

- Consul's Corner
- COO Message
- Delegation to Germany
- Meeting with German Ambassador
- Interactive Sessions and Company Visits
- New Members and Recruitment



“Consul’s Corner”

Dear Friends,

Do you still remember Tuesday, 8 September 2015? Most of you came together to welcome the new Consul-General, who had arrived just one day earlier. The dinner reception hosted by the Germany-related business community at the lawn of the Avari Hotel was very touching for me. In my speech I mentioned that business promotion will be one of the most important priorities of my work in Pakistan. Furthermore, I modestly asked you to let me be “one of yours” for the time of my tenure – and so it happened. PGBF, GPTi and the German Consulate-General have had quite some “joint ventures” since September last year, in addition to the ones you had with my predecessor.



GPTi kept us involved in the correspondence aiming at getting a license for a **“German-Pakistan Chamber of Commerce and Industry”**, our overarching common aim in 2015. GPCCI will certainly give a boost to business exchanges between Pakistan and Germany and it will increase the confidence of German investors, who hitherto might lack information on business opportunities in Pakistan. And it will also give opportunities to Pakistani entrepreneurs to exchange business ideas with their counterparts in Germany.

Other joint highlights in 2015 with regard to business were e.g. joint field trips to see a wind park installed by a German company in Gharo and a visit to Amantech’s Vocational Training Institute in Korangi to gain firsthand knowledge about German investments and projects in human resources and vocational training respectively. Recently, GPTI led a delegation of Pakistani businessmen to participate in a symposium on procurement and logistics in Berlin, which helped participants in establishing business links with German firms.

To be honest, the personal touch in business should neither be underestimated nor forgotten. My colleagues of the German Consulate-General fully share my impression that many, many personal contacts with you in 2015, be it in Board meetings, be it e.g. during dinners, perfectly organized in the houses of GPTi’s and PGBF’s leading members, were beneficial with regard to business and even more fruitful with regard to human contacts and with a view to let us Germans participate in the real live of our friends and partners in Karachi. In so far we really felt being “some of yours” in 2015 and therefore I would thank all of you, personally and in the name of my colleagues.

With kindest regards,

Yours Rainer Schmiedchen, Consul-General

Message from Chief Operating Officer



As you are well aware, German corporate presence in Pakistan has become and keeps becoming more and more active. However, our visibility in Germany is still very limited. The vision of GPti is to attain recognition by the AHK Chamber of Commerce and Industry. To attain this objective we must be identified by Germany as a powerful and definite entity.

In order to perpetrate our growth process we need to transform ourselves. And by Ourselves, I have in mind what I see in all of us. A group of individual sharing and protecting common values, views and interests.

To be united will lead us to be identified as united.

Once a strong united group we will become the German Pakistan Chamber of Commerce and Industry. Then we will work hard to become an AHK and this will be the beginning of a new chapter in German and Pakistan economic relations.

Hannah Arendt, in one of her books, gave her view on change. 'Those who claims that we can create new from nothing.. they are lying. Novelty is creating with and from the existent or the past'.

Highlights

GPTi leads a business delegation to Berlin



12

Pakistani
Delegates

meet

2000+

Decision makers

in Berlin

Germany

BME 50th Symposium Procurement and Logistics - 11th to 13th November 2015

GPTi formed a business delegation from the Automotive, Pharmaceutical, Software Technology and Logistics sectors of Pakistan to join the BME (Association Materials Management, Purchasing and Logistics), **50th Symposium "Procurement and Logistics"**.

This initiative by GPTi provided a platform for local businesses to explore business opportunities in Germany. During the event, the Pakistani delegation was able to meet directly with 2000+ decision makers from world-renowned German companies to exchange ideas and discuss business collaborations. Focus sessions, workshops, innovative forums and business breakfast meetings were organized by BME for delegates to interact with participants and visitors sharing the common interest of enhancing trade and investment.

We hope that the two-way interaction at the Symposium would create strong supply chains and value added partnerships between Pakistan and Germany. We at GPTi plan to take more delegations to Germany in 2016.

GPTi Chairman, COO and PGBF Chairman meet the Ambassador of the Federal Republic of Germany



During the visit Chairman PGBF, Mr. Nadeem Kazmi, Chairman GPTi, Mr Qazi Sajid Ali and COO GPTi, Ms. Ines Chabbi met with the Ambassador of the Federal Republic of Germany, Ms. Ina Lepel and Mr. Kai Müller-Berner, First Secretary Political & Economic, Head of the Economic Section. Ms. Lepel was briefed about German Pakistan Trade and Investment and about the formation of the German Pakistan Chamber of Commerce and Industry. Ms. Lepel praised the efforts by PGBF and GPTi members and ensured her full support in this respect.

Visits like these provide a valuable contribution to bilateral trade and cooperation between Pakistan and Germany.

Dr. Ing. Silvius Grobosch, Founder and Owner of Grobosch Management, conducted a sales seminar in Pakistan



As a follow up to the successful visit of the Pakistani delegation for the 50th Symposium - Procurement and Logistics, in Berlin, GPTi organized a **German Pakistan Sales Seminar** conducted by Dr. Ing. Silvius Grobosch, Founder and Owner of Grobosch Management, from 7th – 9th December in Karachi, Lahore and Sialkot.

Mr. Schmiedchen attended the seminar along with Ms. Chabbi, Mr. Ayaz Thaver Chairman IEG Textile and Leather and Managing Director of DS-Concept, Mr. Qaseem Jaffri.

In the seminar, Dr. Grobosch discussed strategies businessman can use to increase exports to Germany and vice versa. The seminar was followed by a Q/A session in which our participants raised various queries to start and boost business with Germany.

GPTi holds an Interactive session with the Director of KfW, Mr. Wolfgang Möllers and Programme Coordinator GIZ, Mr. Hans-Ludwig Bruns.



KfW is a German government owned development bank, based in Frankfurt. It is owned by the Federal Republic of Germany (80%) and the States of Germany (20%).

GIZ has been working in Pakistan on behalf of the German Government, mainly the German Federal Ministry for Economic Cooperation and Development (BMZ) and the Federal Foreign Office (AA), since a bilateral agreement was signed in 1972, and has maintained a country office in Pakistan since 1990. With a total of 16 projects and programmes at present, the Pakistan portfolio is one of GIZ's largest worldwide.

Mr. Mollers and Mr. Bruns briefed the members about their respective organisations and their operations in Pakistan. The participants then discussed areas of co-operation and how they can help each other's organisations. Particular areas of interest were in **renewable energy and technical and vocational education** where German and Pakistani companies can work together.

Visit to SGS Pakistan Limited



On the invitation of Mr. Furrugh Mazhar, Managing Director SGS Pakistan, Ines Chabbi along with the GPTi team and members visited the offices and facilities of SGS Pakistan Ltd. SGS is a Swiss company and is the world's leading inspection, verification, testing and certification company.

SGS Pakistan has a dynamic team of over 600 specialists, supported by state-of-the-art testing laboratories and advanced technology.

Apart from touring the laboratory equipment and meeting SGS team, Ms. Chabbi was also happy to see the fact that some top of the line German machinery was being used by SGS for their testing. Also discussed were ways on how SGS can further help in increasing trade with Pakistan as SGS is a major facilitator of trade in the world.

GPTi is thankful for the invitation for such an informative visit and wishes SGS Pakistan all the best for the future.

New Members



Thal Engineering (established in 1996) is a division of Thal Limited which is a public limited company and listed in all the major stock exchanges of Pakistan. It is a part of Pakistan's prestigious group 'House of Habib' www.hoh.net. Thal started manufacturing Automobile A/C, HVAC, Heat Exchangers and Aluminum Radiators under TAA with Denso Corporation Japan & then diversified into Automobile Wiring Harnesses under TAA with Furukawa Electric Co. Japan. For more details please visit www.thalengg.com.



Mazar Group have strong presence in Pakistan with two offices in Karachi and one in Islamabad. The business and commercial hub is in Karachi and they have a support office in Islamabad. Their team comprises of a large number of skilled and qualified consultants, all of them having vast experience in a range of industries and solution areas.

Mazars in Pakistan also has a very strong regional presence and a reach that covers Afghanistan, Nepal, Indonesia, Bangladesh and Sri Lanka. For more details please visit <http://www.mazars.pk/>



The Waterlink Group has a direct regional experience of over 22 years. Working under the ownership are departmental heads having extensive experience in their respective fields. These professionals come from diversified backgrounds ranging from ex-military, government contractors, logisticians, air freight, sea freight and consolidation, tactical support, and more. For more details please visit www.waterlinkpak.com

New Employees



GPti would like to introduce two new employees who joined the organization in January 2016. Mr. Ahmer Arif, **Business Development Manager** and Mr. Anwar Ul Haq, **Accountant**.

Ahmer was previously Deputy Director for UK Trade & Investment where he was responsible for enhancing bilateral trade between UK and Pakistan. Prior to that he worked for the Pakistan Business Council as a research analyst.

Anwar has 20 plus years of experience as an accountant having previously worked for Excellent Security Limited, M.A. Land transport Company and Pak Shaheen Group. We hope to recruit more high caliber professional as our operations grow.



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