportunities and growing sectors of Pakistan, highlighting the favorable business environment for Swiss SMEs.

The objective of organizing the country consulting week was to have one on one discussions with the Swiss Companies/SMEs who have expressed their interest in the Pakistani market.



During the whole week, SBC along with S-GE and the representative of the Swiss Embassy in Pakistan, Mr. Ajwat Arslan Khan, engaged with the following Swiss Companies/SMEs and provided them the opportuntiies for their products and services in Pakistan in a one on one session.

S. No	Swiss Company/SME	Sector
1	4Sure	Information Technology
2	BlueBlox	Consultancy
3	Halal Foods	Halal Certifications
4	Maxwer	Commodities
5	Rotoflex	Flexible Packaging
6	Sigvaris	Durable Medical Equipments
7	Space Ops	Defence & Aviation
8	Wheemo	Engineering
9	Zurich Cantonal Bank	Banking & Finance

Road Show Events

The Road Show on Pakistan in Switzerland aimed to present Pakistan as a land of opportunities for Swiss SMEs. Organized by SBC, S-GE, SACC, CCIG, Pakistan's Embassy in Bern & Swiss Embassy in Islamabad, the event focused on showcasing Pakistan's economic potential, particularly for Swiss SMEs. The primary objectives were to highlight potential sectors, foster trade partnerships, and encourage collaboration in sectors like

technology, manufacturing, food and services. By offering insights into Pakistan's growing market, the Road Show sought to strengthen bilateral trade relations and create avenues for Swiss businesses to explore and expand in Pakistan. The series of events were organized in Zurich, Geneva and Bern as follows:

Zurich

The Road Show event in Zurich, hosted by Switzerland Global Enterprise at its office, was a significant gathering aimed at promoting business opportunities in Pakistan. The event featured informative presentations from SBC and the Embassy of Switzerland in Islamabad, providing insights into Pakistan's economic landscape. Testimonials from prominent companies like Nestlé, Herbamed, and Rotoflex highlighted their successful operations in Pakistan, offering real-world examples to

inspire participants to explore similar opportunities. These success stories underscored the potential for Swiss businesses to thrive in Pakistan's growing market, encouraging attendees to consider expanding their ventures into the region.





Event at Switzerland Global Enterprise in Zurich

Geneva

Event in Geneva, hosted by the Geneva Chamber of Commerce, provided an excellent platform for Swiss businesses to explore opportunities in Pakistan. Presentations were delivered by SBC and the Embassy of Switzerland in Islamabad, offering valuable insights into the business potential in Pakistan. Testimonials from Nestlé and Parazelsus Pakistan further reinforced the success of Swiss companies

already operating in the region. Additionally, the former Ambassador of Switzerland to Pakistan addressed the participants, sharing his positive experiences during his tenure—a powerful testimony to the growing Swiss-Pakistani business relations. The event encouraged participants to consider similar opportunities for expanding their businesses into Pakistan's vibrant market.



H.E. Benedict de Cerjat, Former Swiss Ambassador to Pakistan, addressing the participants



Group Photo (Organizers & Speakers)

Bern

Bern event was graciously hosted by the Ambassador of Pakistan to Switzerland, H.E. Mr. Aamir Shouket, at his residence. The event featured insightful presentations from SBC and the Embassy of Switzerland in Islamabad, highlighting the business prospects in Pakistan. Testimonials from Nestlé and

Accelleron Industries shared their successful experiences operating in Pakistan, providing a strong case for others to explore similar opportunities. The event served as an encouraging platform for participants to consider expanding their businesses into Pakistan's promising market.







Visit of Herbamed's Delegate to Pakistan

SBC organized the visit of Herbamed's delegate Ms. Denise Amman, Export Manager to Pakistan, in the field of homeopathy and alternative medicine. Herbamed, a renowned Swiss homeopathic company, has been operating in Pakistan for over 20 years, providing high-quality homeopathic remedies and health solutions that have earned the trust of healthcare professionals and patients alike.

As part of this significant visit, SBC facilitated a series of highlevel meetings for Herbamed's delegate with key stakeholders in Pakistan. These engagements included crucial discussions with the Drug Regulatory Authority of Pakistan (DRAP) to explore regulatory frameworks and compliance requirements, as well as productive dialogues with the Health Ministry to discuss opportunities for collaboration in the healthcare sector. In addition, SBC arranged meetings with the Islamabad Chamber of Commerce & Industry (ICCI), enabling Herbamed to explore further business partnerships and market expansion strategies. The delegation also had the honor of meeting with H.E. Georg Steiner, Swiss Ambassador to Pakistan. Through these carefully planned engagements, SBC aims to ensure that Herbamed continues to thrive and contribute to Pakistan's healthcare landscape while fostering a deeper connection between Swiss businesses and Pakistan.



Meeting with Health Ministry



Meeting with the Swiss Ambassador at his residence

Facilitating the Swiss Smes

SBC facilitated a Swiss SME, IXS AG in mediating a dispute between the Swiss SME iXS AG and its supplier, M/s. Hayeesons Corporation, based in Sialkot. iXS AG, specialized in high-quality protective gear and apparel for sports such as motorcycling and cycling, faced challenges with its long-term supplier, Hayeesons Corporation, a respected manufacturer of sportswear and protective gear in Sialkot, Pakistan. To resolve the issues between the two parties, SBC stepped in as a mediator and engaged in comprehensive discussions with both iXS

AG and Hayeesons Corporation. Through open dialogue and a commitment to finding an amicable solution, SBC facilitated negotiations that addressed the concerns of both sides, aiming to preserve the longstanding business relationship. In addition to direct talks with the supplier, SBC also had discussions with the Sialkot Chamber of Commerce, leveraging their local expertise and support to ensure a fair and effective resolution to the dispute.





Meeting with Hayeesons



Meeting with SCCI

Swiss National Day

SBC celebrated Swiss National Day with a prominent display of its member by placing a special advertisement in Business Recorder, one of the country's renowned business magazines. The advertisement highlighted the achievements and contributions of SBC's esteemed member companies, showcasing their ongoing commitment to strengthening Swiss-Pakistani economic relations. This tribute not only underscored the valuable role these companies play in fostering bilateral trade but also celebrated their continued collaboration with SBC in promoting Swiss excellence in Pakistan. Furthermore, to mark this important occasion, SBC partnered with Pakistan First Diplomatic Magazine to publish a joint special edition that commemorated Swiss National Day. This publication featured news and advertisements from SBC's member companies, highlighting their innovations, business success, and positive impact within both the Swiss and Pakistani markets. This joint effort served to celebrate the spirit of Swiss-Pakistani collaboration, while also reinforcing the deep-rooted diplomatic and commercial connections between the two nations, with SBC proudly at the forefront of these efforts.



Swiss

Business Council



Experience Sharing In Zurich

SBC employees, Mr. Fletcher P. Albert, Advisor & Consultant & Mr. Faizan Faisal, Business Development Executive recently participated in a Trade Promotion Seminar organized by Switzerland Global Enterprise (S-GE) at its head office in Zurich. This event brought together representatives from various chambers across the globe, providing a platform for valuable experience-sharing and networking. SBC's participation

underscored the importance of fostering international trade relations and exchanging insights on market trends and opportunities. Such events are crucial for strengthening ties between Swiss businesses and international markets, offering a collaborative space to promote bilateral trade and support the growth of Swiss companies/SMEs worldwide.



Team Switzerland

SBC, in collaboration with the Swiss Embassy in Pakistan, the State Secretariat for Economic Affairs (SECO), and Switzerland Global Enterprise (S-GE), holds quarterly update calls to reflect on past achievements and discuss upcoming activities. These meetings serve as a vital platform for aligning efforts, reviewing progress, and planning strategic initiatives that promote

Swiss-Pakistan trade relations. By recalling previous activities and setting the course for future engagements, these calls help ensure that all stakeholders are well-coordinated, fostering stronger economic ties and enhancing the impact of bilateral collaboration.



News of the Member Companies

Accelleron Industries

Have you ever wondered why power stations use internal combustion engines, or why they need turbochargers?

- Turbocharged internal combustion engines serve multiple functions in power stations, from backup power to peaking plants and distributed generation.
- Their ability to respond quickly to changes in power demand makes turbocharged engines essential in backup power for intermittent wind and solar power.
- Turbochargers boost engine efficiency, reducing fuel consumption by 14% or more over a 25-year lifecycle.
- Turbocharged engines are inexpensive compared to other power generation technologies.

Turbocharged engines play a crucial role in power stations of all shapes and sizes, functioning as both backup and primary power sources. They're found in nuclear plants as backup diesel engines, in peaking plants managing fluctuating power demands, and in distributed power stations providing electricity to remote areas. Their adaptability makes them essential across the energy landscape.



One of their most important features is dependability during a crisis. When the grid fails or emergencies occur, these engines keep the electricity running. Turbocharged diesel engines are particularly effective, providing high power output cost-effectively and quickly adjusting to power output to match demand. This is vital in facilities like hospitals and data centers where uninterrupted power is essential.

The most significant advantage of turbochargers is their ability to make engines more powerful and efficient. Consider a 2,000-kW engine operating, on average, at 50% of its capacity. By adding a turbocharger, efficiency improves by approximately 14% over the 25-year lifespan of the engine. This translates to significant fuel savings and lower CO2 and NOx emissions.

By boosting the efficiency of critical power systems and reinforcing our power networks, turbocharged engines support the shift towards renewable energy. They are a vital component in our progress towards more sustainable power generation, helping to manage the variability of renewable sources while ensuring a reliable power supply.

Acce//eron

Transforming the future with a heritage of innovation

For over a century, Accelleron has been leading innovation in turbocharging. In 1924, the first commercial heavy-duty turbocharger was manufactured in Baden, Switzerland, to increase the efficiency of our customers' engines.

Our commitment to innovation has ensured that our technology remains just as relevant a century later. Today, we are a leading provider of turbochargers, digital solutions and services to industries that form the backbone of modern life. We are supporting our customers on their decarbonization journey with technology, expertise, and smart solutions.

In 2024, we take a journey through time, embracing the present and envisioning the next 100 years: together, we are transforming the future with a heritage of innovation.

Accelleron is a global leader in turbocharging technologies and optimization solutions for 0.5 to 80+ MW engines, helping to provide sustainable, efficient and reliable power to the marine, energy, rail and off-highway sectors. Through its innovative product offerings and research leadership, the company accelerates the decarbonization of the industries it operates in. Accelleron has an installed base of approximately 180,000 turbochargers and a network of more than 100 service stations across 50 countries worldwide.

years of turbocharging the world 1924 -







accelleron-industries.com



Archroma Pakistan honored in coveted PSX Awards

Archroma Pakistan won the much-anticipated Pakistan Stock Exchange (PSX) Top 25 Companies Awards for the year 2022. This completes two decades of winning streak of the prestigious award consecutively.

The PSX Top 25 Companies Awards recognizes meticulous financial management and regulatory compliance, as well as

excellence in environmental, social and governance (ESG) performance, diversity and inclusion, and corporate governance. It is among the highest accolade for business community.

Archroma Pakistan was also recognized by PSX for the Best Corporate Report Awards 2022, winning Certificate of Merit for the third time in a row.



Archroma Pakistan and Artistic Milliners sign MoU to build close partnership

A win: win partnership is in making as Archroma Pakistan and Artistic Milliners, one of the top denim manufacturing powerhouses signed a Memorandum of Understanding at Port Oasim, Karachi on 8th March 2024.

The MoU will pave way to create liaison for high synergy at Archroma Center of Excellence, Karachi. Archroma will provide training to Artistic Milliners' employees on compliance, safety and sustainable super systems & solutions. Denim based research and resource saving initiatives in water and energy will also be shared in periodic sessions.



Exchange of MoU document after signing ceremony with Artistic Milliners



Earth Day celebrated at Jamshoro site

Archroma Pakistan, Jamshoro site in collaboration with Sindh Environmental Protection Agency (SEPA), Hyderabad region and Government Primary School RBB Colony Jamshoro celebrated Earth Day on 22nd April 2024. The engaging activities highlighted environmental awareness. A poster competition was organized in Government Primary School RBB Colony, Jamshoro. Students created posters on the significance of Earth Day and importance of environmental conservation. A tree plantation drive was conducted at Al-Manzar Point, Jamshoro. Archroma team at Jamshoro, volunteers from com-

munity and SEPA team participated in the tree plantation. Our aim is to contribute by making the area green, enhance biodiversity to mitigate impact of climate change. A cleaning activity was organized along the banks of Indus River. Archroma team and local community joined hands to collect plastic bags and garbage polluting the river and its surroundings. The cleanup campaign will raise awareness about the importance of maintaining clean waterways and preserving aquatic ecosystems.







Archroma Pakistan wins Women Empowerment and Gender Equality Award 2024

Employers' Federation conferred Silver Award to Archroma Pakistan in recognition of our commitment to fostering gender-inclusive workplace on 4th March 2024 at Karachi. @Iffat Zahra, our D&I Ambassador received the Award from Dr.

Arshad Mehmood, Federal Secretary, Ministry of Labor, Government of Pakistan in the presence of a large gathering of corporate sector. This recognition coincides with the International Womens Day celebration.



Ms. Iffat Zahra receiving the Award from Dr. Arshad Mehmood, Federal Secretary, Ministry of Labor and Country Head, International Labor Organization.

Archroma Pakistan receives Compliant Taxpayers Award

Prime Minister of Pakistan, Shahbaz Sharif presented an Award to Archroma Pakistan being amongst the Compliant top Taxpayer companies on 26th March 2024 at Prime Minister's Office, Islamabad. The Federal Bureau of Revenue recognized large taxpayers and exporters in a well-attended ceremony. The Award was received by Mr. Mujtaba Rahim.



Prime Minister Shehbaz Sharif presenting the Compliant Tax Payers Award to Mr. Mujtaba Rahim, CEO, Archroma Pakistan in the presence of Mr. Mohammad Aurangzeb.



Archroma Pakistan participates in Sustainability Conference

A well-attended Sustainability Conference was organized in Karachi by Artistic Milliners in collaboration with WWF Pakistan and Control Union on 30th May 2024. Mr. Mujtaba Rahim gave an interactive presentation and talk on "Sustainable Chemical use in the industry", highlighting the role of our environment friendly chemicals.





ONE WAY / Towards sustainable textiles. Uniting ecology and economy.





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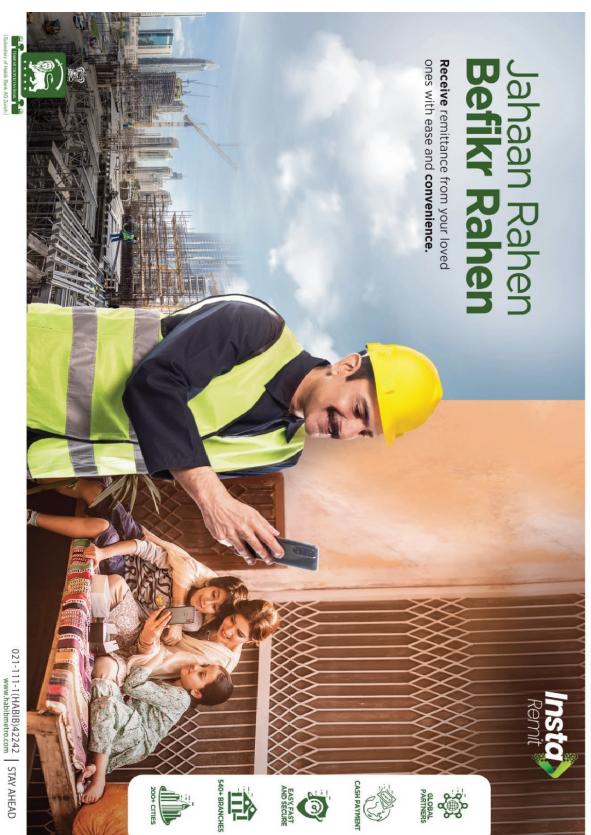


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Nestlé Pakistan

Increasing Nutrition Awareness with Nestlé for Healthier Kids

Nestlé for Healthier Kids (N4HK) is a global initiative which empowers parents, caregivers, and educators to foster healthier eating, drinking and lifestyle habits among schoolage children. Launched in Pakistan in 2010, it equips children with nutrition education to enable them to make better nutrition decisions from an early age to promote a healthier future.

N4HK supports public health objectives and empowers schools to impart nutrition knowledge and promote healthy habits among children through teaching importance of balancing good nutrition and healthy hydration with an active lifestyle. Till date, the program has educated more than 360,000 children in rural, suburban

and urban areas, and has trained over 2,300 teachers on nutrition in 410 schools. N4HK is making a collective effort with its partners to help address and overcome the nutrition challenge to give the children a happier and healthier future.



The Nestlé-BISP Rural Women Sales Program, launched in 2017, encourages BISP beneficiaries to become a part of the workforce by learning skills and applying them through self-



employment, with the ultimate aim of graduating out of poverty. The chosen beneficiaries undergo training and end up as microentrepreneurs - as sales agents, door-to-door retailers, or micro-distributors – selling products to their communities. This enables economic wellbeing of not just the rural women themselves but also their families. To date, this program has enrolled more than 3,000 BISP beneficiaries in as many villages across 28 districts.

To enable the beneficiaries to unlock long-term prosperity, Nestlé Pakistan partnered with Akhuwat Pakistan (the largest

> interest-free microfinance program), giving them PKR 4 million to be used as revolving credit for women looking to scale their businesses. This has improved access to finance and as a result, beneficiaries of this program have been able to open independent shops in their villages or expand their set up.

> This program shows that it is possible to move from social protection to economic and social empowerment, enabling rural women to improve their quality of life as well as access to education and health for the entire family.



Nestlé Pakistan

Nestle Nestle

Increasing Communities Access to Clean Drinking Water

Access to clean drinking water is a key development challenge for Pakistan. In addition to basic hygiene, clean drinking water is a key ingredient in safeguarding one's health and wellness. As part of our Community Engagement Program and to support local communities, Nestlé Pakistan has established 8 clean and safe drinking water facilities around our manufacturing sites. These facilities provide access to clean drinking water to over 80,000 people every day.



Towards a Clean Gilgit-Baltistan

In line with our global vision for a waste-free future, Nestlé Pakistan partnered with the Gilgit-Baltistan Waste Management Company (GBWMC) to launch the "Clean Gilgit-Baltistan Project" (CGBP). The initiative is being supported by Nestlé's leading brands; NESTLÉ FRUITA VITALS and NESTLÉ

PURE LIFE. The Clean Gilgit-Baltistan Project focuses on waste segregation and recycling

systems for Gilgit-Baltistan region. We have installed three compressing and baling machines, one each in Gilgit, Hunza and Skardu. In 2023, this has resulted in waste management of over 2,600 tons of plastic and paper packaging waste, eventually leading the way to make the region waste-free and pro-

moting sustainable tourism.

Under this project, we have also installed 48 benches and waste bins at popular tourist locations in Gilgit, Hunza and Skardu. We have also donated 15,000 reusable bags for distribution among the communities during 2023. The project, which is the first of its kind at such a high-altitude tourist location, will make a positive environmental impact at both local and national level.





Message from Hafsa Shamsie, MD Roche Pakistan





Roche's journey in Pakistan has seen over four decades; but while a lot may have changed, what is unchanged is our commitment to ensuring that more people can benefit from our life-saving treatments at the right time and in the right way. And while others may have exited the Pakistani landscape our resolve to keep bringing patient benefit despite the myriad

challenges we face remains as firm as ever - if not more. But we also believe that life-changing medicines are only meaningful if they reach those who need them when they need them. And that is why since 2017, we have been running a Patient Support Program that provides free of cost medicines to patients suffering from a range of oncological and rare diseases including women's cancers, liver cancer, lymphomas, as well as multiple sclerosis, spinal muscular atrophy and hemophilia. To date, our Patient Support Program has served over 30,000 patients and their families.

Furthermore, our vision of 'doing now what patients need next' sees us as trailblazers when it comes to our medical innovations and the way we use cutting edge science to transform the treatment of so many complex diseases. That innovation is very much evident here in Pakistan where we bring the latest standard-of-care treatments for a range of oncological and rare diseases.

In fact, when it comes to rare diseases, our treatments serve patients suffering from Hemophilia, Multiple Sclerosis and Spinal Muscular Atrophy. With so many competing healthcare

concerns, sadly patients of rare disease often find themselves on the outskirts of an already burdened healthcare system. Where we can, we try to partner with both the public and private sectors to bring affordable access to these patients.

Another healthcare area where Roche has played a critical role in supporting patients and their families, is in the sphere of cancer. Recent years have seen a rising incidence of cancer in the country, posing a substantial burden on individuals, their families, and on the country's fragile healthcare system. The prevalence of risk factors, combined with limited awareness and lack of early detection, has contributed to the rise in both cancer cases and cancer mortality. This is especially true for breast cancer where Pakistan has the unenviable position of the most impacted country in Asia with the highest breast cancer cases. Over the last few years, we have vigorously advocated a three-pronged approach to solving this issue involving early detection, diagnosis and treatment and making it a major health priority for policy makers and healthcare decision makers. Meanwhile, we have been playing our part in advancing cancer care by continuously innovating in diagnostics, medicines and patient funding solutions, and partnering with multiple stakeholders to close the care gap and ensure patients can have the best outcomes in their healthcare journey. And towards this end, we welcome all manner of collaboration and partnerships that will break down barriers to truly close the care gap and make lasting change.

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We are Roche.

A healthier future. It's what drives us to innovate. Continuously advancing science to ensure everyone has access to the healthcare they need today and for generations to come. Creating a world where we all have more time with the people we love. That's what makes us Roche.

www.roche.com

SICPA Pakistan (Pvt) Ltd.



As an advocate for the transformative power of education and corporate social responsibility, SICPA Pakistan continues to lead initiatives that make a meaningful difference in society. During the year, the company focused on advancing education and well-being in alignment with the United Nations Sustainable Development Goals (SDGs). Some of our key initiatives were:

Advancing education for sustainable development in line with UN SDG # 4 Quality Education and # 8 Decent Work and Economic Growth

In 2018, SICPA Pakistan introduced the Education Assistance Programme (EAP) to support the education of employees' children. Initially supporting one child per worker, the programme has now expanded to cover three children, underscoring the company's dedication to nurturing future generations.



A key focus of the EAP is promoting girls' education, recognizing the transformative role women play in building a progressive society. Currently, 58 boys and 62 girls are enrolled in the programme, reflecting its inclusive approach and positive impact.

This initiative underscores SICPA Pakistan's commitment to fostering personal growth through education. Employees value this support, knowing that their children's futures are being invested in by an organization that prioritizes empathy and strong values.

To celebrate the academic achievements of students enrolled in the EAP, SICPA Pakistan organized an awards ceremony recognizing their excellence in the final term. Externally, SICPA Pakistan extended its impact by supporting the Development in Literacy (DIL) school in Korangi, Karachi, establishing a science lab for secondary students to enhance their exam preparation. Additionally, SICPA Pakistan partnered with STEAM Pakistan to deliver sessions on academic subjects and women's empowerment in government schools, helping underprivileged students build brighter futures.

Promoting well-being in line with UN SDG # 3 Good Health & Well-Being

At SICPA Pakistan, community well-being and growth are at

the heart of our mission. We are committed to safeguarding the health and safety of our employees, partners, and the broader com-



munity through CSR initiatives in education, healthcare, and sports, making a lasting positive impact.

Health awareness is a key focus. Recent sessions highlighted the importance of blood donation, heart care and mental wellness, while a successful blood donation camp was held in collaboration with the Fatimid Foundation.





To empower women's health, SICPA Pakistan partnered with Shaukat Khanum Hospital to raise awareness about breast cancer, dispelling misconceptions and promoting healthier lifestyles for its female employees and those from its key partners.



Established in 1927, SICPA is a Swiss private technology company that supports the effective governance and long-term prosperity of nation states.

SICPA is best known for protecting the majority of the world's physical banknotes. With operations across five continents, our platform for sovereignty delivers sovereignty solutions across digital identity and integrity, revenue mobilisation, natural resources, health and brand protection.

www.sicpa.com

SICPA



SGS in Pakistan



Achieving Carbon Neutrality: A Case Study of SPEL in Punjab, Pakistan

SGS Pakistan conducted a GHG & Carbon Neutrality Verification Audit for M/s. Synthetic Products Enterprises Limited (SPEL) in Punjab, Pakistan. This audit was performed in accordance with the GHG protocol and PAS 2060, following the verification requirements outlined in ISO-14064-3 and ISO 14065.

Read More: https://www.sgs.com/en-pk/news/2024/05/synthetic-products-enterprises-limited-achieves-ghg-and-carbonneutrality-verified-status-by-sqs





Introducing 3D Laser Calibration for Underground Storage Tanks (USTs) in PakistanPakistan

SGS Pakistan Introduces Revolutionary 3D Laser Calibration for Horizontal Cylindrical Tanks

SGS Pakistan has taken a significant leap forward in the inspection and calibration industry by introducing a groundbreaking technique for 3D Laser calibration of horizontal cylindrical tanks. This innovative method allows operations to continue without interruption at retail sites, particularly at fuel stations, where tank calibration is crucial for maintaining accurate stock levels and ensuring operational efficiency.

Read More: https://www.sgs.com/en-pk/news/2024/05/sgs-pakistan-introduces-revolutionary-3d-laser-calibration-forhorizontal-cylindrical-tanks







SGS in Pakistan



Introducing Our New RSL Testing Service for Food Contact Material

We are excited to announce the launch of our latest service: Restricted Substances List (RSL) Testing for Food Contact Material. As concerns over food safety continue to rise, ensuring that materials in contact with food meet stringent regulatory standards is essential. Our cutting-edge RSL testing service is designed to provide comprehensive analysis and assurance, helping businesses navigate complex regulatory landscapes and safeguard consumer health.

Key Features of Our RSL Testing Service:

Comprehensive Analysis: Our testing protocols cover a wide range of parameters, including heavy metals, phthalates, bisphenols, and other harmful substances, ensuring thorough compliance with regulatory requirements.

- Advanced Technology: Leveraging state-of-the-art instrumentation and methodologies, we deliver accurate and reliable results, giving businesses confidence in the safety of their food contact materials.
- Expert Guidance: Our team of experienced scientists and regulatory experts offer tailored guidance and support throughout the testing process, helping businesses interpret results and address any compliance issues.
- Fast Turnaround: We understand the importance of speed to market. With our streamlined testing processes, we offer rapid turnaround times without compromising on quality.

Read More: https://www.sgs.com/en-pk/news/2024/05/introducing-sgs-pakistan-new-rsl-testing-service-for-food-contact-materials



SGS Involvement in Mineral Exploration, Mining & Beneficiation Activities

SGS Pakistan Pvt. Ltd is a leading company specializing in Minerals Exploration, Mining & Beneficiation Services. We utilize advanced technologies such as Satellite Mapping, XRF Survey, Geophysical Magnetic & ER/IP Surveys for precise exploration and Drilling Management. Our mining services encompass a wide array of solutions including slope stability measures, Topographic Surveys, Quantity Estimation, Mine-site Sampling/analysis & Onsite laboratory setup operation and maintenance (O&M) for productivity of mining operations.

Additionally, SGS Pakistan Pvt. Ltd provides Beneficiation services, conducting mesh of liberation studies, Minerals characterization using techniques like XRD, XRF & Wet chemistry. We also offer various separation techniques such as Comminution process, Gravity separation, Magnetic Separation, and Floatation testing. By utilizing these techniques, we develop processing flow sheets for the designing of beneficiation plants. These services reduce risk associated to clients business and sustainable growth.











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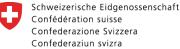








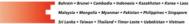
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