



## Punjab – Investment Destination

Punjab Board of Investment and Trade



## Transactions

# Transactions: Pipeline and Initiatives



## Transactions: Pipeline

### Cosmos Health Services/ World Medical Center

<b>Description</b>	<ul style="list-style-type: none"><li>The idea of Cosmos Healthcare Services took its birth in a Hospice/Palliative care facility which was known as Fresh Hospital.</li><li>Established in 2013 Fresh Hospital was the first palliative care unit which specialized in providing specialized care for chronic and critically ill patients in Lahore.</li><li>Cosmos Health Services Pvt. Ltd &amp; World Medical Hospital Thailand signed an MOU to set up 30 acute hospitals and urgent care clinics across the country.</li></ul>
<b>Business Plan</b>	<ul style="list-style-type: none"><li>Total expected investment in healthcare in 5 to 10 year shall approach c. \$100 million through this model.</li><li>Cosmos and WMC also plans to shift the acute hospitals in future from rented to owned model.</li><li>The expected project cost of owned model is expected to hit around \$6 million as compare to the costs of a rented model which stood at c. \$3 million</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>Series of meeting conducted with Local investors.</li></ul>

### Faran Hospital

<b>Description</b>	<ul style="list-style-type: none"><li>Faran Hospital was established in 1988. For more than 29 years the hospital is fulfilling the medical needs of the community.</li><li>The management is seeking to expand to a 500 bed facility from a 90 bed facility</li></ul>
<b>Business Plan</b>	<ul style="list-style-type: none"><li>Investment equity 20% to 50 % Owners</li><li>Loan Financing/ JV partner 50% to 80%</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>Meetings conducted at PBIT.</li><li>PBIT Transactions has advised on financing and has engaged independent financial advisory firm for advanced feasibility formation on request of Faran Hospital.</li></ul>

### Canada Medical Group Pakistan (CMGP)

<b>Description</b>	<ul style="list-style-type: none"><li>The group intends to set up healthcare laboratories throughout Pakistan</li><li>Medical vans would visit government schools, educate school staff &amp; children and provide medical treatment if required.</li></ul>
<b>Business Plan</b>	<p>Looking for franchising partners in Punjab</p> <ul style="list-style-type: none"><li>Mandate to provide Medical Diagnostic Services</li><li>Focus of Cardiology</li><li>CMGP is a multidisciplinary Medical Center</li><li>PBIT is advising on arranging franchising partners</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>Follow up in Progress</li></ul>

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### Sehat Kahani

#### Description

- Sehat Kahani is a female health provider network which is working to create quality health care solutions for communities where health access, quality, affordability of health care is scarce, using cost effective ICT enabled solutions

#### Business Plan

- Total Funding Required: 27,240,000 PKR (\$272,400)
- Third Party Contribution – VC Angel Investors | Development Funds (GSMA, GCC, Crown Agent Fund): 13,620,000 PKR (\$136,200)
- Contribution (Grant) requested from Punjab Government: 13,620,000 PKR (\$136,200)

#### Status

- Case will be presented in executive committee (EC)

### Tigris Health LLC Pvt. Ltd

#### Description

- Tigris Health LLC Pvt. Ltd for the construction of a 500 bed hospital in Punjab's capital city.
- The location of the project is Mohlanwal Road which is accessible in 30 minutes from any part of Lahore.
- Tigris Health LLC is working under the leadership of a dynamic Pakistani American physician who has more than 20 years of experience in healthcare in the US.

#### Business Plan

- Investment equity 50%
- A mix of international and local investors in addition to the sponsor's equity.
- Loan Financing 50%
- 25% local financing in Pakistan.
- 25% international financing in USD

#### Status

- Follow up meeting in progress.

### Smart Dairy

#### Description

- The project aims to establish a dairy farm of local breed cows / buffalos in Punjab.
- The development of the project is divided into two phases. In 1<sup>st</sup> phase 500 cows and in 2<sup>nd</sup> Phase additional 500 cows will be purchased.

#### Business Plan

- Punjab Board of Investment and Trade will advise and facilitate local and international companies to set up their infrastructure in Pakistan.
- Some of the leading brands have a distribution presence in Pakistan which are testing waters for expansion in Pakistan

#### Status

- Follow up in Progress

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### Agro Food Park

<b>Description</b>	<ul style="list-style-type: none"><li>• Inspired by the internationally adopted Agro Food Park model, Punjab Agro Food Park would aim to become the leader in innovation and research in food in Pakistan</li><li>• The focus would be developing quality food that has global demand</li><li>• Punjab Agro Food Park would be a place of fruitful collaboration for agricultural companies, industries and educational research institutions</li><li>• Testing Centre, Laboratory, Lease, Climate Control Units</li></ul>
<b>Business Plan</b>	<ul style="list-style-type: none"><li>• Initiate a pilot project – a model food park to start innovation in food and agriculture including research on horticulture, health and environment</li><li>• This would be a collaborative effort to create an innovative agricultural space where quality research in the agriculture and health sector is carried out</li><li>• Such a food park would be the first of its kind in Punjab with the goal to make Punjab a hub for innovation in food in Pakistan</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>• CEO PBIT has presented the projects details with Netherlands embassy</li><li>• Case will be presented in executive committee (EC)</li></ul>

### Tomato & Fruit Pulp Processing Unit

<b>Description</b>	<ul style="list-style-type: none"><li>• To setting up a Tomato paste, Fruit Pulping &amp; Grading Unit mainly for Tomato, Mango and Guava. However Apple, Strawberry, Apricot, etc. have potential demand with local fruit/vegetable processors as well as the retail market, so they can also be produced by using the similar set up of business.</li></ul>
<b>Business Plan</b>	<ul style="list-style-type: none"><li>• Market research, feasibility study</li><li>• Identifying JV partner/ Local businesses</li><li>• Arrange Financing for: Installation of new equipment for tomato processing/pulp extracting</li><li>• Arrange Financing for Acquisition of land</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>• Work in Progress.</li></ul>

### Lahore School Of Management`

<b>Description</b>	<ul style="list-style-type: none"><li>• A group of committed and seasoned qualified professors dominated by US PhDs with wide global academic experience.</li></ul>
<b>Business Plan</b>	<ul style="list-style-type: none"><li>• Establish a world class University/degree Awarding institute (DAI) / Higher Education Institute (HEI)</li><li>• Proposed Area: Ferozepur Road at close proximity of Metro Bus (from Qazafi Stadium till Gajju Matta), Punjab/Bediyan Road after phase 10 of DHA.</li></ul>
<b>Status</b>	<ul style="list-style-type: none"><li>• PBIT Transactions is advising on land acquisition, charter from Punjab Government and financing for construction</li></ul>

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### Hostel Project

#### Description

- Islamic development bank has shown interest in financing land for constructing a hostel in Lahore.

#### Business Plan

- PBIT is seeking equity partners for construction of the complex and facilitate in land identification and business feasibility.

#### Status

- Follow up in Progress.

### Sufi Group

#### Description

- Sufi is one of the largest indigenous FMCG brands of Pakistan .
- The group intends to diversify its portfolio in the detergent market of Pakistan and wants to take the first mover advantage in Olive farming in Punjab

#### Business Plan

- PBIT will facilitate to develop a pre-feasibility for Olive farming and detergent.

#### Status

- Follow up in Progress.

### WASA Multan

#### Description

- WASA Multan is the authority responsible for overseeing the projects and working related to Water and Sanitation in the city.
- The authority plans to initiate few projects regarding waste water treatment plant, provision of water supply and sewerage facility in unserved areas of Multan City.

#### Business Plan

- The total funding required is of PKR 40435.45million (USD376Mn) for procurement of machinery and equipment for O &M.
- As per the mutual cooperation between PBIT and WASA Multan, foreign investors are being contacted to initiate the process

#### Status

- Discussion with foreign groups under process

### Tire Manufacturing Unit

#### Description

- Proposed by a Local Tire Manufacturers to increase their technology and product basket.
- Local Investor is interested in TBR (Truck Bus Radial) tire segment with an initial production capacity of 400k tires and expected targeted production of 1 Million tire in next 3 years.

#### Business Plan

- Facilitation in business plan and feasibility
- Connecting with the foreign Partner.

#### Status

- Working closely with local manufacturer and correspondence with prospective JV partner.

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### Petro Products (Pvt) Limited

#### Description

- Hospitality arrangements for oil storage and construction of new storage facilities were discussed
- Petro Products pitched the idea of a Joint venture agreements where, Pertamina will invest approx. USD 15 million for a 70% stake and Petro Products will contribute land for 30% stake to build and operate fuel depot/storage facilities, petrol pumps across Punjab.

#### Business Plan

- Both parties agreed to coordinate second round of meeting to further discuss and assess the financial and economic viability of the proposed plan.
- A Letter of Intent is likely to be signed after initial due diligence by Pertamina and Petro Products for compliance and confidentiality

#### Status

- A follow-up meeting was held at PC Lahore between KPMG, Pertamina and Petro Products to further explore the possibility of JV
- A financial model, information memorandum and white paper is being floated to Pertamina

### Mehmood Textile Group

#### Description

- Mahmood Group, have the most consolidated and systematic textile setup with a flexible and extensive range of sophisticated products, it is one of the leading manufacturers and exporters of textile.
- They work on 'Farm to Fabric' policy which enables them to enhance their technology and product quality from cotton growing, ginning, spinning and weaving to the finished apparel.

#### Business Plan

- The group is interested in Joint venture with foreign companies so as to enhance the in-house capacity of production and exporting the apparel internationally.

#### Status

- Discussions with the international counterparts underway.

### Glass Manufacturing Unit

#### Description

- Demand for glassware has shown a rising trend due to the increase in population and income levels.
- The project aims at the establishment of a Float Glass Manufacturing Facility in Punjab.

#### Business Plan

- The project will be funded through both equity and debt in a 40% to 60% ratio. The tenure of debt is 10 years and shall be repaid over a course of 8 years (2 years Grace period for construction).

#### Status

- PBIT is seeking investors locally and abroad to establish a glass manufacturing facility in Punjab
- Various foreign firms including Saint Gobain to be reached out. Pitch deck and financial feasibility prepared.

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### Ceramics and Tile Manufacturing Unit

#### Description

- Largest Ceramics and tiles manufacturing company in Punjab plans to expand its production capacity by adding additional unit with a production capacity of 50,000 – 60,000 SQM.

#### Business Plan

- PBIT will facilitate arranging potential equity investor for the Tiles and Ceramics Project (expansion)

#### Status

- Follow up meeting in progress