

*New Look
New Vision*



Developing Strengths Together



Dato' Sri Mohamed Nazir Meraslam
Chairman Malaysia Pakistan Business Council
The purpose of Business Council is to enhance
bilateral trade, investment and tourism
between Malaysia and Pakistan

Malaysia

- Area : 329,847 sq km
- Population : 34 million
- GDP : \$300+ Billion
- GDP by sector : Agriculture 8.4%, Industry 36.9%, Services 54.7%
- Exports : US\$ 240 Billion
- Exports to Pakistan : \$ 1 B
- Imports : \$ 200 B
- Import Partners : China, Singapore, US, Japan, Taiwan

Pakistan

- Area : 796,095 sq km
- Population : 220 million
- GDP : \$300+ Billion
- GDP by sector : Agriculture 24.4%, Industry 19.1%, Services 56.5%
- Exports : US\$ 24 Billion
- Exports to Malaysia : \$ 0.16 B
- Imports : \$ 50 B
- Import Partners : China 24%, UAE 12.6%, US 5.2%, Indonesia 4.4%, Saudi Arabia 4.9%

BILATERAL TRADE

MALAYSIA

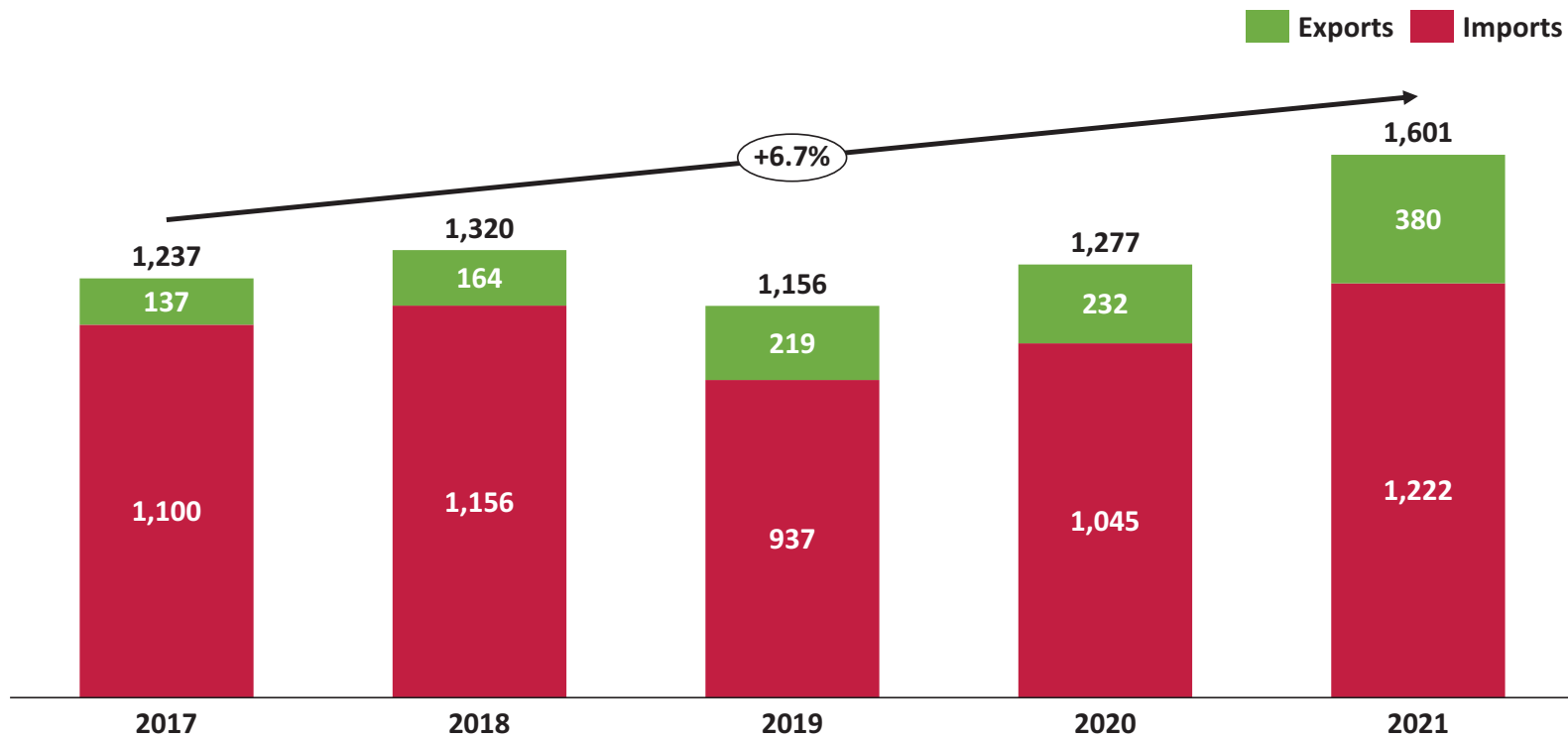
- Palm Oil and Derivative Products
- Education : University and Specialized Professional Education
- Tourism and Hospitality
- Electric and Electronics
- Machinery
- Banking (May Bank, MCB, Bank Al Habib)
- Services (Professionals and labor)

PAKISTAN

- Information Technology
- Agri Products (Rice, Potatoes, Onion and other Vegetables)
- Fruits (Mangoes, Oranges, Dates)
- Textiles
- Automotive (Proton)
- Mineral Resources (Marble, Metals, Himalayan Pink Salt)
- Construction Industry
- Halal Tourism

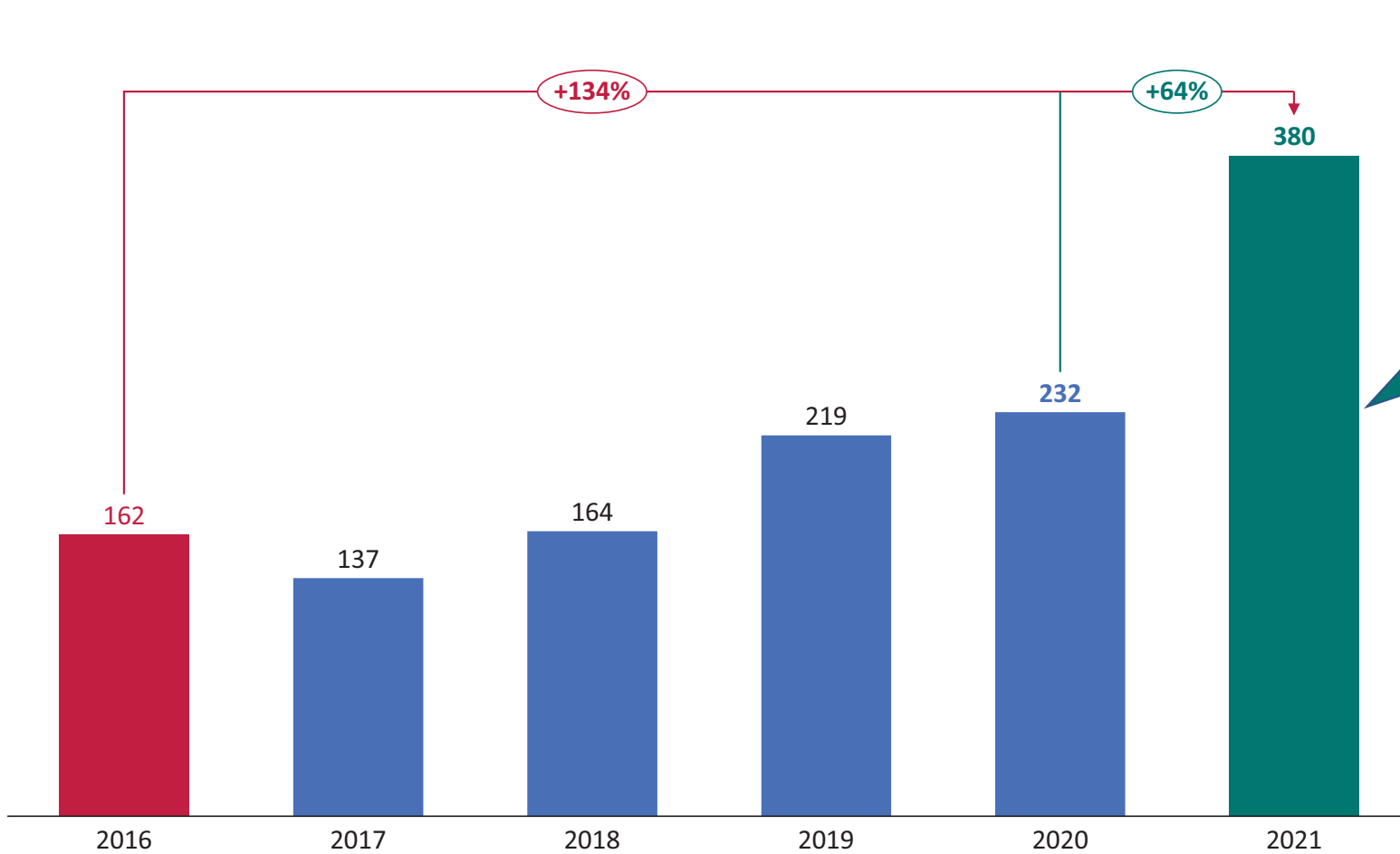



Pakistan Malaysia Bilateral Trade Value US\$ in Millions





Pakistan Exports to Malaysia Value US\$ in Millions




Second largest Rice supplier to Malaysia

Onions: 60% of Malaysian market share

Other Pakistani export products in Malaysia market include Condensate Oil, Potato, Seafood, Maize, Home Textile, Yarn.

MARKET ATTRACTION : PAKISTAN



Geo-strategic Location



Enhanced Market Access



Population & workforce



**Business Friendly Government
with Strong Reform Agenda**



Economic Outlook




Investment Policy



Special Economic Zones

Bullish view of Pakistan for next decade because...



Catching up
on Lost
Decade of
Economic
Growth



Enhanced
Market
Access
(CPEC)



Government
Policy
Direction



Pakistan had the
fourth highest
investment
commitments \$1.9
billion in first half
of 2020 : World
Bank



ISLAMIC REPUBLIC OF PAKISTAN



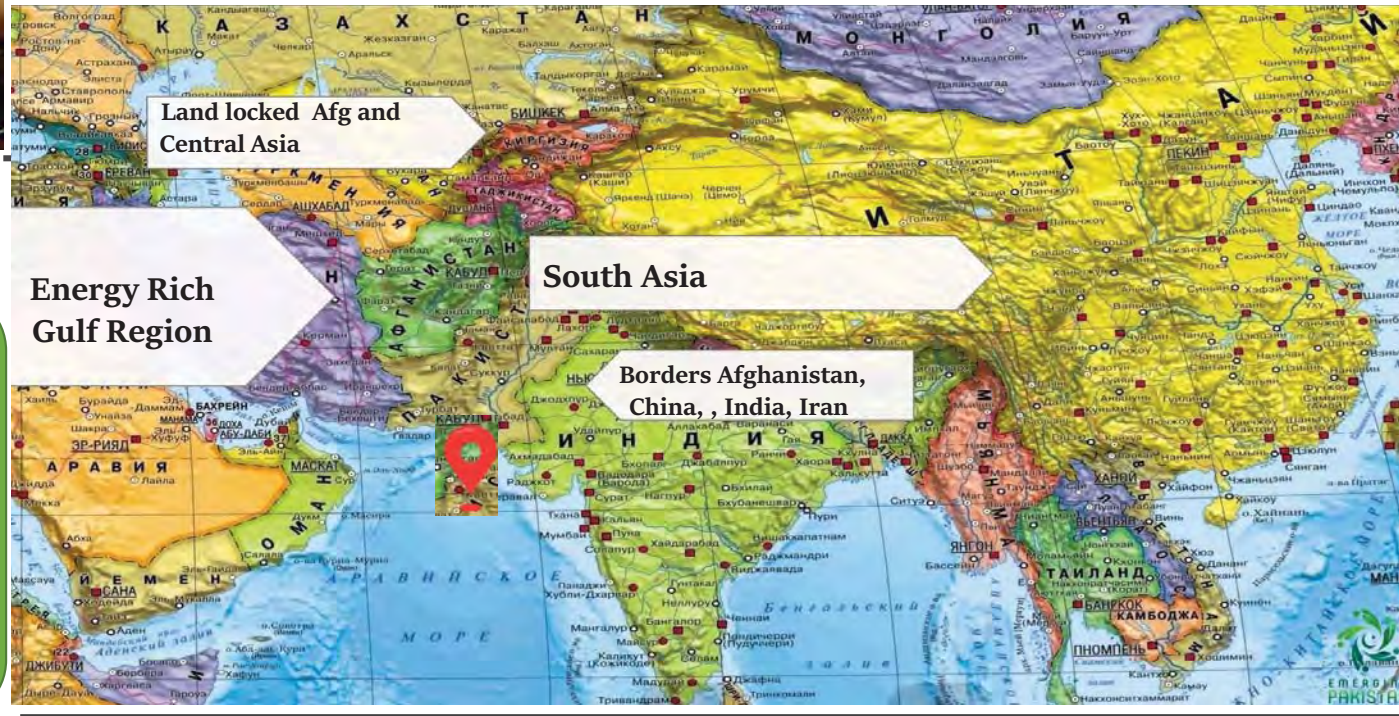
~ 12 climatic zones from -50c in Himalayan mountains to plains, agricultural land, Arabian seaports, deserts 45c in summers



220 Million

Population & Workforce

- Age Structure : 55% under 24 years
- Cultural and ethnic diversity with influences from Afghans, Persians, Indian



Land locked Afg and Central Asia

Energy Rich Gulf Region

South Asia

Borders Afghanistan, China, India, Iran

Prime Minister Imran Khan

Four Neighbors

1. Afghanistan 2,600 km
2. Iran 950 km
3. India 770k
4. China 550K



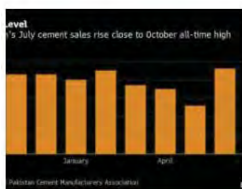
700+ KM coastline : 3 major ports – Karachi, Port Qasim, Gwadar

COVID AND BUSINESS DEVELOPMENTS

PAKISTAN IS OPEN FOR BUSINESS

Pakistan's Economy Shows Momentum as Virus Cases Taper Off

Bloomberg



Markets **Pakistan's Economy Shows Momentum as Virus Cases Taper Off**

By Faseeh Mangi

Pakistan is showing signs of business activity picking up at a faster clip, as worries about new coronavirus infections faded in an economy that contracted for the first time in seven decades.

September 13, 2020

Virgin Atlantic Launches First-Ever Pakistan Routes to Fill Void

Bloomberg



Business

Virgin Atlantic Launches First-Ever Pakistan Routes to Fill Void

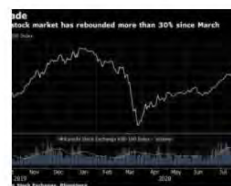
By Christopher Jasper

Virgin Atlantic Airways Ltd. announced its first new routes since the start of the coronavirus crisis, saying it will serve Pakistan for the first time after bans on the Asian nation's flag carrier created a gap in the market.

August 27, 2020

Pakistan Is The Hot Asian Stock Market Hungry for Foreign Cash

Bloomberg



Markets

Pakistan Is The Hot Asian Stock Market Hungry for Foreign Cash

By Faseeh Mangi

The rebound that's helped make Pakistan equities Asia's best performers since the end of March isn't done yet, according to some money managers.

August 24, 2020

Pakistan projected to become world's 20th largest economy by 2030 and 16th largest by 2050 in terms of PPP



Economic Complexity Global Growth projections rank **Pakistan among the fastest growing economics to 2025** with projected growth rate at 5.97%



Center for International Development
at Harvard University

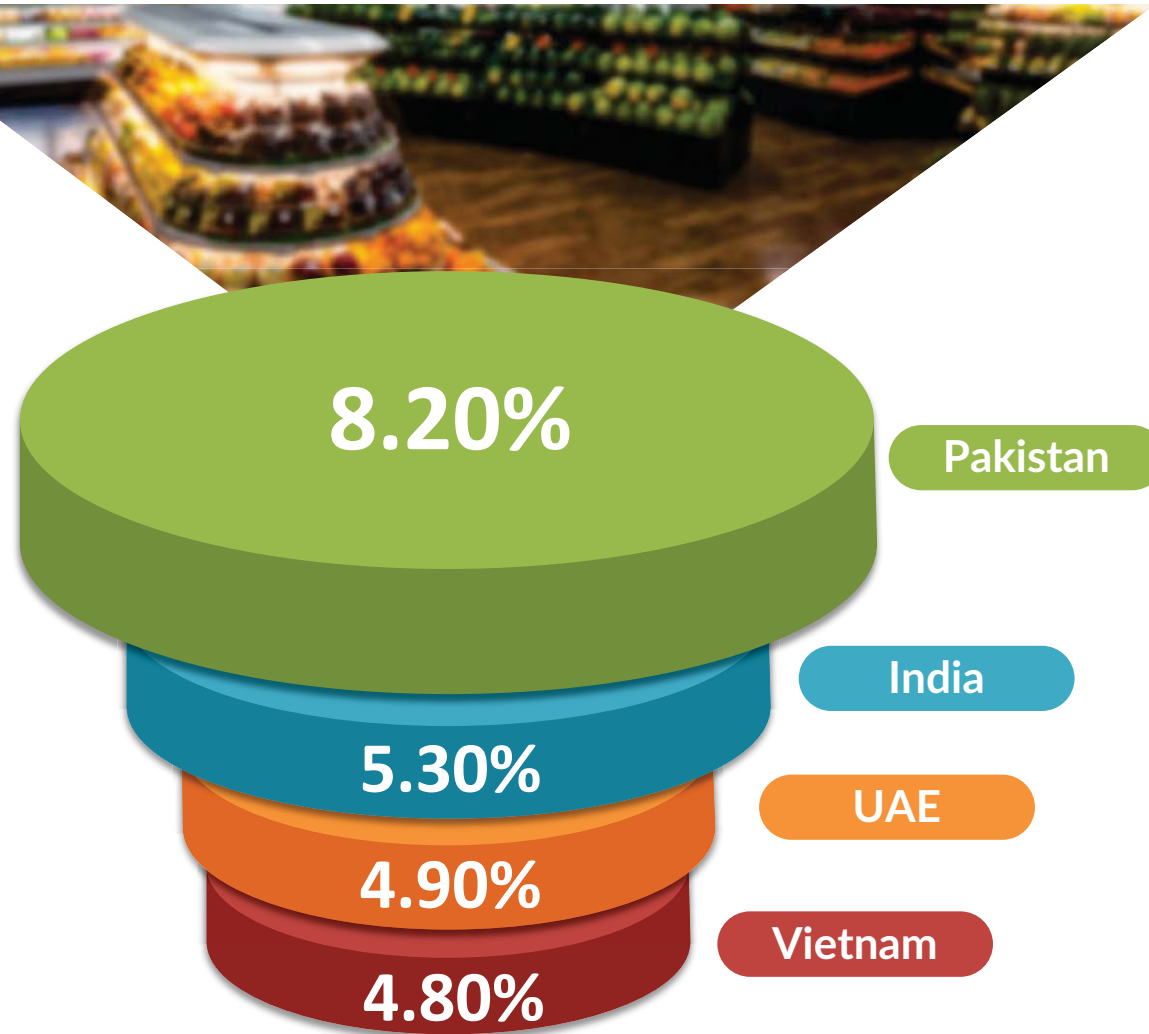


Trade and Investment Opportunities in
Pakistan
MINISTRY OF COMMERCE

FASTEST GROWING RETAIL MARKET

Disposable incomes have doubled since 2010 with 40% spent on Food. That's more than Indonesia and Turkey.

Bloomberg: Oct, 2017



OPPORTUNITIES



1. **Market Penetration** for Malaysian Products and Services
2. **Alternative Supply Source** Development for Malaysian Companies
3. **Government Incentives for Inorganic Growth** Opportunities in Pakistan – Green Field, Brown Field, Join Venture

GOVERNMENT INCENTIVES IN PAKISTAN

Taxation

- Zero income tax on IT & ITeS exports till June 2025
- Zero Income tax, and no minimum tax and withholding tax for PSEB registered IT start-ups for 3 years
- Tax holiday for venture capital funds till 2024
- Accelerated depreciation of 30% on computer equipment

Shareholding

- Up to 100% foreign ownership of IT & ITeS companies
- Up to 100% repatriation of profits for foreign IT & ITeS investors
- Foreign currency account permitted for only receipt of export remittances

Others

- Provision of low rent space in Software Technology Parks (STPs)

HOTEL AND TOURISM INDUSTRY

5 mountain peaks
above 8000 meters



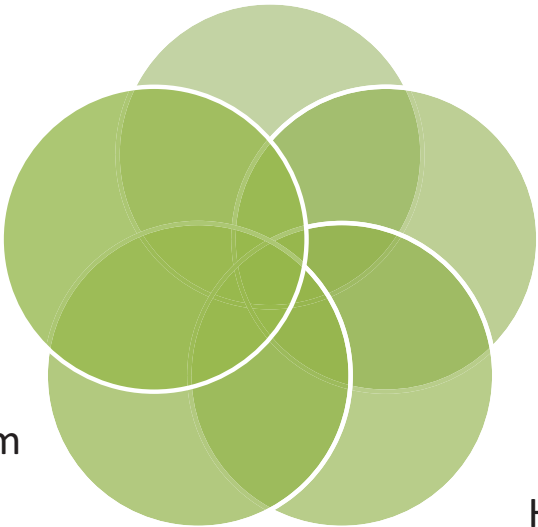
Safari and
Aviation license

Northern areas



Religious tourism
(Halal Tourism,
Buddhist and
Sikh Sacred sites)

Historical places





TEXTILE AND CLOTHING

- Drawback of local taxes and levies (2% for Made-ups and 4% for Garments)
- Duty and taxes remission under DTRE Scheme, Manufacturing Bond, Export Oriented Units
- Supply of electricity and gas at concessional rates
- Easy availability of raw material, cheap labor
- Cascaded tariff structures- Lower tariffs on raw material- higher tariff on value added sectors
- Availability of Export Refinance and Long Term Financing Facility
- Preferential market access to 32 countries including EU members, USA, China, Malaysia, Sri Lanka, Indonesia and South Asian region

PREFERRED TEXTILE & CLOTHING SECTORS

Traditional Sectors

- ❑ Men's/ladies Trousers, Blouses
- ❑ Jackets, blazers
- ❑ Brace overalls, breeches
- ❑ Jerseys, pullovers,
- ❑ Cardigans and Waistcoats
- ❑ Bed sheets
- ❑ Towels
- ❑ Drapery

Value Added Sectors

- ❑ Sports Wear
- ❑ Sweaters
- ❑ Tailored Clothing
- ❑ Lingerie
- ❑ Microfiber Bedding
- ❑ Decorative Cushions
- ❑ Microfiber plush fleece blankets and throws
- ❑ Fashion Socks





ENERGY SECTOR

- **No customs duty or sales tax on import of equipment**
- **No Income Tax / withholding tax / turnover tax**
- **Repatriation of Equity along with dividends freely allowed**
- **Convertibility of PKR into USD**
- **Mandatory purchase of electricity by power purchaser**
- **Government's Sovereign Guarantee**

AUTO SECTOR

Greenfield Investment

- ❑ Duty free import of plant and machinery for setting up assembly and/or manufacturing facility on one-time basis
- ❑ Import of 100 vehicle of variant in CBU form at 50% of the prevailing duty for test marketing
- ❑ Concessional rate of custom duty @ 10% on non-localized parts and @ 25% on localized parts for a period of 05 years for manufacturing of Cars & LCVs

Brownfield Investment

- ❑ Import of non-localized parts at 10% customs duty and localized parts at 25% duty for a period of 3 years for manufacturing of Passenger Cars and LCVs.
- ❑ Import of all parts (both localized & non-localized) at prevailing custom duty applicable to non-localized parts for a period of 3 years for manufacturing of Buses, Trucks and Prime Movers.



GATEWAY TO REGIONAL MARKET OF 500 MILLION PEOPLE

Transit Trade and Regional Hub



China Pakistan Economic Corridor (CPEC)

- Accelerated new economic activities in South Asia and Central Asia Region under multi-billion \$ CPEC project through development of Gwadar Port, enhanced and cost competitive Regional Connectivity to landlocked markets
- Special Economic Zones
- Tax & Other government incentives

Access to Regional Market

- Malaysian businesses have extensive **experience in International Trade**
- **Leverage new market access** to tap new opportunities in market development and penetration
- **Unique Supply Chain access** through 3 Ports and Rail & Road to grow business into South Asian regional markets of 500 million people (Pakistan, Afghanistan, Central Asia)

GATEWAY TO REGIONAL MARKET OF 500 MILLION PEOPLE

Transit Trade and Regional Hub

S.No.	Customs Stations	Location/Province/State
1	Karachi	Karachi (Port City) Sind
2	Gwadar	Gwadar (Port City near Iran Border) Baluchistan
3	Taftan	Pak-Iran Border near Baluchistan
4	Chaman	Pak-Afghan Border near Baluchistan
5	Torkham	Pak-Afghan Border Khyber Agency/KP
6	Sost	Pak-China Border, Gilgit Baltistan



Six Border
Customs Stations
for TIR

TIR is a French acronym for “Transports Internationaux Routiers” which means “International Road Transport”

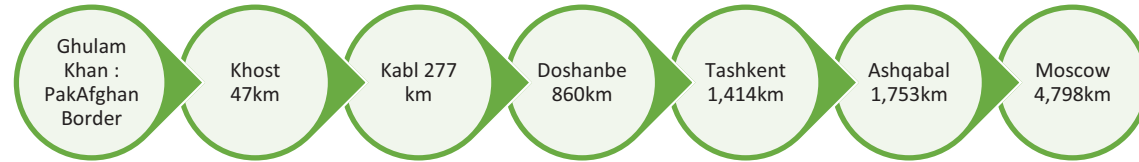
GATEWAY TO REGIONAL MARKET OF 500 MILLION PEOPLE Transit Trade and Regional Hub

S.No.	Customs Stations Name	Location/Province/State
7	NLC Container Terminal	MCC-Exports Karachi
8	Qasim Freight Station (QFS)	MCC-Exports, Port Qasim, Karachi
9	NLC Container Terminal	MCC-Appraisalment East, Karachi
10	Bay West Terminal	MCC-Appraisalment West, Karachi
11	NLC Dry Port	Hyderabad, Sind
12	Railway Dry Port	Quetta, Balochistan
13	NLC Dry Port	Quetta, Balochistan
14	Multan Dry Port	Multan Punjab
15	Faisalabad Dry Port	Faisalabad, Punjab
16	Sambrial Dry Port	Sialkot, Punjab
17	Lahore Dry Pot	Mughalpura Lahore, Punjab
18	NLC dry Port Thokar	ThokarNiazBeg, Punjab
19	Railway Dry Port Premnagar	Lahore, Punjab
20	Railway Dry Port	Peshawar, KP
21	Margalla Railway Dry Port	Islamabad, Islamabad Capital Territory



GATEWAY TO REGIONAL MARKET OF 500 MILLION PEOPLE

Transit Trade and Regional Hub



A signboard on road near Ghulam Khan crossing

The first ever transit cargo to Central Asia passed this signboard in

February 2021 and kindled the hope for the beginning of economic activity

\$\$\$

Untapped bilateral trade potential Gwadar... bordering towns with Iran and Afghanistan

MULTINATIONAL BUSINESSES PRESENCE IN PAKISTAN



AUTOMOBILE PLAYERS IN PAKISTAN



*Proton entered into JV in 2019 in Pakistan into \$30 million assembly plant in Karachi

PROMINENT MALAYSIAN COMPANIES IN PAKISTAN

- FELDA : Palm Oils. Joint Venture with Local Partner
- Proton : Car Assembly. Joint Venture with Local Partner
- May Bank : Banking. Shareholding in a major local bank

Social Media note
from Proton in
January 2021



The advertisement features a red Proton X70 SUV in the center, set against a futuristic cityscape at night with glowing blue lines and buildings. The Proton logo and tagline 'INSPIRING CONNECTIONS' are in the top right. The main headline reads 'Thankyou Pakistan for showing confidence in PROTON X70'. Below this, a paragraph states: 'We are glad to announce that Imported X70 is fully booked. However, customers can continue to pre-book PROTON X70 which will be locally assembled.' At the bottom, there are three promotional badges: '3S SALES / SERVICE / SPARE PARTS', 'TEST DRIVE now available at dealership', and '5 YEARS 150,000 km* WARRANTY'.

PROTON
INSPIRING CONNECTIONS

Thankyou Pakistan for showing confidence in

PROTON X70

We are glad to announce that Imported X70 is fully booked. However, customers can continue to pre-book PROTON X70 which will be locally assembled.

3S SALES / SERVICE / SPARE PARTS

TEST DRIVE
now available at dealership

5 YEARS 150,000 km* WARRANTY

Malaysia Pakistan Business Council | Key Engagements and Milestones



Constituted sub-committees
•April 2020



Meet Perbadanan
Usahawan Nasional Berhad
(PUNB)
•Jun 2020



Meet Chinese Chamber of
Commerce & Industry Kuala
Lumpur & Selangor
•Sep 2020



Webinar with CFO Club :
Business Opportunities
Malaysia
•Oct 2020



Meet PakMal
•Oct 2020



MPOC honorary
membership
•Oct 2020



MalPak Proposals to Trade
& Investment Counselor Pak
HC
•Sep 2020



Joint Meet of High
Commission and MalPak and
PakMal
•Nov 2020



MalPak members Directory
•Dec 2020



MalPak Members Virtual
Townhall
•Dec 2020



Meeting Klang Chinese
Chamber
•Jan 2021



Support and Participation in
Silk Road Summit Pakistan
•Mar 2021



Meet High Commissioner of
Pakistan & Pakistani
professional community
•Mar 2021



E-Commerce Workshop
•April 2021



MOU Walnut Travel & Tours
•April 2021



MOU CFO Club Pakistan
•April 2021

Malaysia Pakistan Business Council | Key Engagements and Milestones



PUNB and Pakistan High Commission in Malaysia



Chinese Chamber Kuala Lumpur & Selangor



Pakistan High Commissioner and Business Executives Meet



Klang Chinese Chamber



Klang Chinese Chamber

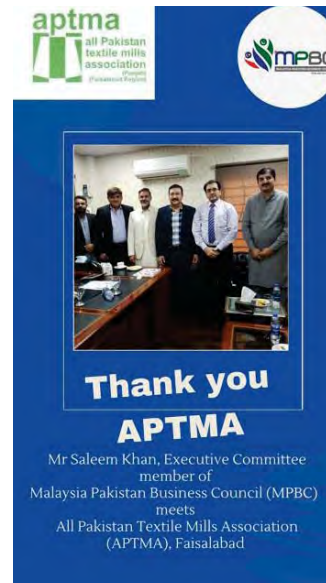
Malaysia Pakistan Business Council | Key Engagements and Milestones



Malaysia Pakistan Business Council | Key Engagements and Milestones



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Malaysia Pakistan Business Council | Key Engagements and Milestones



PAKISTAN FESTIVAL
Open Day

AT HIGH COMMISSION OF PAKISTAN
SATURDAY 19TH FEBRUARY 2022
09:00 AM TO 07:00 PM

MalPak and PHC join hands to bring for you a day full of fun and food.

Visit along your families and dear ones.

You may participate by establishing a stall of anything i.e. **food, drinks, tourism, merchandises, fun activities, henna art, handicrafts, games, face painting** etc.

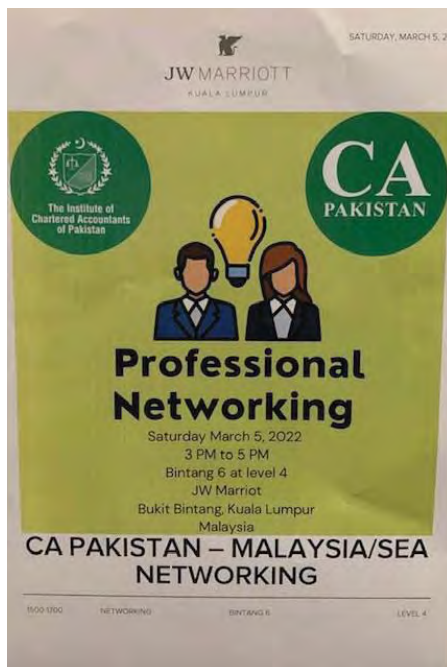
For booth/ stall booking please contact:

Shafqat Niazi
Trade & Investment Counselor
+6012 649 7916

Mr. Muhammad Aslam
+6019 213 7066



Malaysia Pakistan Business Council | Key Engagements and Milestones



E-commerce Workshop Speakers

A Big Thank You



Sunny Ali



Hafizullah Iran

Welcoming
Honorary
Member



Malaysian Palm Oil
Council



Palm Oil is God's Gift



Faisal Iqbal
Director Marketing

MPBC (formerly known as MalPak) Members Engagement



MALPAK
MALAYSIA-PAKISTAN BUSINESS COUNCIL
(020-10-24122013)

MALPAK Virtual Town Hall 2020

Register in Advance and Join us on Zoom Webinar

17 December 2020 | 4:00 PM (MYT)

Watch our Live Stream on Facebook
<https://bit.ly/3qLqjM7>

REGISTER NOW!



<https://bit.ly/37Ww3WG>

MODERATOR



MR. USMAN AHMED
Managing Director,
Gamalux Oils Sdn Bhd
Exco Member, Malaysia-Pakistan
Business Council
Immediate Past Vice-Chairman,
Pakistan-Malaysia Business Council
of Federation of Pakistan Chambers
of Commerce & Industry.

GUEST SPEAKERS



**DATO' SRI NAZIR
MERASLAM**
Chairman
Malaysia-Pakistan
Business Council



**MR. SHAFQAT ALI
KHAN NIAZI**
Trade and Investment
Counsellor
The High Commission of
Pakistan in Kuala Lumpur



**MADAM NOR HASNAH
BADRODDIN**
Senior Director of
Bilateral Economic and
Trade Relations
MITI



**MADAM HASZIAH
MAT YAZID**
Senior Manager of
Central, West, South
Asia & Africa Section
MATRADE



**YBHG DATO'
ANDREW GOH**
Vice President
Federation of
Malaysian
Manufacturers



**MR. SIKH SHAMSUL
IBRAHIM SIKH
ABDUL MAJID**
Director of Foreign
Investment Promotion
Division
MIDA

MPBC (formerly known as MalPak) Supported International Silk Road Summit March 2021





(+92) 51 2201520
www.sdgsacademy.pk
info@sdgsacademy.pk

From,
Sadaf Khalid Khan
CEO, SDGs Academy (Pvt.) Ltd.
1st floor, Ali plaza, A.K.M. Fazl-ul-Haq Road
Block B G 6/3 Blue Area,
Islamabad,

April 03, 2021

To,
Dato' Sri Mohamed Nazir Meraslam
Chairman
Malaysia-Pakistan Business Council (MALPAK)
No. 11 Jalan Rasmi 7 Taman Rasmi Jaya 68000 Ampang Selangor Darul Ehsan
Malaysia

Dear Sir,

On behalf of SDGs Academy (Pvt.) Ltd., I extend a warm thank you for the support you honoured us with for our event "International Silk Road Summit-2021" that was held on March 18 -23, 2021 at Karachi, Gwadar and Malam Jabba.

All thanks to your support that we were able to meet the objectives of this event. In Gwadar, on March 18, we were successful in realizing the stakeholders that the local population should not be ignored while developing infrastructure and building regional connectivity. Also, the need to integrate Sustainable Development Goals via eco-friendly approaches & practices while envisioning the prosperous future. In Malam Jabba, we mostly talked about tourism, and the speakers who attended the event shared their insight and full support to make Swat an eco-friendly touristic attraction. The feedback received after the event is also very encouraging and we hope to act as a bridge in connecting the private sector with local stakeholders and business communities operating in Gwadar and Malam Jabba, Swat.

The summit was not meant to be a single event, but a starting point for the work that must be done in areas of tourism, trade and development.

I am very appreciative of your assistance and looking forward to continuing to work together. If there's ever anything we can do to return the favor, please let us know.

Thank you again for supporting this effort.

Sincerely,

Sadaf Khalid Khan
CEO, SDGs Academy (Pvt.) Ltd.
Global Tourism Ambassador for
Commonwealth Entrepreneurs Club, UK



Ammar Jaffri
Chairman & Founder
SDGs Academy (Pvt.) Ltd.
Ex. Director General FIA



SDGs Academy Private Limited
[Pvt. Ltd. 100% owned and operated by FIA Group]
Blue Area, Islamabad Pakistan - 44002

Engagement and Awareness Webinar



CFO

“ Understanding Malaysia-Pakistan bilateral Trade, investment & tourism Opportunities and leveraging MalPak MOUs “

5th May Wednesday
Via Zoom

12 pm (Malaysian time) (Pakistan time) 9 am



Dato' Siri Mohamed
Nazir Meraslam
Chairman MalPak



Sadaf Khalid
Director WTTC



Humayan Habib
Strategy & Business
Development MalPak



Shehzad Dhedhi, FCA
Founder CFO Club



Dr Rizwan
CEO DRGA Global
Association LLC, USA



Shafiqat Ali Khan
Niazi
Trade & Investment Counsellor
KL



Air Vice Marshal (r)
IJAZ MALIK
WTTC Tourism Consultant
Executive Director North Air



Mohammad Rafiq
Fazaldin
General Secretary MalPak



Signed Two Memorandum of Understanding (MOU) Walnut Travels & Tours and CFO Club

CFO MALPAK MALAYSIA BUSINESS COUNCIL

You are cordially invited to virtual
Signing of 2 Memorandums of Understanding (MOU) between
MALPAK MALAYSIA & CFO CLUB PAKISTAN
MALPAK MALAYSIA & WALNUT TRAVEL & TOURS PAKISTAN

 Excellency Ms. Amina Baloch Pakistan High Commissioner to Malaysia	 Aftab Sherif Mian Specialty Head of Malacca	
 Shehzad Zindilli, MSc Executive - CFO Club	 Datuk Sri Muhammad Raziq Mervanudin Chairman MALPAK	 Ms. Sadiya Khalid Director - Walnut Travels
 Dr. Rizwan Khan CEO - MALPAK Global Association U.S, USA	 Muhammad Faraz President Walnut Travels Malaysia	 Humayun Habib Director & Business Development Malacca

Click Here to join <https://join.zoom.us/j/84685731419>

On Friday, April 23, 2021
Time 11:00 a.m Malaysia (8:00 a.m Pakistan)
on Zoom Webinar ID 846 8573 1419 & Facebook LIVE on CFO Club page



WHY SHOULD I JOIN MPBC ?



United voice of the business community in Malaysia as well as to facilitate trade and investment between Malaysia and Pakistan



Opportunities to network and share information and resources



Provides a new business owner with contact information for other local businesses, speeding up the process of integrating into the community




- www.mpbc.my
- info@mpbc.my
- +60 13 759 4590

THANK YOU



Registration Certificate

PPM-020-10-24122013



MALAYSIA

AKTA PERTUBUHAN 1966
PERATURAN-PERATURAN PERTUBUHAN 1984

BORANG 3
(Peraturan 7)


SIJIL PENDAFTARAN

Adalah dipersetujui bahawa:
MAJLIS PERNIAGAAN MALAYSIA-PAKISTAN
LEVEL 15, WISMA AMFIRST TOWER 2, JALAN SS 7/17, KELANA JAYA
47301 PETALING JAYA
SELANGOR.


Ini ini didaftarkan sebagai suatu pertubuhan di bawah Seksyen 7
Akta Pertubuhan 1966 dan bahawa nombor pendaftarannya ialah

PPM-020-10-24122013

Diperbuat dengan ditandatangani oleh saya pada
24 hari bulan Disember 2013



(DASMOND DAS MICHAEL DAS)
A.p. Pendaftar Pertubuhan
Malaysia



PPM-020-10-24122013



MALAYSIA

AKTA PERTUBUHAN 1966
PERATURAN-PERATURAN PERTUBUHAN 1984

BORANG 3
(Peraturan 5)

SIJIL PENDAFTARAN

Adalah dipersetujui bahawa:
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