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“Consul’s Corner”

Dear friends,

At the time when I am writing this text, the preparations for the voyage of the honourable Chief Minister of Sindh to Germany have entered into their final phase. Syed Qaim Ali Shah will be accompanied by leading politicians and office bearers as well as by a 25 members' delegation of businessmen. In Düsseldorf, Berlin, Ingolstadt and Munich they will jointly promote Sindh and Karachi as very good places for German investments. Top-managers of AUDI and Siemens belong to those who will not only interact with the delegation but host factory visits, thus underlining the importance of the Pakistani market for leading German high-tech companies. As I have the honour of being invited to accompany the delegation I will report on the mission in our next newsletter.



I really hope that all of you have marked the evening of 27 May in your calendars. 27 May 2016 will be the day when the "German-Pakistan Chamber of Commerce and Industry" (GPCCI) will be inaugurated officially in Karachi. The license for GPCCI was granted already at the end of February 2016, but some details had to be sorted out before we could invite H.E. the Ambassador and high-ranking officials from Germany to celebrate the new Chamber with us. On the one hand, I would like to thank all those who contributed to finally getting the license for GPCCI. On the other hand, I cannot but mention that the real work has to be done now: We have to promote GPCCI in other parts of Pakistan and, furthermore, to establish a "second leg" of GPCCI in Germany and to raise the interest of more German companies in GPCCI. In other words, we have to sharpen the profile of the new Chamber and to enable it to offer more services to the German-Pakistani business community. The Consulate-General of Germany in Karachi has always been supporting the idea of a bilateral German-Pakistan trade chamber. Similarly, my team and I personally look forward to supporting GPCCI in future too.

Last but not least I would like to make you aware of another most important event, scheduled for 5 May, a conference on renewable energy. As the "Energiewende", the shift from a conventional way of energy production based on coal, oil and nuclear power to new energy sources such as wind, solar and geothermal power is one of the (most contentious) key issues in German politics and the German society as a whole, this issue is getting more and more relevant for joint German-Pakistani projects as well. One of these projects is called "PGREF", the Pakistan-German Renewable Energy Forum. With PGREF the German Federal Ministry for Economic Cooperation and Development and the Ministry of Water and Power of Pakistan intend to offer a coordinative hub between private and public sector institutions of both countries for issues of sustainable energy and related activities in Pakistan and Germany. Furthermore, PGREF shall offer advisory capacities in Pakistan in all fields significant for

renewable energy and energy efficiency. Providing an entry point for German companies and industry associations interested in investing in renewable energies in Pakistan will be one of the most important objectives of PGRF. I am sure that GPCCI can become a strong player in the framework of PGRF's activities. And I am convinced that the conference on renewable energy on 5 May 2016 in Karachi, which GPPI has organized, is a very decisive step for our new Chamber to become a strong partner for both countries' businessmen who want to co-operate in energy-related projects.

I look forward to meeting many of you during the conference on 5 May.

With kindest regards,

Yours, Rainer Schmiedchen, Consul-General

Message from Chief Operating Officer - Ms. Ines Chabbi



In March we welcomed two new members and met quite a few companies looking at Pakistan as a place to do business. Our feeling is that German companies interest in Pakistan is increasing and more and more companies are looking to expand their operations here. We also had some first time visitors to Karachi and we are pleased to note that their experience here has completely changed their perception of Pakistan.

On 5th May 2016 we are organizing a full day conference on 'Renewable Energy and Energy Efficiency' which will showcase German contribution to the development of Renewable Energy in Pakistan. Germany has been assisting Pakistan in developing technical and institutional capacity for the development of renewable energy and can provide constructive answers to the energy crisis in Pakistan. The conference will showcase German contribution whilst developing a framework for future work and engagement between all stakeholders. There are opportunities to be part of the conference – if interested please contact us.

Last month we signed a MOU with Pegasus, Pakistan's premier event management company, to work together in organizing the first ever **German Motor Show**, *Excellence in automotive, engineering and machinery* in February 2017.

Other highlights of the month include a workshop on Alternate Dispute Resolution and Mediation held at the GPPI office by Ms. Naveen Merchant. It was nice to see that a lot of our members sent people from their organizations to the workshop.

Highlights

GPTi and Pegasus Consultancy Pvt LTD signs an MoU for the German Motor Show in Karachi



German Pakistan trade and investment is proud to announce its partnership with the organizer Pegasus Consultancy in launching the **German Motorshow**, *Excellence in automotive engineering and machinery*. The first occurrence of this biennial exhibition is in February 2017 at the Karachi Expo Center, in Karachi, Pakistan.

An exclusive event displaying the German excellency in automotive engineering and machinery. A unique occasion to broadcast your company in a land of business opportunities, to meet and exchange with professionals of Pakistan, UAE and Germany. Official Ceremonies, conferences, B2B meetings, high quality products display, Trade bodies and Chambers visits are the chore of the 3 days event.

The booking form, to be a part of the **German Motorshow**, *Excellence in automotive engineering and machinery* is now available. Contact Mrs. Marion Rolland, marion.rolland@gpti.com.pk for further information.

Meeting with Evonik



Evonik is one of the world's leading specialty chemicals company concentrating on high-growth megatrends, especially health, nutrition, resource efficiency and globalization. In 2015 Evonik's more than 33,500 employees generated sales of around €13.5 billion and an operating result of €2.47 billion. Around 82 percent of sales are generated outside Germany. Evonik currently has a sales office in Pakistan and their focus here so far has been in the healthcare and animal nutrition sector. They are looking to expand their business in Pakistan and move into other areas like Automobiles, Oil & Gas and Paints. Evonik will also be joining GPTi very soon.

To place your advertisement in our next Newsletter please email us at info@gpti.com.pk. This Newsletter letter is sent to our network in Pakistan and Germany to approximately 26,000 contacts.

Meeting with United Food Technologies



Meeting United Food Technology Germany, Mr. Gerhardt Vogt, Managing Director and Ms. Saima Hamed Ellahi, Project Assistant together with Chairman Industry Expert Group Agro and Food, Mr. Kareem Ispahani and COO, Ines Chabbi and Mr. Ahmer Arif, business Development Manager, GPti.

United Food Technology has many years of experience working with customers around the globe and particularly in the Middle East. From project conception to planning, from construction to start-up and reliable after-sales service, they provide customers with ongoing assistance in their food production investment. Other than consulting in the food industry, they represent 25 German equipment manufacturers in the region. They are working as consultants with some food companies in Pakistan and see this as a place where they can really grow their business. Pakistan according to them has immense potential as it is a relatively under tapped market in the food technology and processing sectors.

Dispute Resolution Seminar



GPti organized a seminar on Alternative Dispute Resolution (ADR) and Mediation. The seminar was conducted by Ms. Navin Merchant who is a leading authority in this area having worked for the World Bank Group to implement Alternate Dispute Resolution programs in the Middle East and North Africa region.

The debate during the session focused on alternative forms of dispute resolution ("ADR") and to find methods of dispute resolution which better suit their commercial needs and deliver quick, efficient and effective results. In these cases, mediation often provides the answer. Ms. Merchant further elaborated the process of mediation in which a third party neutral- a mediator meets with the disputing parties and actively assists them in reaching a settlement.

The seminar was followed by a group discussion and Q&A session in the end in which participants were able to give their feedback of the seminar. The seminar was attended by GPTi members and friends on 21st March 2016 from 5PM to 6:30PM.

Member News

Mr. Carsten Mueller, Consul & Deputy Head of Mission, German Consulate visits Engro Plants and facilities located in interior Sindh.



During a recent visit by Mr. Carsten Mueller, Consul & Deputy Head of Mission, German Consulate General was taken on a tour of Engro's various plants and facilities located in the interior of Sindh. He was accompanied by Mr. Wajid Hussain Junejo, Head of Procurement & Materials Management at Engro and Director of the board of German Pakistan Trade & Investment.

Carsten Mueller was initially taken to the flagship fertilizer business of the group located in Daharki where he had the opportunity to witness the world's largest single train urea project and 5th largest Ammonia Urea facility across the globe. Following this the Consul & Deputy Head of Mission was taken to the Sahara Welfare Society which runs schools, medical centers and skill development centers for girls of the neighboring areas so as to help better their standards of living and further Engro's philosophy of deploying inclusive business models for the communities that hosts their plants and facilities.

Engro Foundation's flagship CSR project at Ghotki "Technical Training Center," also runs in the same area, where boys from the surrounding villages receive various skills training such as Mechanical, Electrical, Welding, Machining and Chemical trades. The first batch that graduated from the center achieved 100% employment. After his tour of the training center, Mr. Carsten Mueller was taken to Engro's state-of-the-art power plant located in Qadirpur. The Qadirpur plant is one of country's first 'green power plants' since it uses permeate (flare) gas to produce 217 MW power whilst reducing carbon emissions by decreasing the flare at the gas field.

During his visit Mr. Carsten Mueller stated: "I did not expect the countryside of northern Sindh to be so welcoming. I am extremely surprised, by what Engro in its variety of companies has set up in the region. The working environment is world-class – an aspect I could not have imagined. Corporate Social Responsibility is what creates a world of better living for the people you are dealing with. What Engro Corporation's team has shown me during this trip, starting from Sahara School to the Women Empowerment Initiative in Sukkur, was tremendously amazing. All of this is only possible because of the personal involvement of the Company's people." Mr. Carsten also took the opportunity to thank Engro Corporation for providing him with a better understanding of the Company, the work it does and the Pakistani people.

During his trip Mr. Carsten Mueller also visited Engro Foods Sukkur plant and was given a presentation on Engro Foundation's WELD (Women Empowerment in Livestock Development) project which trains the local women to earn their livelihood through livestock development. Some of the beneficiaries of the project were presented with iPads by Mr. Carsten Mueller.

The trip concluded with a visit to the "Engro Thalassemia Center" at Sukkur which has now been converted to a general hospital serving need-based patients on a self-sustained basis.



Shared by Mr. Wajid Junejo, Head of Procurement and Materials Management, Engro Fertilizers.

New Members:



Upcoming event:




RENEWABLE ENERGY &
ENERGY EFFICIENCY

CONFERENCE

'RENEWABLE ENERGY & ENERGY EFFICIENCY' will showcase German expertise in the renewable energy and energy efficiency area. The conference organized by the German Pakistan Trade & Investment will bring together stakeholders engaged in the energy sector.

Features

- Prominent business leaders of Pakistan
- Investors and high net worth individuals looking for new ventures and partnerships
- Members of the media and all the relevant government organizations
- German companies operating in the areas of renewable energy and energy efficiency

5th MAY 2016
9:30 AM to 4:30 PM
KARACHI

The conference includes two break-out sessions where specific issues related to the renewable energy sector will be discussed. The purpose of these breakout session will be to focus on particular issues and how these can be addressed.

- Energy saving and conservation – How this can be addressed in Pakistan?
- Training of workforce in the energy sector.

For further information contact: info@gpti.com.pk



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