



20-23 October 2011  
KARACHI EXPO CENTER

## Buyer's Profile Form

Kindly fill this form and submit it to Pakistan Embassy/Consulate in your region. You may visit [http://www.mofa.gov.pk/Green\\_Book/GREEN\\_BOOK.htm](http://www.mofa.gov.pk/Green_Book/GREEN_BOOK.htm) for the contact details of Pakistan mission in your country. You can also submit the form online on [www.expopakistan.gov.pk](http://www.expopakistan.gov.pk)

NAME: \_\_\_\_\_ DESIGNATION: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

CITY: \_\_\_\_\_ COUNTRY: \_\_\_\_\_

ZIP/POSTAL CODE: \_\_\_\_\_ PHONE: \_\_\_\_\_

FAX: \_\_\_\_\_ CELL: \_\_\_\_\_

E-MAIL & WEBSITE: \_\_\_\_\_

### NATURE OF BUSINESS:

- Chain Store       Buying House       Importer  
 Others (pls. specify) \_\_\_\_\_

VALUE ADDED TAX NO: \_\_\_\_\_

ANNUAL TURNOVER/SALES (US\$): \_\_\_\_\_

ANNUAL IMPORTS (US\$): \_\_\_\_\_

PRODUCT(S) OF INTEREST IN EXPO PAKISTAN: \_\_\_\_\_

(Pls. specify e.g. in case of garments denim shorts, Trousers, shirts (etc) to facilitate match making)

### TRADE PROFILE

Kindly tick the appropriate box and provide the supplementary details:

- Trade with Pakistan  
 Major trade, but not trading with Pakistan  
 Not involved in trade but looking forward to  
 Representative of Chamber/ Association  
& Trade Promotion Organisation  
 Representative of Government involved in procurements

# Multilateral

## CONFERENCE

20th October 2011

# BOOST YOUR

across the world

**Manufacture, Import,  
Relocate, Re-export**

Under the Umbrella of



**Board of Investment & Trade Development Authority,  
Pakistan Japan Business Forum**

in Collaboration with



▶ Pakistan Australia Business Forum

▶ Pakistan Italy Business Forum

▶ Pakistan Belgium Business Forum

▶ Pakistan Russia Business Forum

▶ Pakistan France Business Alliance

▶ Pakistan Sri Lanka Business Forum

▶ Pakistan German Business Forum

▶ Swiss Business Council

**A conference sans  
speeches**

▶ Provide an opportunity to create business partnership between multinationals

### Agriculture & Dairy Farming

Pakistan ranks high in Agricultural and Dairy produce. It is 5th in wheat production, 12th in rice production and 5th in milk production in the world. It needs to improve its production and productivity through better practices, systems and implements. The potential is large.

### Infrastructure, including Energy

Pakistan is gifted with substantial hydro electric potential, and one of the largest deposits of coal in the world, as well as unlimited energy from the sun and wind. The current demand is 50% more than available. A clear opportunity exists here to partner with GOP or the private sector, or go alone

### Pharmaceutical

Only 400 pharmaceutical are operating to cater to 170 million

### Engineering

Engineering is 61% of the world trade Pakistan's contribution is in fraction. Manufacturing is 18% of GDP in Pakistan and is planned to grow to 2.5% over the next 10 years. Engineering is about 10% and growing; automotives are 7% of GDP Good mechanical and I.T skills are available at a low cost. Possibility of out sourcing, transplanting, buy-back, technology harnessing is apparent.

### Mines & Minerals

Pakistan is rich in metals and minerals as copper, magnesite, lead, zinc, chromite, fullers earth, coal, precious stones, limestone etc. A potential to be mined in partnership with GOP or on royalty basis.



**PGBF**



Pakistan  
Japan  
Business  
Forum





# *One Stop Sourcing Solution* **Expo** *Lakistan* Opportunities Unlimited

We take this opportunity to invite you this fall to the 6<sup>th</sup> "Expo Pakistan" from 20-23 October 2011 at Karachi Expo Centre. The event was first held in 2005 and over the years, it has become the largest showcase of Pakistan's export merchandise and services. Every year, the event is visited by a large number of buyers from across the world. Only in 2010, export orders worth US\$ 80 million were placed during the show.

Despite all recent challenges, Pakistan's economy and exports have shown remarkable recovery and growth. The exports have been growing at a steady pace and have increased from US\$ 17.69 billion in 2008-09 to US\$ 19.3 billion in 2009-10 and in the 11 months of fiscal year 2010-11 (July to May) the exports have crossed US\$ 22.5 billion mark. We are confident of reaching US\$ 25 billion by the end of this fiscal year. This shows confidence of our buyers in the manufacturing and trading prowess of Pakistan, and it continues to grow.

Expo Pakistan is a thoroughfare to the true commercial and cultural diversity of Pakistani products and services. It provides, an opportunity to forge new alliances and business ventures. Geo-Commercially, Pakistan has emerged as an international hub for trade and commerce; it augurs well for structuring business relationships and investment opportunities.

This year's event is leveraged with a conference on "Foreign Investment Opportunities & Exports from Pakistan". The other side events will offer our valued guests an opportune moment to not only see firsthand what Pakistan has to offer but also learn about our people, customs, culture, arts and crafts that have a 5,000 year old history, tradition and richness of heritage.

For further information and assistance to visit "Expo Pakistan 2011", please feel free to contact us or our Pakistan Consulate/ Embassy/ High Commission in your country to assist you for your registration, hotel bookings and other arrangements.

Looking forward to your confirmation of visit,

Best regards,

Expo Pakistan Team





# Products at *display*

## **Auto & Auto Spare Parts**

Two/Three wheelers  
Auto lubricants  
Agricultural vehicles  
Passenger vehicles  
Spare parts of Int'l standard

## **Fabrics & Apparel**

Men's wear  
Women's wear  
Children's wear  
Bags  
Sports wear  
Lingerie  
Wool & woolen products  
Fashion accessories  
Knitwear

## **Food & Ingredients**

Fruits & vegetables  
Grain products  
Seafood  
Meat & poultry  
Dairy products  
Syrups  
Juices & soft drinks  
Frozen food  
Spices  
Confectionary  
Animal casings

## **Gems & Jewellery**

Gemstones  
Pearls  
Finished jewellery

## **Home & Décor**

Drapery  
Upholstery  
Handicraft  
Furniture  
Marble & granite  
Cement products  
Carpets & rugs  
Cutlery

## **Industrial Goods**

Chemicals  
Engineering goods  
Plastic goods  
Petroleum products

## **Information Technology**

Computer hardware  
Computer software  
Communication equipment  
Cables & peripherals  
Data processing  
Devices

## **Sport Goods**

Soccer balls  
Cricket kit  
Hockey sticks  
Baseball kit  
Tennis rackets  
Squash rackets  
Table tennis bats  
Bags  
Marital art products

## **Services Sector**

Tourism  
Traveling  
Finance  
Investment  
Construction  
Call centers  
Clinical trial management  
IT & communication

## **Surgical & Pharma**

Surgical equipment  
Diagnostic equipment  
Hospital beds & wheel chairs  
Needles & syringes  
Generic & specialized medicines  
Medical disposable  
Imaging films & products  
Herbal medicines  
Dental equipment

## **Textile**

Yarn  
Fabrics  
Home textile  
Bed wear  
Towels

## **Leather**

Gloves  
Jackets  
Garments  
Footwear  
Accessories





# Show Highlights *2010*

- Business generated over US\$ 80 million
- 50 MOUs were signed between counterpart associations and chambers
- Participation of 577 buyers from 50 countries
- 94% buyers confirmed participation in Expo Pakistan 2011
- Representation of 17 international chambers and 10 international associations from 22 countries
- Delegations from 31 countries led by Pakistan missions.
- 9,000 business visitors were present to witness the event
- 400 stalls spread across 6 halls
- Gross exhibition space over 15,000 sqm
- Participation of 21 cities from Pakistan

## **FOREIGN INVESTMENT OPPORTUNITIES & EXPORTS FROM *PAKISTAN***


A Joint, Private & Government interaction where local and international business Community from Germany, Japan, Russia, Sri Lanka, Australia, France, Belgium, Italy and Switzerland will join hands and explore possibilities to create business activity, to mutual advantage. This is a conference sans speeches. It revolves around working groups and depends on your inputs. Choose the working group you want to be part of from amongst the 5 focus areas listed and rudder the proceedings.

### **You should attend if you are in search of:**

- Competitive manufacturing cost base
- Investment in mega projects
- Skilled human resource
- Investment in a growing market

### **Important Facts which cannot be neglected before doing business**

- Geographical location of Pakistan
- 6<sup>th</sup> largest population and growing
- 3 Sea ports
- Tax holidays, repatriation of profits, 100% foreign equity etc etc
- Custom duty 0-5% on plant, Machinery & Equipment



**For further details, please see the attached flyer and contact the nearest Pakistan mission to register for the Conference**