

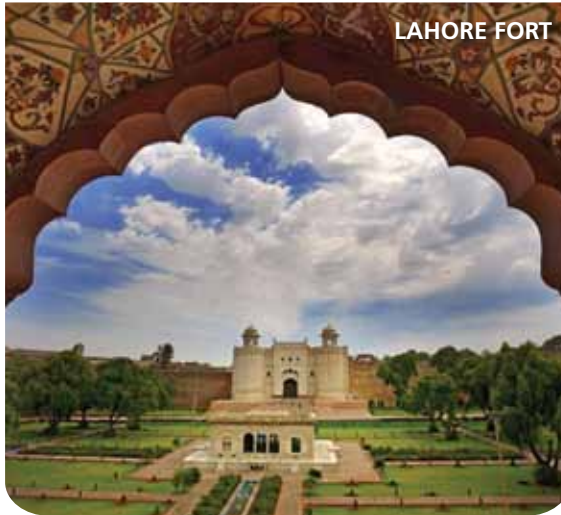
TURK EXIM Bank & GoP join hands

The endeavors of Punjab Board of Investment and Trade (PBIT) showcase Punjab's potential for investment, particularly in the projects with high IRR. PBIT highlights Punjab Government's commitment to bring about continuous improvement in the investment climate of Punjab.

A milestone was achieved on 6 January 2012 when Mr. Shehbaz Sharif, Chief Minister Punjab and Mr. Hayrettin Kaplan, General Manager TURK EXIM Bank, Export Credit Bank of Turkey at Head office EXIM Bank, Turkey agreed to work together to promote investment in Energy, Construction and the Public Transport sector. During the meeting it was decided that in the first phase, projects related to Lahore Ring Road, Coal Based Thermal power generation projects at Muzzaffargarh and Rahimyar Khan, Hydro power projects, and buses for Lahore Bus Rapid Transport system would be undertaken.

The TURK EXIM Bank agreed to provide buyers/suppliers credit based on mutually acceptable bank guarantees and that they will try to offer best possible terms and conditions for commercial/ concessional loans for the above mentioned projects.

Punjab Board of Investment and Trade (PBIT) along with Turkish International Cooperation and Development Administration (TIKA) have hosted a number of delegations from Turkey. The most recent one was a 10 member delegation which arrived in Lahore to help Pakistan develop new energy projects. PBIT arranged a number of field visits for the delegation to coal mines, hydro power sites and potential wind corridors to fully assess the resources.



Investment Potential in Punjab

- Most populous province of Pakistan with the population of 93 million.
- The population density is 353 persons per square kilometer as compared to the national figure of 164 with 1.8% Population growth rate
- 36th largest geographical area
- 58.5% share of Pakistan's National Economy
- Urban Population of Punjab is 33.48 Million growing at 1.78 %

INSIDE

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CM chalks out new vision of PBIT

The commitment of the Punjab Government to facilitate investments and trade into Punjab is amply reflected by the fact that the Chief Minister Punjab himself chairs the specialized Investment & Trade promotion & facilitation agency of Punjab Government; the Punjab Board of Investment & Trade (PBIT).

The Chief Minister continuing his dedication to the effort has recently appointed Dr. Miftah Ismail; a highly talented and experienced businessman & Ph.D holder in Public Finance and Political Economy from the Wharton School, University of Pennsylvania who has also worked at the IMF in Washington, DC ; as the new Vice Chairman of PBIT. The decision came during the 11th Board of Directors meeting of PBIT held in March 2012.



Upcoming Events

4th April 2012:
Pak India Trade Conference, Lahore

21st April, 2012:
IPAs Conference in Doha, Qatar

28th April, 2012:
Energy Conference in partnership
with LCCI

April 2012:
Chamber of Commerce Road Shows
in Multan, Rahim Yar Khan

Key Highlights

BIG BIRD GROUP

PBIT provided project concept support & facilitated project financing through introduction to ECO Development Bank (Turkey). Loan has been secured & Commercial Operations commenced in March, 2012.

EKSOY

PBIT facilitated in dispute resolution, tax and land related issues, acquiring work permits and match made with PIE. Textile dye factory has been established in Sundar Industrial Estate.

GREENLIFE SEEDS

MoU was signed during CM visit to Turkey arranged by PBIT (Jan'10). Manufacturing unit established & Seeds developed and successfully launched.

MATCO RICE PROCESSING

PBIT facilitated in land acquisition, transfer & registration and assisted in identification of potential co-investors for the project. The Commercial production of 6 storage silos has begun and IFC has agreed to fund for an additional 6 silos.

Services PBIT Provides:

Policy Advisory

- Position papers for policy and regulatory reforms
- Solicited inputs on provincial and federal policies
- Matchmaking between international businesses and 42 relevant government agencies local businesses for acquiring permissions and authorization

Investor Facilitation

- Technical, legal and regulatory advisory for business development
- Investor handholding at various project stages
- Providing market intelligence and pre-feasibilities

Marketing and Image Promotion of Punjab

- Organization of and participation in investment events /exhibitions

TELECOM COMPANIES PAKISTAN

PBIT developed the concept along with Telenor for agri and livestock information dissemination system. It involved all relevant government departments, Farmers Associations and other stakeholders. The pilot will be launched in Bahawalpur District in March, 2012. PBIT successfully advocated amendment in Local Government law for installation of towers on agricultural land which resulted in installation of over 900 new sites creating over 5000 jobs.

HONGDA CHEMICALS

PBIT generated initial interest in April, 2011 for establishing a textile chemicals manufacturing facility & introduced Descon Group to Hongda Chemicals. A JV agreement for establishing an optical brightener and textile auxiliary plant is expected shortly.

TECH ACCESS SOLAR

PBIT facilitated in project concept & provided technical, commercial and legal advisory.

CPF THAILAND

CPF Thailand was facilitated by PBIT for the selection of the suitable land in the UAF and forwarded them the list of the private sector poultry processing companies for long lease. CPF Thailand was facilitated by PBIT for the selection of the suitable land in the UAF and forwarded them the list of the private sector poultry processing companies for long lease.

Testimonials

“My farewell meeting in an organization which brought much value to our company & myself.”

Anton G.M. Knijf
Vice President METRO Group
Head of European Union Representative
Office Brussels

“On this auspicious occasion, CPC would like to express our heartfelt appreciation for all kind of support from the Government of Punjab to make our project investment in your country a possible one.”

Nutthakrit Sivasri
Vice Chairman
Agro-Industry & Foods Business Group / C.P.
Group of Companies

Policy Incentives

- 100% Foreign Equity is allowed
- Remittance of capital, profits, dividends, etc is allowed
- Advanced tax ruling
- International arbitration enforcement guide
- All economic sectors in Punjab open to FDI
- Equal Treatment of local and foreign Investors
- No government sanction is required
- Only 5% customs duty on import of parts not available in Pakistan.

SECTOR IN FOCUS

Pakistan is 4th Largest Milk Producer of the World:

Pakistan is the world's 4th largest milk producer, dairy being one of its fastest growing sectors. Pakistan's annual milk production from approximately 50 million animals is estimated at 33 billion liters and the milk economy's contribution to total value added in agriculture stands at 27.7%.

Milk and milk processing industries carry immense potential in Pakistan. While the processed milk sector currently contributes only 0.43% to GDP, the sector is expected to grow rapidly in coming years. Growing urbanization and globalization are changing lifestyles in today's world and the processed milk industry carries great promise for creating a consumer pool for

itself in an urbanized Pakistan. In addition to major dairy players in the country like Nestlé, Engro, and CDL, there are many new entrants in the market with pasteurized milk products. Investment is continuously being made not only in milk processing but also in corporate dairy farms.

At the Punjab Board of Investment and Trade (PBIT), efforts are made to enhance investments in all such potentially booming sectors. PBIT has prepared sector guides and feasibility studies for dairy farming to guide potential small and medium scale entrepreneurs in this sector.



PBIT in Pictures



SBC Counsel General, Switzerland visits PBIT



German Federation of Journalists



Iran Counsel General visits PBIT



Pak Turk Conference



EU Reception by Chief Minister



Gujranwala Chamber Road Show



US journalists visit PBIT



H.E. Ambassador of Bosnia visits PBIT



Visit of Lotte Group, Korea

MoU's signed by Government of Punjab (GoP)

- PBIT signed MoU with Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA)
- MoU was signed between Khorasane Razavi Center of Investment Services and PBIT
- Chamber of Commerce and Industry Prahova (Romania) and PBIT signed MoU
- PBIT signed the MoU with the Director Trade from Wallonia AWEX Belgium
- PBIT signed two MoUs with FIPA & FTC Bosnia and Herzegovina
- GoP signed MoU with Gansu Province, China

PBIT Events Summary

- PBIT hosted 9 member US Journalists delegation in Lahore
- PBTIF (Pakistan Britain Trade and Investment Forum) brought the UK companies visited Pakistan to explore FDI potential in the mining sector and explore natural resource projects of Pakistan.
- PBIT organized PAK-IRAN Trade & Investment Forum, focusing on Energy, Education, Infrastructure & Housing.
- PBIT held Investment Promotion 101 Conference during the visit of Mr. Carlos Bronzzato of WAIPA.
- PBIT hosted Halal Food Conference in collaboration with Royal Thai Embassy.
- PBIT and GoP took 20 certified traceable items to the International Green Week, Germany.
- PBIT held Road shows in Gujranwala and Faisalabad Chambers of Commerce and Industry.



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