



Investment Department

Government of Sindh

SINDH IS OPEN FOR INVESTMENT





Introduction to Sindh

- **Geography: Sindh is one of the four provinces of Pakistan**
 - **3rd largest by size and 2nd largest by population**



Demography

- **Sindh'S Population is 47.886 million**
 - **Rural Population 22.975 million (48%)**
 - **Urban Population 24.910 million (52%)**
- **Labour force of 55.93% of total Sindh's population**



Sea Ports in Sindh

Karachi Port

is the oldest port of country, most of foreign trade is conducted through this port

- Handles 60% of the nation's cargo.

Bin Qasim Port

The Port is situated in Indus delta region at a distance of 28 nautical miles in the south-east of Karachi. Geographically located on the trade route of Arabian Gulf. The port currently caters for more than 40% of seaborne trade requirements of the country.





Sindh's Major Sectors



Investment
Department
Government of Sindh

Agriculture

Rice, Cotton, Wheat,
Sugarcane, Fisheries,
Livestock

Industry

Automobiles,
Pharmaceutical, Textiles,
Electronics, manufacturing,
fertilizers, energy (power, oil
and gas), mining and
minerals.

Services

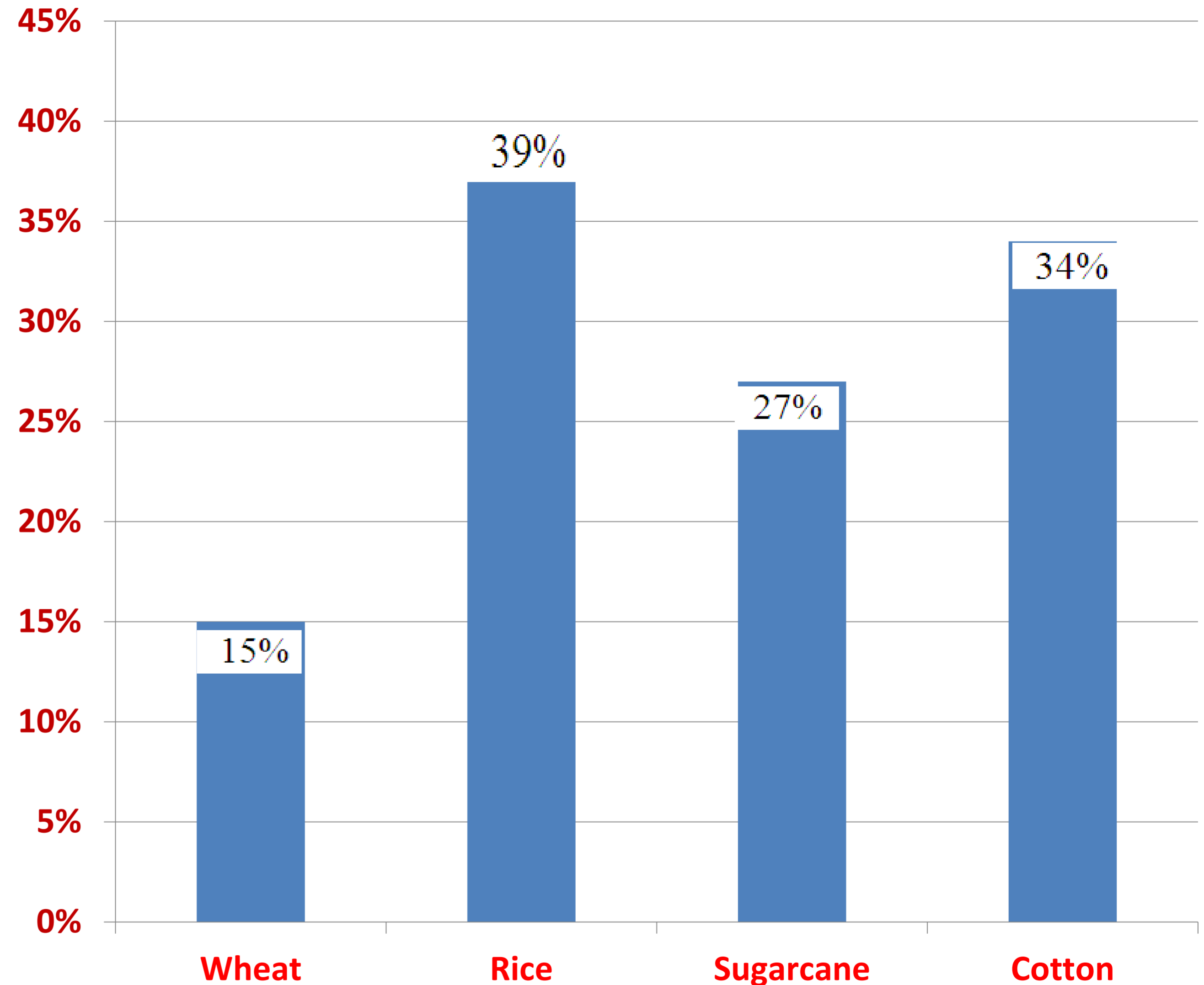
Finance &
Insurance,
Transport, Storage
& Communication,
Housing &
Construction





Agriculture

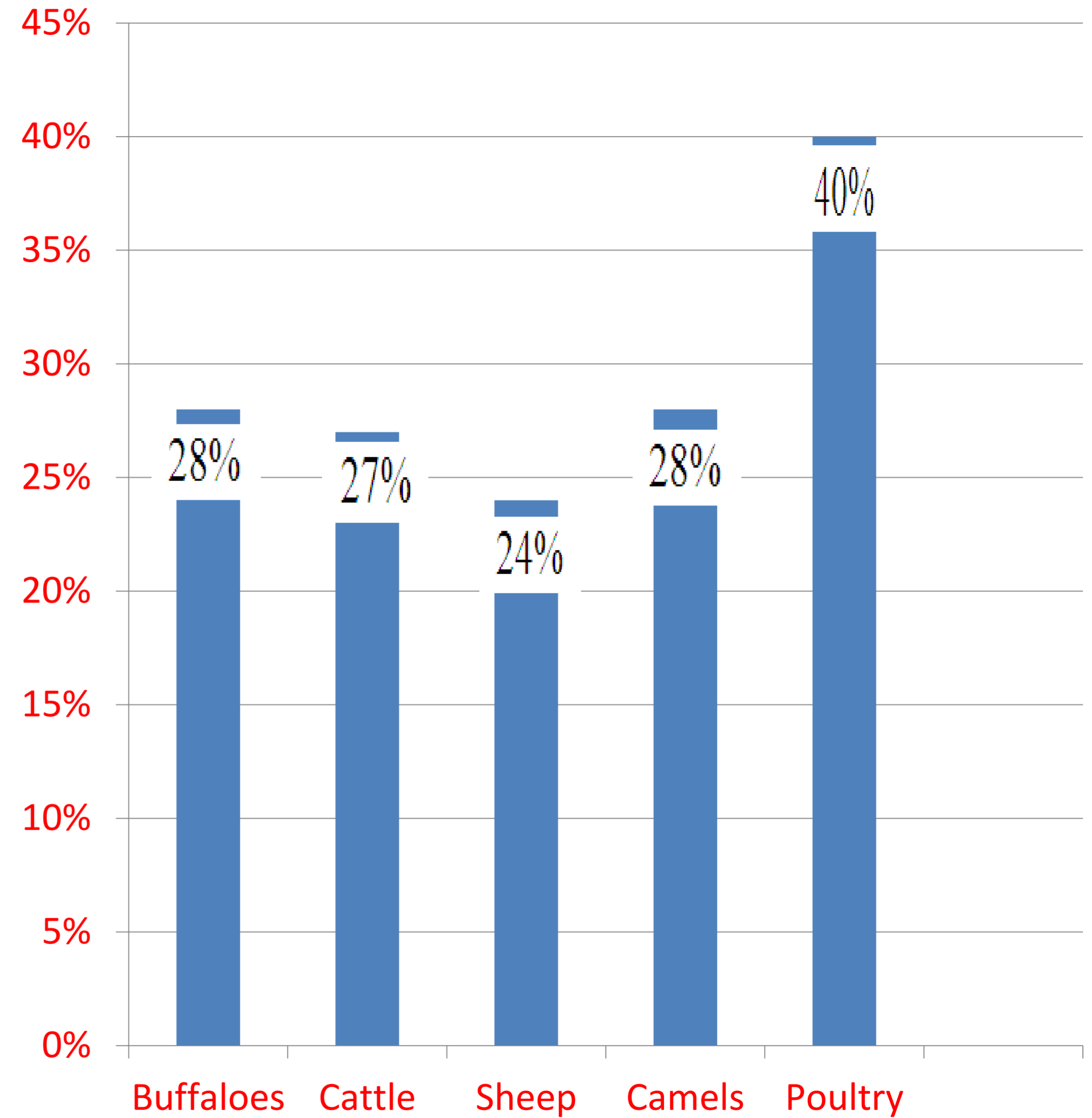
- Major field crops are wheat, rice, sugarcane, and cotton; approximately 68% of the total cropped area is used for their production.





Livestock & Poultry

Sindh has tremendous resources when it comes to livestock; The livestock and poultry headcount of 40 million (approx.) provides a strong base for dairy and meat processing industry for local and export purposes.





Industries

Economic Zones

- **Existing Zones (3)**
- **Proposed Zones (3)**
- **Industrial Estate (28)**

Types of Industries

- **Oil & Gas**
- **Marble & Granite**
- **Agro-based**
- **Livestock & Fisheries**
- **Cement**
- **Fertilizer**
- **Automobiles**
- **Textile**
- **Pharmaceuticals**





Services

Services sector accounts for 54 percent of GDP and little over one-third of total employment.

The expanding economy and the internationally compatible human resource of Sindh present immense potential for the following investment areas:

- **Information Technology**
- **Telecommunications**
- **Banking & Insurance**
- **Health care**
- **Education**
- **Tourism**





Competitive Edge of Sindh

Financial Capital of Pakistan - Karachi

- **Headquarter of Pakistan Stock Exchange**
- **Headquarters of Banks, Financial Institutions & Business houses**
- **42% of Large Scale Manufacturing located here**
- **Two Seaports and an International Airport**

The Regional Power House of the Future

- **Thar Coal - 100,000 MW for 300 Years**
- **Wind Corridor - 50,000 MW potential**
- **Oil - 56% of country's production**
- **Gas - 78% of country's production**

Trained, educated & affordable workforce





Competitive Edge of Sindh

Large and Growing Domestic Market

- Around 40 million consumers with increasing incomes
- An emerging middle-class with growing consumption habit

Communications, Infrastructure and Airports

Comprehensive road and rail network

- Modern International Airport in Karachi, and Three domestic airports in Benazirabad, Sukkur and Larkana
- Air strips at several locations to ensure accessibility for development and transportation
- Sophisticated telecommunications and IT infrastructure

Well-Established Legal System

Well-established democratic constitutional and Legal Systems





Sindh Investment Potential

Development of Coastal area

Sindh is a repository of maritime resources of the country, it possesses 71% of the total marine resources found along the 350 km long coastal belt

Fish & Shrimps farming

The coastal belt of Sindh has over 40 species of fish and shellfish and 15 species of shrimps. The marine resources can be capitalized by establishing fish and shrimp ponds to develop Mari-culture for enhancing production of high value marine/shrimp for export





Sindh Investment Potential

- **Value addition in agricultural products**

Sindh is producing multiple varieties of fruits and vegetables but unfortunately due to post harvest handling and lack of processing facilities 25% - 40% of agri-produce is wasted. Most of the fruits are consumed fresh without any processing, while only 3% - 5% of fruits undergo processing for value-added derivatives, out of which only 5% is exported.

- **Value addition in main crops of cotton, wheat and Rice**

- **Roads Infrastructure & Public Transport**

Karachi Circular Railway

Mass Public Transport Corridors (BRTs) in Big Cities of Sindh

Public Roads





Sindh Investment Potential

- **Energy**

Sindh is rich in natural resources. It is estimated that Thar has the largest coal reserves in the world (185 bn tones). Besides this, around 60% of the country's oil fields and 44% gas fields are located here and contributes 56% oil and 55% of Pakistan's daily gas production.

- **Renewable Energy**

- **180x60KM Wind Corridor at Jhampir (Thatta) has got Potential for generating 60,000 MW**
- **One of the highest solar insulation in the world ranging from 5 KWh-7.5/m²/per day**





Investment Department

How Do We Help

Promote



Investment Promotion Agency of Sindh to facilitate Foreign & Local Businesses

Bridge



Acts as the Focal Point for all Investment related activities in the Province

Policy



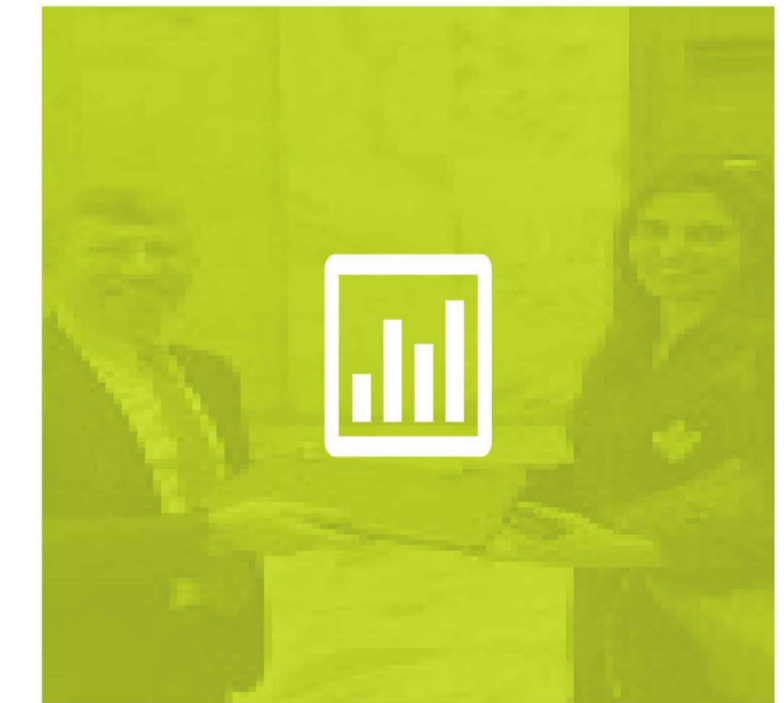
Provides Framework for implementation of Investment Policy

Develop



Supports and develop Public Private Partnerships

OSS



One-Window at the Provincial level for facilitation of local and foreign investors





Initiatives by Investment Department

- i) Ease of Doing business reforms**
- ii) Special Economic Zones**
- iii) Sindh Enterprise Development Fund**
 - Cotton value addition Economic Zone**
 - Women Entrepreneurship and Artisan**
- iv) Education City**
- v) Marble City**
- vi) Special Tichnology Zones**

- Public Private Partnership Unit**





Steps Taken Under Ease of Doing Business

- **Doing Business website and Business Portal for Sindh Launched**
- **Entrepreneurs can register themselves on-line with Labor , Industries Department, SESSI and for Professional Tax**
- **Tracking of Title /Lease Registration can be tracked on-line**
- **Annual renewals and payments under Shop and Establishment Act and SESSI Act are online**
- **Sindh building Control Authority (SBCA) has computerized approvals of construction permits**
- **Procedures, NOCs, permits required under 39 departments of Provincial Government have been mapped for improvement and automation**





Tracking Property Deeds

Sindh Business Portal

Home | DB Reforms in Sindh | Regulations | DB Dashboard | News & Events | FAQs



Starting a Business | Dealing with Construction Permits | Getting Electricity | Property Registration | Paying Taxes | Enforcing Contracts



Doing Business Reforms Sindh

Making Sindh business-friendly

Doing Business– SDBRC Overview

Sindh Doing Business Reforms Council notified 9th April 2019.

Terms of Reference:

- ❖ *To review & propose reforms aimed at improving business environment in Sindh and to transform Karachi as one of the most competitive business cities in South Asia.*
- ❖ *To propose reforms aimed at automation of regulatory procedures and approvals.*
- ❖ *To propose reforms for increasing online government to business regulatory interface.*
- ❖ *Advice on plans for sensitizing public/private sector stakeholder on reforms critical for branding Sindh & Karachi as a competitive business destination in Pakistan and regionally.*



Doing Business in Sindh – Monitoring & Supervision Tiers

- ❖ **Provincial Steering Committee** chaired by the worthy Chief Secretary, Sindh was notified in 2017. The PSC has held regular meetings to implement & monitor the Doing Business Agenda in Sindh.
- ❖ Dedicated **Doing Business Reforms Implementation Unit (DBRIU)** established within **Investment Department**, led by a Director, 2 Managers and 1 Communication Officer.
- ❖ In December 2019 & January 2020, the **Provincial Steering Committee** held three (3) meetings and Investment Department held approx. a dozen meetings with different agencies on the Doing Business.



Key Achievements in Doing Business (2019-20)

- ❖ Reduced time & cost of Registering Business with Sindh Business Registration Portal online from 17 days to 7 days.
- ❖ Reduced time for approval for construction permits from 60 to 30 days.
- ❖ Online Land Title Verification for grant of Construction Permit
- ❖ Reduced time in property registration from 208 days to 149 days.
- ❖ Online Employees Contributions & Benefits Portal (OTC) at SESSI.
- ❖ CPC (code of civil procedure) amended to provide for alternate commercial dispute resolution with mediation.

Pakistan's DB Ranking - (2020 vs. 2019)

Indicator	DB2020	DB2019	DB2020 (EODB Score)	DB2019 (EODB Score)
Overall - out of 190	108	136	61	55.31
Starting a business (reform)	72	130	89.3	81.89
Dealing with Construction Permits (reform)	112	166	66.5	53.59
Getting Electricity (reform)	123	167	64	44.75
Registering Property (reform)	151	161	48.6	45.63
Getting Credit (Other countries reformed faster)	119	112	45	45
Protecting Minority Investors (Other countries reformed faster)	28	26	72	71.67
Paying Taxes (reform)	161	173	52.9	47.05
Trading Across Borders (reform)	111	142	68.8	60.12
Enforcing Contracts	156	156	43.5	43.49
Resolving Insolvency (Negative Data Correction)	58	53	59	59.86

Scope of Regulatory Reforms in Karachi:

Way Forward Under the CLICK Project



Project Goals

- The Project aims to support Sindh Investment Department to improve Business Environment in the province by streamlining and integrating key regulatory processes, through;
 - Development of comprehensive registry of approvals, and their process mapping,
 - Process Re-engineering of 10 key agencies,
 - Automation of the agencies and integration into one portal.



Sindh Enterprise Development Fund

2011 - Incorporated as not for profit Company under section 42 of the Companies Ordinance, 1984

About 5bn Rs. Loans disbursed under the facility



Vision

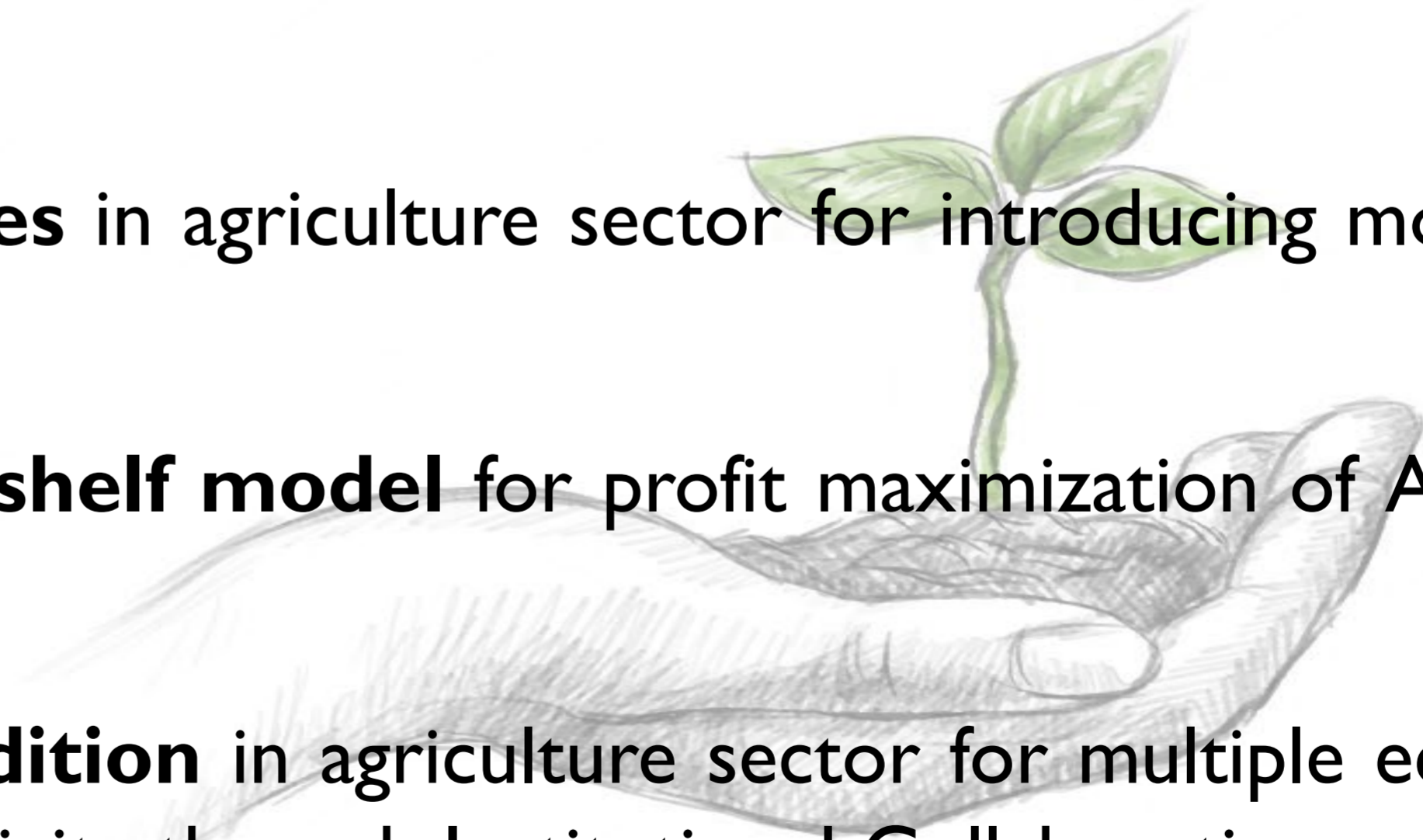
“Support Entrepreneurship in agriculture sector based on Sindh’s Competitive Advantage”

Mission

“Introduce technology and efficiency in agri-sector of the province to harness its true potential”

Objectives

- i) Encourage investment in agriculture sector**, inculcate entrepreneurial ability and to provide a major push to the wider agri-economy
- ii) Encourage and support private entities** in agriculture sector for introducing modern machinery, best practices as per international standards
- iii) Work along the concept of seed to shelf model** for profit maximization of Agri-businesses in the province
- iv) Promote opportunities for value addition** in agriculture sector for multiple economic benefits on growth, intermediary services and productivity through Institutional Collaboration



Facilities

Technical Assistance:

- Preparing Feasibilities
- Obtaining Loan from Banks
- Preparation of SEDF's Application (E-portal)

Financial Assistance:

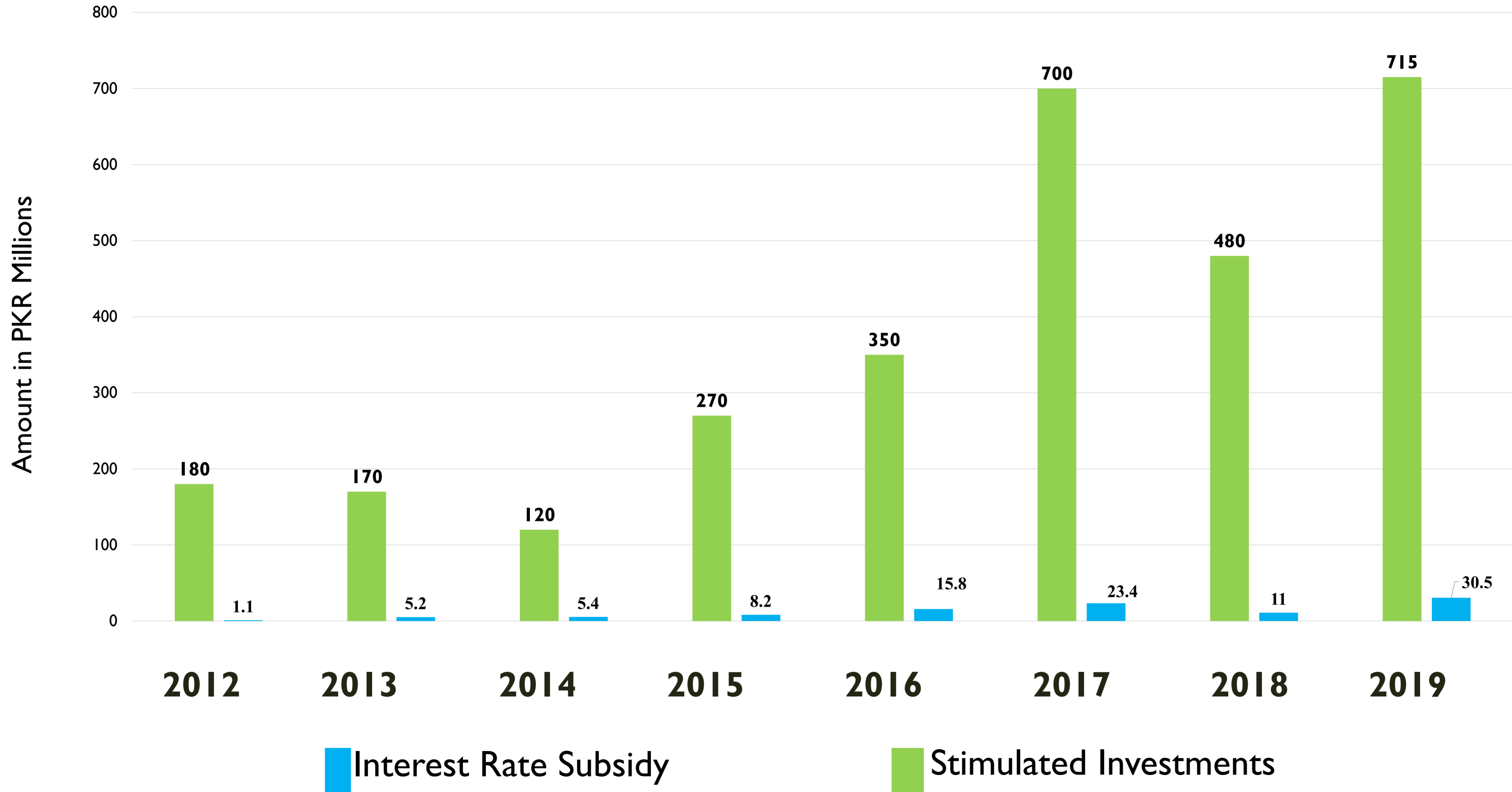
- Payment of Interest (KIBOR) Rate Subsidy
 - ✓ 100% on capital cost
 - ✓ 50% on working capital

Priority Clusters

- Dairy & Livestock
- Poultry
- Fisheries
- Mango
- Banana
- Dates
- Guava
- Rice
- Cotton
- Red Chilies



Credit Subsidization and Stimulated Investments

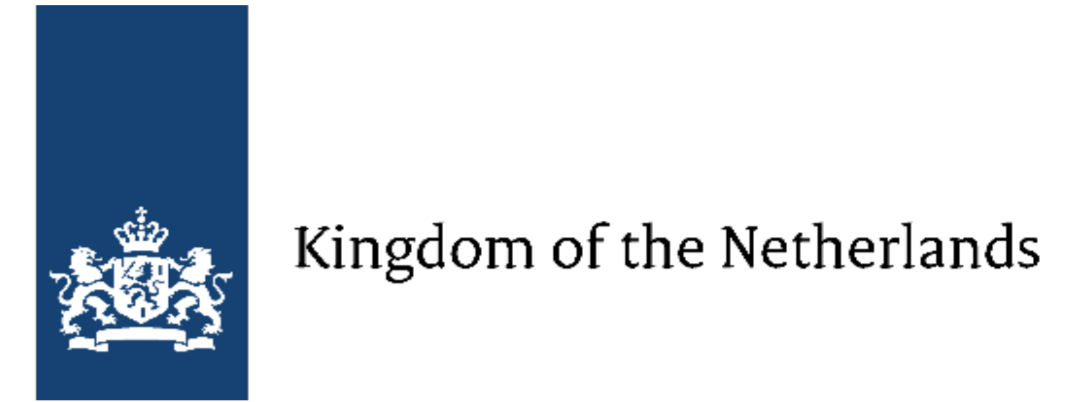


PROJECTS' SUMMARY

Project	Number of Projects	Employment Generation	Size	SEDF's Assistance (PKR Million)
Rice Cluster	31	700	1,230	115
Livestock & Dairy Cluster	5	345	605	40
Fisheries	1	75	290	50
Poultry Cluster	9	250	1,300	60
Horticulture Projects	5	185	840	115
Cold Value Chain & E-Beam Irradiation	2	140	475	25
Cotton Ginning & Oil Extraction	4	110	390	10
Sub Total (Projects Materialized)	57	1,805	5,130	415
Innovative Projects: Bank Financing is a Challenge (Projects in Pipeline)	7	525	3,050	135
Total	63	2,350	8,150	550

SINDH ENTERPRISE DEVELOPMENT FUND

Journey of Success



SINDH DIGITAL STRATEGY ROADMAP

(PKR 1.2 billion)

Key Interventions

- a) Supporting tech-based startups through Incubators and Accelerators**
(PKR 500 million)
- b) IT interventions & Innovative Solutions in Goods and Service Supply Chain**
(PKR 700m)



Key Interventions

a) Supporting tech-based startups through Incubators and Accelerators

(PKR 500 million)



FUND A COHORT

[Fund a cohort at an existing incubation center (up to 20 startups for 4-6 months)]



ESTABLISHMENT OF INCUBATORS

(in Hyderabad, Shaheed Benazirabad, Sukkur, and Larkana)



SECTOR SPECIFIC INCUBATORS

(Establishment of fintech and health-tech incubator in Karachi)



Key Interventions

b) IT interventions & Innovative Solutions in Goods and Service Supply Chain

(PKR 700m)



FINANCING STARTUPS

(Provision of funds through Co-investing, soft loans, Bridge Capital & Staged funding)



DIGITAL SKILLS TRAINING

(Develop a platform for Digital Skills Training)



BUSINESS SERVICE TRAINING

(Provision of Business Service Training and Support)



STAGED GRAND CHALLENGES

(Pvt. Sector to propose cost efficient, tech-based solutions for prevalent social issues)



CO-SPONSOR LARGE SCALE TECH- CONFERENCE

(Major sponsor in Pakistan's leading Tech-conference)





Education City

- **9,000 acres of land have been allocated for Education City**
- **20 local and foreign institutions have been allocated land for their campuses**
- **Local and international educational institutions will provide excellent higher education**
- **An opportunity to retain talent and productive human resources in Pakistan**
- **An opportunity to promote R&D**





Public Private Partnership

Sindh PPP Act 2010

1st PPP law in Pakistan

Provides legal cover to the Institutional Framework

- **PPP Policy Board**
- **PPP Unit**

Regulates the contractual relationship between public and private sectors

Proposes funding for viable projects





Investment Department Government of Sindh

24th December, 2019





SINDH ECONOMIC ZONES MANAGEMENT COMPANY (SEZMC)

- The Government of Sindh has established SEZMC to act as provincial SEZ Entity to better manage, coordinate, monitor and facilitate investors in the province.
- The objective of SEZMC is to facilitate existing and new Special Economic Zones to strengthen the industrial base of Sindh.
- The federal government has passed SEZ Act in 2012 (Amended in 2016).

ONE STOP





INCENTIVES FOR SEZS

For Developers

- Exemption from all custom duties and taxes on plant and machinery imported into Pakistan for the development, operation and maintenance of the SEZ
- Exemption from all taxes on income accruable in relation to the development and operation of the SEZ for a period of five years, starting from the date of signing of the Development Agreement.
- Availability of gas and electricity by federal government and water by provincial government at the door step of zone

For Zone Enterprises

- One time exemption from all custom duties and taxes on imports of plant and machinery into the SEZ for installation therein;
- Exemption from all taxes on income
- Developed Infrastructure at the doorstep of enterprises.
- Availability of utility services at the door step of each enterprise.



SPECIAL ECONOMIC ZONES - SINDH

EXISITING	UNDER PROCESS	PROPOSED
KSEZ-SBI (GoS)	Naushero Feroz Industrial Park NIP (GoP)	Dhabeji SEZ – CPEC Project (GoS)
BQIP-NIP (GoP)	Sapphire SEZ (Private Sector)	Marble City Karachi (GoS)
KCIP -NIP (GoP)	Naveena Steel (Private Sector)	



I.DHABEJI SPECIAL ECONOMIC ZONE A CPEC PRIORTY PROJECT

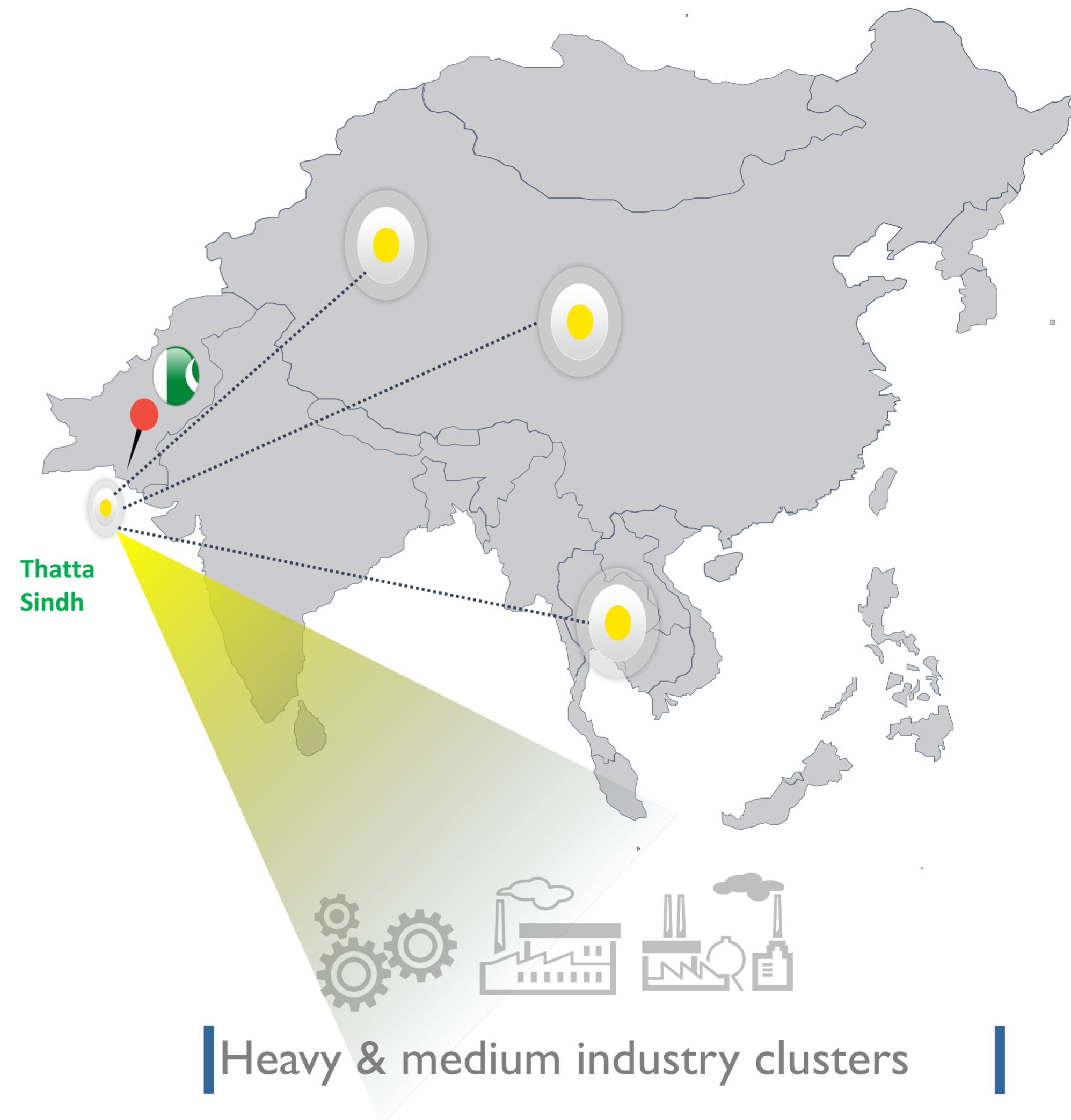


Dhabeji SEZ – The most viable SEZ of the region

Government of Sindh has allocated 1,530 acres of land to be developed as Dhabeji Industrial Zone in Thatta, a Priority Project under China-Pakistan Economic Corridor (CPEC). The project will facilitate potential investors of China and other countries to establish new enterprises, or transfer their facilities to Dhabeji SEZ in Pakistan.

Dhabeji will offer state of the art infrastructure, utilities and other amenities at the doorsteps.

Dhabeji Industrial Zone will provide a gateway to Central Asia, South Asia, Middle East and Africa. The project is expected to generate employment opportunities, create socio economic development and strengthen poverty alleviation in the region besides helping to boost country's exports.



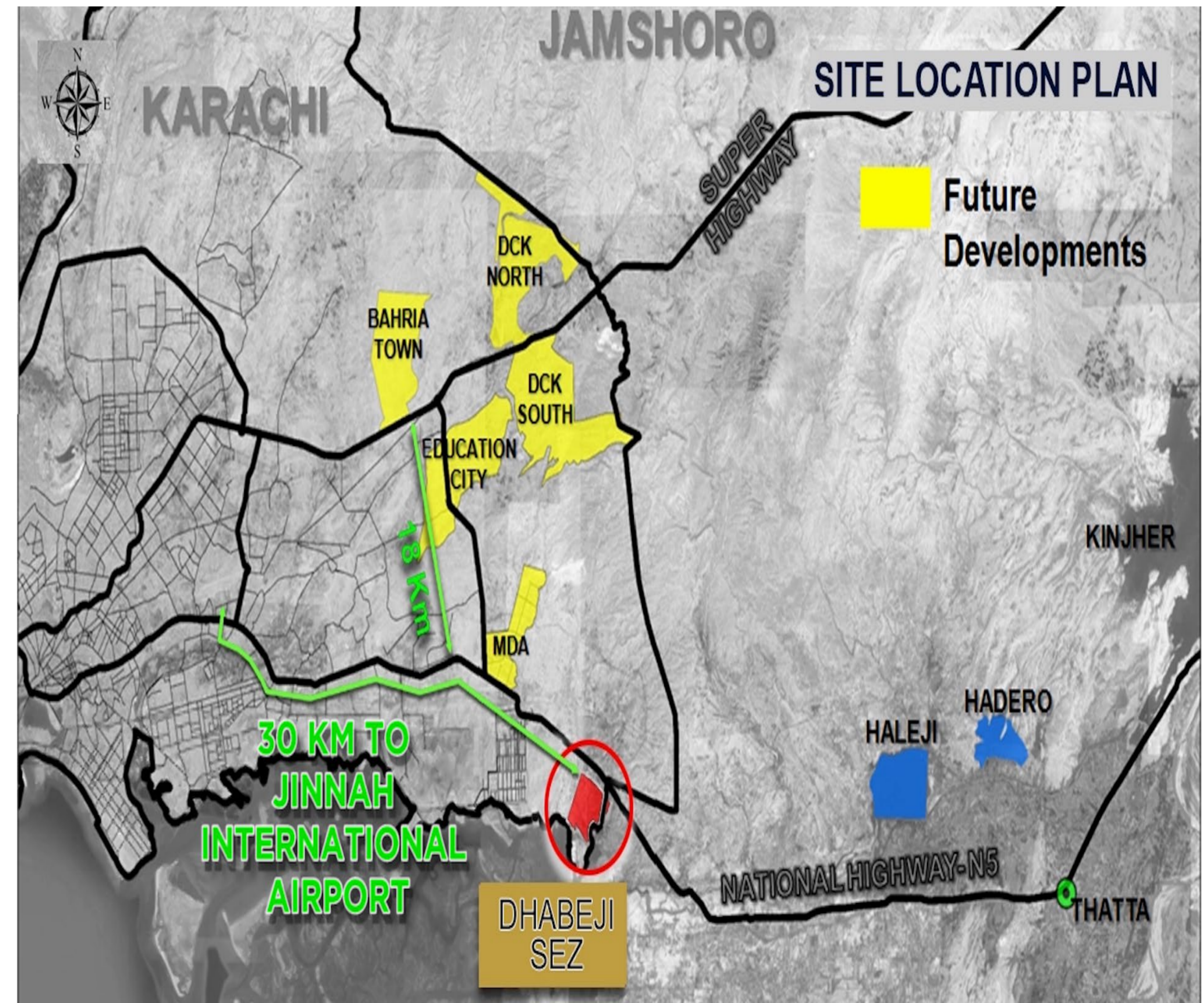
Dhabeji SEZ – Connectivity

Easy access to Port Qasim (22 Km) enabling raw material import and finished goods export without incurring major inland transportation costs and saving time.

Easy access to Karachi Airport (35 Km) via national highway enabling safe travel of foreign workers and management personnel.

Direct access to the National Highway (0.5 Km) enabling the transportation of goods to upcountry and Central Asian nations utilizing the National Trade Corridor.

Access to:
Karachi – 22 million population,
Hyderabad – 7 million population,
Thatta – 3 million population.



Project Progress



1530 Acres of land for the project has been reserved/ earmarked by GoS.

A detailed feasibility study was conducted in April 2018 by Consortium of Consultants (EY Ford Rhodes, Osmani & Co., RIAA Barker Gillette and IBA Karachi.

Project has been approved from PPP Policy Board chaired by Chief Minister Sindh.

Consortium of consultants lead by **EY Ford Rhodes, EA Consulting & RIAA Barker Gillette** have been hired for Transaction Advisory Services.

Bidding package (RFP, DCA) has been approved by the TFEC on 15th Oct, 2019. Subsequently, the advertisement for developers' solicitation through international competitive bidding is already published in Daily Dawn, Express Tribune, Jang, Business Recorder, Khaleej Times, China Daily and The Economist dated 27th October 2019, 28th October 2019, 29th October, 2019, 30th October, 2019, 1st November and 15th November respectively.

2. MARBLE CITY



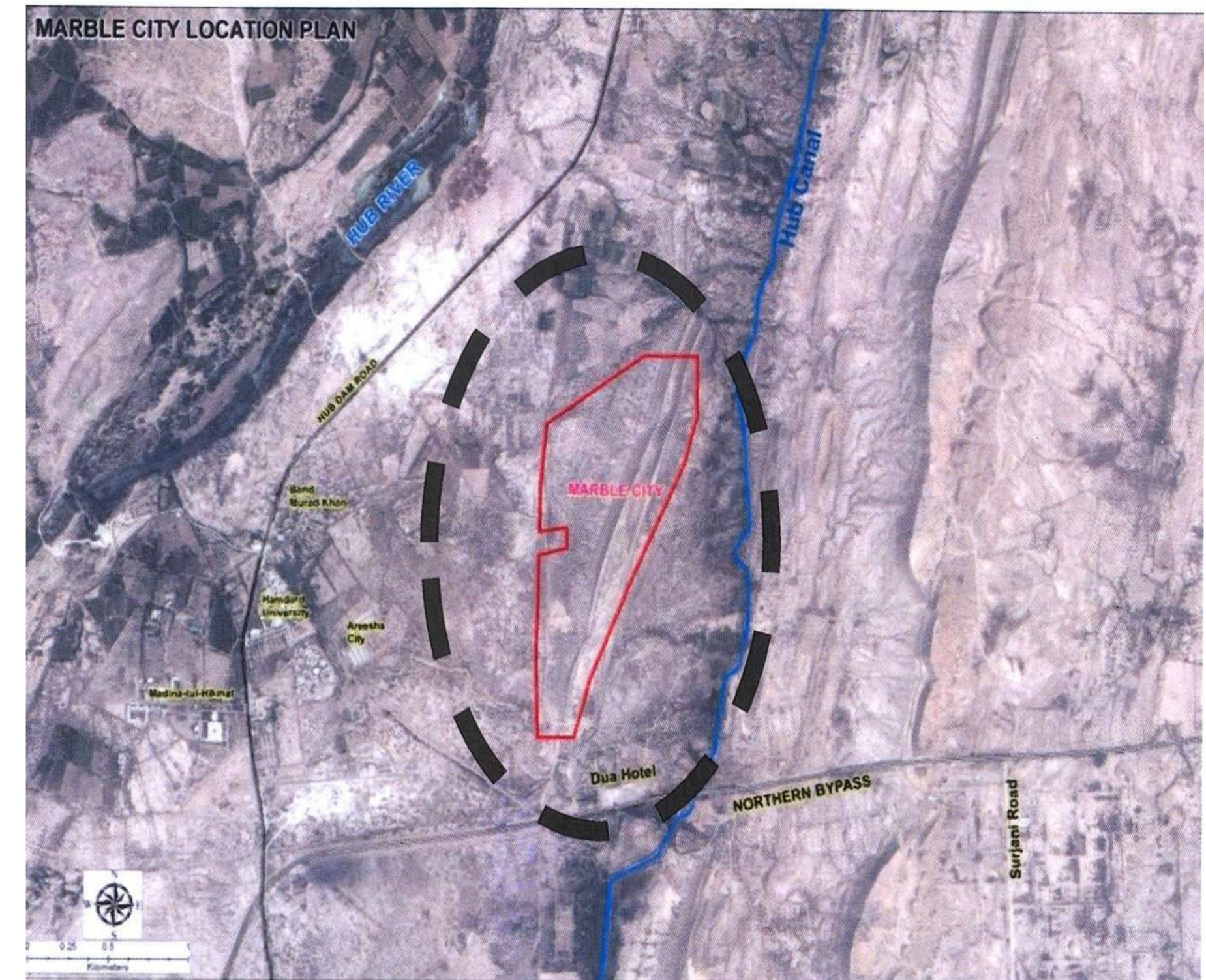


PROJECT OVERVIEW

- Marble and Granite sector in Pakistan has huge potential of investment and exports
- GoS seek to establish a purpose built, secure industrial park for the value-added stone & marble products
- Area: 300 acres
- Investment Potential: PKR 18 Billion

THE PROJECT WILL HAVE FOLLOWING FACILITIES

- Warehouse
- Common Facility Center/ Machinery Pool
- Training Center
- Small Mechanical Workshops
- Grid/ Electricity Station



Ideally located on the National Highway

Thank You

