



PUNJAB BOARD OF INVESTMENT & TRADE

23-ARMAN ROAD, G.O.R-1, LAHORE - PAGSTAN

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VICE PRESIDENT OF CHINA MEETS CHIEF MINISTER PUNJAB & CHAIRMAN PBIT



H.E Wang Qishan Vice President of People's Republic of China held a meeting with CM Punjab and Chairman PBIT Sardar Tanveer Ilyas khan along with other high ranking political and government officials at CM Office in Lahore.



CHINESE AMBASSADOR MET CM PUNJAB



H.E. Yao Jing (Ambassador of Peoples Republic of China), H.E. Long Dingbin (Counsul General of China) met Chief Minister Punjab, Sardar Usman Buzdar and discussed bilateral business relations and potential between the brotherly countries. During the meeting Sardar Tanveer Illyas Khan, Chairman PBIT stressed the need for improving exports to China to reduce the prevailing trade deficit of 14.4 billion.

CHINESE AMBASSADOR TO PAKISTAN VISITED PBIT



Chinese Ambassador in Pakistan Yao Jing called on Minister for Industries and Trade Mian Aslam Iqbal at Punjab Investment Board Office. Trade Secretary Industries and Trade. Chief Executive Officer Punjab Investment Board and other concerned officials were also present. Both the sides discussed enhancing cooperation in agriculture, industries, vocational education. livestock and tourism sectors.



A CHINESE DELEGATION COMPRISING OF NINE MEMBERS OF DIFFERENT GROUPS VISITED PBIT



A Chinese delegation comprising of nine members of different groups visited PBIT to explore investment opportunities in Punjab, Pakistan. They are interested to setup chemical/pigment manufacturing unit in the province. PBIT and BOI representatives shared the investment regime and the Special Economic Zone (SEZ) details in Punjab.



ORIENT GROUP VISITS PBIT

A meeting was chaired by Minister Industries, Commerce, Trade, & Skill Development, Mian Aslam Iqbal at PBIT. Executive Director, Mian Ahmad Fazal of Orient Group & CEO PBIT Mr. Jahanzeb Burana were also present at the meeting. Orient Group intends to establish a Glass Manufacturing Plant in Punjab, Pakistan. Minister Industries and PBIT's team shared the opportunities and assured them full of support.



A SAUDI DELEGATION VISITED PBIT



A Saudi Delegation visited PBIT to discuss business opportunities in Punjab, Pakistan. They have shown keen interest to invest in production facility of Soda Ash. PBIT has assured them of full facilitation.



With every passing year, the friendship between Pakistan and China is strengthening in terms of bilateral trade, investment and socio-economic ties. The governments at both sides are determined to explore new ventures for their business communities. To bring ease in bilateral trade and investment, governments of Pakistan and China are bringing reforms in procedures and processes involved in doing business and cross border trade. The Phase II of China – Pakistan Free Trade Agreement is an important step towards trade liberalization between both of the countries.

The Timeline:

2006

• Early Harvest Program: In January 2006, an Early Harvest Program was signed between Pakistan and China in which Pakistan offered 486 tariff lines to China while China offered 744 tariff lines to Pakistan.

2007

 China-Pakistan Free Trade Agreement (CPFTA) Phase I: CPFTA Phase I in Goods and Investment was signed in 2006 and implemented in 2007. The Early Harvest Programme between the two countries has been merged into this bilateral FTA.

2012

 China-Pakistan Free Trade Agreement (CPFTA) Phase I: Completed in five years at the end of 2012.

2019

China-Pakistan Free Trade Agreement (CPFTA) Phase II: The negotiations on FTA
Phase II started in 2011. Eleven rounds of negotiations were concluded in April
2019 and a protocol on Phase-II China-Pakistan FTA was signed.

CHINA-PAKISTAN FREE TRADE AGREEMENT (CPFTA) PHASE I:

 The objectives of the CPFTA Phase I was to eliminate barriers to trade, facilitate the cross-border movement of goods, provide fair condition of competition for trade, establish a framework for further bilateral economic cooperation to expand and enhance the benefits of the agreement.

- In result of CPFTA Phase I, Pakistan gained market access at zero tariff on a number of goods including industrial alcohol, cotton fabrics, bed-linen and other home textiles, marble and other tiles, leather articles, sports goods, mangoes, citrus fruit and other fruits and vegetables; iron and steel products and engineering goods.
- Moreover, China has agreed to reduce its tariff by 50% on fish, dairy sectors; frozen orange juice; plastic products; rubber products; leather products; knitwear; woven garments etc.
- On the other hand, Pakistan has given market access to China mainly on machinery; organic; and inorganic chemicals, fruits & vegetables, medicaments and other raw materials for various industries including engineering sector, intermediary goods for engineering sectors, etc.

IMPACT OF CPFTA PHASE I ON PAKISTAN - CHINA TRADE:

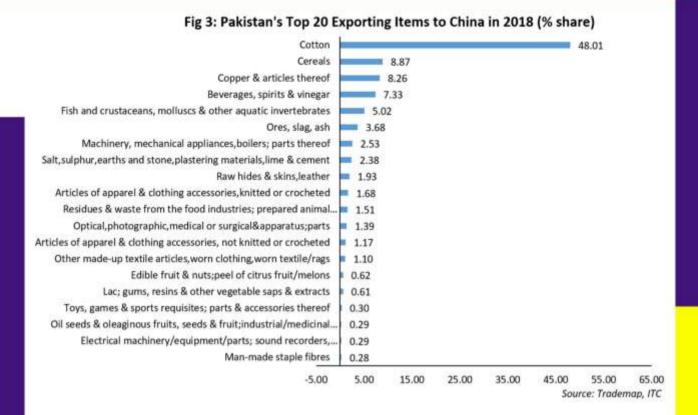
Trade between Pakistan and China increased significantly after Phase I of CPFTA. Total trade between Pakistan and China was estimated at USD 3,914.93 million in 2006. After signing the FTA, trade increased considerably and reached to USD 16,362.76 million in 2018.

Pakistan's exports to China increased from USD 506.64 million in 2006 to USD 1,818.07 million in 2018. While Pakistan's imports from China raised from USD 2,914.93 million in 2006 to USD 14,544.69 million in 2018 (See Fig 1). It is evident that Pakistani businessmen have yet to explore the Chinese market further for selling its products. China has itself turned into consumer market with its rapidly growing population of 1.386 billion. With rising opportunities of

manufacturing and demands of the population, China has to import huge amount of products to make both ends meet. This gives a large window for Pakistani businesses to contribute in fulfilling the demands of ever rising Chinese population.



Cotton contributed more than half of the total exports of Pakistan to China in 2007 (61.4 percent). Other major exporting items included Ores, slag and ash; Raw hides & leather; Fish & crustaceans, Molluscs & other aquatic invertebrates; Plastic; Machinery, mechanical appliances, boilers & parts; Organic chemicals, Oil seeds & oleaginous fruits and Copper & articles thereof (See Fig 2).



CHINA-PAKISTAN FREE TRADE AGREEMENT (CPFTA) PHASE II:

- The Phase II of China-Pakistan Free Trade agreement was signed by Prime Minister Imran Khan during his recent visit to Beijing on 28th April 2019.
- The Phase II agreement is more comprehensive in terms of market access, more protected tariff lines, balance of payment mechanism, rigorous safeguard measures and a system of Electronic Data Exchange to avoid misdeclaration and under-invoicing.
- Both countries will liberalize 75% of tariff lines for each other in a period of 10 years by China and 15 years by Pakistan.
- China will immediately eliminate tariffs on 313 items of Pakistan which are Pakistan's major exporting commodities.
- On the other hand, Pakistan has offered market access to China on raw materials, intermediate goods and machineries.

More Opportunities for Pakistan in various sectors: Priority sectors of Pakistan's exports have been included in 313 items of high priority tariff lines. The major commodities in this list include the following:

- Cotton
 - Yarn waste of cotton
 - Cotton waste
 - o Uncombed single cotton yarn
- Carpets and other textile floor coverings
 - o Carpets & other textile floor coverings, of wool, knotted
- · Textiles and clothing:
 - o Other textile fabrics treated with polyurethane
 - o Textile imitation leather treated with polyurethane
 - Men and women's or boys' overcoats, trousers, underpants
 - o T-shirts, knitted or crocheted
 - o Gloves, mittens & mitts, of cotton, knitted or crocheted
 - o Blankets (excl. electric blankets), etc, of synthetic fibres
- · Meat and edible meat offal
 - o Fresh or chilled unboned bovine meat
 - o Fresh or chilled boneless bovine meat
 - o Frozen cuts chicken, with bone in
 - o Frozen fish,
 - o Frozen scabber fish (trichurius)
 - o Unfrozen crabs,
- Dairy produce
 - Milk & cream in solid form, sweetened and unsweetened
 - o Natural honey
- Edible fruits and nuts
 - o Other nuts, fresh or dried,
 - o Pine-nuts, shelled, fresh or dried
 - o Fresh cherries

- o Frozen strawberries
- o Longans and longan pulps, dried
- o Persimmons, dried
- Iron and steel
 - o Forged/stamped articles not for technical use
- Jewellery, precious or semi-precious stones, precious metals
 - Jewellery& parts thereof of silver, plated with diamond mounted or set
 - o Jewellery& parts thereof, of silver, gold and platinum
 - o Articles of precious or semi-precious stones
- Auto
 - o Wheeled tractor
 - o Bumpers & parts of motor vehicles
 - o Gearshift of other motor vehicles
 - o Road wheel & parts of other vehicles
 - o Shock absorbers of vehicles
 - o Radiator
 - o Oil cooler
 - Mufflers & exhaust pipes of motor vehicles
 - Motorcycle parts
 - o Bicycle parts
- Furniture; bedding, mattresses, mattress supports, cushions, etc.
 - o Mattresses fitted with springs or stuffed with any material
 - o Articles of bedding/furnishing nes, stuffed
 - o Electric lamps & lighting fittings,
 - o Diapers and napkins
- · Electrical equipment
 - o Hydraulic reciprocating positive displacement pumps
 - o Fans nes, with a built-in electric motor
 - Air conditioning machines, window or wall types, self-contained

- o Combined refrigerator-freezer
- o Freezers of upright type,
- o Heat exchange units, non-domestic, non-electric
- o Electric cable
- Lead-acid electric accumulators
- Parts for filtering purifying machines of household type
- o Other washing machine, dry linen capacity
- o Electric conductors,
- Footwear:
 - Sports footwear, with rubber or plastic soles & textile uppers
 - o footwear covering the ankle, but no part of the calf
- Leather (raw hides and articles of leather)
 - Goat or kid skin leather
 - Leather further prepared after tanning or crusting, including parchment-dressed leather, of bovine (including buffalo) animals,
 - Vanity-cases, executive-cases, brief-cases, school satchels and similar containers nes, with outer surface of plastics or of textile materials
 - o Trunks and suitcases with outer surface of plastics or textile materials
 - Handbags, whether or not with shoulder strap, incl. those without handle, with outer surface of plastic sheeting or of textile materials
 - Cover of seat of leather or composition leather
- Articles of stones and plaster,
 - o Articles of stones and plaster
- · Chemicals,
- · Plastics,
- · Rubber,
- Paper and paper board,

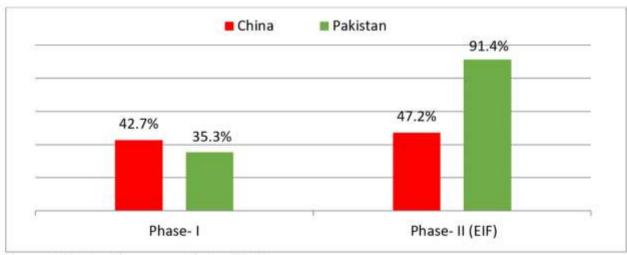
Vehicles (Tractors, auto and motorcycle parts)	13	12.7	8,428.8
Chemicals (Soaps & Organic surface active agents, make up preps, gelatin, others)	13	35.1	10,847.8
Cereals & Fruits	10	39.4	1,108.7
Jewellery and Parts etc.	9	431.3	1,069.0
Bedding Articles, Mattresses, Electric Lamps	8	83.9	1,545.6
Oil Seeds, Vegetable Fats and Oils	7	147.9	1,551.1
Footwear	9	96.4	1,151.9
Others (Electric accumulators, sanitary ware, manicure/pedicure sets, Conductors, Cables, Cement, Glassware, Iron and Steel)	19	534.9	2,721.9

Source: Ministry of Commerce, Govt. of Pakistan

GAINS FOR PAKISTAN UNDER PHASE-II

Pakistan will be able to gain greater market access in the Phase II of China-Pakistan Free Trade Agreement. In Phase I, China gained 42.7 percent market access while Pakistan was able to secure market access of 35.3 percent. In result of Economic Integration Framework in CPFTA Phase II, Pakistan would be able to gain market access of 91.4 percent while China will have 42.2 percent market access.

MARKET ACCESS COMPARISON



Source: Ministry of Commerce, Govt. of Pakistan

Greater Market Access for Pakistan

Pakistan's Global Exports



Pakistan's Exports to China



Covers 88.3% of China's Global Imports

Source: Ministry of Commerce, Govt. of Pakistan

SUMMARY OF GAINS FOR PAKISTAN

In a nutshell, Pakistan would be able to enjoy following gains from CPFTA Phase II,

- Regain eroded Margin of Preference-Parity with ASEAN
- Asymmetrical liberalization favoring Pakistan:
 o Over 90% for China, 67% for Pakistan
- Implementation period:
 o 15 years for Pakistan, 10 years for China
- Extended and robust safeguards for industry
- Inclusion of Balance of Payments provision
- Elimination of misdeclaration and under-invoicing through Electronic Data Exchange implementation



MR. ALMAS HYDER

PRESIDENT

LAHORE CHAMBER OF COMMERCE & INDUSTRY

"THE LIST OF 313 HIGH PRIORITY TARIFF LINES FOR IMMEDIATE ELIMINATION OF TARIFF IS A REMARKABLE SUCCESS OF THE GOVERNMENT. Now IT'S UPTO US HOW WE EXPLOIT THE OPPORTUNITIES"

The Phase II of CPFTA is an opportunity for the whole business community. Many important Pakistani products are included in zero rated tariff line. I think it's time that the Government departments should devise a strategy to help prepare the companies whose products lie in the list of zero rated tariff lines. The strategy should involve to equip the companies by helping them in upgrading their technology, investment matchmaking, helping them to expand their operations and acquisition technology. Both Federal and Provincial governments need to be proactive to avail this golden opportunity. The Federal Government should arrange trade delegations, participate in business exhibitions, form Technology Development Fund, involve Ministry of Science and Technology, establish an Export window the support of exporters and provide freight subsidy.

The Provincial Governments' role lies with the skill development, arrangement of land for companies to expand their production, help to get required government approvals

and licences and provide assistance in dealing with labour and social security matters.

I know that the Government of the Punjab is aware of what reforms it should initiate but the speed of working needs to be accelerated. The first year of Phase II is crucial for Pakistan in terms of technology upgradation and expansion of production capacities. There exists a tough competition as ASEAN member countries are also offered the market access on same tariff structure. If Pakistan does not adopt an effective strategy to avail the Phase II, the ASEAN member countries would take the lead in trade.

It is appreciable that more sectors like textiles, jewellery and precious stones, engineering industry, food, etc. are included. These are huge sectors in themselves. It is a remarkable achievement of the government to get Chinese side convinced on these influential sectors. Now Government should focus on the list of 313 items and explore the opportunities within the list.

The government can only create a business friendly environment, support business activities and provide training to the companies. Before we decide who would be the winners and who would be the losers, I think that the Government needs to collect data on how many companies are linked with the HS Codes included in the list of 313 items and what are their requirements and needs in expanding their businesses and how these requirements can be fulfilled. When we will have data on our targeted companies, the Government would be in better position to initiate skill development and training program.

To export is a mindset. I believe that universities should inculcate an entrepreneurial spirit in our business students

who can further be able to take up business activities with advance knowledge and zeal. Except Textile sector, all other sectors suffering from the problem of lack of skilled human resource. Following the example of textile sector, the Government should adopt a rigorous strategy to provide basic to specialized training on how to export. The companies still need to learn about CNF, CIF, FOB, LC, rules of origins, international environment laws and rules of quarantine rules. At the moment, a few thousands companies are exporting which need to be expanded to few hundred thousand companies.

The business community is happy that Government has included private sector's point of view in the preparation of priority lists. But in my point of view, the Government should include private sector while negotiating other terms and conditions of the such agreements as Private sector is the end user of these agreements, it therefore should be included at every stage of the agreement.

I am very hopeful that the Phase II of China-Pakistan Free Trade Agreement will bring enormous trade benefits to Pakistan and will strengthen trade ties further between Pakistan and China.

REFERENCE:

Economic Survey of Pakistan 2017-18, Ministry of Finance, Govt. of Pakistan. Ministry of Commerce, Govt. of Pakistan. Trademap, International Trade Centre.

ANALYSIS BY

SIDRA KHAN, ADDITIONAL DIRECTOR,
PUBLICATION CELL, MARKETING & PR DEPARTMENT

CEO DAWN BREAD MET MINISTER INDUSTRIES, COMMERCE, INVESTMENT & SKILL DEVELOPMENT



CEO Dawn Bread met Minister Industries, Commerce, Investment & Skill Development, Mian Aslam Iqbal & CEO PBIT Mr. Jahanzeb Burana. Dawn Bread officials have shown keen interest in the establishment of an SEZ in Punjab, Pakistan.

CEO of Blue Mena Group visited PBIT



Mr. Riadh Boukhris Founder and CEO of Blue Mena Group called on The Hon. Minister Industries Punjab, Mr. Aslam Iqbal and CEO PBIT, Mr. Jahanzeb Burana to discuss the current Entrepreneurial Ecosystem in Punjab and how Blue Mena Group can help improve the system. During the meeting Mr. Riadh shared that in near future they in collaboration with one of the largest Middle East Banks will be starting Pilot Entrepreneurial Projects in Punjab related to Agri-Tech & Taxation.



CHAIRMAN BOI MET CHAIRMAN PBIT



Chairman Punjab Board of Investment and Trade, Sardar Tanveer Ilyas Khan met Chairman BOI, Mr. Haroon Sharif, Mr. Ghous Baksh Soomro and CEO Sardar Group of Companies Pak Gulf, Sardar Yasir Ilyas Khan.



CHAIRMAN PBIT MET WITH ONE OF THE LEADING BUSINESS GROUPS FROM CHINA







Chairman Punjab Board of Investment Trade. Sardar Tanveer Ilyas Khan met with one of the leading Business Groups from China. The group showed keen interest in investment different in sectors including oil, gas, housing, transportation etc. Chairman PBIT briefed them about different opportunities both in Punjab and other areas of Pakistan.

OATH TAKING CEREMONY OF LAHORE ECONOMIC JOURNALISTS ASSOCIATION (LEJA) HOSTED BY CHAIRMAN PBIT



Chairman PBIT Sardar Tanveer Ilyas Khan hosted the oath taking ceremony of the new office bearers of Lahore Economic Journalists Association (LEJA) at Avari. Minister Industries, Commerce, Investment & Skill Development, Mian Aslam Iqbal, Minister Finance Punjab, Hashim Jawan Bakht, President Lahore Chamber, Almas Haider, and CEO PBIT, Jahanzeb Burana were also present at the meeting. The meeting was concluded with an Iftar dinner.



CHAIRMAN PBIT MET CM BALOCHISTAN



AMBASSADOR OF UAE MET CHAIRMAN PBIT



Chairman Punjab Board of Investment and Trade, Sardar Tanveer Ilyas Khan with the ambassador of UAE in a group photo at a dinner with FPCCI officials at Marriott Hotel Islamabad hosted by Mr. Sohail Malik.



IFTAR DINNER HOSTED BY CHAUDHRY SHAHID HUSSAIN MIRZA



Chaudhry Shahid Hussain Mirza hosted an Iftar Dinner. Chaudhry Shujaat Hussain, Advisor to PM Naeemul Haq, Chairman PBIT Sardar Tanveer Ilyas Khan, Chairman Pemra Saleem Baig, Mayor Islamabad Sheikh Ansar Aziz, Federal Secretary Qaiser Majeed & personalities from Media including owner of Tyle TV Chaudhry Saleem Ahmed graced the event with their presence.



CHINA HUANENG GROUP VISITED PBIT



A Delegation of China Huaneng Group met with the representatives of PBIT to discuss the prospects of establishing a power plant in Punjab, Pakistan. In this context, PBIT's team briefed them on various opportunities available in the province, prevailing rules and regulations and the existing power situation.



CHAIRMAN PBIT MEETS DIPLOMATS OF DIFFERENT COUNTRIES



GEZHOUBA GROUP VISITED PBIT

delegation from China Gezhouba Group visited **PBIT** to explore opportunities Special in Economic Zones, real estate and agri business. We as investment promotion shared the agency regime investment of Punjab and assured them of full facilitation.





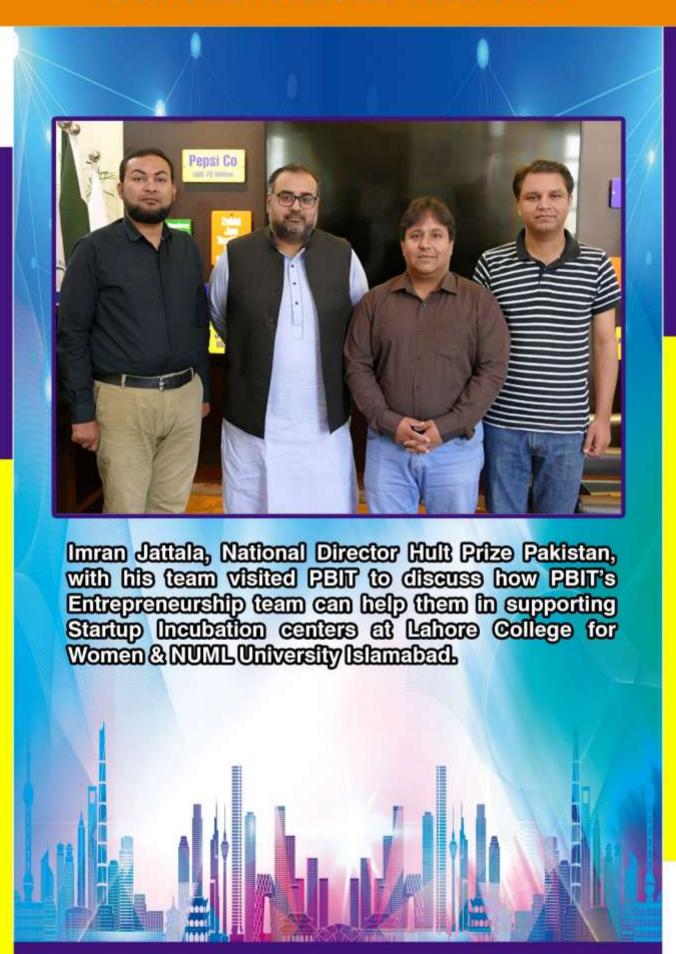
D.S, GROUP VISITED PBIT



Mr. Ali Pervez Ahmad Director of D.S, Group visited Punjab Board of Investment & Trade. He requested PBIT to facilitate him for establishing Housing Scheme on existing land with possible joint venture (JV) with foreign or local investor. PBIT also shared other opportunities such a Food Processing Unit. PBIT assure him to facilitate in this regard.



HULT PRIZE PAKISTAN VISITS PBIT



Interview with the Chinese Investor



MR. AHMAD MA
CEO & FOUNDER
LONGER DEVELOPMENT (PVT.) LTD.

Q: Tell us about your company (Longer Development Pvt. Ltd) and how the idea was conceived?

We started our operation as a trading company in Pakistan. With the emergence of CPEC in the year 2015 Longer Development (Pvt.) Ltd. was appointed as an Investment Consultancy for Qingdao Municipal Government of China. The core mandate of our company is to introduce investments in Pakistan and encourage investors from China to set up their businesses. The mutual cooperation and trade between both these countries will benefit the people overall.

Q: ELABORATE THE AIM AND OBJECTIVES OF YOUR COMPANY?

The aim is to promote economic and trade exchange and mutual investment between China and Pakistan to offer a platform for mutually beneficial business activities. The objectives are to promote bilateral investment and establish economic partnerships, promoting trade exchanges and promoting cooperation in the fields of trade and economy and build effective communication, in-depth cooperation between Chinese and Pakistani enterprises and economic organizations.

INTERVIEW

Q: How do you collaborate between Chinese and Pakistani businessmen on a non-governmental level when there are other organizations doing the same on governmental level?

SEEKING OPPORTUNITIES THROUGH PBIT

We are seeking opportunities from Pakistan especially through PBIT where Chinese investors can visit Pakistan and do their research to explore the

investment opportunities. If they are interested they can establish their business here and likewise we assist the relevant government departments to plan and organize business exchanges, exhibitions, and sales activities between Chinese and Pakistani companies to strengthen economic bonding for further collaborations by providing one-stop two-way market for business communities of both sides. We sincerely believe that there is lot of potential in Pakistan for economic growth. It is a huge hence the collaboration will expand with time.

Q: Do you operate privately while there are so many barriers including language, culture and traditions etc.?

Definitely, there are several barriers that we deal with on daily basis, but gradually with time things have started moving smoothly for us. Moreover, we are working here since last 8 to 9 years so we are now well aware of the differences as well as the similarities that can be used for our mutual benefit. Though the business mode is different so adjusting with the business community even with the labors become difficult at times due to difference in our working patterns but still things are working out as mutual understanding is being developed.

Q: Does your company work for any specific sector/industry or is it open for any sector and industry?

INTERVIEW

ENCOURAGING CHINESE GOVERNMENT TO COLLABORATE WITH PAKISTAN GOVERNMENT FURTHER

With the help of our government, our company is open for every opportunity as we deal with different industries and sectors. Actually we are encouraging our governmental departments to collaborate with Pakistani governmental departments so that it become easy for our private sectors to visit Pakistan and establish business relations. The new Pakistani government appears to be guite active therefore I feel that the Pakistani business community should play a more active role in establishing a Pak-China business forum so that businessmen from all sectors be provided with a platform where they can interact and discuss their business ideas for further expansion. Due to positive measures by Pakistan government, it is expected that a large number of Chinese tourists will visit Pakistan in the near future that will surely bring up more joint ventures and economic stability for both countries.

Q: How do you gauge Pakistani government departments in terms of help and ease of doing business?

Honestly, we are trying hard to deal with the Pakistani Government in a much better way but Pakistani political status and its policies are not stable so we keep adjusting our programs according to the changing policies and trends which become complex and unfortunately at times result in not achieving our desired goals. The support which we have always received from PBIT is commendable, it has always helped us in the areas where we have required support and assistance.

Q: TELL US ABOUT YOUR ACHIEVEMENTS?

Interview with Chinese Investor

HELP FROM PBIT IS COMMENDABLE

Talking about the achievements, as we are growing and developing together, I would like to say that we already have many sectors and significant government departments involved in our working. Visits of the business communities between the two countries are organized to encourage, experience and understand the ways to establish businesses. so they can have better ideas to establish and expand business in China as well. These collaborations will achieve better results for sure.



CHAIRMAN PBIT SARDAR TANVEER ILYAS KHAN MEETS CHAUDHRY SHUJAAT HUSSAIN





Chairman PBITS
Sardar Tanveer Ilyas
Khan met Chaudhry
Shujaat Hussain at
his residence &
discussed investment
and other issues of
the Province



QARSHI INDUSTRIES VISITED PBIT



Qarshi Industries visited PBIT to discuss National Action Plans. PBIT assure their of facilitation in then upcoming projects.



CHAIRMAN PBIT VISITS PAKISTAN SWEET HOME



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