

PBIT hosts Nobel Laureate from India

Punjab Board of Investment & Trade (PBIT) and the Energy Department of the Government of Punjab recently hosted Dr. Rajendra K. Pachauri, Chairman and Director-General of The Energy Resource Institute (TERI) over a round-table discussion, "Powering a Greener Tomorrow." Dr. Pachauri is most notable as a recipient of the Nobel Peace Prize for his involvement within the Intergovernmental Panel on Climate change (IPCC) in 2007. The discussion was geared towards gaining insight into the lessons from recent global developments in sustainable and renewable energies and policy implications that it presents.



Dr. Pachauri expressed his gratitude for the fondness and warmth of the people during his visit to Punjab. He also apprised the attendants that he wished to further augment the efforts of the Secretary General of the United Nations for improving energy access, particularly a greater ratio of renewable sources within the energy mix and improvements in energy efficiency. Secretary Energy, Mr. Jehanzeb Khan assured that the Government of Punjab is spearheading a number of initiatives aimed at promoting the use of renewable energy including the development of a solar park in Cholistan and in an effort to lead the change, switching 50 government offices to solar energy.

Dr. Pachauri ventured that in an effort for supporting Punjab's green initiatives, TERI is willing to provide the Government with licensed biogas gasifiers and its ancillary technology as a good-will gesture. Dr. Pachauri was greatly pleased with the readiness and vitality of the Government of Punjab to incorporate this changing energy paradigm and mentioned that efforts such as this roundtable should be replicated and further strengthened.

What We Do

Policy Advisory

- Advocacy for policy and regulatory reforms

Marketing and Image Promotion of Punjab

- Organization of and participation in investment events /exhibitions

Investor Facilitation

- Technical, legal and regulatory advisory for business development
- Investor handholding and matchmaking at various project stages
- Market intelligence

INSIDE

- Pak- China Investment Company visits PBIT
- Intertek visits PBIT
- Punjab Mango Festival
- Cities of Punjab in Global limelight
- Sector in focus – Iron Ore
- PBIT in Pictures

Turk EXIM Bank Approves Country Limit

The honorable Chief Minister of Punjab, Mian Muhammad Shehbaz Sharif has championed the cause of private sector development for a long time. In this effort he had engaged the EXIM Bank of Turkey for providing development financing worth USD 1 billion in Pakistan in the energy, transport and urban development.

More recently, the procedural arrangements for the approval of the country limits have been finalized. With this, the ceiling for individual projects has been raised from USD 100 million to USD 250 million for Pakistan for any project undertaken by Turkish Companies in Pakistan for export purposes. The EXIM bank will soon be receiving applications towards financing various projects and transactions.



Pak-China Investment Company Visits PBIT

Mr. Cao Wen Jiang, Managing Director Pak-China Investment Company, together with Ms. Liu Haining, Head of China Advisory, and Mr. Tariq Mahmood, Head of Corporate Finance, met with Dr. Miftah Ismail, Vice Chairman PBIT, to discuss potential areas of investment and collaboration between Pakistan and China.

The discussion focused on opportunities in Power and Agriculture in Punjab in particular. Mr. Jiang expressed how alternate sources of power generation like wind and solar energy aroused investment interests among Chinese companies while Dr. Ismail contributed to the discussion by highlighting profitable ventures in mining in Punjab, particularly coal and iron ore.

Mr. Jiang was also of the opinion that being an agriculturally rich province, Chinese companies would

find it profitable to set up processing plants for various crops like wheat, rice and maize in Punjab.



Dairy and IT were other sectors

considered for Pak-China collaboration. Since the Government of Punjab intends to buy 125,000 laptops annually as part of its new education plan, it was suggested that interested Chinese companies set up operations in Pakistan to cater to both increasing demand by the government and the private sector.

Intertek Meets PBIT

The PBIT team was pleased to meet with Dr. Gilbert Ligner, CEO Intertek, Switzerland, and Dr. Mara Guzzetti, Head of Global Business to discuss possible ventures and opportunities in Pakistan's pharmaceutical industry.

Dr. Sajid Yoosufani, CEO PBIT, highlighted that the industry grew by a significant 10.6% to \$1.98 billion in 2011 alone and that to further development, Punjab will soon establish a state of the art drug testing at Sundar Industrial Estate, which will host at

least 160 pharmaceutical companies. He added that the 2012-13 Finance Bill proposed a duty reduction of 5% (from 10% to 5%) on 88 raw materials and other pharmaceutical inputs.



UPCOMING EVENTS – Punjab Mango Festival

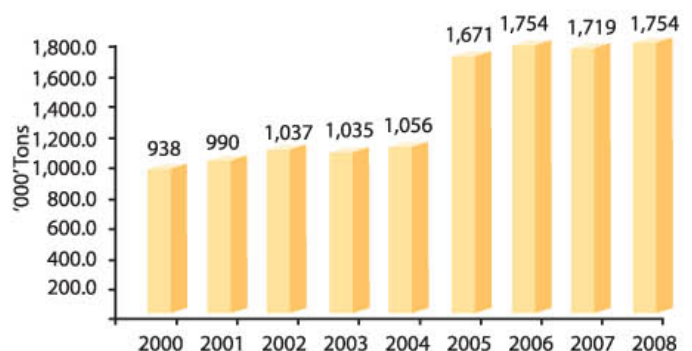
To celebrate the numerous varieties of mangoes grown in Punjab and promote such agricultural activity, PBIT is organizing a Punjab Mango Festival on July 15, 2012 at Hotel Serena, Islamabad. The festival is being organized by Punjab Board of Investment & Trade in collaboration with the Agriculture Department, Government of Punjab and District Government, Rahim Yar Khan, and will be inaugurated by the Honourable Chief Minister, Punjab. It is expected to host numerous foreign diplomats, Ambassadors, Commercial Attaches, Parliamentarians, Presidents of Chambers of Commerce, mango growers and exporters.

Highlights:

- Mango is the 2nd major fruit crop of Pakistan and the country ranks 4th in global mango production.
- Pakistan offers more than 110 varieties of quality mangoes.
- Punjab's share in mango production is 79% and it is home to 5 Global Gap Certified mango farms.
- In the year 2010-11, mangoes were grown over an area of 0.17 million hectares and totaled 1.88 million tons in production. Punjab's share was 1.304 tons.

- Pakistan exports around 0.13 million tons of mangoes every year worth US\$ 40 million, with the Middle East and United Kingdom being major buyers.
- Only 5% of the total mango produce is used for processing as pulp.

PAKISTAN MANGO PRODUCTION (Source: MINFA)



Punjab's Cities in Global Limelight

Multan

The FDI Intelligence division of The Financial Times Ltd. recently ranked Multan no. 10 out of the 141 Asia Pacific cities it used to list Asia Pacific Cities of the Future- 2012-13. It declared Multan, Punjab, as a strong performer in terms of cost effectiveness with low industrial units and labor costs. Multan, one of the largest cities of Punjab, therefore offers a conducive environment for both local and foreign investments and business ventures.



Faisalabad

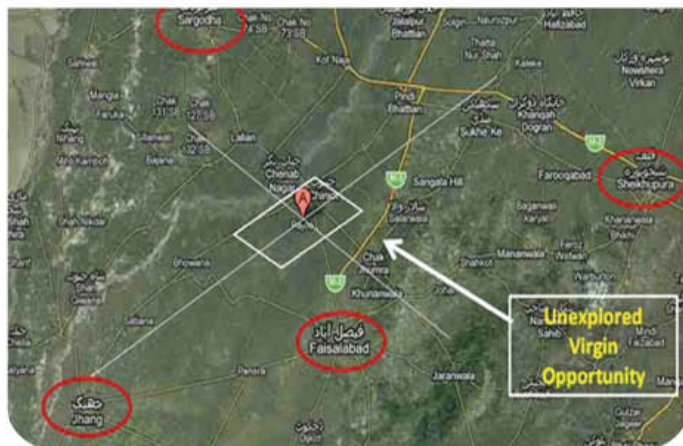
Faisalabad has been ranked the best mapped city on Google Maps by Vice President Google Maps, Mr. Brian McClendon. Mr. McClendon declared the map of Faisalabad "almost more detailed than any American city", commending contributions of the city's residents in mapping it well.



SECTOR IN FOCUS - Iron Ore / Mining

Pakistan imports over \$1.5 billion worth of iron ore and steel scrap every year to cater to its national steel requirements which at present range at over 5 million MT per annum. Pakistan, however, is well endowed with iron ore reserves and these are conveniently located at close proximity to large cities within the province. This advantage is coupled by the fact that these locations are connected with an extensive network of highways and rail networks and has access to basic utilities like high voltage power and natural gas supply.

The Chiniot/Rajoa region in particular possesses a massive 600 million MT of iron ore reserves and is expected to be home to many more, given the results of the geological survey in 2010. Of this, 100 million MT are proven reserves and another 500 million MT of estimated reserves, both with a high ferrous content. Iron ore anomalies continue in the sub-surface Indian shield rocks extending from Chiniot, Rajoa, Shahkot, Sangla Hills, Kasur and Lahore up to Delhi. The deposits are of igneous origin found in basement rocks under alluvial cover and three aquifers.



REQUEST FOR PROPOSALS ("RFP") FOR EXPLORATION, ASSESSMENT AND FEASIBILITY STUDY OF IRON ORE AND ASSOCIATED METALLIC MINERAL RESOURCES IN CHINIOT AND RAJOA, DISTRICT CHINIOT, PROVINCE OF THE PUNJAB, PAKISTAN.

Bid Security:

Rs. 10,000,000.00 (Rupees Ten Million only)

First Pre-Bid Meeting

Date:

2nd July, 2012

Time:

11:00 AM

Venue:

Office of the Secretary, Mines and Minerals Department, Government of the Punjab, Civil Secretariat, Lower Mall, Lahore, Pakistan.

McKelvey Graph of Reserves		
Viability	Measured	Indicated
Economic	Chiniot 13 MMT (@65% Fe Content)	Chiniot 110 MMT (@ 60% Fe Con-tent)
Marginally Economic		Rajoa 550 MMT (@ 50% Fe Content)

Analysis of samples from Chiniot Reserves			
Grade	Type	Fe ₂ O ₃ %	Reserves (Million MT)
Smelting Grade Ore	Hematite	>85	11.513
High	Hematite + Mangnetite	>70	7.885
Medium	Hematite	50-70	33.056
Low	Hematite + Mangnetite	30-50	36.8659
Low in Sulphide Zone	Mangnetite	30-50	20.717
Total			109.83

Client's address for the purpose of Bid submission:
The Secretary, Mines and Minerals Department, Government of the Punjab, Civil Secretariat, Lower Mall, Lahore, Pakistan

Ph +92-42-99210616, +92-42-99212916 and +92-42-99212918 Fax:+92-42-99212211

Bid Due Date:

All Bids must be received by the Client by 11:00 hours Pakistan Standard Time on 20th July, 2012

PBIT in Pictures



Delegation from Guangtong Optical Cable Co. China visits PBIT



Buksh Foundation visits PBIT



PBIT holds Roundtable Conference with Nobel Prize Winner Dr. Pachauri



Delegation from Monsanto Singapore visits PBIT



Director from LECHE PASCUAL, Spain visits PBIT



PBIT bids farewell to outgoing DG, Investor Relations Dr. Habib-ur-Rehman Gillani



Delegation from Total-PARCO Singapore visits PBIT



Hassad Food Qatar visits PBIT



Investors from Norway visit PBIT



Roundtable for preparing Punjab Investment Strategy in Agriculture, Meat Export, Textile and Dairy sectors



Delegation from China National Electric Engineering Co. Ltd. (CNEEC) visits PBIT



Managing Director Pak China Investment Company Limited visits PBIT



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