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Newsletter June/July 2019

This newsletter is sent to approximately 40,000 contacts in Germany and Pakistan.

Secretary General's Corner

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Dear Members,

The German Pakistan Chamber of Commerce & Industry has been entrusted to invite visitors to an international fair AgriTechnica in Hanover, Germany to be held on 10th November 2019. Members desirous to attend can also contact the GPCCI office.

Sustainable agriculture that produces sufficient food for a growing world population while conserving natural resources is only possible with the use of the latest technologies that are innovative, smart and adapted to the special features of the specific agricultural regions worldwide. With 458,000 trade visitors from 130 countries and 2800 international exhibitors AgriTechnica is the world's leading trade fair for agricultural machinery. AgriTechnica is the place to find the most important innovations, specialist machinery and trends all staged professionally.

AgriTechnica gives attendees the ability to build up successful networks to the agriculture of the future and benefit from ideas and stimuli for their businesses. AgriTechnica is also a meeting place for decision-makers. The Agricultural Sectors Global Innovation Forum offers a top-class exhibition program and all the networks one would need for business success.

In addition to this there are over 200 forums, conferences and special shows that make this the world's leading trade fair and the most important platform for the future of agricultural machinery and latest technology. Alongside the trade fair for systems, modules, components and accessories, international experts will discuss current top issues and questions concerning the future of agriculture and agricultural machinery.

AgriTechnica also features various other platforms such as the Young Farmers Party, various international industry get-togethers and a special event known as the Max Eyth evening for further networking.

Attendees will include agriculturists, Agriculture Universities and professionals in the field of agriculture from all over the world which one could network and perhaps even enter into joint ventures with in Pakistan or abroad.

Note: GPCCI's annual elections for the executive committee are to be held statutorily and by our articles in the quarter 1st July 2019 to 30th September 2020. The election schedule has accordingly been posted on GPCCI website and emailed to all members.

Regards,
Danesh Dinshaw,
Secretary General GPCCI

Pakistan, Germany Sign Financing Agreements

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Secretary, Economic Affairs Division, Mr. Noor Ahmed and Country Director, German Development Bank (KfW), Mr. Wolfgang Moeller, signed Financing Agreements for Social Health Protection Phase II. Under the Agreement, KfW will provide grant assistance worth € 2.6 Million and € 9.4 Million for Gilgit Baltistan and Khyber Pakhtunkhwa respectively. The collective amount offered is equivalent to Euro 12 Million. The financial contribution shall be used exclusively for the development of Social Health Protection Schemes in KP and GB to provide quality health care services to the registered beneficiaries. Health Department, KP and Health Department, GB will be involved in the implementation of the programme which will cover cost for hospitalization for child birth, common diseases of childhood, injuries, accidents, common surgeries and medical ailments. The Signing Ceremony was witnessed by Federal Minister for Economic Affairs, Mr. Muhammad Hammad Azhar. The Minister thanked the German Government for the grant assistance which will be helpful in redressing critical health related issues in far flung regions of GB and KP.

Published in Pakistan Observer on July 26, 2019

Engro Energy to invest \$144.4 million in 200MW solar power

KARACHI: Engro Energy Limited has approached National Electric Power Regulatory Authority (NEPRA) seeking generation license for a cumulative 200MW solar power plants to be setup in Kuchlak Balochistan with an investment of \$144.4 million. The wholly owned subsidiary of Engro Corporation plans to develop four solar power plants of 50MW each, namely Kuchlak-I, Kuchlak-II, Kuchlak-III and Kuchlak-IV in Baluchistan, which are expected to achieve commercial operation date (COD) by June 2020.

Engro Energy does not intend to award engineering, procurement, construction (EPC) contracts for either whole or part of the project and would implement the project in self-EPC mode through direct supervision and management of multiple consultants, suppliers and contractors, an official said. The project financing would be based on a debt to equity ratio of 80:20. Under the base case financial projections, debt was assumed to be 100 percent locally financed using concessionary financing scheme of State Bank of Pakistan for renewable with servicing tenor of 10 years. According to a report issued by NEPRA, Pakistan was facing chronic electricity shortages due to demand growth, high system losses, seasonal reductions in the availability of hydropower, and circular debt etc.

Rotating power outages were common and many villages were not yet electrified. The power sector of Pakistan was a mix of thermal, hydro, nuclear and renewable energy power plants. Originally the ratio of hydropower to thermal installed generation capacity, in the country was about 67 percent to 33 percent (1985), but with the passage of time, due to different reasons more of thermal generation was added thereby reducing the share of hydropower generation. At present, ratio of hydropower to thermal installed generation capacity was about 30 percent to 65 percent. The dilemma for Pakistan is that its power production is dominated by thermal power plants running on oil and gas.

In such a scenario, solar power generation appears to be a viable and environmental friendly alternative for meeting Pakistan's urgent electricity demands. Solar energy source is widely distributed and abundantly available in the country. The total energy through solar has been recorded at 635 GWh for an increase of 410 GWh over the energy generated through solar during fiscal year 2015-16. Engro Energy has recently been awarded development rights by

the government of Balochistan to develop the power plants. The power from these plants would be evacuated into the national grid. The sun shines for 250-300 days a year in Pakistan, with average sunshine of 8-10 hours/day, which could provide a huge amount of solar power.

Published in Business Recorder on June 14, 2019

GPCCI Punjab Members Event: Service Provision for Members

GPCCI organized an event for Punjab members at Lahore, Avari Hotel on 28th June 2019. The focus of this event was to build awareness amongst members about service provision for them supplied by GPCCI office. The agenda was centered around GIZ projects and opportunities for GPCCI member companies, Technical and Vocational Education and Training (TVET) Programme, Social and Environmental Standards Programme, and The Senior Experten Service (SES). Ms. Hina Fouzia, and Mr. Muhammad Asghar Majeed from GIZ briefed the participants about TVET programs and GIZ opportunities, whereas Mr. Franz Nienhause-GPCCI Advisor to the Board of Directors-gave a presentation about Senior Experten Service (SES) which is Germany's leading volunteering organization for experts and executives who are either retired or taking some time off work. Pakistan is one of the SES key countries and is therefore, of particular interest to this organization.

In addition to that, a one-on-one consultancy time with GPCCI team was also made available for the members for guidance about any particular area required by the members. The event proved insightful and productive in terms of getting members aware about the key service provisions available for them in socio-economic areas.

We intend holding such events to directly interact with members in the North in Lahore and Islamabad more frequently.

Solar Pakistan 2019 – Attracted quality trade visitors, closed billions of rupees deals

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Solar Pakistan organized by FAKT Exhibitions is the premier exhibition for renewable energy industry in Pakistan. The 8th edition of Solar Pakistan was held at Expo Centre Lahore from 28th – 30th March 2019.

The exhibition and Investment. Highlighting the need for renewable energy, the minister said "The country has been inaugurated by Mian Muhammad Aslam Iqbal - Punjab Provincial Minister for Industries, Commerce tremendous potential to generate power through solar. He emphasized that solar energy would bring multiple benefits to the national economy and appreciated FAKT Exhibitions for holding such mega exhibition for renewable energy, developing into a major platform for solar industry."

Pakistan has a potential to generate 2.9 million megawatt of clean energy annually from solar. Pakistan has seen a surge in offering a range of solar home system products, including solar water pumping systems, solar lighting solutions and solar water heaters.

Solar Pakistan 2019 provided the exhibitors an opportunity to directly offer their high-tech solutions to quality buyers and decision makers in an exceeding competitive global business

environment. Around 10,000 trade visitors from all over Pakistan and neighboring countries showed-up at the exhibition to meet with more than 150 exhibitors. This year Solar Pakistan was on a bigger scale and had participation from over 10 countries including China, Indonesia, Thailand, Malaysia, Germany, Korea, Italy, Turkey, Taiwan, UAE, USA etc.

At the closing ceremony Mr. Saleem Khan Tanoli, CEO of FAKT Exhibition (Pvt) Ltd. with great enthusiasm stated, “My expectations were very high and so far we have achieved our expectations, Solar Pakistan has always aimed to promote trade between Pakistan and rest of the world in order to support the economy.

Behind the success of Solar Pakistan is our untiring efforts, hard work and professionalism. We always bring top notch companies and provide them with the best platform, keeping our standards very high, thus our exhibitors have faith in us.” He, concluded by announcing that next year Solar Pakistan will be held at Expo Centre Lahore from 19th – 21st March 2020 and we look forward to welcome our valued exhibitors and trade visitors.

Germany Opens First Overhead Electricity Test Track for Trucks on Autobahn



Germany has opened its first autobahn test track for overhead power line (catenary) e-trucks, the environment ministry (BMU) announced in a press release. After years on a non-public testing ground, five hybrid test trucks will use the five kilometre long autobahn section between Frankfurt and Darmstadt in the state of Hesse until 2022. The trucks are equipped with electric and diesel engines as well as batteries that can be quickly recharged via the overhead lines. “The inauguration of the first German e-highway in Hesse is a milestone for the decarbonisation of road freight transport in Germany,” said Roland Edel, chief technology officer at Siemens Mobility, which is involved in the project. Germany will open two more test tracks, the BMU said.

Trucks and other freight vehicles are the backbone of Germany’s export-driven economy. But rapid growth in traffic volumes is increasing pressure to reach emissions reductions in the transport sector, which already lags behind in fulfilling its climate targets. Over 95 percent of

CO₂ emissions in Germany's transport sector are caused by road traffic, with about one-third caused by long and short-distance road haulage.

Published in www.cleanenergywire.org

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GPCCI has been commissioned by the German Ministry of Economic Affairs and Energy (BMWi) to organize a B2B matchmaking event between German textile machinery manufacturers and Pakistani textile manufacturers. The visit of the German delegation to Karachi and Lahore is scheduled from 11th to 15th November 2019. These highly innovative and technologically-advanced German companies specialized in production technologies along the entire textile value chain from spinning, knitting, weaving, nonwovens and finishing are looking for Pakistani business partners, partners of cooperation and want to present their companies and products to a Pakistani audience, all under the brand "Made in Germany". The German delegation visiting Pakistan has been carefully selected by BMWi, our cooperation partner SBS systems for business solutions and the German Textile Machinery Association VDMA in order to represent the best of German technology, innovation and know-how. VDMA, Germany's Mechanical Engineering Industry Association, represents over 3,200 mostly medium-sized companies in the capital goods industry. Under the umbrella of VDMA, there are about 130 textile machinery and components manufacturers affiliated with the Textile Machinery Association.

Textile entrepreneurs are welcome to inform themselves about the latest technology trends, processes and new textile applications. Automation, digitization, industry 4.0, sustainability to save energy and raw materials are more than buzzwords to increase the production efficiency. In the end, all these technologies result in saving costs and freeing funds for other uses. German Technology – the investment always pays off.

Who will be part of the delegation?

- German CEOs and export managers of each participating company
- A government expert of the German Federal Ministry for Economic Affairs and Energy
- The head of the association VDMA, a renowned German association for mechanical engineering, more specifically for the field of textile machinery
- Representatives of the German Embassy and German Consulate General
- Honorary representatives, the secretary general and project managers of the German-Pakistan Chamber of Commerce & Industry and the project consultants SBS systems for business solutions.

The first days in Karachi and in Lahore of the business development trip will be dedicated to presentation workshops, where the German delegation members will present their companies, products, technology and services and thereafter meet Pakistani companies and delegates of associations for one-on-one business meetings, networking and group discussion panels. For Pakistani participants, these days will provide excellent opportunities for awareness of new advanced technology and products from Germany. Participation for Pakistani participants is free of charge, but subject to registration. For more details, please [click here](#), send an email to info@gpcci.com.pk or call +92 (0) 300 202 4876.

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