

# INTERNATIONAL INVESTORS CONFERENCE



The Federation of Pakistan  
Chambers of Commerce and Industry (FPCCI)



**BHURBAN-PAKISTAN, DECEMBER 9-11, 2011**

## INTERNATIONAL INVESTORS CONFERENCE BHURBAN-PAKISTAN, DECEMBER 9-11, 2011

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) in collaboration with Board of Investment, Government of Pakistan is organizing an "International Investors Conference" for the promotion and enhancement of investment and trade ties between Pakistan and other countries. It is expected that a large number of investors and International Banks and Financial Institutions from developed and developing countries would attend the Conference. The government policy on foreign investment and trade would be highlighted, including Privatization programme, Regulatory Policies etc.

### **Profile of the Federation of Pakistan Chambers of Commerce & Industry (FPCCI):**

FPCCI enjoys the status of an autonomous, non-profit making organization involved in promoting the interests of Pakistan's Commercial and Industrial community. Presently, the membership of FPCCI covers 42 Chambers and 93 Associations of Trade and Industry from all over the country as its members. FPCCI in coordination with its member bodies has been regularly furnishing to the Government its proposals with regard to the taxation, promotion of exports, industrialization, foreign investment, privatization and all other sectors of economy.

The role of FPCCI in the economic development of the country is very crucial and significant. It serves as the bridge between the Government and the Private Sector and plays a vibrant role in national economy. On behalf of the entire Private Sector of the country FPCCI puts forth suggestions to the Government for the formulation of National Policies relating to trade, industry and services sector. FPCCI also advises the business community through its constituent member bodies on various issues as and when these arise and extend them help and guidance to resolve those.

FPCCI also keeps liaison with its counterparts in other countries of the world for better economic relationship. To facilitate the regional and international trade, it has constituted various Business Councils with trade partner countries for interaction with its counter-parts. FPCCI regularly dispatches and receives Trade Delegations, conduct Business Meetings and arrange Fairs and Exhibitions on reciprocal basis to promote trade relations with its trade partners. It has established Standing Committees on various economic sectors, which identify problems confronted by businessmen and suggest measures for their redress.

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) is also engaged among other things, in assisting the entrepreneurs of Pakistan in developing capacities for sustainable trade promotion and industrial development, and in countering threats of marginalization due to any negative impact of the process of globalization, technology gaps and other barriers to trade and industrialization. Special emphases are placed on the improvement of industrial development strategies, support infrastructures and access to markets. FPCCI's corporate strategy is to focus on activities that help to develop a competitive economy and promote sustainable trade and industrial development for enhancement of exports. The activities include organizing training, providing of advisory services in information technology, investment promotion, trade promotion, small enterprises development, expansion of the services sector, awareness of privatization programmes, promotion of environmentally sound technologies, empowerment of women, tourism, promotion and establishment of companies in the private sector for poverty alleviation.

### **Date and Venue:**

The Conference will be held in Bhurban, Pakistan, on December 9-11, 2011 under the theme "Discover the Resources & Business Potential of Pakistan" with the kind support and cooperation of Ministry of Investment, Board of Investment (BOI), Ministry of Commerce, Trade Development Authority of Pakistan (TDAP), Ministry of Privatization, Ministry of Industries and Production and other relevant Ministries, Government of Pakistan.

Bhurban is situated at the foothills of the magnificent Himalayas in between Murree and Kashmir Road at a height of about 6000 feet. It has recently been made accessible by the dual Islamabad-Murree Expressway, making it a 45 minute drive from Islamabad, the federal capital of Pakistan. Bhurban is one of the more picturesque places in the country, and is a tourist paradise with unique flora, and fauna with variety of species not found elsewhere in Pakistan. It is known for scenic hiking trails in the nearby Ayubia National Park. Bhurban also has a nine hole golf course. This golf course can be utilised by PC Hotel guests with prior intimation.

### **Objectives**

The International Investors Conference shall provide a unique business gathering for region-wide business networking, partnership building and dialogue among the Pakistan business community, Government, Civil Society, Banks and Financial Institutions and their



foreign counterparts on how to create an enabling environment for sustainable business growth. A comprehensive agenda will include analysis of investment opportunities, joint venture project development and future commercial prospects in Pakistan. The programme will provide an important business tool, providing the participants with the appropriate information needed to look at new investments and expand existing ones.

The following are the main objectives of the Business Conference:

- To deepen further private sector cooperation by focusing on key issues of interest, especially investment and strengthening the capacity in the field of trade.
- To provide a platform for the exchange of policy options, experiences and opportunities for mutual cooperation in the areas of trade, joint venture, entrepreneurial development and technology transfer among the business community of Pakistan and their foreign counterparts.
- To build and strengthen effective public-private partnership mechanisms for capacity building, through enhanced networking, entrepreneurial mentorship and information exchange between and among trade policy-makers, promotion agencies, relevant multilateral organizations, research and academic institutions as well as private sector partners.
- The event will include a business meeting and networking sessions.

### **Presentations:**

Presentations will be made by Board of Investment (BOI), Trade Development Authority of Pakistan (TDAP), Ministry of Industries and Production and other relevant Ministries, Government of Pakistan, UN Agencies, International Financial Institutions viz: The World Bank, MEGA, IFC, Islamic Development Bank (IDB), Islamic Corporation for the Development of Private Sector (ICD), Islamic Corporation for Insurance of Investment and Export Credit (ICIEC), Islamic Trade and Finance Corporation (ITFC), Regional and International Organizations to familiarize the participants with the services, functions and objectives of these Institutions and the investment climate and opportunities of Pakistan and some participating Countries, covering their various sectors of economy and capacities and capabilities for cooperation.

### **Identification and Formulation of Joint Venture Projects:**

For identification of industrial joint venture projects from Pakistan and presentation and negotiation at the Conference with the co-operating partners and financial institutions, a Project Profile Form has been prepared. A preliminary list of projects giving the project title, capacity, total investment cost, type of assistance sought, study if available and address of sponsor/promoter will be provided to the participants. On the basis of individual interests, prospective foreign investors can be supplied, on request, with Project Profiles.

### **Products:**

For the purpose of marketing of products, a Business Contact Form has been prepared, wherein interested parties will enter their export offer, import enquiry or other similar offers. Thereafter, on the basis of this information, FPCCI will try and match partners and through bilateral discussions during the Conference, trade opportunities could be identified.

Documentation on Exporting/Importing Countries and corresponding Partners, List of Industrial Joint Venture Projects, Investment Climate of Pakistan and other relevant information will be made available to the participants.

### **Exhibition / Display:**

A display area concurrently with the Conference will be set up to promote the products of Pakistan. The objective is to provide an overview of Pakistani products and the trading opportunities available with other countries. This will give a good opportunity to Pakistani manufacturing and exporting Companies to display their products in order to attract prospective foreign buyers.

### **Who Should Exhibit:**

Pakistani manufacturers and exporters dealing in the following industries/sectors can display their products. Interested exhibitors may fill-in the attached "Application Form for Display of Products" and send it to the FPCCI alongwith the payment:

- |   |                     |                         |
|---|---------------------|-------------------------|
| • Jewellery   | • Sport goods       | • Electrical appliances |
| • Handicrafts   | • Leather goods     | • Surgical instruments  |
| • Carpets   | • Light engineering | • Pharmaceuticals       |
| • Etar/Perfumes   | • Food products     | • Cosmetics; and        |
| • Textile goods (readymade garments, made-ups including towels, knitwear, bed-linen, hosiery, bathrobes etc.) |                     |                         |



### **Matchmaking and Networking:**

- Preparing company's Profile and cooperation requirements;
- Identifying potential collaborative partners for international business or joint ventures.
- Matchmaking and Networking with prospective partners and participating companies for forging new business relationships and possible future collaboration.

The Conference – Matchmaking Event will put the business people in touch with the right partners for their businesses. The matchmaking team will select the most likely business partners from the participants' network, based on their indicated needs and preferences. Informal meetings with the potential partners can then be arranged during the event. It's a great way to pick up new customers, generate new business contacts and establish joint ventures.

The Conference offers an ideal platform for dialogue at international level between buyers, sellers, service providers, project sponsors & promoters, banks and Financial Institutions.

### **Expected Participants:**

It is expected that the International Investors Conference will bring together about 1000 delegates (foreign and local) including Ministers of Industry, Trade and Commerce of Developed and Developing Countries, Islamic Development Bank Group, International Banks and Financial Institutions, Multinationals, International & National Chambers of Commerce and Industry, Trade Associations, Investors, Traders and UN Agencies etc. in this private sector extravaganza. Matching projects to investment is fundamental to the International Investors Conference and the ideal mechanism for achieving this is by submitting Project Profiles for setting-up new or expansion of industrial enterprises in Pakistan.

### **A unique platform for the interaction of various stakeholders, such as:**

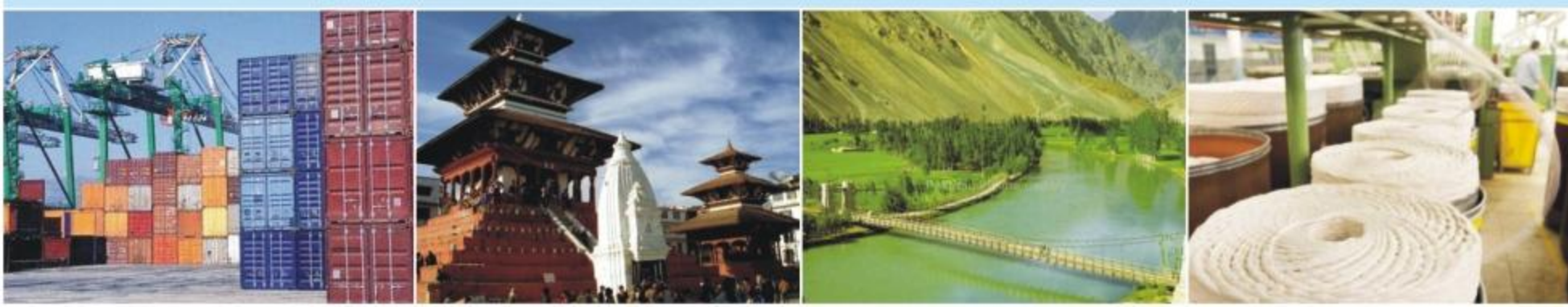
- Key honorable personalities around the Globe.
- Trade and investment policy-makers, relevant Ministries, Board of Investment, regulatory agencies and trade/investment and/or import & export promotion agencies.
- Representatives of Islamic Development Bank Group, International and regional development banks, including relevant financial and commercial institutions interested in financing activities of private sector business enterprises in Pakistan.
- Private sector entrepreneurs and business representatives operating in the manufacturing and services sectors.
- Chambers of Commerce and Industry;
- Buyers, Suppliers and Service providers.

### **The event will cover the following activities:**

- To generate foreign direct investment;
- To match prospective investors with local sponsors;
- To hold bilateral and multilateral meetings between project sponsors and investors;
- To serve as a platform for industrial and trade collaboration.
- Project / Product Profile would serve as a basis for discussions and negotiations between the Project Sponsors, Potential Partners and Traders including Financial Institutions.

### **Events:**

- One to One Business Contacts Meeting.
- Presentation on Investment Opportunities and priority areas for investment in Pakistan and some participating Countries will also make presentations on their economies and investment climate.
- Presentations by Internationally renowned Experts, Organizations and Institutions.
- Display of products.



## **Registration:**

The registration fee for each local and foreign participant attending the Meeting is Rs. 10,000.00 and US\$ 200.00 respectively. Payment should be made either by Bank Draft or Telegraphic Transfer (TT) [Bank charges to be borne by Remitter] in favour of the Federation of Pakistan Chambers of Commerce & Industry (FPCCI) (Allied Bank Limited, Jade Garden Branch, Block-2, Clifton, Karachi, Pakistan, Branch Code : 0746 (Pak Rupee Account No.01-116-0002-0 and Foreign Currency Account No.02-086-2009-8 Swift Code : ABPAPKKAXXX).

Individual, Firms and Institutions wishing to participate in the Meeting should return the Registration Form to the Federation of Pakistan Chambers of Commerce & Industry at the earliest or latest by November 30,2011. Travel and Hotel costs will be borne by the participants.

## **Hotel reservations and accommodation:**

The Federation of Pakistan Chambers of Commerce & Industry has negotiated with Pearl Continental Hotel Bhurban, the special room rates for the participants of the Conference. The Hotel Reservation Form (enclosed herewith) should be duly filled-in and sent directly to the Hotel concerned, with a copy to Federation of Pakistan Chambers of Commerce & Industry.

## **Visas:**

Participants may obtain an Entry Visa for Pakistan from the accredited Embassies of Pakistan in their own Country. However, in the event that they are unable to do so, Visas can be arranged on their arrival at Islamabad International Airport. In such cases they should send their Passport copies and details at the earliest or atleast one month before the start of the Conference to the Federation of Pakistan Chambers of Commerce & Industry

## **Venue:**

PC Hotel, Bhurban.

## **Meeting Language:**

The Meeting will be conducted in English. Arrangements may also be made to provide translation facilities, if required, during the bi-lateral contact sessions.

## **Outputs**

The International Investors Conference shall not be a one way platform only for talks and discussions, but it shall be an event for interaction. It will gather businessmen face to face with the concerned project sponsors and potential investors. The International Investors Conference will bring together enthusiasm with experience and will combine creative ideas with financial acumen. It will provide the businessmen opportunity to meet and develop long term relations with Pakistan and their counterparts from the other countries. It is rarely that such a great number of experts, Government officials, financial agencies and leaders of private sector meet in one place and at the same time. In addition, the onference will present participants with the following unique opportunities:

- Listen to prominent business, economic and Government & Chamber's representatives from Pakistan and other countries, present case studies, keynote speeches, and panel discussion on key business issues affecting entrepreneurs.
- Share experiences in promoting and facilitating cooperation in trade and investment.
- Creates awareness and establishes new trade linkages and explores joint venture opportunities.
- Network world-renowned business and economic experts, as well as fellow delegates.
- Gateway and direct access to Pakistani market;
- Exposure to investment opportunities in Pakistan;
- Direct interaction with potential companies, Investors, International Banks and Financial Institutions.
- Platform for successful business transactions.

## **E. Activities**

Friday, December 9, 2011

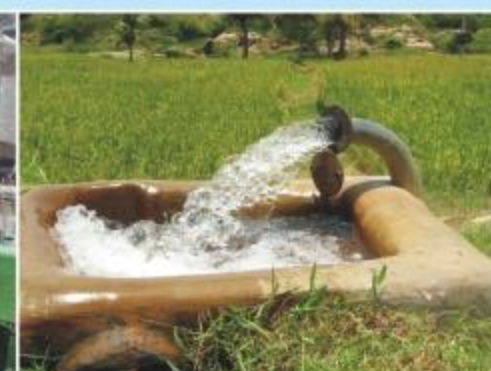
Saturday, December 10, 2011

Sunday, December 11, 2011

- Inauguration

- Presentation, Matchmaking and Networking

- Presentation, Matchmaking, Networking and Closing Session



## **Organizer / Contact persons:**

---

### **Mr. Muhammad Waseem Vohra**

Chairman, FPCCI Standing Committee  
on Foreign Investment  
Cell : 0092-300-8297855

### **Mr. Syed Masood Alam Rizvi**

Secretary General (FPCCI)  
Cell : 0092-321-8227579

### **Mr. Syed Nasir Ali Mirza**

Assistant Secretary General (FPCCI)  
Cell : 0092-345-2455967

The Federation of Pakistan Chambers of  
Commerce and Industry (FPCCI)  
Federation House, Main Clifton, Karachi-75600, PAKISTAN.  
Tel. (92-21) 35873691, 93 & 94, 35831740  
Fax. (92-21) 35874332  
Email : info@fpcci.com.pk; snamirza@fpcci.com.pk;  
waseemvohra@live.vom Website www.fpcci.com.pk

### **Syed Asghar Abbas Rizvi**

Director  
Cell: 0302-5366472

### **Mr. Zain Gilani**

Director (BOI)  
Cell: 0321-6311111

Prime Minister's Secretariat Board of Investment,  
Attaturk Avenue, G-5/1, Old USAID Building  
Islamabad-Pakistan.  
Tel: +92-51-9206164 /9207404  
Fax: +92-51-9218325 / 9218323  
E-mail: syedasghar786@gmail.com  
asgharabbas@pakboi.gov.pk; zain@pakboi.gov.pk