



Final Framework and Work Plan for Market Survey, for SME Market Segmentation

Presented to:
International Finance Corporation (IFC)
& State Bank of Pakistan



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1

Introduction and Objectives

Introduction & Objectives

- Small and Medium Enterprises (SMEs) account for approximately 70% of businesses in Pakistan and contributes to about 90% of non-agriculture GDP of Pakistan.
- SMEs in Pakistan play a pivotal part in the economic well-being of the financial system, however their ability to avail direct financial support has been undermined due to risk exposure, non-availability of collateral and a traditional lending approach adopted by banks.
- Keeping in view the above, International Finance Corporation (IFC) in liaison with State Bank of Pakistan has mandated Grant Thornton Pakistan to conduct a secondary research and a primary survey of businesses within the top ten SME sectors / subsectors of Pakistan to determine banking and financial needs of the sector.
- This research exercise will help identify top ten priority SME sub sectors of Pakistan and their respective financial services needs which will benefit banks and financial institutions to identify priority services for the segment and help design appropriate products to meet the banking needs of SME sector / subsectors.

Definition of Small and Medium Enterprises

Authority/Government Body	Definitions
State Bank of Pakistan	<p>“Small and Medium Enterprise” means an entity, ideally not a public limited company, which does not employ more than 250 persons (if it is manufacturing concern) and 50 persons (if it is trading / service concern) and also fulfills any of the relevant following criteria:</p> <p>(a) A trading / service concern with total assets at cost excluding land and buildings up to PKR 50 MN</p> <p>(b) A manufacturing concern with total assets at cost excluding land and building up to PKR 100 MN</p> <p>(c) Any concern (trading, service or manufacturing) with net sales not exceeding PKR 300 MN as per latest financial statements</p>
SMEDA	Small & Medium Enterprise means an entity which employs up to 250 Employees, whose paid up capital is 25 million and whose annual sales must reach the figure of 250 million. The Federal Government, in line with the economic development of Pakistan may, from time to time modify the eligibility criteria as it sees fit.
Federal Bureau of Statistics	Less than 10 employees
Sindh Industries Department	Entity engaged in handicrafts or manufacturing of consumer or producer goods with fixed capital investment up to PKR10 MN including land & building.

- Authorities in Pakistan do not have a single definition for Small and Medium Enterprises and various government agencies use their own definition.
- However, keeping in view the objective of this assignment it will be more appropriate to use the definition of SME as given by State Bank of Pakistan for undertaking this research exercise, since the end objective of this assignment is development of sector booklets which will be used by banks for developing their product/credit programmes for the SME segment.

2

Research Methodology

Approach & Methodology to be adopted for the SME Market Segmentation Study



1. Data analysis of SME sector and Meeting with banks

2. Secondary Market Research to Shortlist 20 Subsectors

3. Questionnaire Design and Sampling Plan

4. Focus Group Discussion to select 10 subsectors

5. Pilot Testing & Finalization of Survey Methodology

6. Primary Survey & Data Analysis

- Grant Thornton Pakistan conducted interviews and meetings with top fifteen banks that currently hold approximately 90% of asset portfolio outstanding towards the SME segment.
- The objective of meetings with banks was to gather information with respect to the following:
 - Overall bank strategy and focus towards SME segment
 - Asset and liability products being offered to SMEs
 - Overall delinquency ratio and reasons for delinquency
 - Staff training and development initiatives from SME perspective
 - Sector preference
 - Geographical location preference
 - Internal Sector exposure limits
 - IT platform

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Source	Data Available	Comments
Economic Survey of Pakistan Federal Bureau of Statistics	<ul style="list-style-type: none"> Economic Sector Wise GDP Contribution Large Scale Manufacturing Statistics 	<ul style="list-style-type: none"> Quantitative data with respect to contribution of SME sub sectors to the overall GDP of Pakistan is not available. Accordingly, overall economic sub sector wise data for contribution to GDP has been used to draw inferences for the SME sector. The above assumption is based on the fact that small scale industries are mainly driven by large scale enterprises in terms of business activity and volume. Further, top contributing manufacturing sub sectors have been identified and shortlisted based on information gathered from a survey of large scale manufacturing conducted by federal bureau of statistics in 2005-06.
State Bank of Pakistan	<ul style="list-style-type: none"> Economic Sector wise Deposits and Advances of the total banking sector 	<ul style="list-style-type: none"> Breakup of advances and deposits at SME sub sector level is not available
15 Participating Banks	<ul style="list-style-type: none"> Sector wise SME Advances 	<ul style="list-style-type: none"> Clubbing and nomenclature of sub segments by banks differ from the overall economic sub sector classification provided in the economic survey.
SMEDA	<ul style="list-style-type: none"> Studies on selected SME sub sectors 	<ul style="list-style-type: none"> SMEDA has collected data / information on selected SME subsectors only.
Sector / Trade Associations	<ul style="list-style-type: none"> List of Businesses 	<ul style="list-style-type: none"> No quantitative data with respect to size of the sector is available

1. Data analysis of
SME sector and
Meeting with
banks

2. Secondary
Market Research to
Shortlist 20
Subsectors

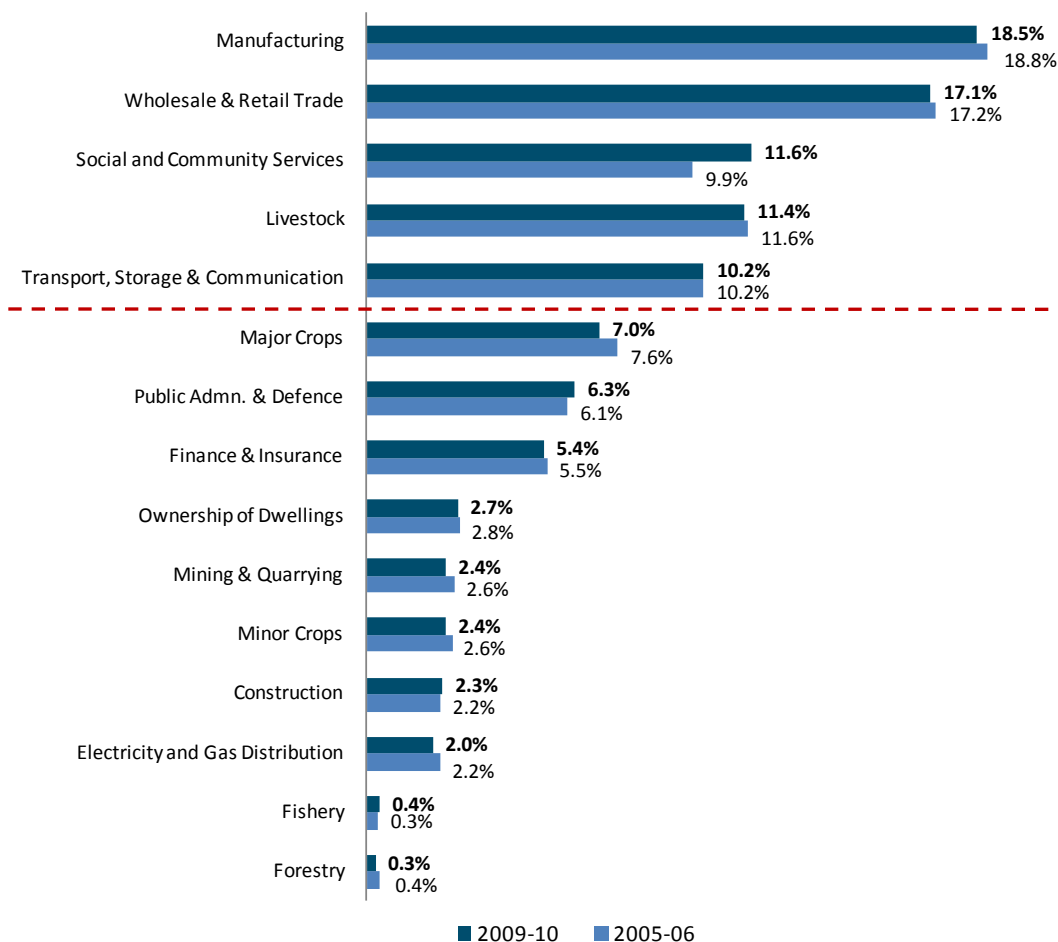
3. Questionnaire
Design and
Sampling Plan

4. Focus Group
Discussion to
select 10
subsectors

5. Pilot Testing &
Finalization of
Survey
Methodology

6. Primary Survey
& Data Analysis

Contribution of Sectors in Gross Domestic Product



- Economic Sectors have been selected and prioritized based on their overall contribution to the GDP of Pakistan
- Over the years, Pakistan has shifted from agriculture based economy to services based economy. Services sector contributes approximately 52% to the overall GDP of Pakistan.
- The selected sectors include:
 - Manufacturing,
 - Wholesale & Retail Trade,
 - Social & Community Services
 - Transport, Storage & Communication
- Livestock sector has not been selected because it falls under the Agriculture sector, which is classified separately by the State Bank of Pakistan

Source: Economic Survey of Pakistan 2009-10 & 2005-06

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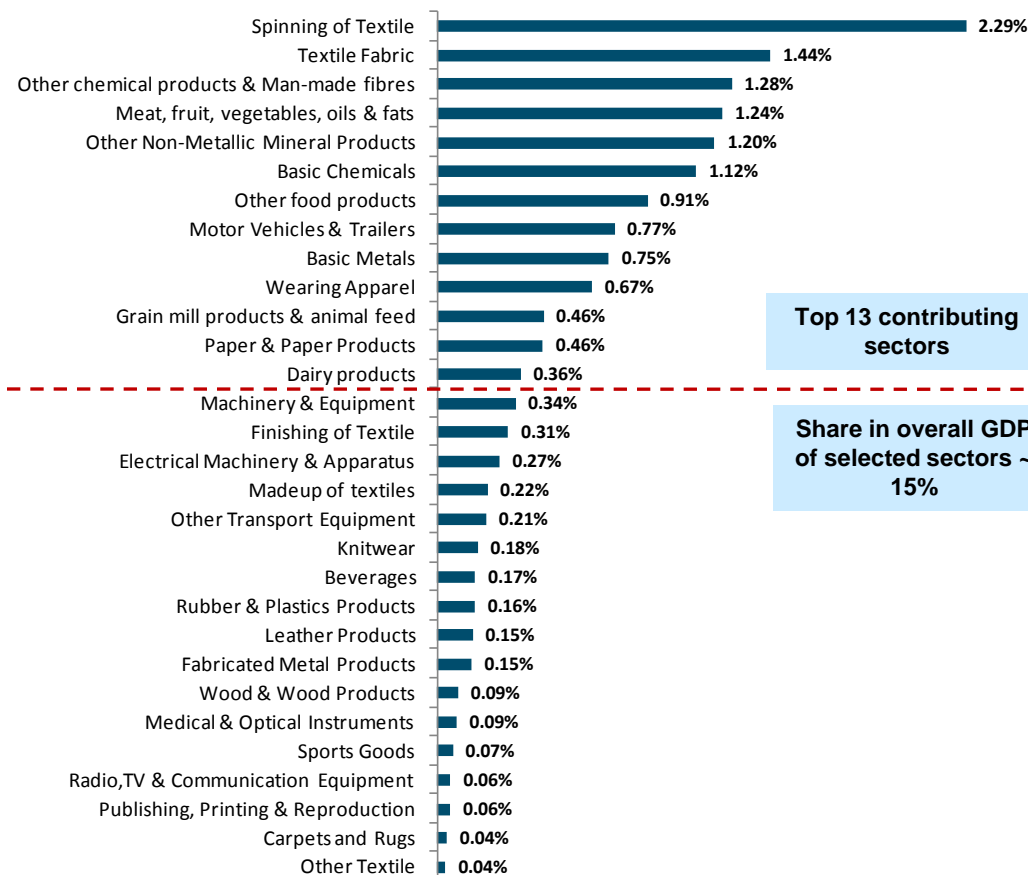
6. Primary Survey & Data Analysis

Selection of subsectors from Manufacturing sector

- Manufacturing is the largest subsector and contributes approximately 19% to the GDP of Pakistan. Manufacturing sector is further divided into the corresponding subsectors by the GoP.
- Small scale manufacturing contributes 29% to the manufacturing GDP. However, sub sector wise data of small scale manufacturing is not available, accordingly inferences have been drawn from the share of large scale manufacturing sub sectors in the overall GDP of Pakistan.
- Data for large scale manufacturing has been collected from a survey of large scale manufacturing conducted by Federal Bureau of Statistics in 2005-06.
- Based on our analysis of GDP contribution, the top 13 sectors within manufacturing that fall above the red line have been selected for the primary survey

Share of Large Scale Manufacturing Subsectors in GDP

Source: Federal Bureau of Statistics, 2005-06



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Selection of subsectors from Services sector

Sectors	% share in overall GDP	Subsectors	Rationale for Selection/Rejection	Selected (✓) Not Selected (✗)
Wholesale and Retail Trade	17%	Sale, maintenance and repair of motor vehicles and motorcycles	Large share in GDP and high presence of SMEs in the subsector	✓
		Wholesale trade and commission trade, except of motor vehicles and motorcycles	Large share in GDP and high presence of SMEs in the subsector	✓
		Retail trade, repair of personal and household goods	Large share in GDP and high presence of SMEs in the subsector	✓
Transport, Storage and Communication	10%	Transport via railways	Railways in Pakistan is run by public sector organizations	✗
		Other Land Transport	The subsector includes Logistics Services, which is a high growth sector with large presence of SMEs	✓
		Transport via pipelines	Public Sector Organizations and Large corporations only	✗
		Water transport	Public Sector Organizations and Large corporations only	✗
		Air transport	Public Sector Organizations and Large corporations only	✗
		Supporting and auxiliary transport activities; activities of travel agencies	Minuscule share in the overall GDP	✗
		Post and telecommunications	Public Sector Organizations and Large corporations only	✗
Social and Community Services	10%	Education	Dominated by Public Sector Organizations and NGOs. Private sector has been increasing its share and significant need exists for expansion capital	✓
		Health and Social Work	Dominated by Public Sector Organizations, however increasing number of NGOs and private sector organisations are contributing to meet the supply shortfall of health sector in Pakistan	✓
		Hotels and Restaurants	The subsector mainly comprises of SMEs and it is one of the fastest growing sector in Pakistan	✓
		Other community, social and personal service activities	The subsector mainly comprises of NGO and public entities	✗

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AASR suggested list of 20 priority SME subsectors

Sectors	Selected Subsectors
Wholesale and Retail Trade	Sale, maintenance and repair of motor vehicles and motorcycles
	Wholesale trade and commission trade, except of motor vehicles and motorcycles
	Retail trade, repair of personal and household goods
Transport, Storage and Communication	Other Land Transport (Logistics)
Social and Community Services	Education
	Health and Social Works
	Hotels and Restaurants
Manufacturing	Spinning of Textile
	Textile Fabric
	Other chemical products & Man-made fibers
	Meat, fruit, vegetables, oils & fats
	Other Non-Metallic Mineral Products
	Basic Chemicals
	Other food products
	Motor Vehicles & Trailers
	Basic Metals
	Wearing Apparel
	Grain mill products & animal feed
	Paper & Paper Products
	Dairy products

1. Data analysis of SME sector and Meeting with banks

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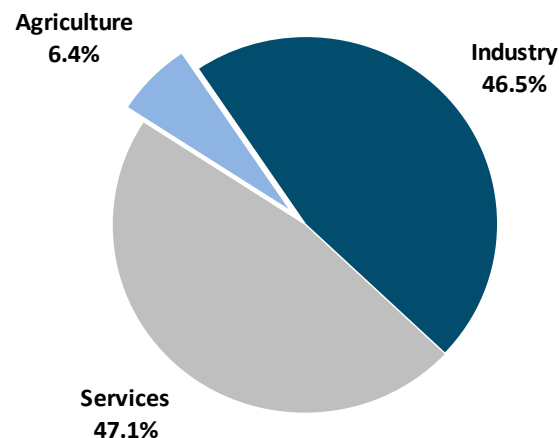
5. Pilot Testing & Finalization of Survey Methodology

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Advances to SME Sector by Selected Banks

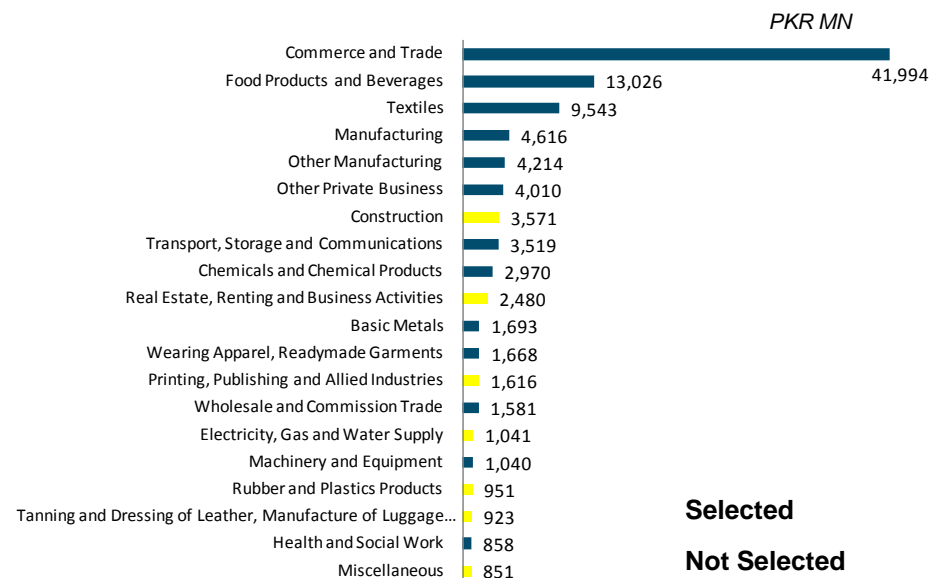
Overall Advances to Sectors

Source: Fourteen Selected Banks



Advances made to subsectors of Industry & Services

Source: Fourteen Selected Banks



- Sub sector wise credit granted to SME sector has been collected from top fourteen banks providing financial services to SME sector.
- However, clubbing and nomenclature of sub segments by banks differ from the overall economic sub sector classification provided in the economic survey.
- Among the selected sectors Commerce & Trade, Textile and Chemicals have significant share in banks' advances and thus revalidate our selection of the sector based on macroeconomic indicators
- However, sector wise data provided by the selected 15 banks is inconclusive for selection of the top sectors for our research without taking into account macroeconomic indicators

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No	Section	Description	Number of Questions
1	Introduction to the SME segmentation study	Scope and objectives of the study to ensure active participation from the subject	-
2	Pre Screener	General non financial information about the business and ownership structure of the business	20
3	Financial Information	Financial information which will include assets, liabilities, income and expenses of the business	13
4	Business Cycle	Information on customers and suppliers of the business with focus on mode of payments and receipts for determining the working capital structure and consistency of operating cash flows of the business	22
5	Banking Needs	Banking needs and preferences of the business which includes delivery channels and product and service quality requirements	26
6	Funding requirements	Business funding requirements which include, short term and long term financing requirements of the business	5
7	Other Products	Interest in other products being offered by banks	2
8	Business Advisory	SME's interest, needs and preferences in obtaining business advisory from financial and / or other sources	6
9	Other Information	Personal information such as age and education	7

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Means of Achieving Objectives

Questionnaire Sections

Understanding of Sector

Market Environment

Profile of Businesses

Financial Needs and Preference

Section 2: Pre-Screener

Section 9: Personal Information

Section 3: Financial Information

Section 4: Business Cycle

Section 5: Banking Needs

Design & Content of Product Program Manuals

Eligibility Criteria

Terms and Conditions

Product Features

Section 3: Financial Information

Section 4: Business Cycle

Section 7: Other Products

Section 8: Business Advisory

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Particulars	Criteria	Rationale
Size	<ul style="list-style-type: none"> 250 detailed one on one interviews for 10 sub-sectors 25 SMEs surveyed within each sub sector. 	<ul style="list-style-type: none"> Sample size is sufficient enough to gather relevant qualitative and quantitative information on each sub sector Increase in the sample size will only add marginal value to the overall information collected from the survey exercise
Status	<ul style="list-style-type: none"> At least 20% will be informal businesses At least 50% will be formal businesses 	<ul style="list-style-type: none"> As a result of the pilot survey and specific suggestions from a few representatives of banks present during the focus group discussion, the sample size of 25 respondents will be primarily small scale entities that will be served through programme based lending. Medium sized entities will remain to be targeted through relationship based marketing and service models.
Turnover	<ul style="list-style-type: none"> At least 30% with turnover less than average PKR 50 MN At least 30% with turnover more than average PKR 50 MN 	<ul style="list-style-type: none"> The corresponding sample mix has been proposed to ensure sufficient coverage of small businesses in the overall sample size For the above stated purpose, we have assumed that SMEs with turnover of less than PKR 50 MN or employing less than 10 employees will be classified as Small Businesses
Employees	<ul style="list-style-type: none"> At least 40% will have more than 10 employees 	
Banking history	<ul style="list-style-type: none"> At least 60% with banking history At least 10% with no banking history 	<ul style="list-style-type: none"> Sample mix shall include at least 60% SMEs with banking history to gather sufficient information about the financial needs and preferences of the banked SME segment and obtain adequate credit information SMEs with no banking history in our overall sample to understand the reasons for not banking and to gather relevant information which shall help banks formulate strategies and product programs to tap into the un-serviced segment

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- Focus group discussion with all Stakeholders of the IFC-SBP SME Market Segmentation Project was conducted for the following purpose:
 - Selection of 10 priority sub sectors from the list of 20 sub sectors
 - Consensus on survey methodology
 - Overview of major outputs of the project
 - Discuss limitations of the study
 - Feedback assessment of the participants
- Focus group discussion was held on 31st August 2010 and representatives from SBP, IFC and 14 commercial banks attended the discussion.
- During the focus group it was pointed out by a few representatives of banks that the M of the SME should be considered separate from the S, since medium sized entities will continue to be serviced through the relationship based model, whereas the small sized entities that have a relative informal structure will be offered the programme lending based products, as a result of this project
- Consensus was developed on the survey methodology and plan adopted by our team and following is the list of 10 priority sub sectors which were finalized by all stakeholders for conducting the primary survey exercise

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Sectors	Shortlist of selected 10 subsectors for Primary Survey
Wholesale and Retail Trade	Maintenance and repair of motor vehicles and motorcycles
Transport, Storage and Communication	Other Land Transport (Logistics & Passenger Traffic)
Social and Community Services	Education
	Health and Social Work – Private sector hospitals
Manufacturing	Textile Fabric
	Other Non-Metallic Mineral Products – Glass & Ceramics Industry
	Other Food products – Bakery & other confectionary products
	Motor Vehicles and Trailers – Small Auto parts manufacturing
	Meat, fruit, vegetables, oils & fats traders
	Grain mill products and animal feed producers - Flour mills, Rice mills and Ginning etc.

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- At the end of the discussion, a feedback form was distributed to assess the agreement of the attending representatives of banks to the overall approach and methodology adopted for SME segmentation study. Banks were also asked to provide their views on the capability of the consultant and their knowledge on the subject.
- A total of 17 responses were received from attending representatives of 14 commercial banks, which were cumulated and analyzed. Following table enlist the cumulative results of the feedback forms:

No.	Questions	Percentage of Responses		
		Yes	No	Not sure/Don't Know
1	Has similar exercise been conducted previously in your bank?	35%	65%	0%
2	Do you think this discussion was relevant for SME market segmentation?	94%	6%	0%
3	Do you believe the sector selection has been appropriate and in line with the objectives of your bank?	94%	6%	0%
4	Do you believe your bank will adopt one or more of the product programmes developed through this exercise	82%	0%	18%
8	Do you believe the presentation on Plan & Methodology of this study is appropriate?	100%	0%	0%
9	Do you feel that the approach used is practical and will result in achieving the desired objectives?	75%	6%	19%
10	Do you feel that the consultants (Grant Thornton) selected by IFC-SBP have adequate knowledge of the objectives and output of this assignment?	94%	0%	6%
11	Do you feel that the meetings with banks/focus group discussion has made this exercise participatory and enough to meet your requirement and consideration of your input?	94%	0%	6%



On successful completion of focus group discussion with banks and selection of 10 target sub-sectors, the following steps have been undertaken:

Field staff selection & training of Resources for Primary Survey

- Considering the nature of research and profile of respondents, a carefully selected team with knowledge of SME business has been engaged for the survey
- Field staff has been provided with training and guidance to conduct surveys in most effective and efficient manner

Pilot Testing

- Pilot testing has been conducted to assess adequacy of training provided to field staff and enumerators
- Pilot survey of 25 SMEs in Karachi has been conducted, results of which have been provided under section 4 “Pilot Survey Results”

Finalization of Sampling Plan

- Data from various government agencies, trade associations, yellow pages and AASR proprietary databases has been utilized to determine the geographical concentration of each sub-sector for conducting the primary survey.
- Tentative list of list and addresses of SMEs to be interview have been provided under section 6 “List and addresses of SMEs to be interviewed”.

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Data Gathering

- Responses received from field staff will be sorted, counted, compiled, and accurately tabulated
- Any shortcoming will be communicated to field staff for immediate corrections
- Questionnaires will be coded and entered into a specialised database for the purpose of undertaking analysis of findings

Tabulation

- The data will be examined for inconsistencies and errors
- Formulation of analysis points based on assessment areas with focus on most important and maximum satisfaction level
- A sample of entered data will be back tested with the original questionnaire

Analysis

- Benchmarks for each categories will be decided on the basis of market variables and central tendencies of each
- Crosstab analysis will be made to identify key takeaways from the overall survey
- Selected cross tabs will be tested for inconsistencies and variances in responses to draw actual inferences on selected attributes

3

Outputs of the Market Survey

Output of the Market Survey

- The objective of this market survey is to develop **booklets** including credit/product programme information for ten selected SME subsectors to assist the banks in implementing the same under their own SME initiative. Core objectives of the survey to include:
 - Understanding of SME subsectors
 - Developing Product Program
- Information gathered during the primary and secondary research will help develop an overall understating of the sub sector in terms of market environment in which the business operates along with the needs and preference of each sub sector which will help develop indicative product program manuals and formulate strategies to meet the financial needs of the SME sector
- The primary survey will help gather qualitative and quantitative information which shall assist banks to gauge an overall understanding of the SME subsector:

1. Market Environment

- Customer demand in terms of nature and profile of customers
- Bargaining power of customers and suppliers
- Reliability of Suppliers
- Level of competition in the sector
- Geographical dispersion
- Sector specific risks
- Government subsidies and initiatives

2. Profile of Business within the sector

- Ownership and legal status of businesses
- Average number of employees
- Skilled labor dependence and availability
- Financial information of businesses within the sector
 - Composition of Assets and Liabilities
 - Gearing Ratio and level of leveraging
 - Growth and volatility in income
 - Cost Structure
 - Return on Equity (RoE) and Return on Assets (RoA)

3. Financial Needs and Preferences

- Percentage of banked and unbanked businesses
- For unbanked business - Reasons for not banking
- Banked business - Products and services currently availed
- Funding requirements
 - Working Capital
 - Development and Capital Expenditure
- Sources of Financing
- Preference for bank as a source of funding
- Preferred attributes for banking with a particular bank
- Preferred delivery channels
- Specific financial product requirements
- Investment product requirements
- Requirement for insurance products
- Requirement for business advisory

Output of the Market Survey

- Based on the above information and analysis, our team will design indicative product program templates suited for each segment which shall include the following:

1. Eligibility Criteria

- Customer Profile and Age
- Years in Business
- Geographical Location
- Credit worthiness attributes
- Key Success factors
- Benchmark Ratios
 - Gearing Ratio
 - Interest Coverage Ratio
 - Debt Service Coverage Ratio

2. Terms and Conditions

- Document Checklist
- Collateral / Security requirements
- Processing fee charges
- Early settlement options
- Overdue payment mechanism

3. Product Features

- Tenure
- Loan Limit
- Drawdown and repayment mechanism
- Indicative markup charges
- Penalties

4. Risk Parametres of the Sector

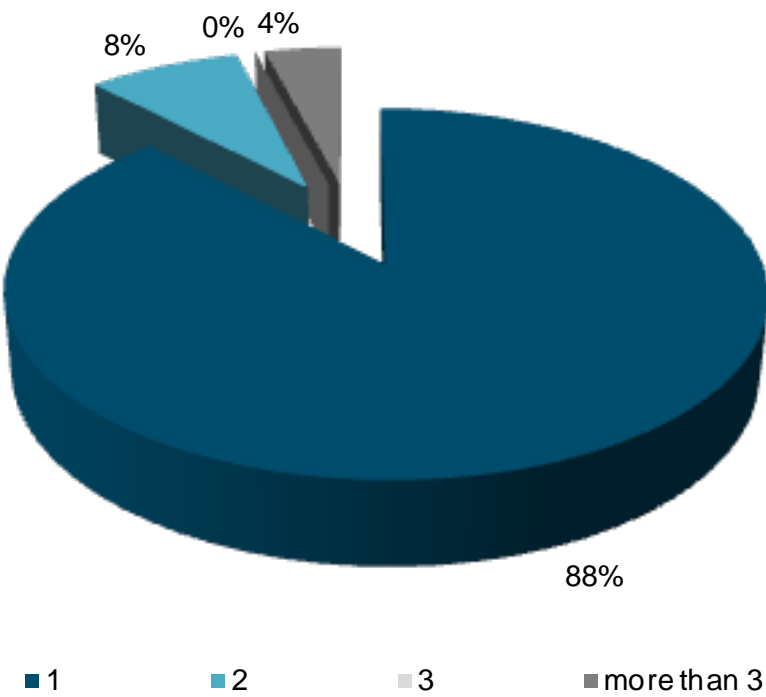
- Assessment of credit profile of the sector based on existing market dynamics
- Future economic outlook of the sector
- Business maturity/market presence of the sector
- Legislative obligations relative to the sector
- Availability of expedient legal recourse

4 Pilot Survey Results

Section 1: Pre-Screener

Section 1: Pre-screener

Q1. How many businesses do you own

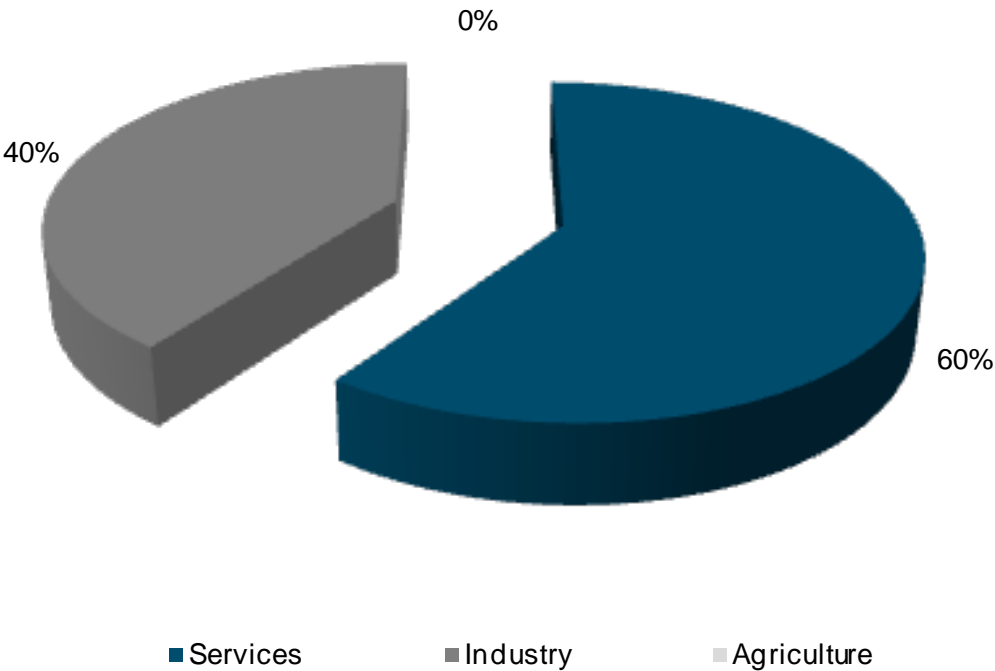


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

Q2. Please classify your main business under the following sectors?

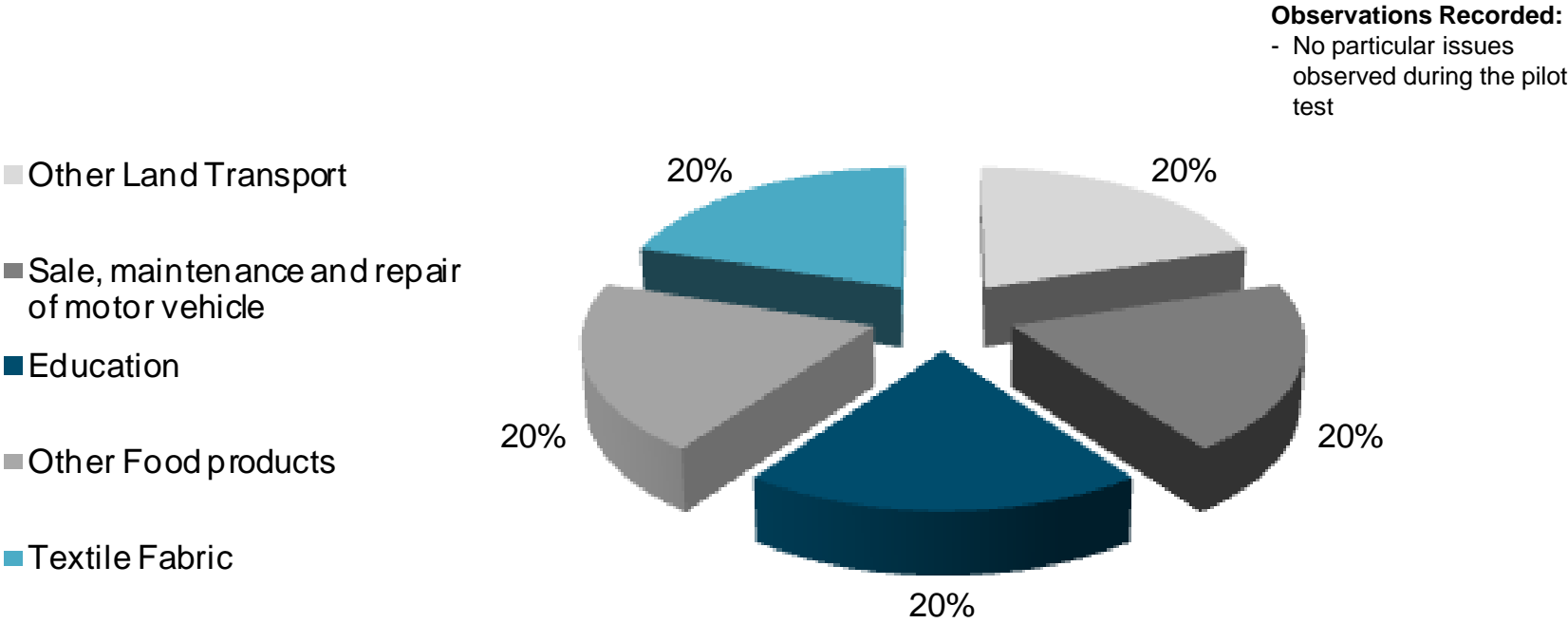


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

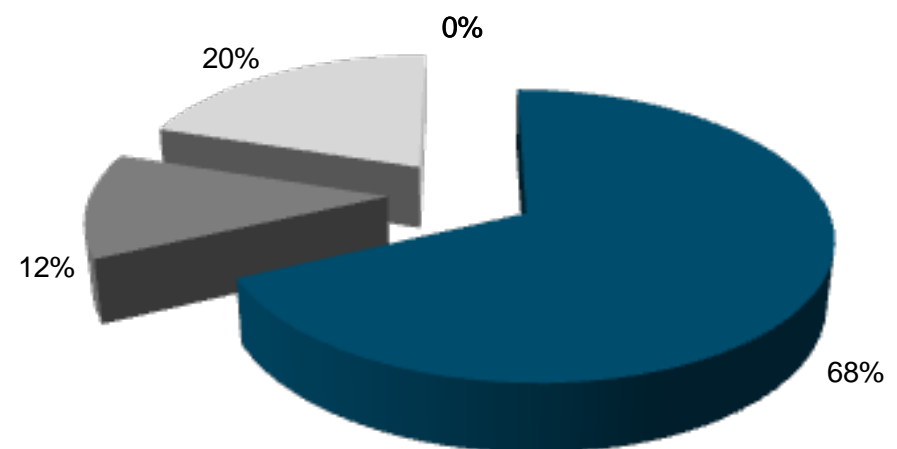
Q3. Please explain the sub-sector to which your business caters to:



Total respondents: 25

Section 1: Pre-screener

Q4. What is the ownership type of your company / main business? (single response only)



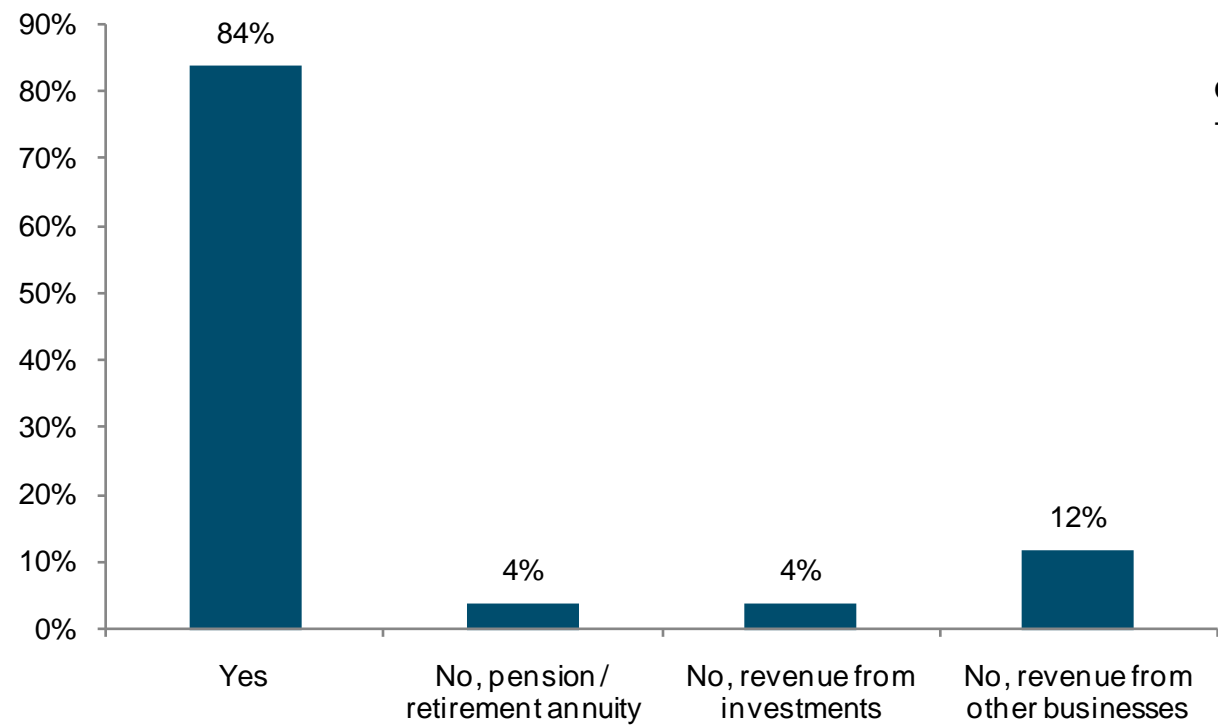
Observations Recorded:
- No particular issues observed during the pilot test

- | | |
|-------------------------------|--------------------------|
| ■ Individual/proprietorship | ■ Partnership |
| ■ Private Limited Company | ■ Public Limited Company |
| ■ Branch of a foreign company | ■ Cooperative |

Total respondents: 25

Section 1: Pre-screener

Q5. Is this business your only source of income? If No, what are the other sources of income

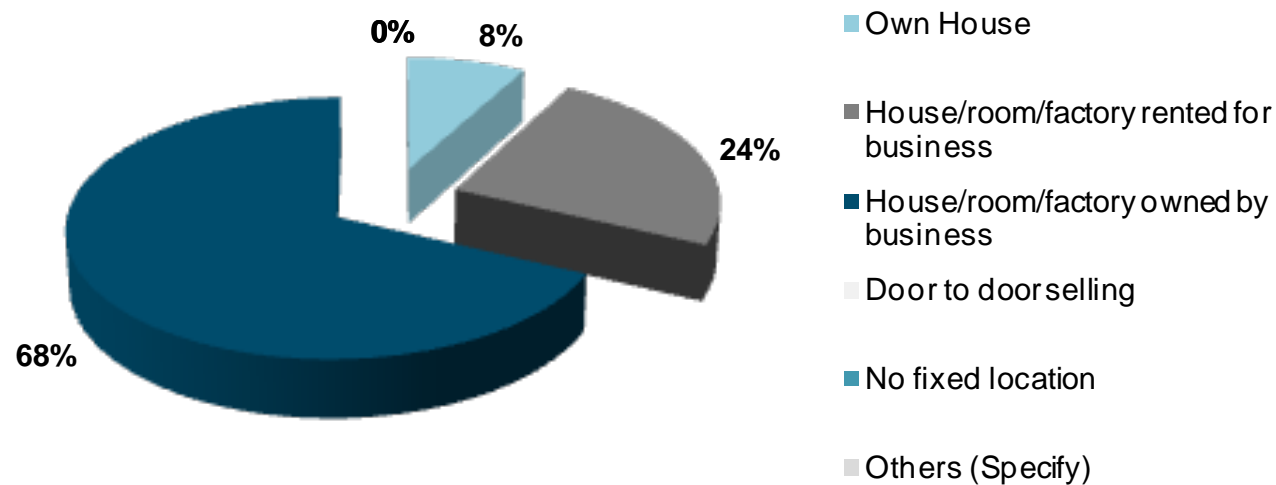


Observations Recorded:
- No particular issues observed during the pilot test

Total Respondents: 25
Total Responses: 26

Section 1: Pre-screener

Q6. What type of premises do you operate your business from?

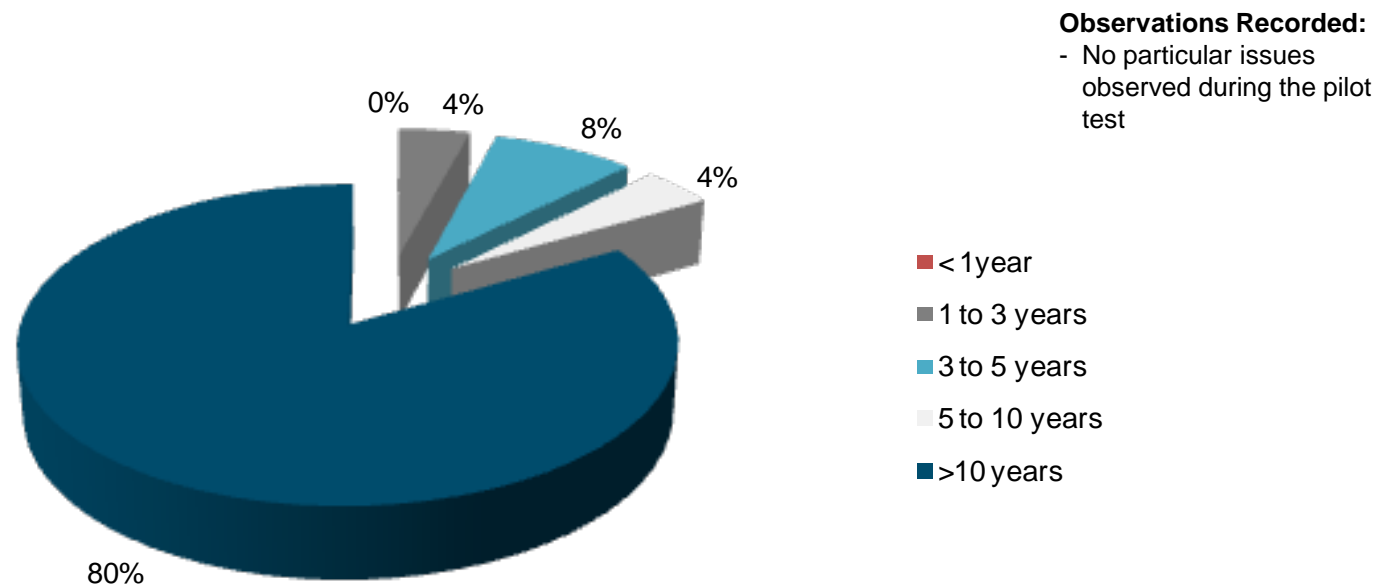


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

Q7. When was this business established and how long have you been running this business?



Total respondents: 25

Section 1: Pre-screener

Q8. Did you establish this business?

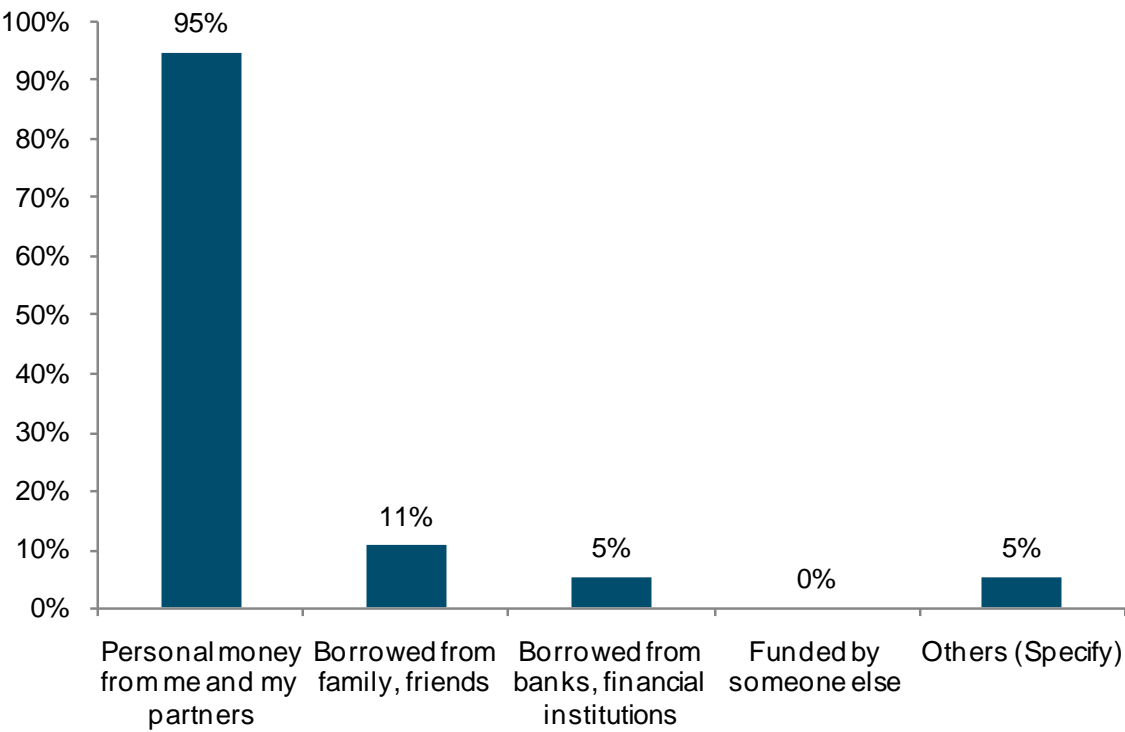


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

Q10. If Yes, What sources of finance did you use to start / establish this business? (several answers possible)

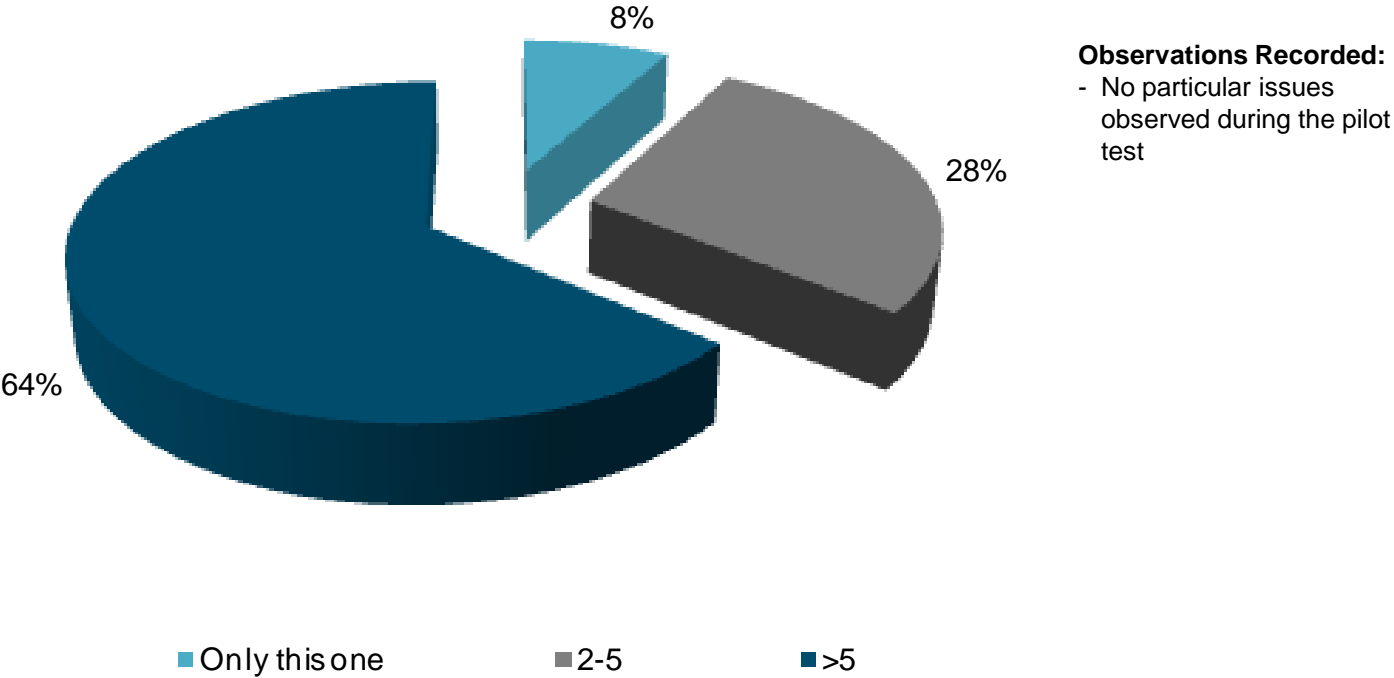


Observations Recorded:
- No particular issues observed during the pilot test

Total Respondents: 25
Total Responses: 28

Section 1: Pre-screener

Q13. Including the head office how many branches / factories does your business have in the country



Total respondents: 25

Section 1: Pre-screener

Q15. Do you trade outside the country?

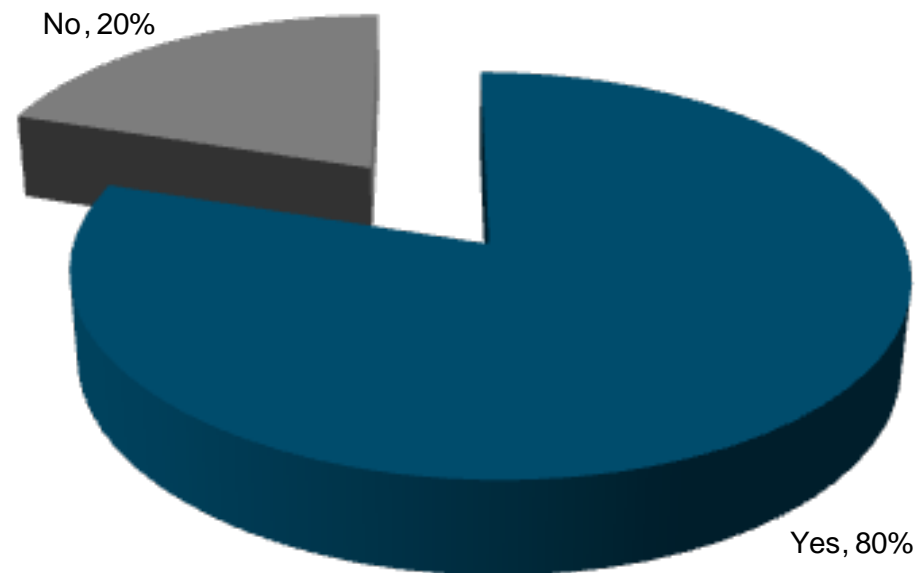


Observations Recorded:
- No particular issues
observed during the pilot
test

Total respondents: 25

Section 1: Pre-screener

Q16. Is your business formally registered?

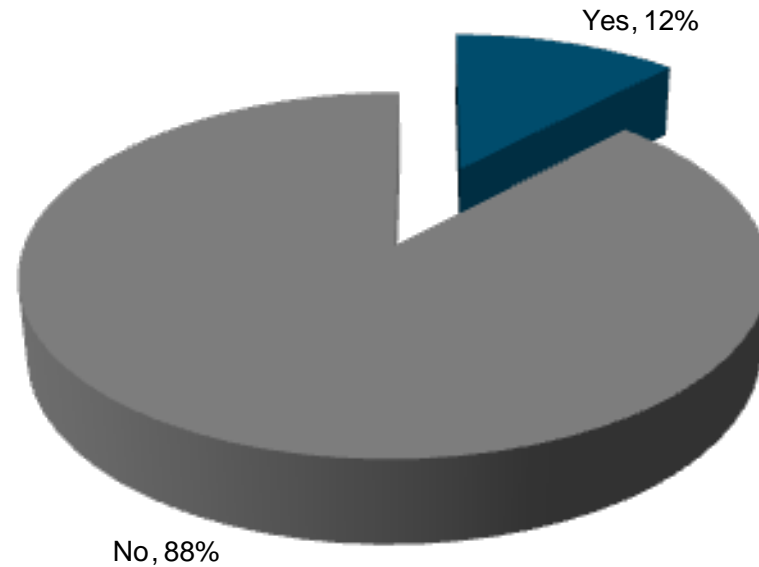


Observations Recorded:
- No particular issues
observed during the pilot
test

Total respondents: 25

Section 1: Pre-screener

Q17. Are u aware of efforts currently being undertaken by Government of Pakistan to assist SMEs?



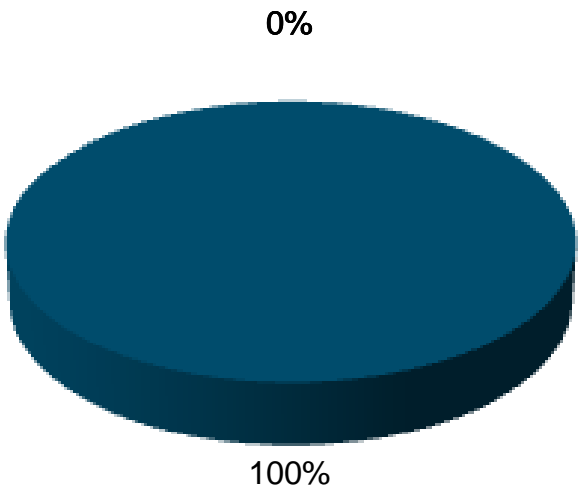
Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

Q18. Does your business pay income tax? If not what is the main reason?

- Yes
- No, because informal business
- No, mainly because not enough profit
- No, mainly because no action will be taken against me
- Does not know
- Others (Specify)



Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 1: Pre-screener

Q19. Is your business registered for GST?



Total respondents: 25

Section 1: Pre-screener

Q20. Have you ever heard of any banking product being offered to the SME sector in Pakistan?

Yes, 24%

Observations Recorded:
- No particular issues observed during the pilot test

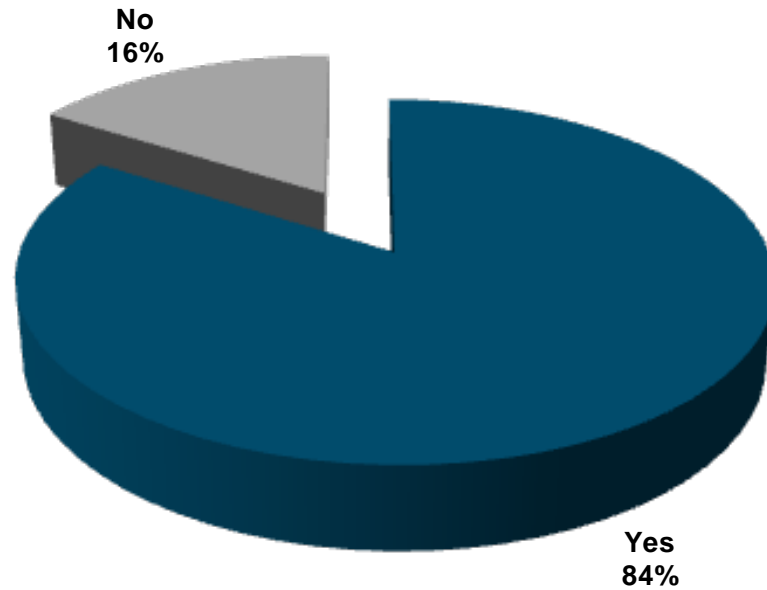
No, 76%

Total respondents: 25

Section 2: Financial Information

Section 2: Financial Information

Q1 Do you prepare financial statements?

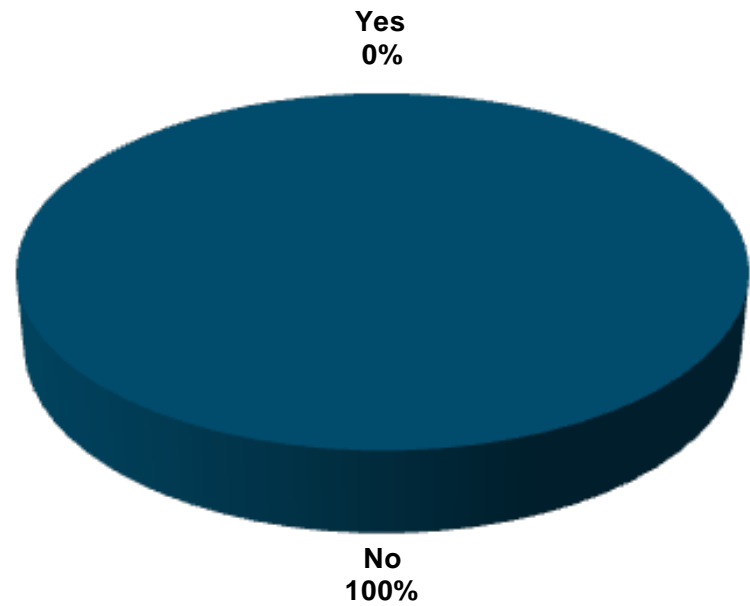


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 2: Financial Information

Q2 Are your financial statement audited?

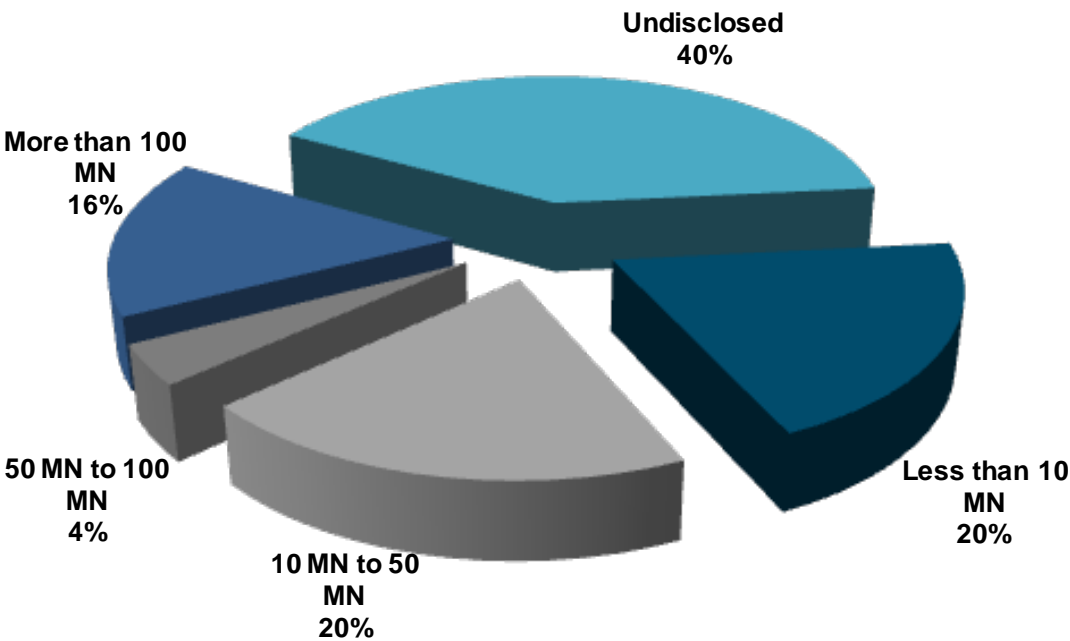


- Observations Recorded:**
- Most of the respondents did not understand the term audit
 - Some responded that they audited their own accounts

Total respondents: 25

Section 2: Financial Information

Q3 What is the total capital of the business?



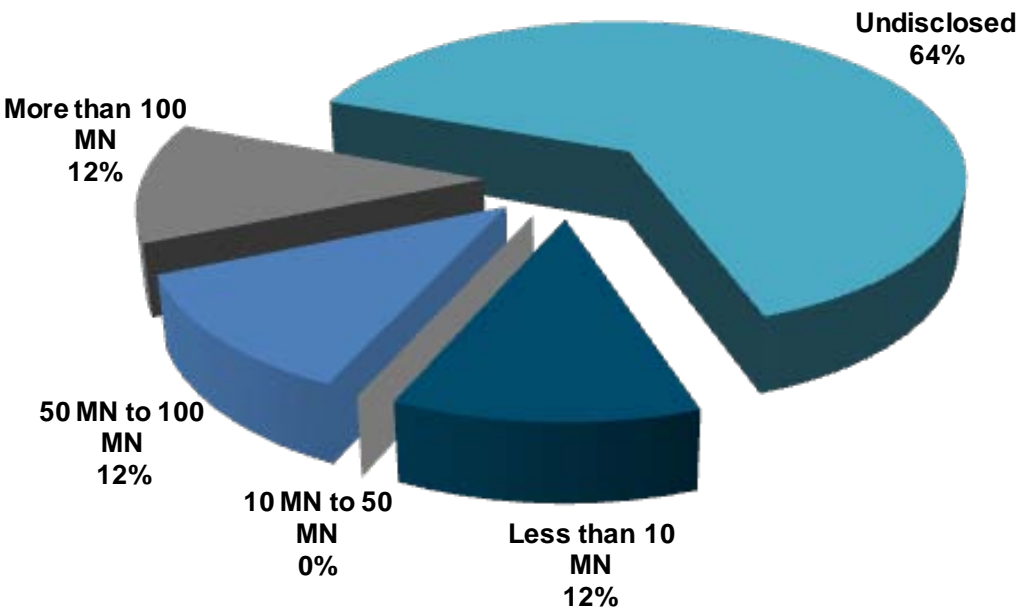
Observations Recorded:

- Most respondents were either not clear what to answer or were generally reluctant to relay this information to the enumerator

Total respondents: 25

Section 2: Financial Information

Q4 What is the amount of total business assets for last financial year?

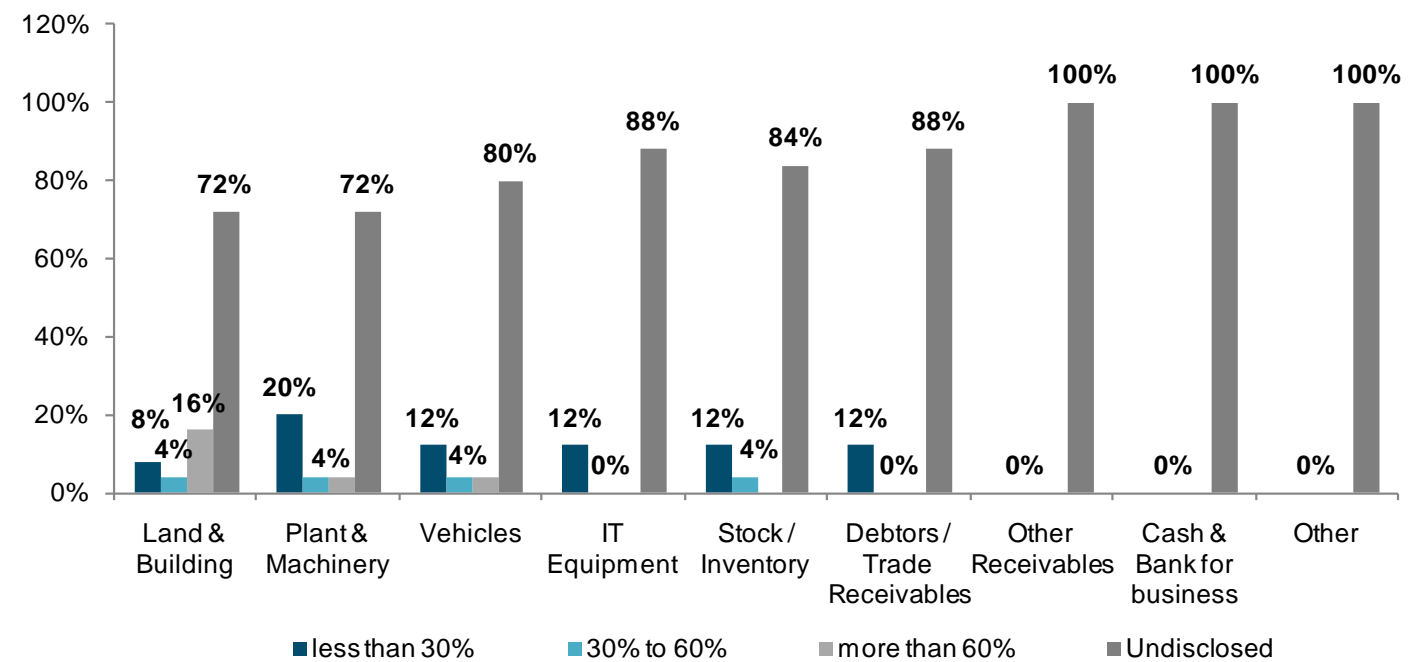


- Observations Recorded:**
- Some of the respondents did not know of the total worth of their assets
 - Some respondents did not want to answer this question

Total respondents: 25

Section 2: Financial Information

Q5 What is the composition of total assets with respect to following business assets?



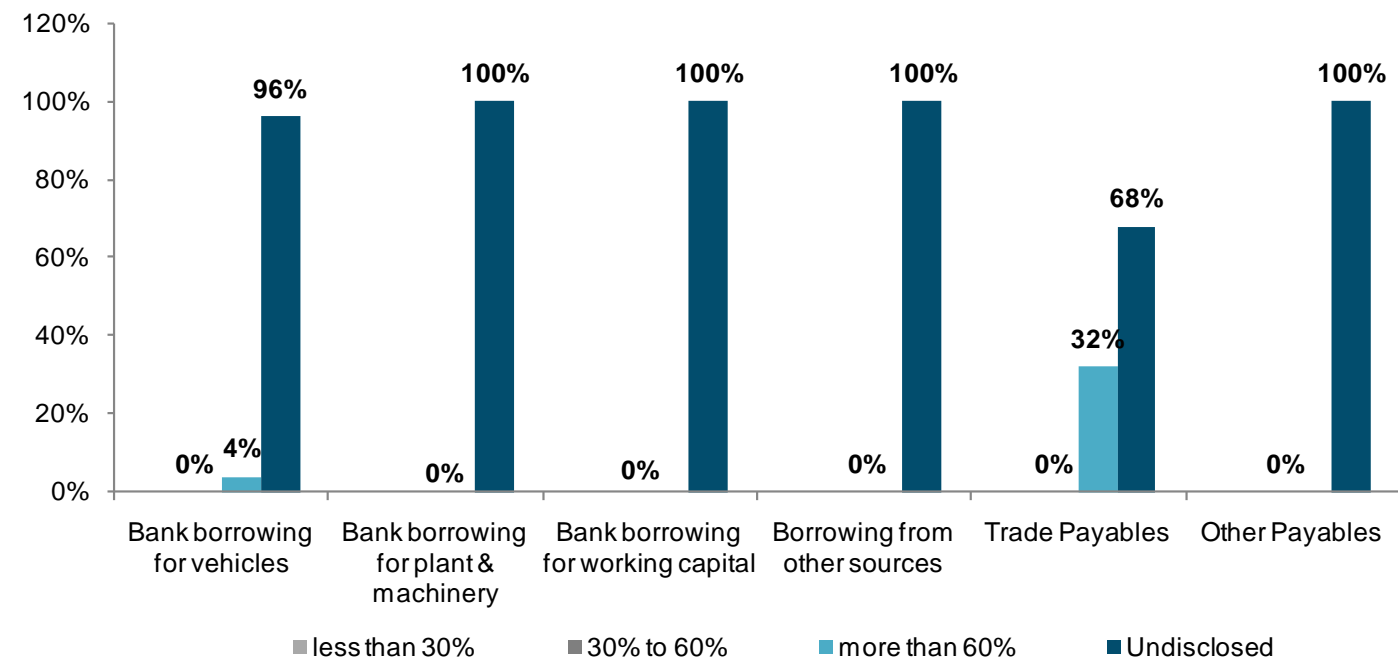
Observations Recorded:

- Some of the respondents did not know the value in each category of their assets
- Some respondents did not want to answer this question

Total respondents: 25

Section 2: Financial Information

Q6 What is the composition of total liabilities with respect to the following?



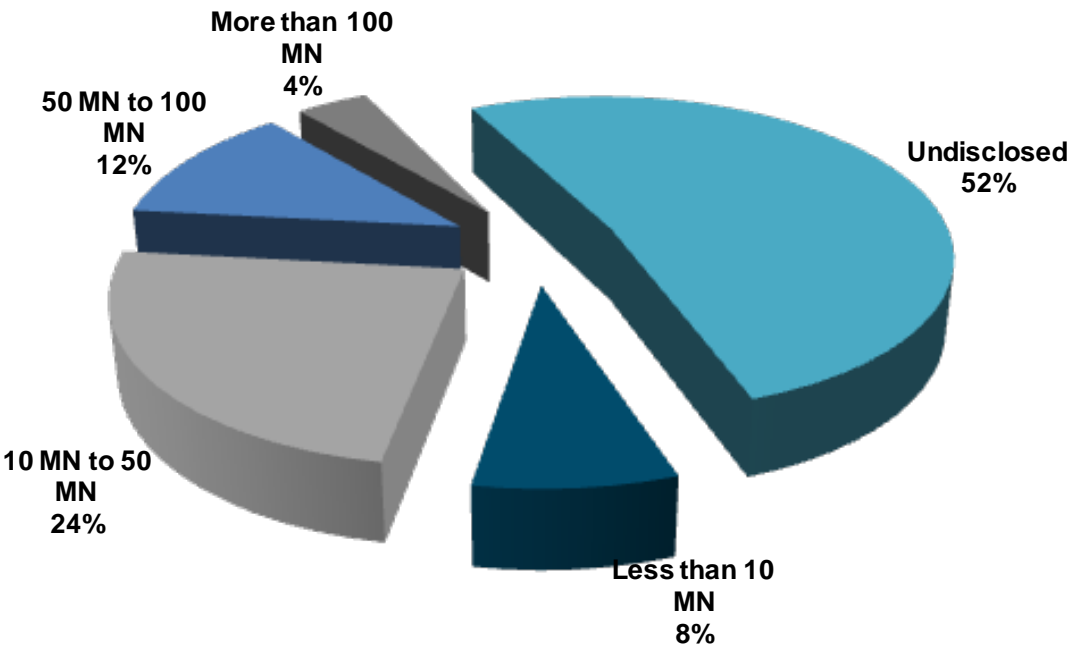
Observations Recorded:

- Some of the respondents did not know of the total worth of their liabilities
- Some respondents did not want to answer this question

Total respondents: 25
Total responses: 9

Section 2: Financial Information

Q7 What is the average annual revenue for the last financial year?



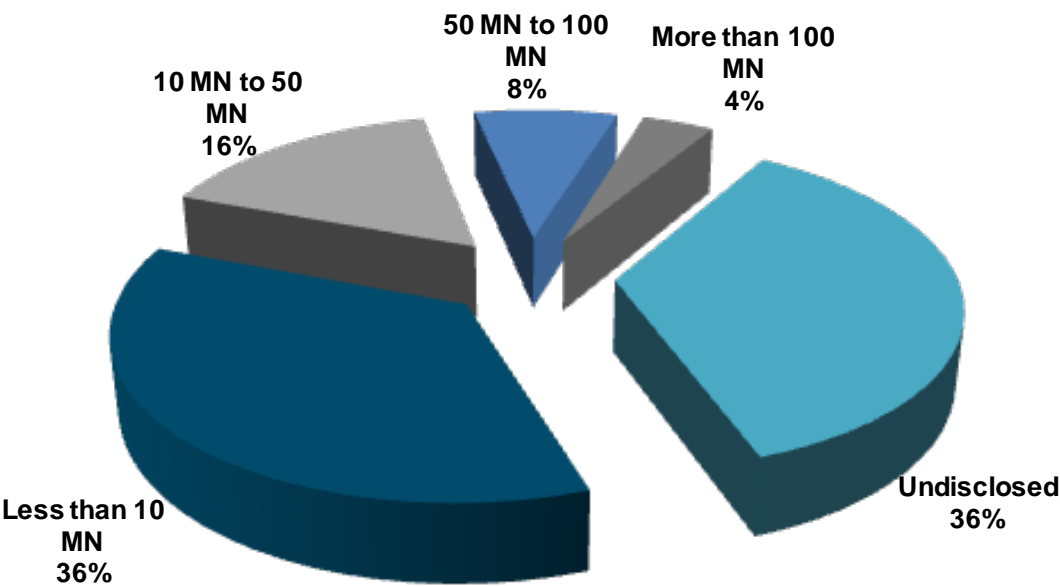
Observations Recorded:

- Most people were reluctant to answer this question
- Some respondents concealed the actual revenue by disclosing a reduced amount as annual revenue

Total respondents: 25

Section 2: Financial Information

Q8 Please provide average total expenses for the last three financial years?

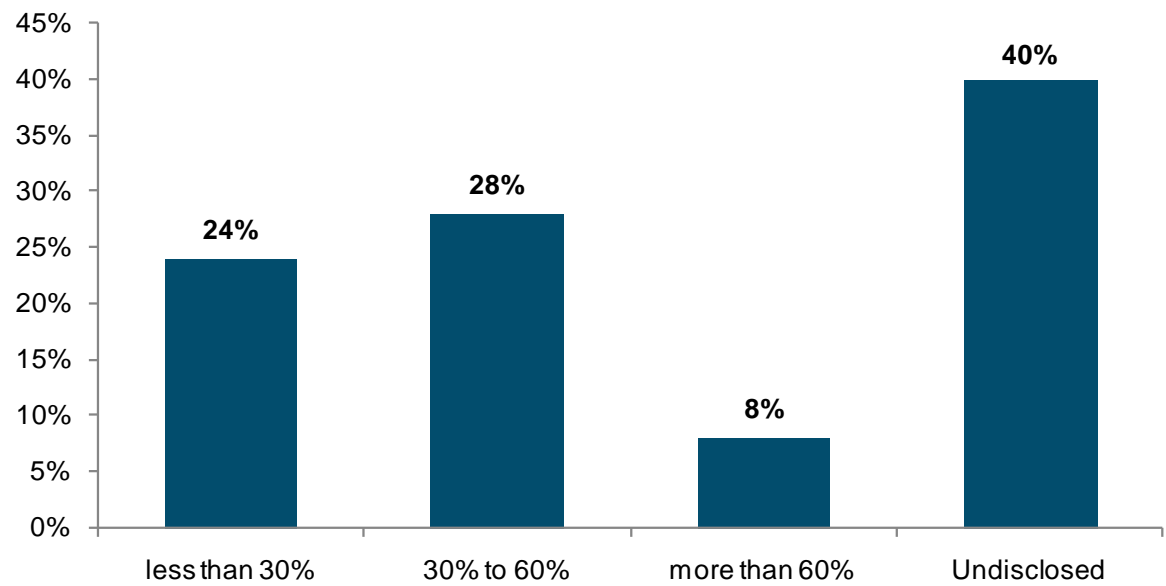


- Observations Recorded:**
- Some of the respondents did not know the breakdown of their expenses off hand
 - Some respondents did not want to answer this question

Total respondents: 25

Section 2: Financial Information

Q9 What was the percentage of employee cost in total cost?



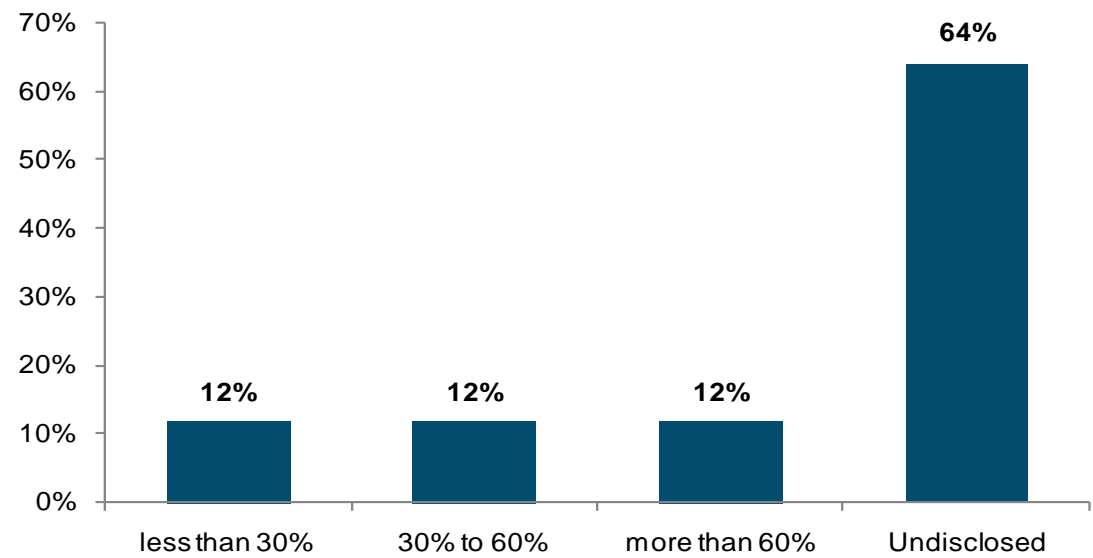
Observations Recorded:

- Some of the respondents did not know the exact breakdown of their employee cost

Total respondents: 25

Section 2: Financial Information

Q10 What was the percentage of cost of materials procured in total cost of last financial year?

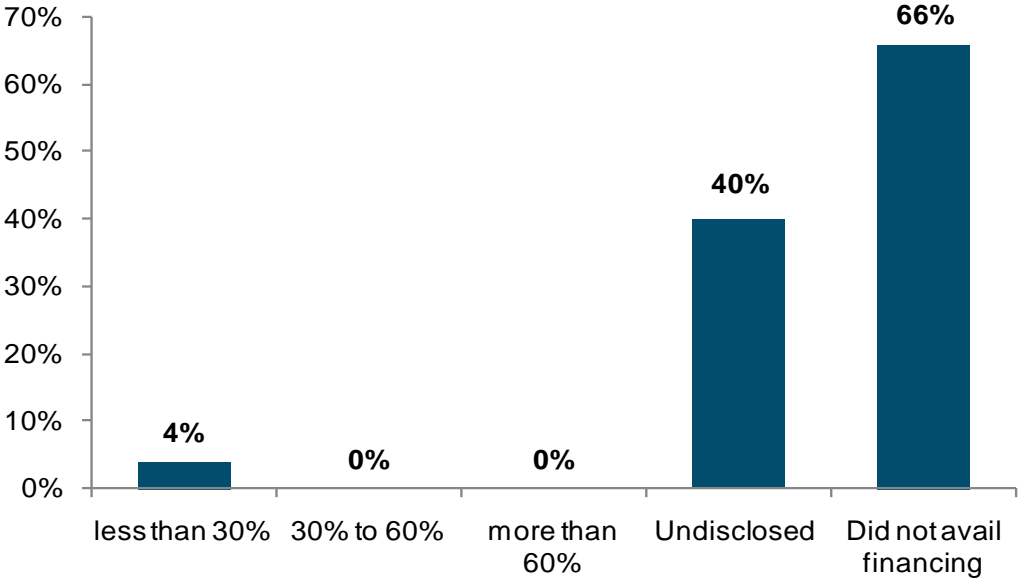


- Observations Recorded:**
- Most respondents did not know the breakdown of this detail off hand
 - Some respondents did not want to answer this question

Total respondents: 25

Section 2: Financial Information

Q11 What was the percentage of interest expenses in total cost for the last financial year?



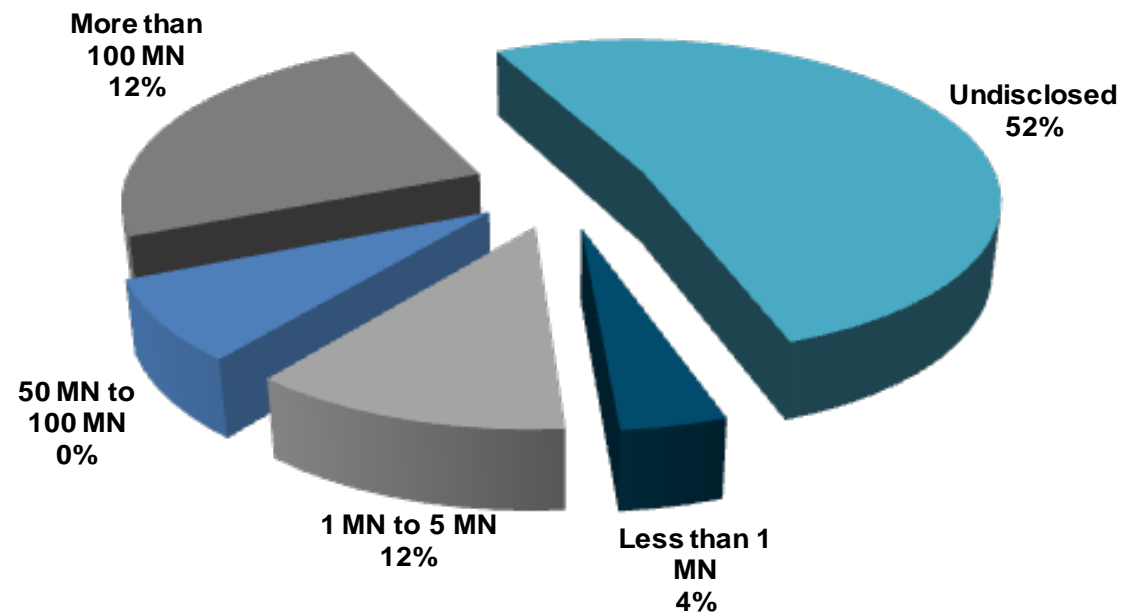
Observations Recorded:

- Most respondents did not know the breakdown of this detail off hand
- Some respondents did not want to answer this question

Total respondents: 25

Section 2: Financial Information

Q12 Please provide average net income / profit for the last three financial years?

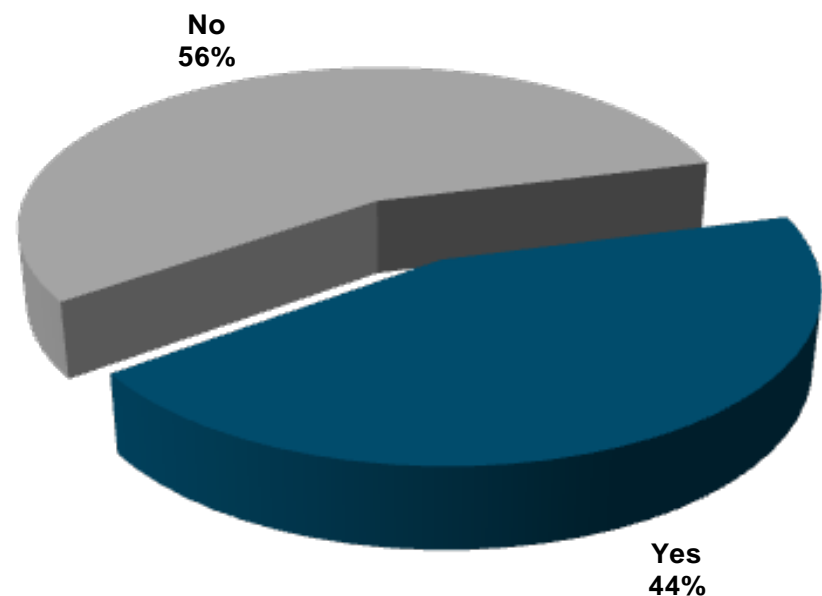


Observations Recorded:
- Most respondents did not want to disclose this detail of their business

Total respondents: 25

Section 2: Financial Information

Q13 Have you incurred any capital expenditure on purchase of plant and machinery in the last five years?



Observations Recorded:

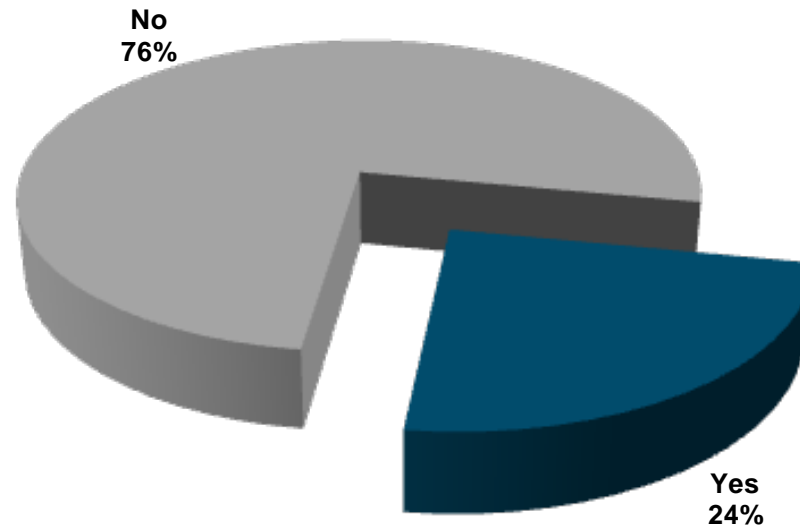
- Most respondents did not know the value of CAPEX incurred for their business

Total respondents: 25

Section 3: Business Cycle

Section 3: Business Cycle

Q1 Is your business seasonal (only runs for part of the year)?

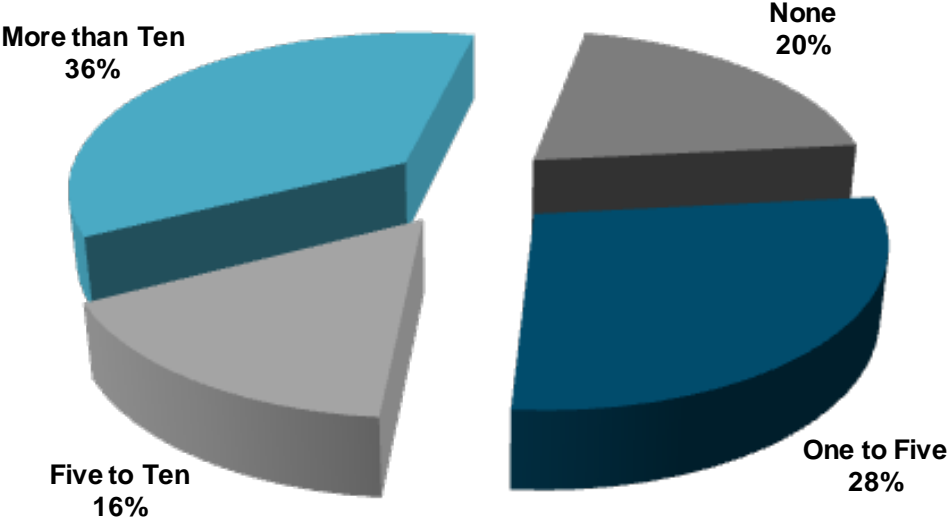


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q2 How many competitors do you have?

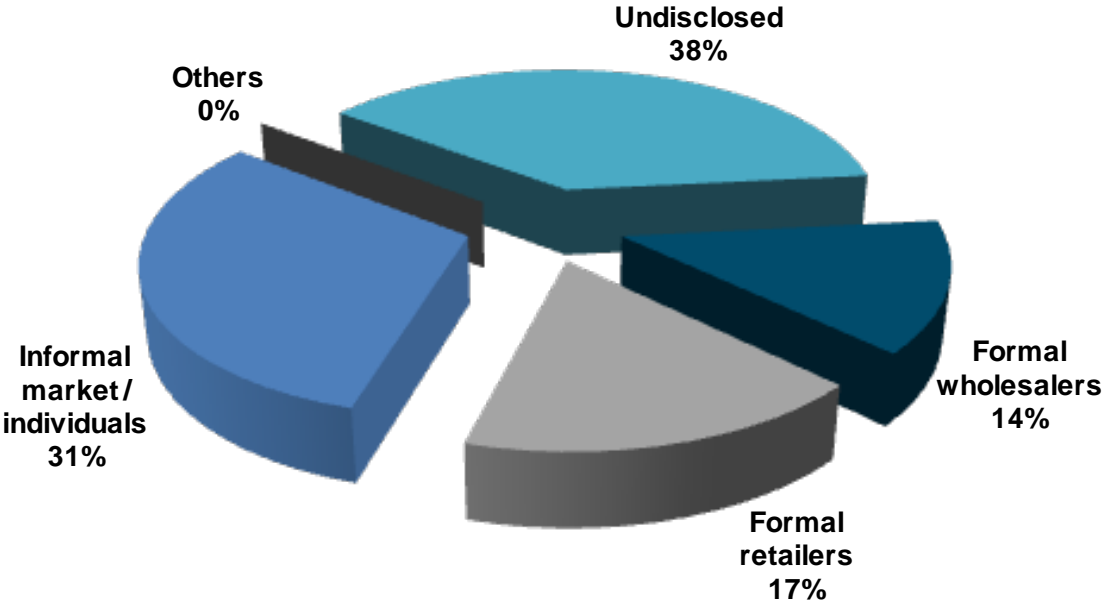


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q4 What kind of suppliers do you have?



Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q5 How many suppliers do you have?

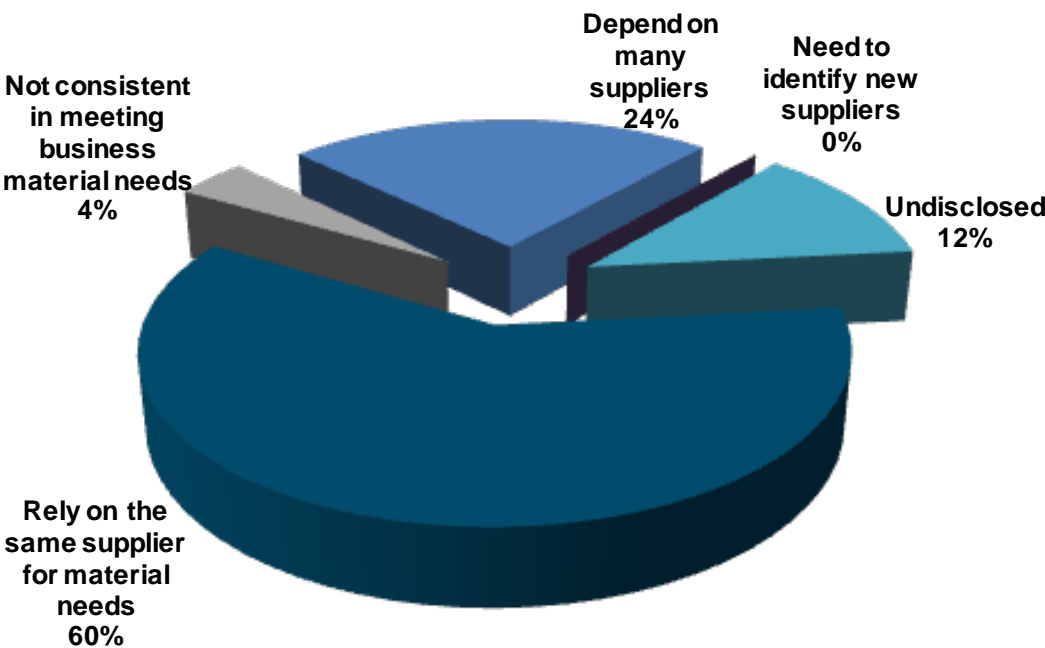


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

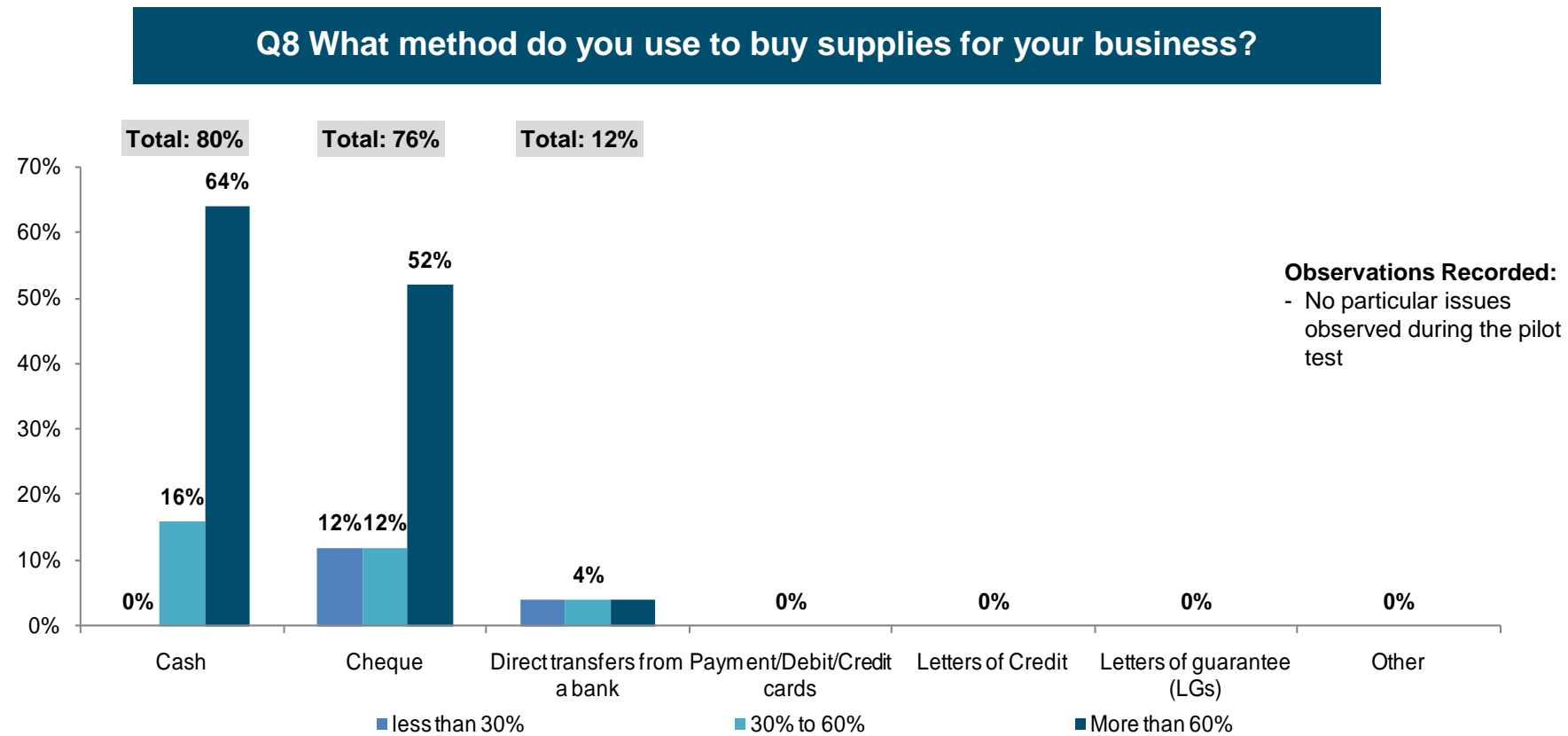
Q6 How consistent are your supplier relationships? Please select from the following list of attributes



Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

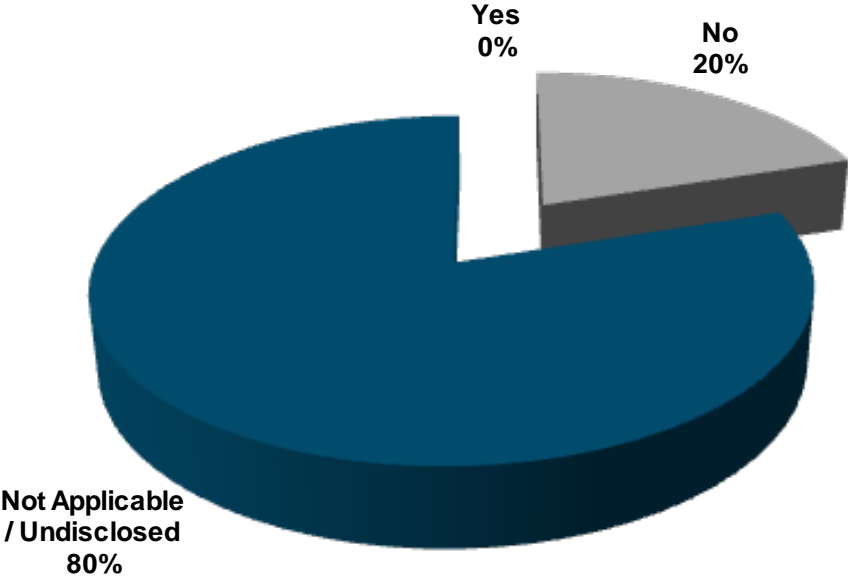
Section 3: Business Cycle



Total respondents: 25
Total responses: 42

Section 3: Business Cycle

Q10 What is the early payment/cash discount offered by your suppliers (if any)

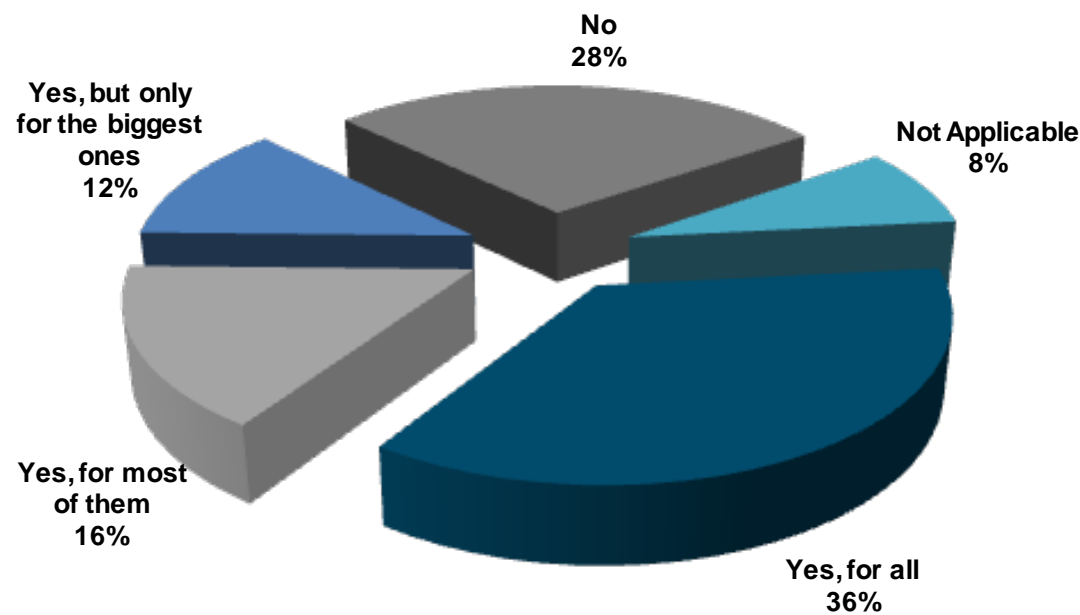


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q11 Do you receive formal invoices from your suppliers?

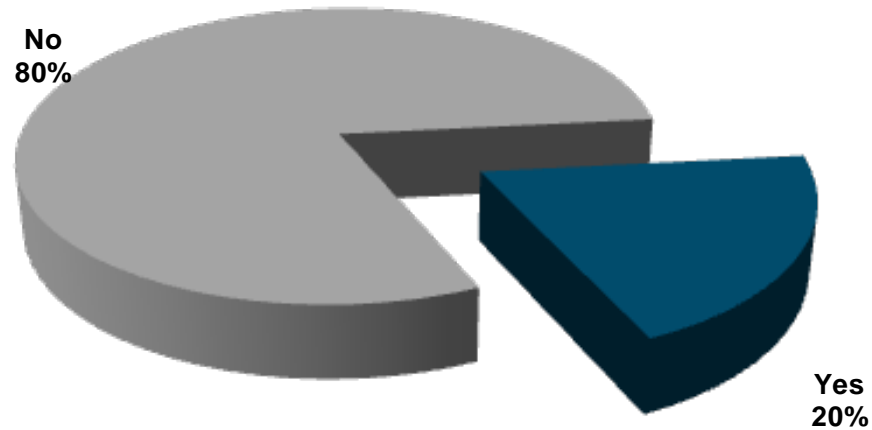


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q12 Do you make foreign currency payments for trade supplies??

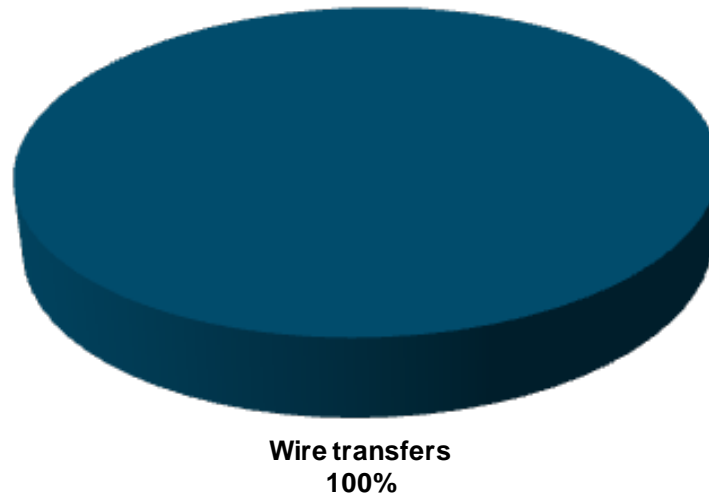


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

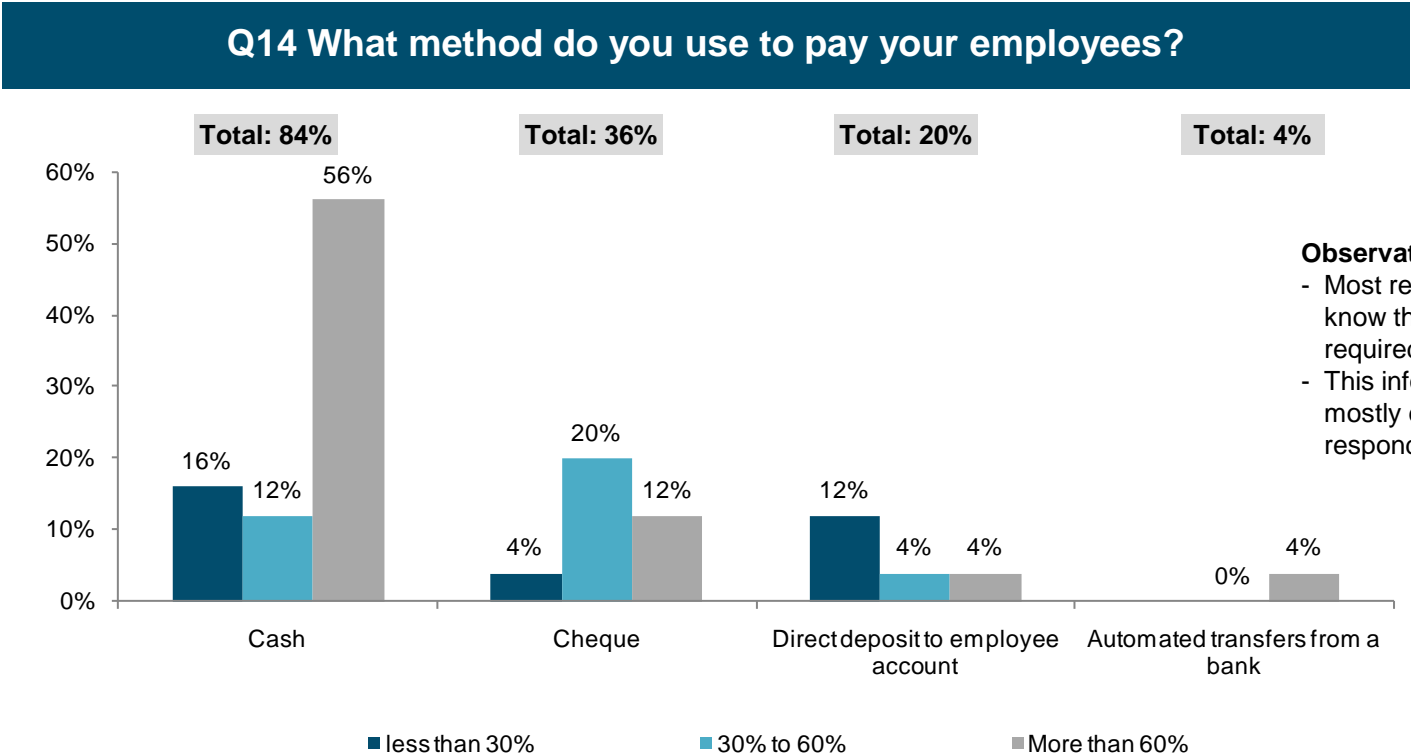
Q13 And what is the mode of making these foreign currency payments?



Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 5

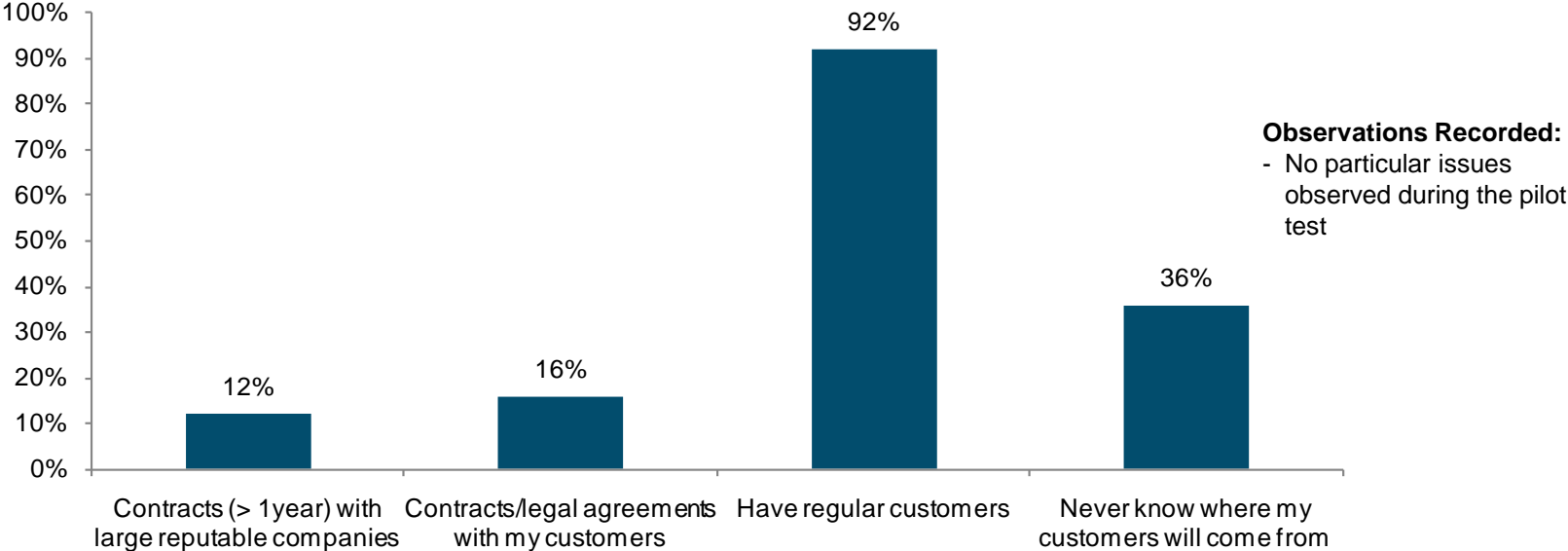
Section 3: Business Cycle



Total respondents: 25
Total responses: 36

Section 3: Business Cycle

Q15 Which of the following apply to your business?



Total respondents: 25
Total responses: 39

Section 3: Business Cycle

Q16 What type of delivery channels do you use for servicing your customers?



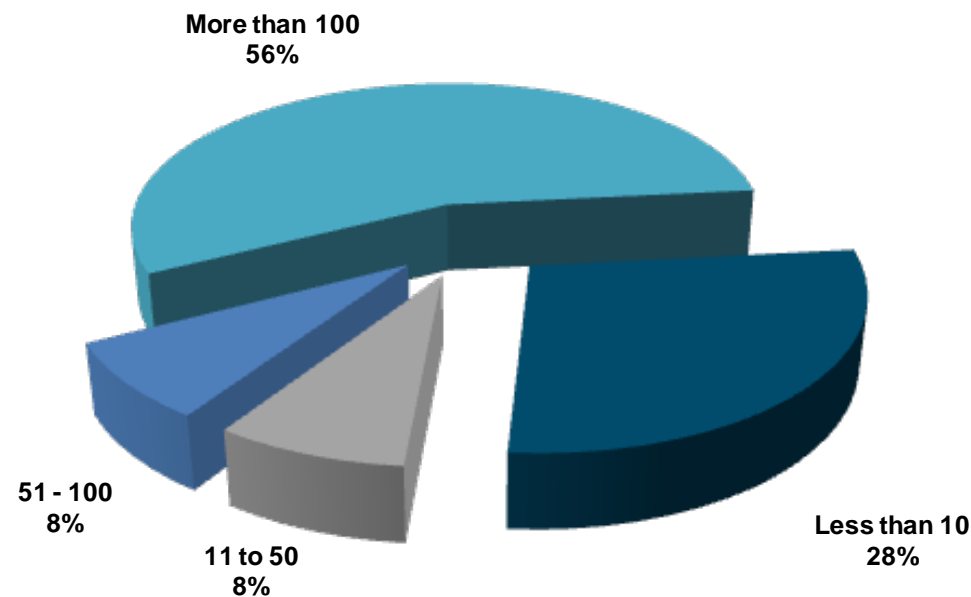
Sales through
own interface /
shop / office
100%

Observations Recorded:
- No particular issues
observed during the pilot
test

Total respondents: 25

Section 3: Business Cycle

Q17 And on an average, how many customers do you service annually?

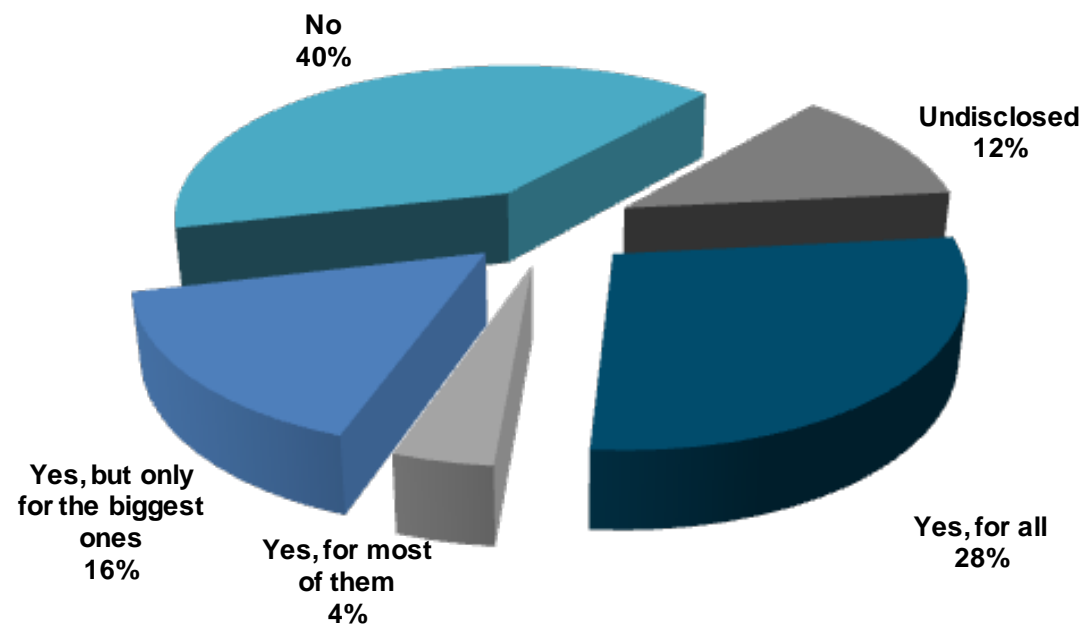


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 25

Section 3: Business Cycle

Q18 Do you issue printed sales tax invoices to your customers?

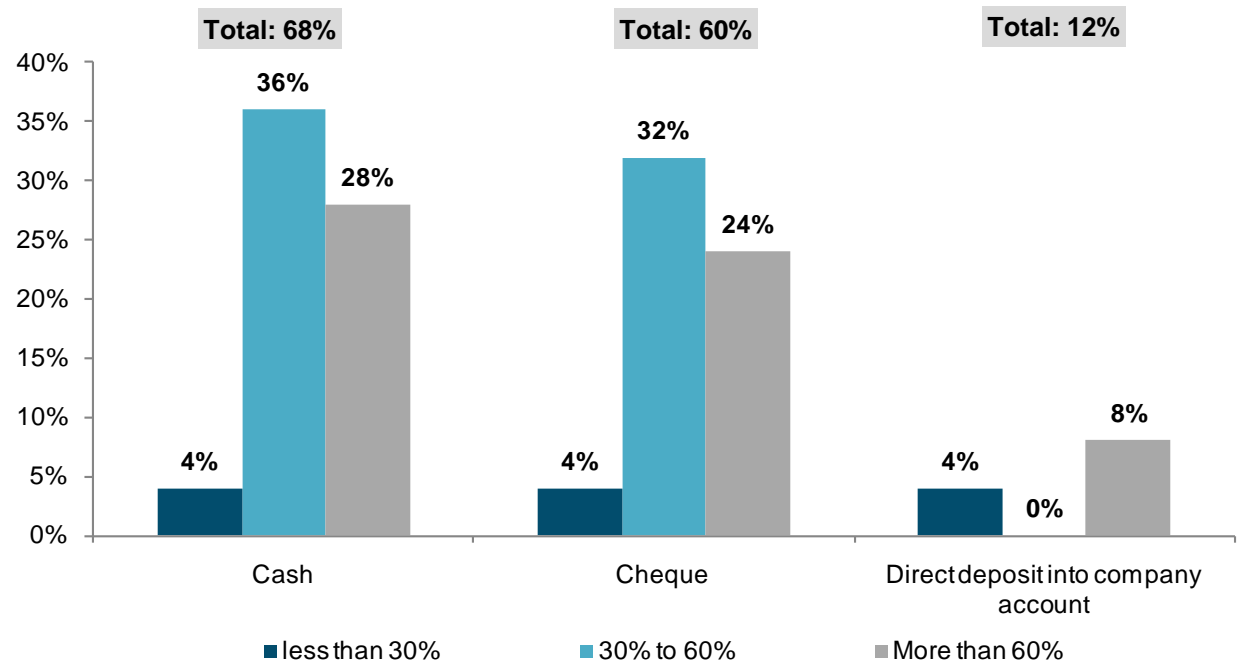


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 3: Business Cycle

Q19 What methods do you usually use to collect payments from your customers?

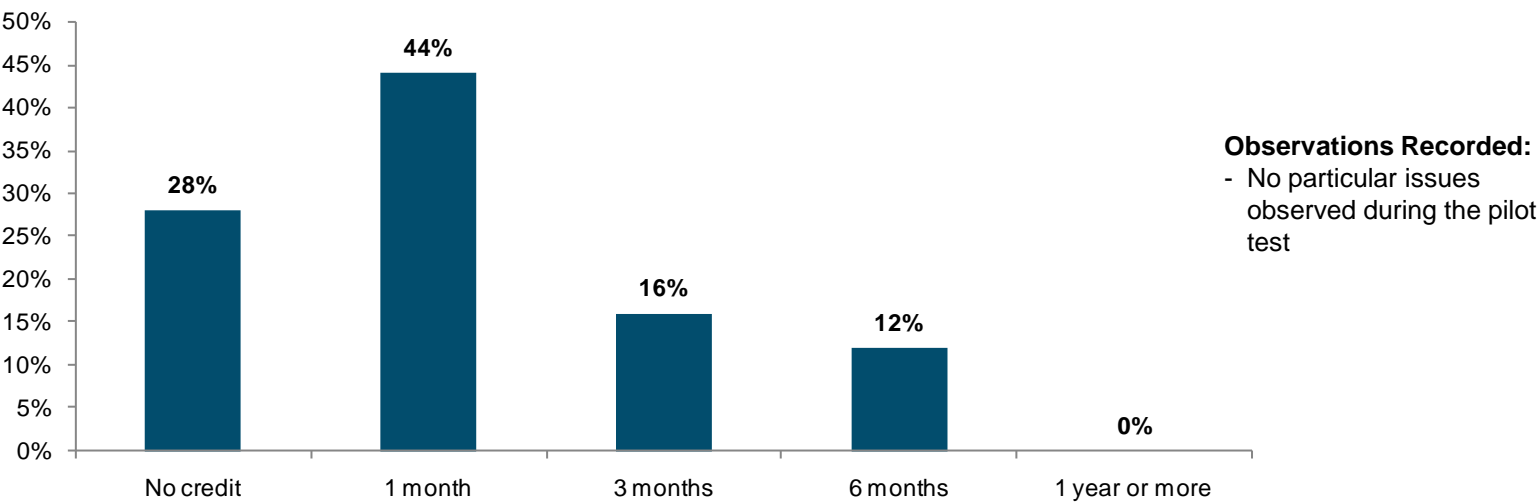


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 25
Total responses: 35

Section 3: Business Cycle

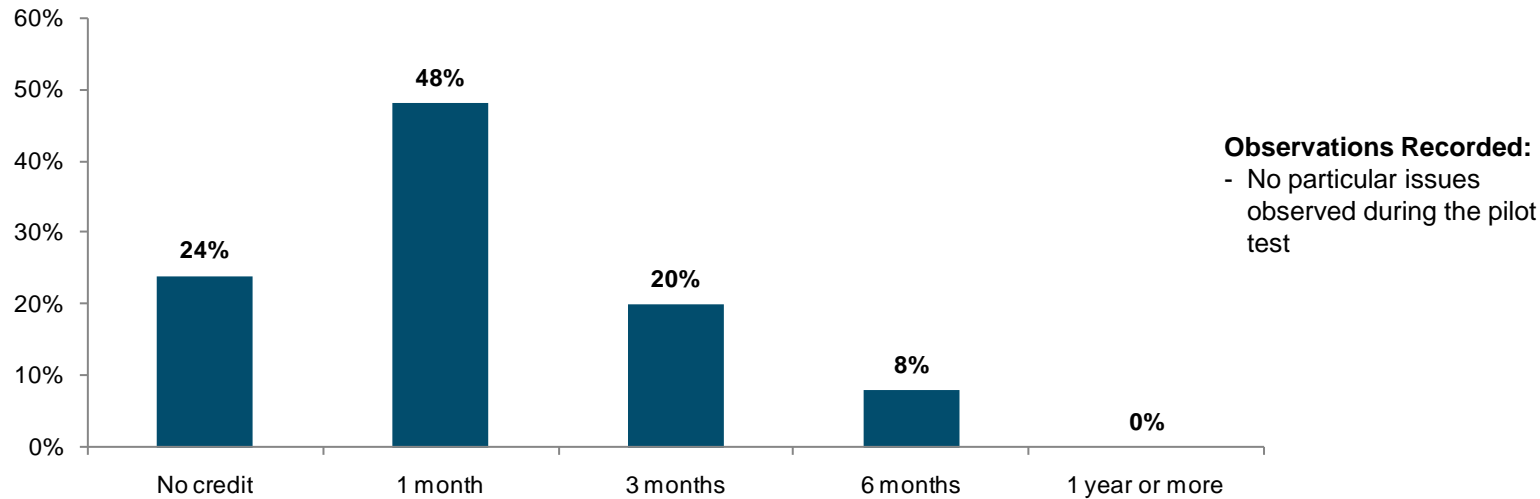
Q20 What credit terms do you offer to your customers?



Total respondents: 25

Section 3: Business Cycle

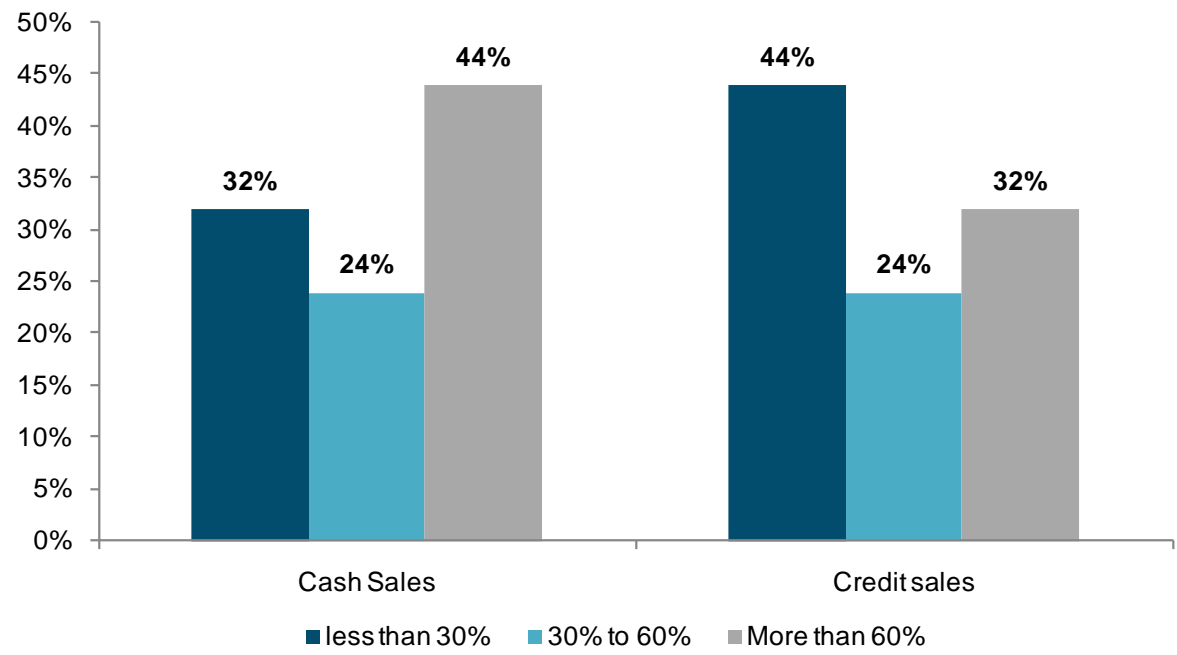
Q21 What time period is usually required to collect payments from customers?



Total respondents: 25

Section 3: Business Cycle

Q22 What is the cash-sales to total sales ratio?



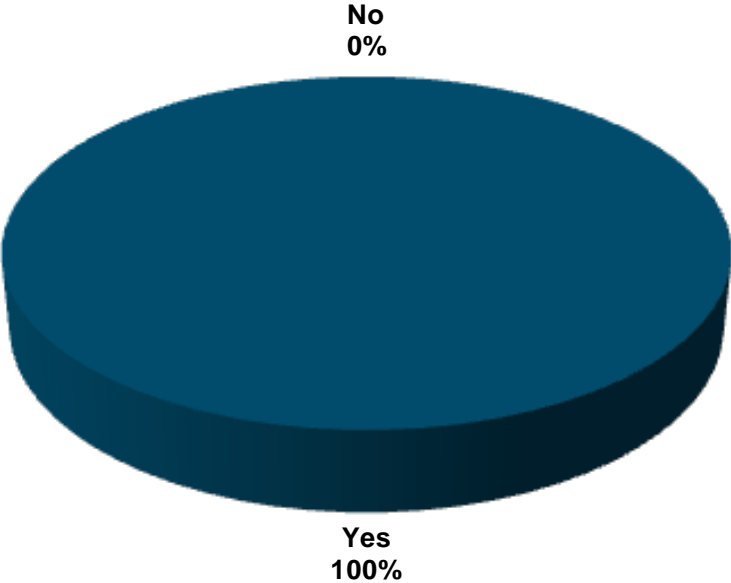
Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Section 4: Bank Needs

Q1 Do you currently (or previously) use(d) a bank for any of your business needs?

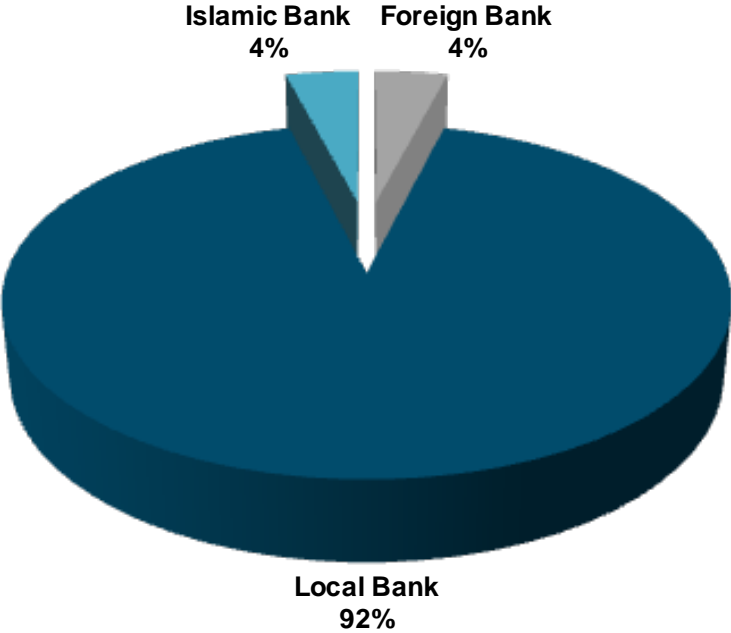


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q2 What is your bank of choice?

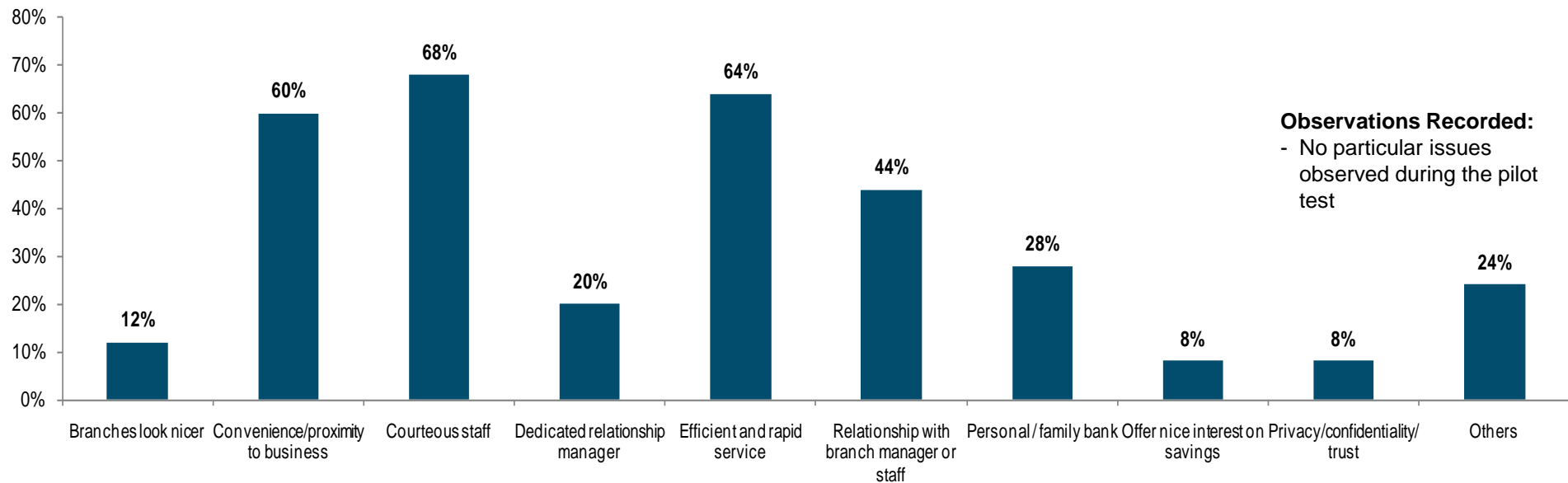


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

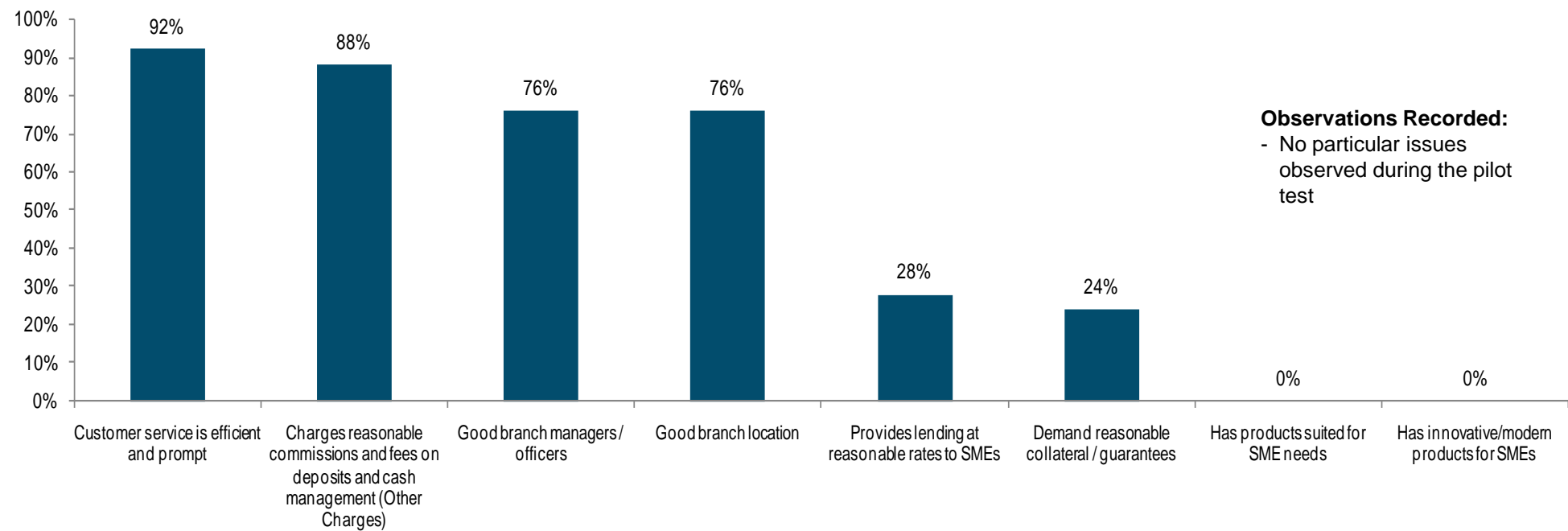
Q3 What are the drivers for choice of bank?



Total respondents: 25
Total responses: 84

Section 4: Bank Needs

Q4 Could you please rank these banking parameters based on their importance for you to choose your main bank for business purposes.



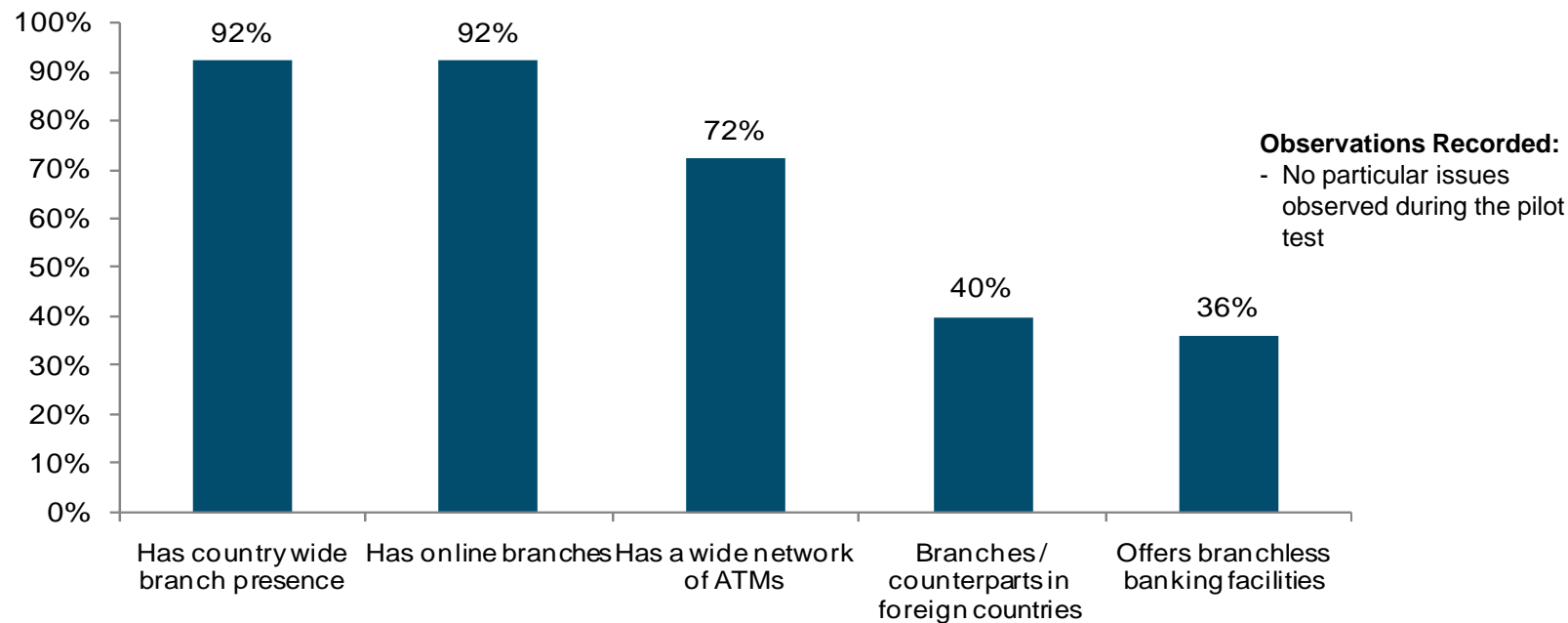
Rankings will be provided in final report

Total respondents: 25

Total responses: 96

Section 4: Bank Needs

Q5 In terms of Network, how do you rank the following attributes of a bank



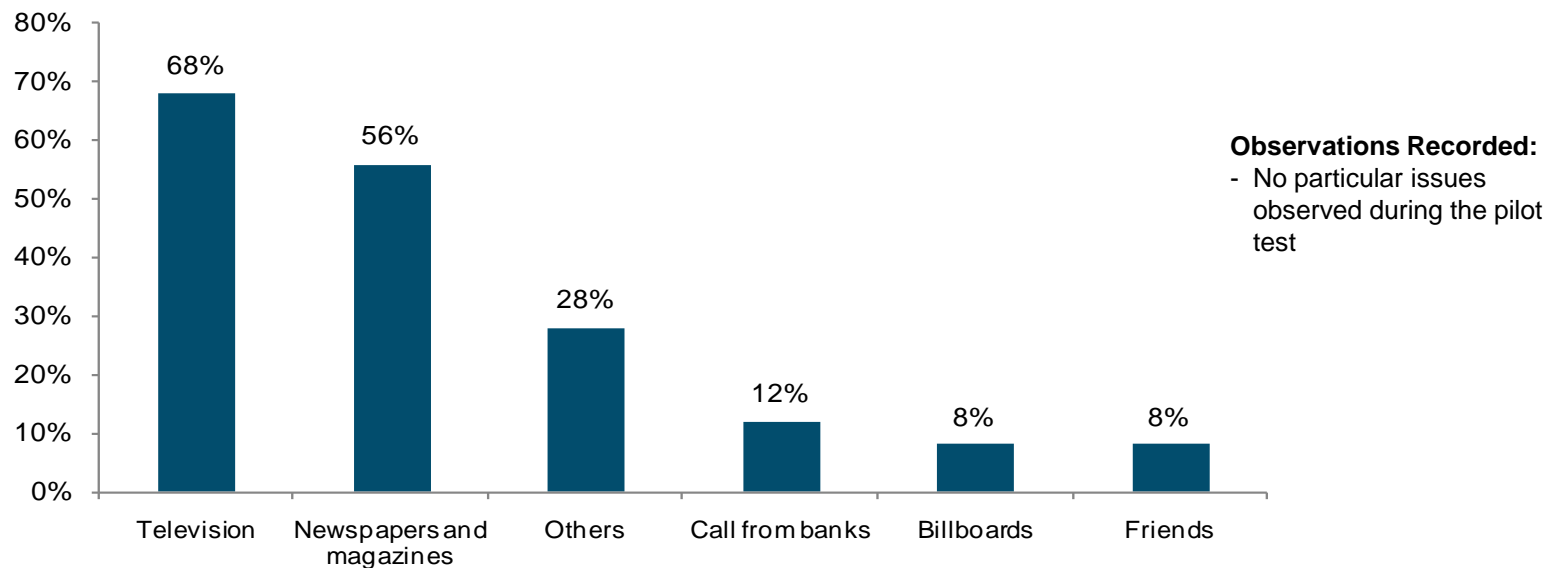
Rankings will be provided in final report

Total respondents: 25

Total responses: 83

Section 4: Bank Needs

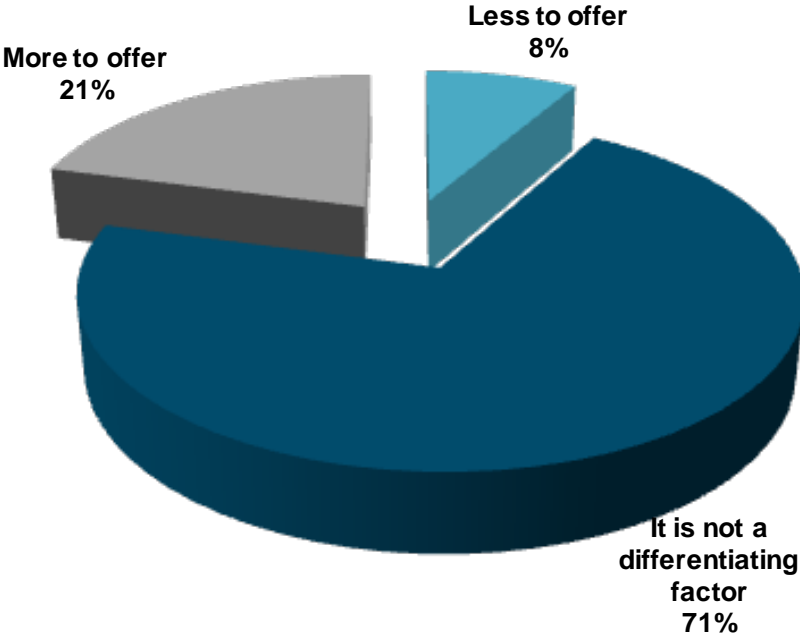
Q6 What medium of marketing banking products best suits your requirement?



Total respondents: 25
Total responses: 45

Section 4: Bank Needs

Q7 Do you think local banks have more/less to offer you compared to branches of foreign banks?

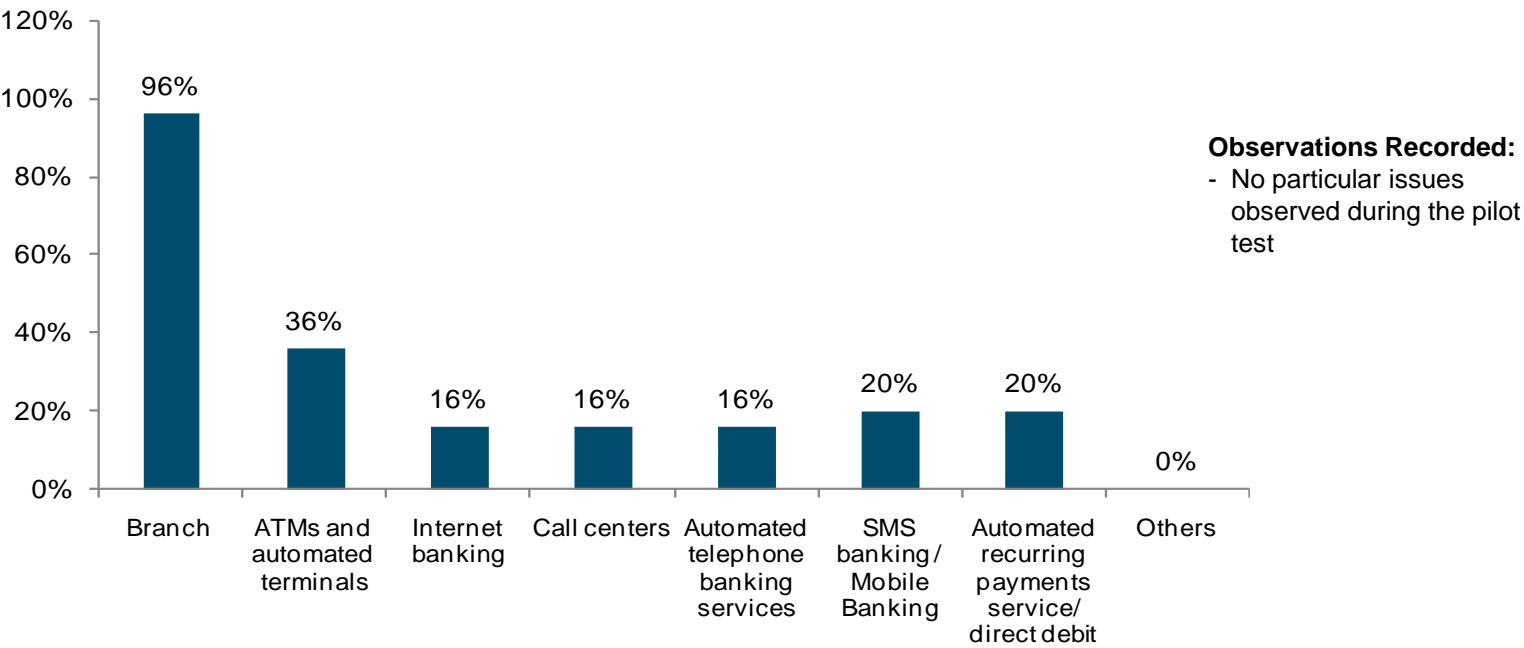


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

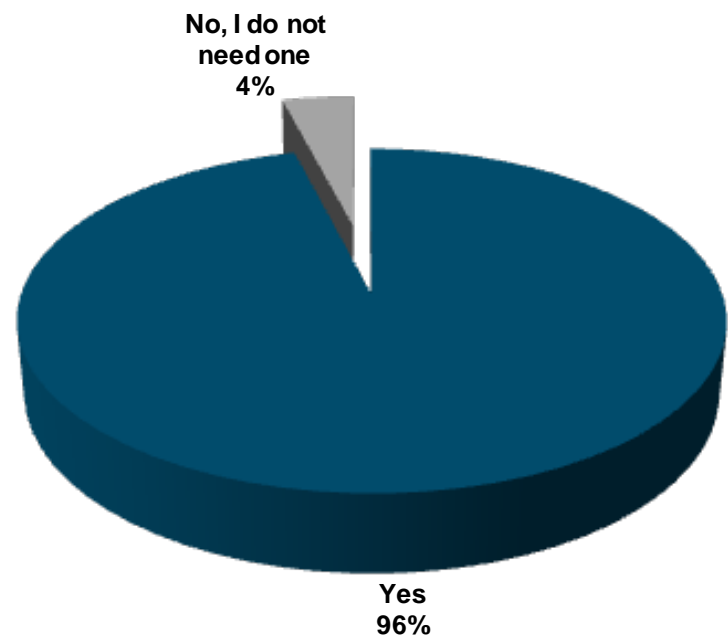
Q8 Please rank the different delivery channels that you prefer to use to manage your account services



Total respondents: 25
Total responses: 56

Section 4: Bank Needs

Q9 Does your business have a bank account?



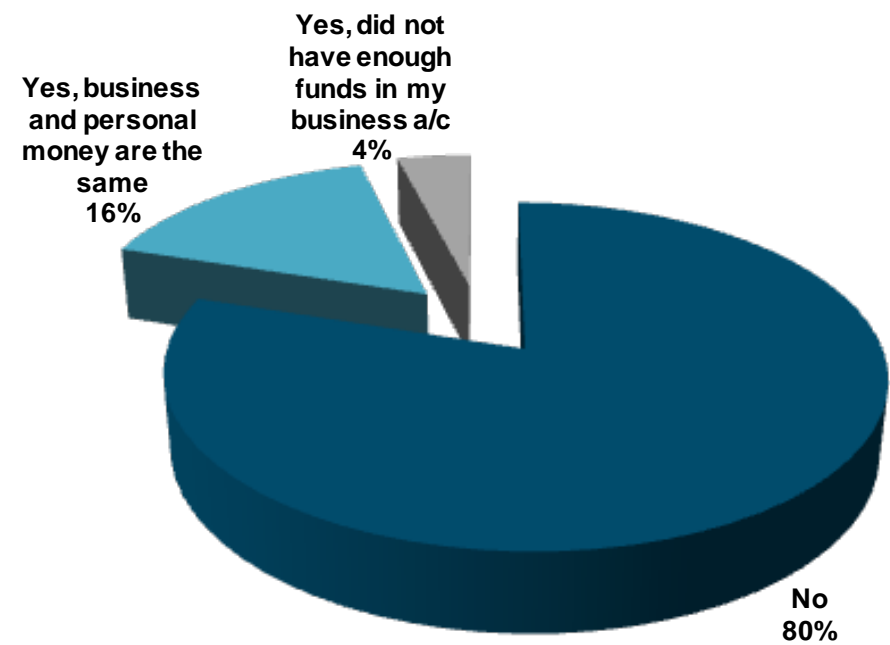
Observations Recorded:

- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q10 Do you use your personal bank accounts for your business?

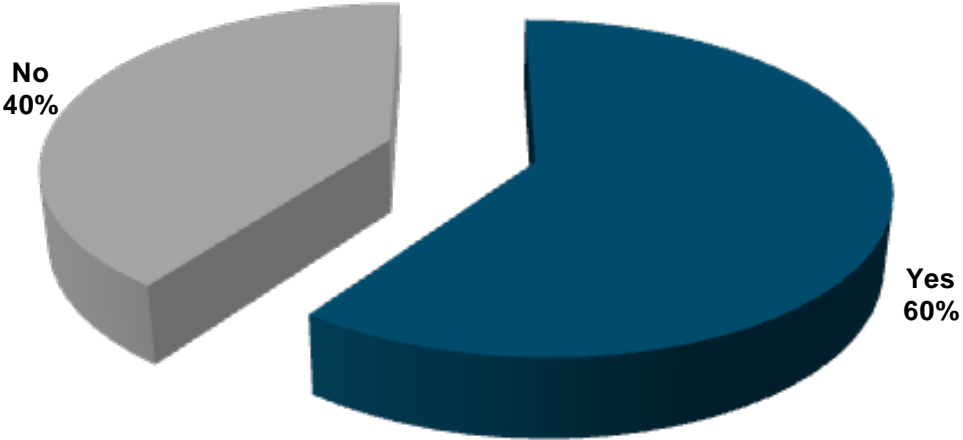


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q12 Is this bank also your main bank for personal transactions?

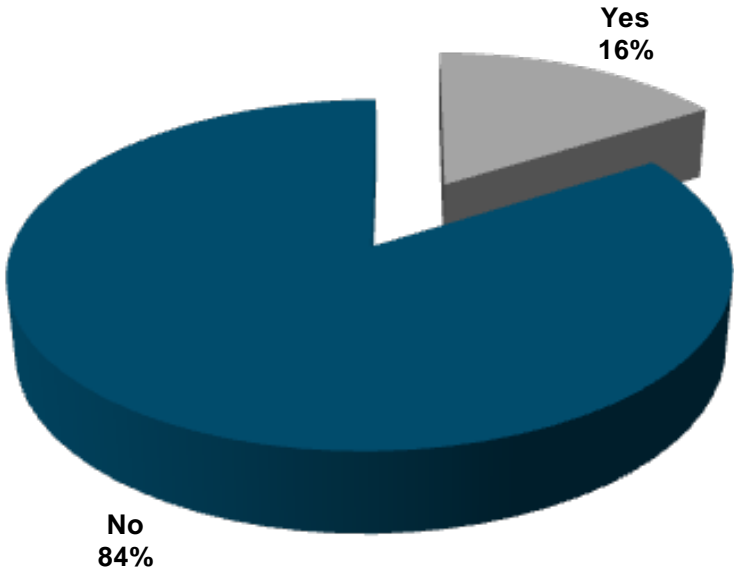


Observations Recorded:
- This information was not being openly divulged by the respondents

Total respondents: 25

Section 4: Bank Needs

Q15 Does your business have term deposits

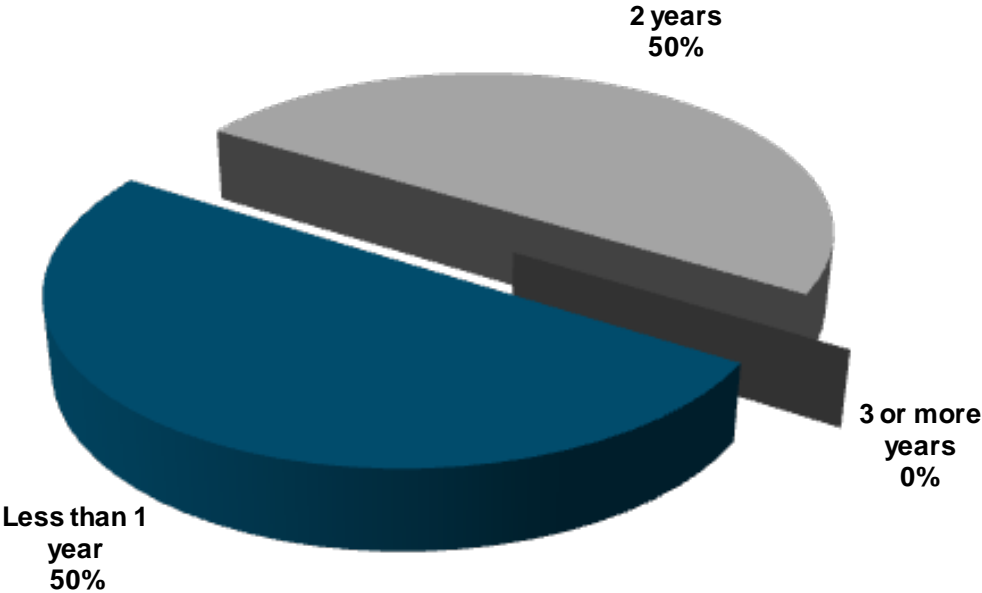


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q16 What is the term of your deposit account

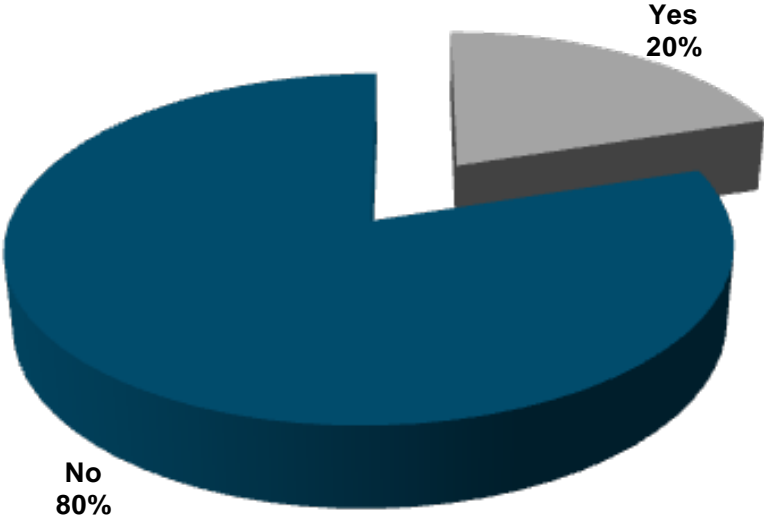


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 4

Section 4: Bank Needs

Q17 Have you ever used any bank for meeting funding requirements of your business?

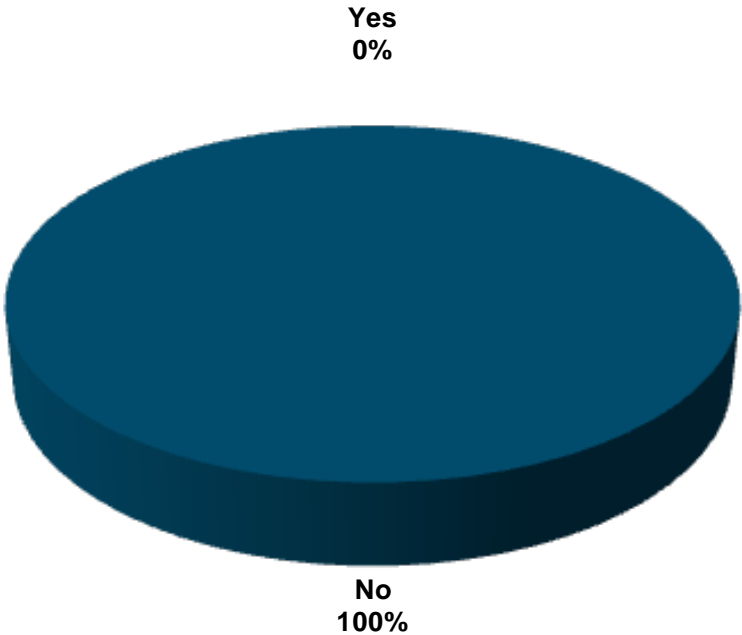


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q18 Has the bank ever rejected your loan application?

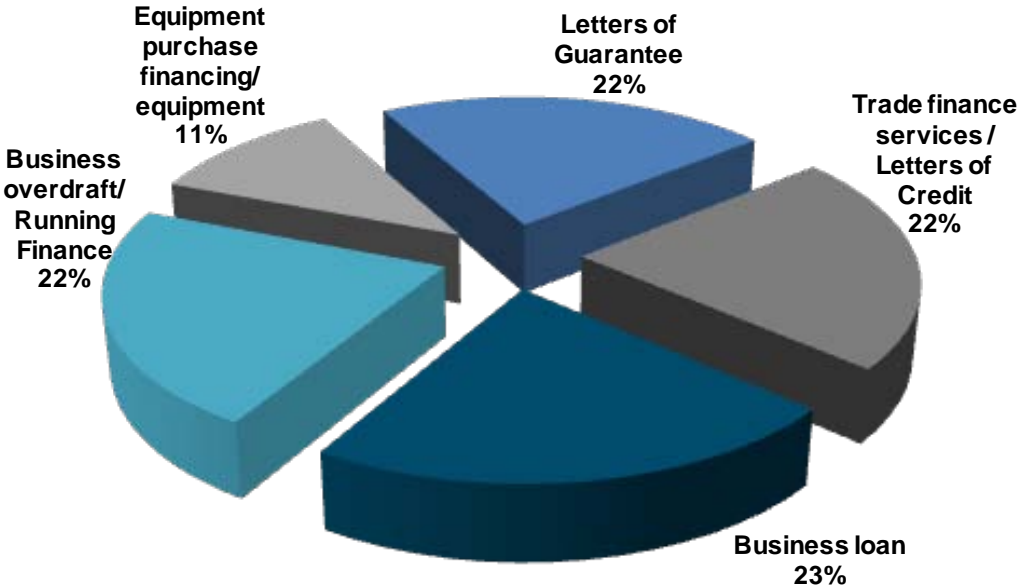


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 5

Section 4: Bank Needs

Q19 What loan products have you used in the past for your business?

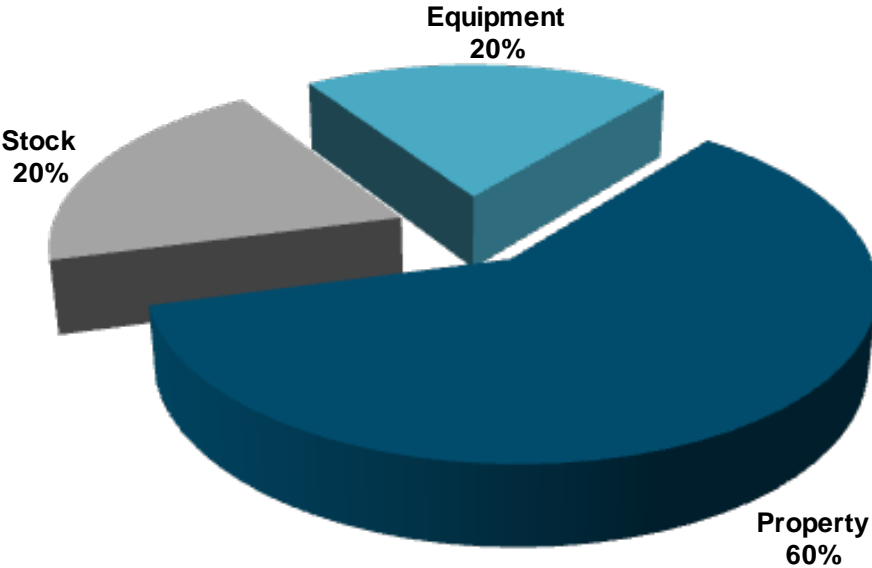


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 5
Total responses: 9

Section 4: Bank Needs

Q20 What is your loan collateral?

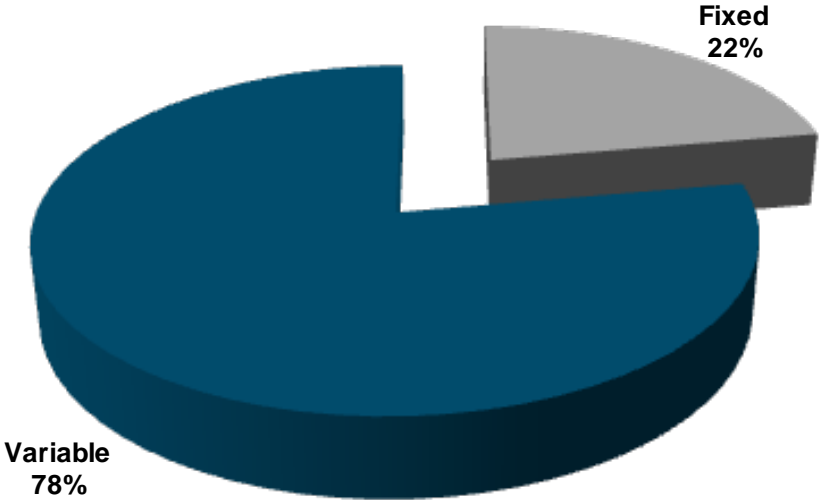


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 5

Section 4: Bank Needs

Q21 What type of interest rate does the bank charge on your loan facility?

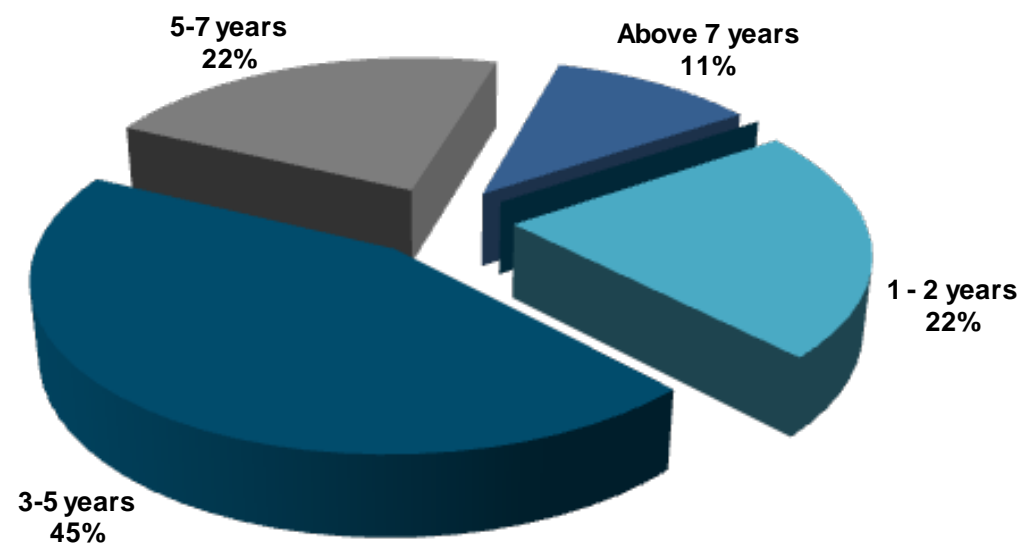


- Observations Recorded:**
- This information was not readily available with the respondent
 - In some cases the question was too technical for the respondent to understand

Total respondents: 5

Section 4: Bank Needs

Q22 What is the repayment period of your loan

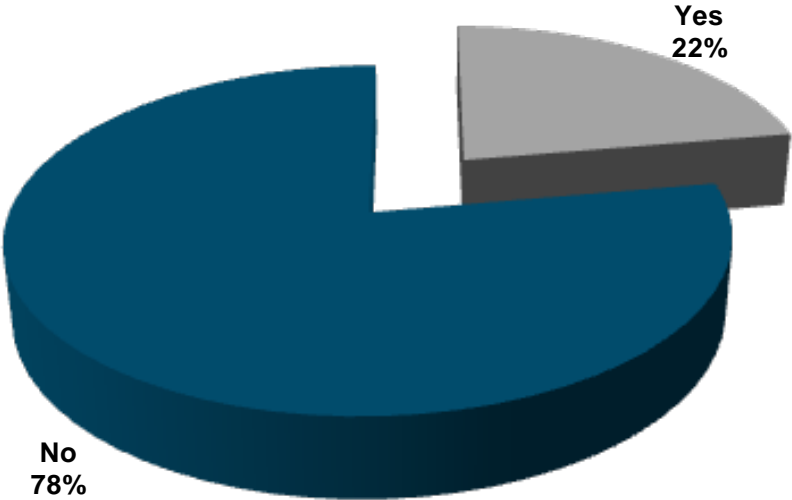


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 5
Total responses: 9

Section 4: Bank Needs

Q23 Do you pay any charges levied by your bank other than interest on your loan account?

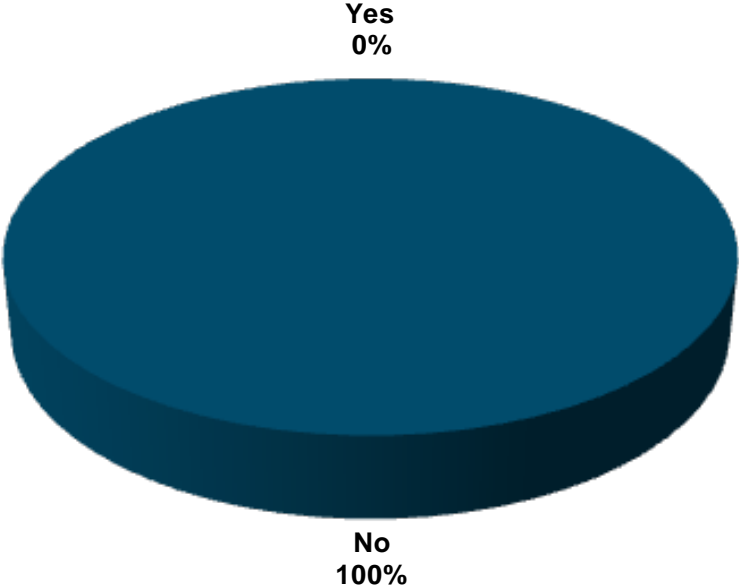


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 5
Total responses: 9

Section 4: Bank Needs

Q25 Is there any financing / funding type required by your organization that is not yet provided by financial institutions?

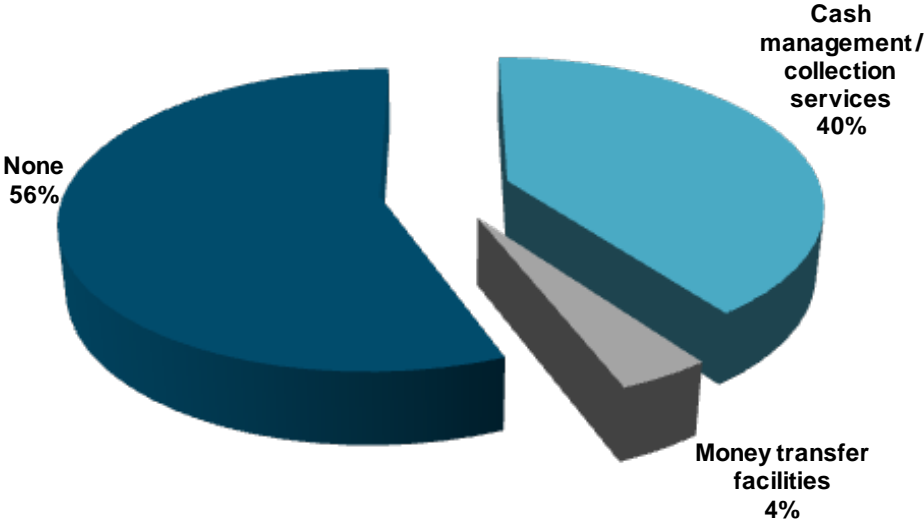


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 4: Bank Needs

Q26 In addition to using a bank account or a loan product, do you, or require to use any of the following other service?



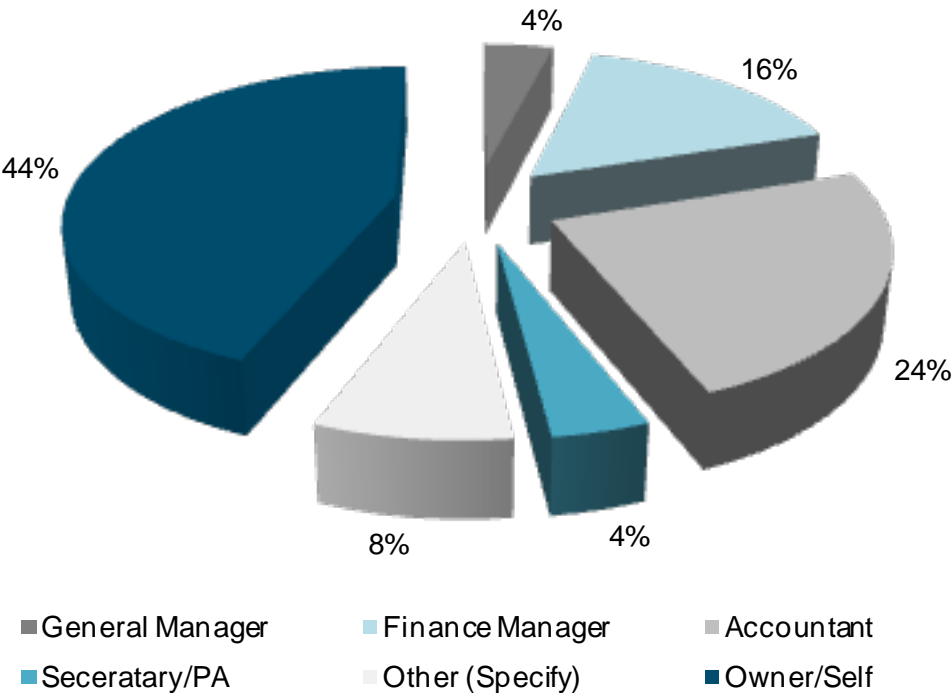
Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 5: Funding Requirements

Section 5: Funding Requirements

Q1. Who is in charge of managing funding needs (managing, organizing funds, making payments)?

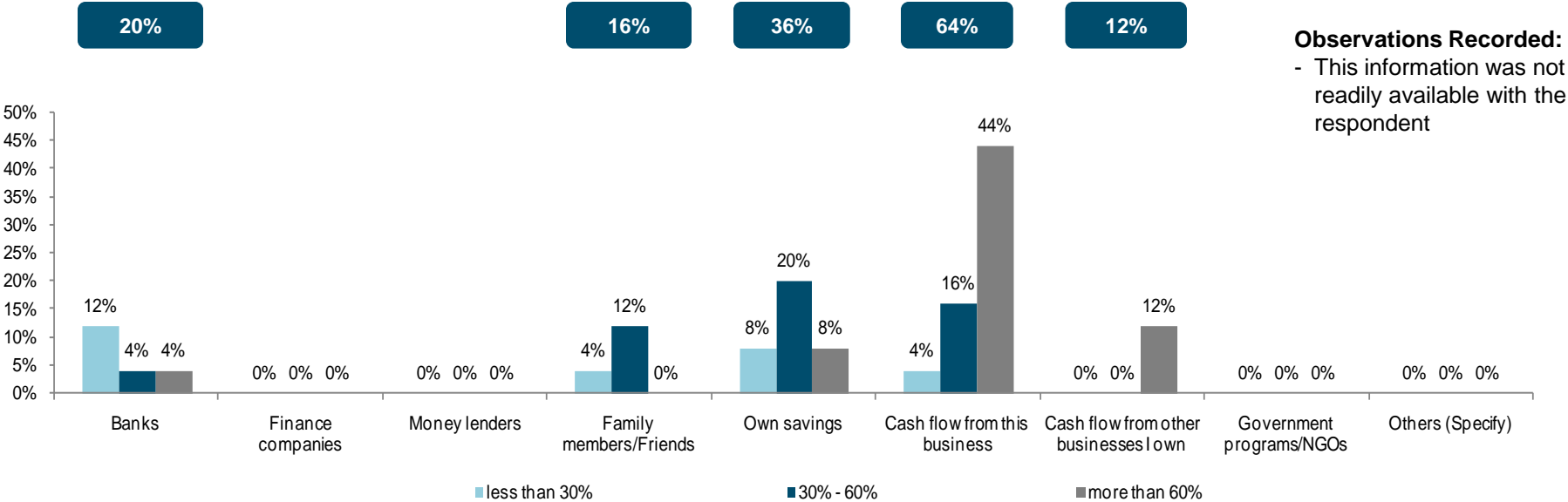


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 5: Funding Requirements

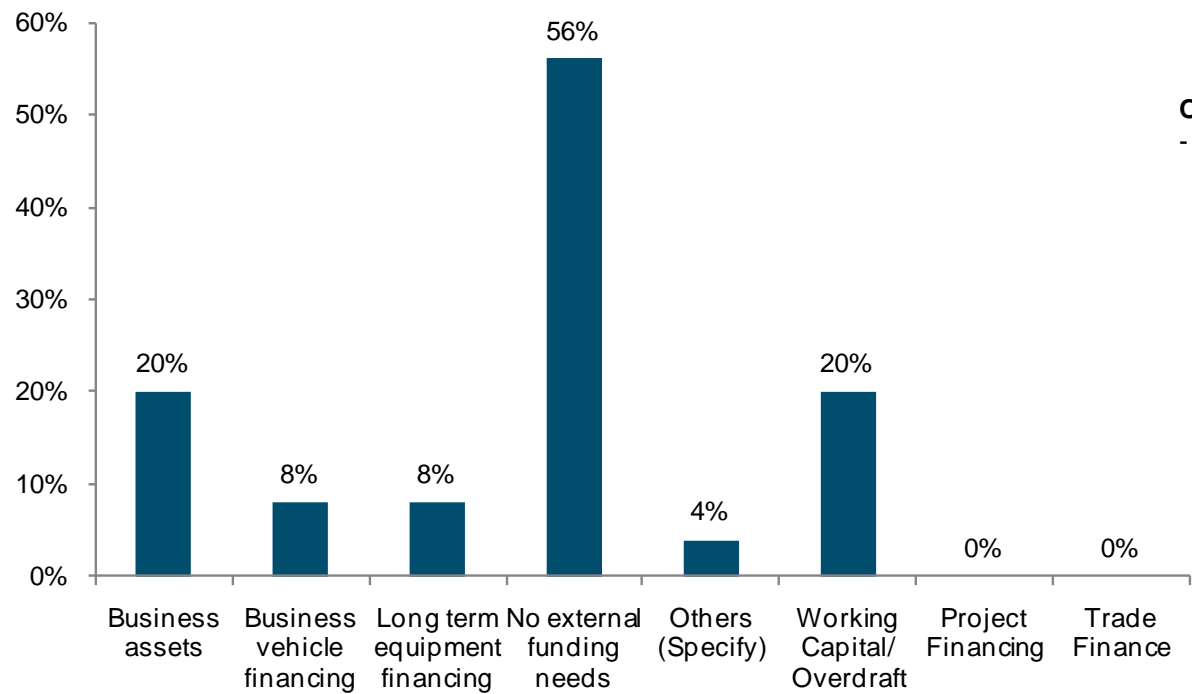
Q2. What sources do you use to fund your business? Please specify % of funds coming from these sources



Total respondents: 25
Total responses: 37

Section 5: Funding Requirements

Q3. What are your primary business funding needs? Select from list

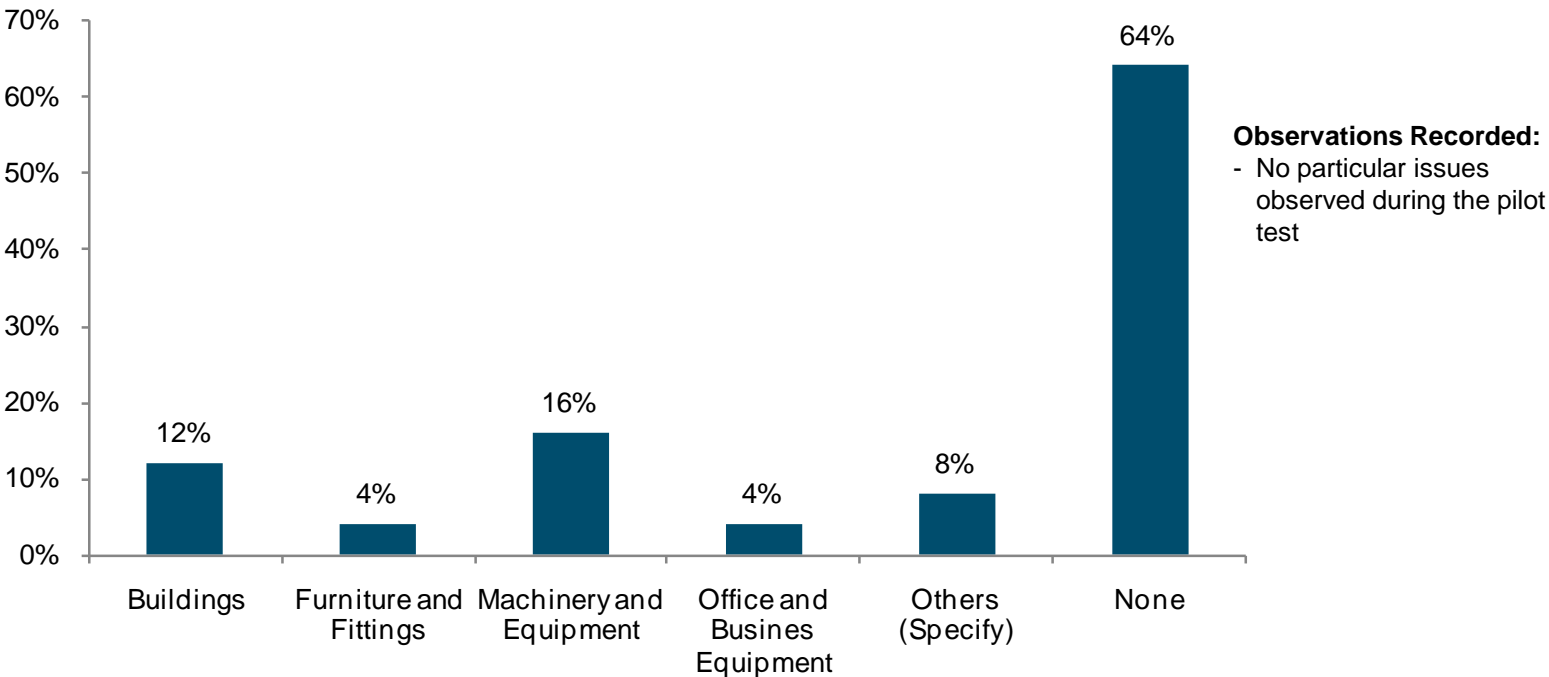


Observations Recorded:
- This information was not readily available with the respondent

Total respondents: 25
Total responses: 29

Section 5: Funding Requirements

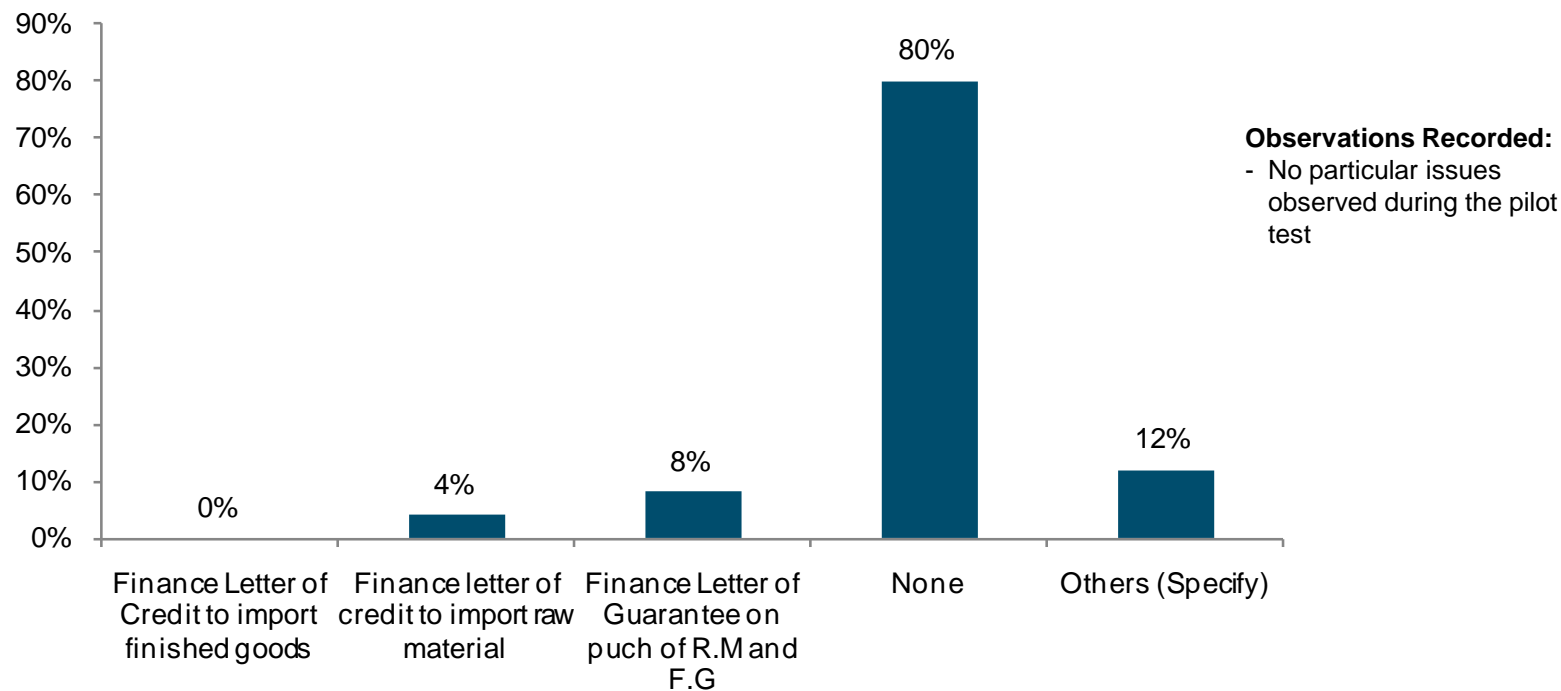
Q4. What are the types of fixed assets that need to be financed?



Total respondents: 25
Total responses: 27

Section 5: Funding Requirements

Q5. And what are the types of working capital finance requirements?



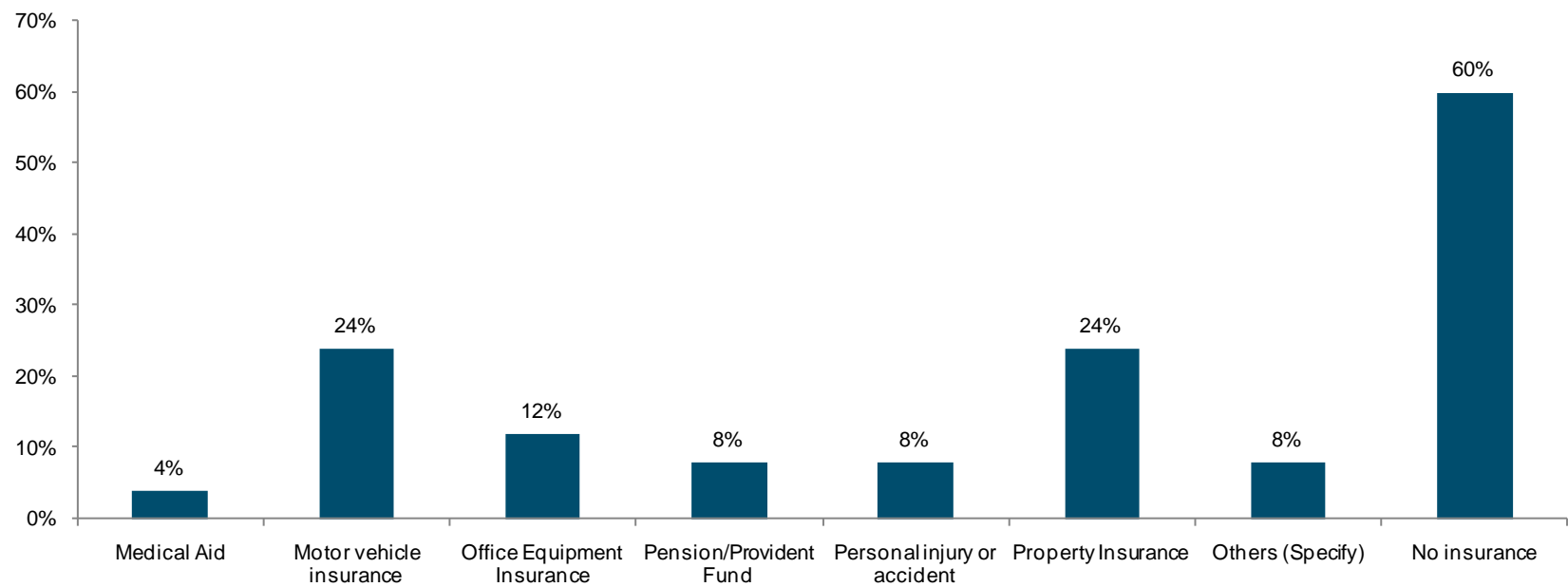
Total respondents: 25

Total responses: 27

Section 6: Other Products

Section 6: Other Products

Q1. Which of these insurance products, if any, does your business pay for?

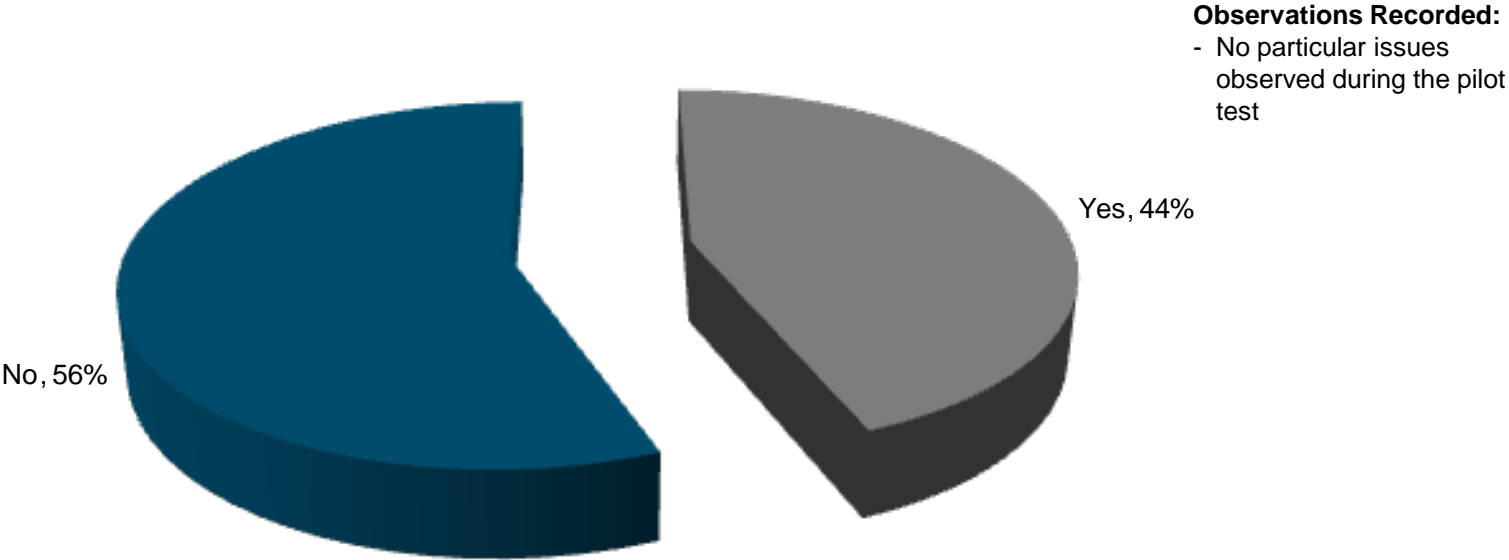


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25
Total responses: 37

Section 6: Other Products

Q2. Would you like your bank to propose you any of the above insurance products?

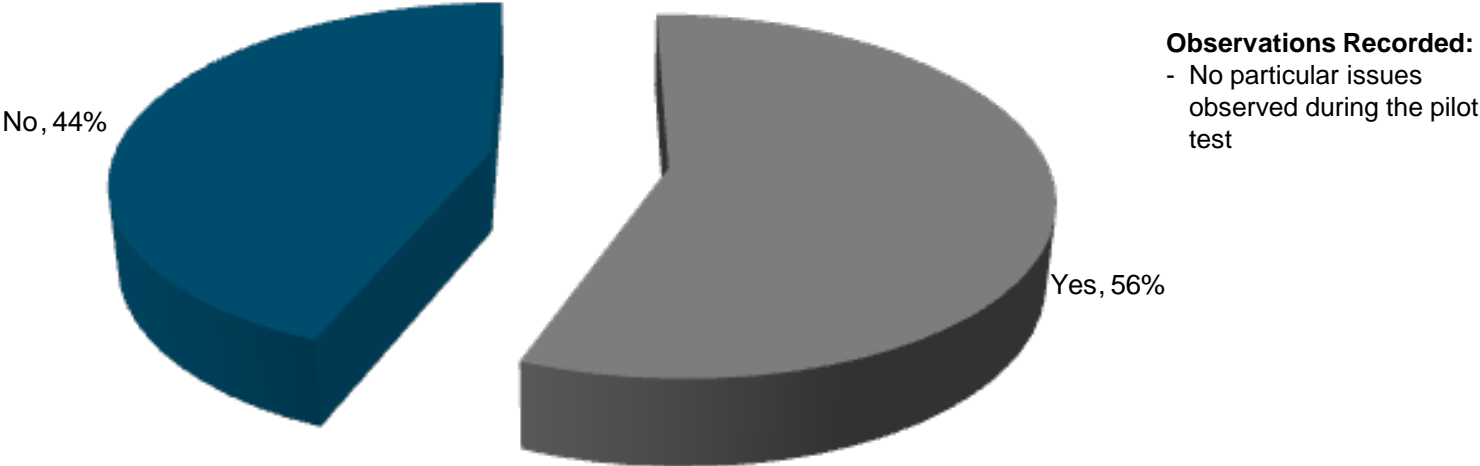


Total respondents: 25

Section 7: Business Advisory

Section 7: Business Advisory

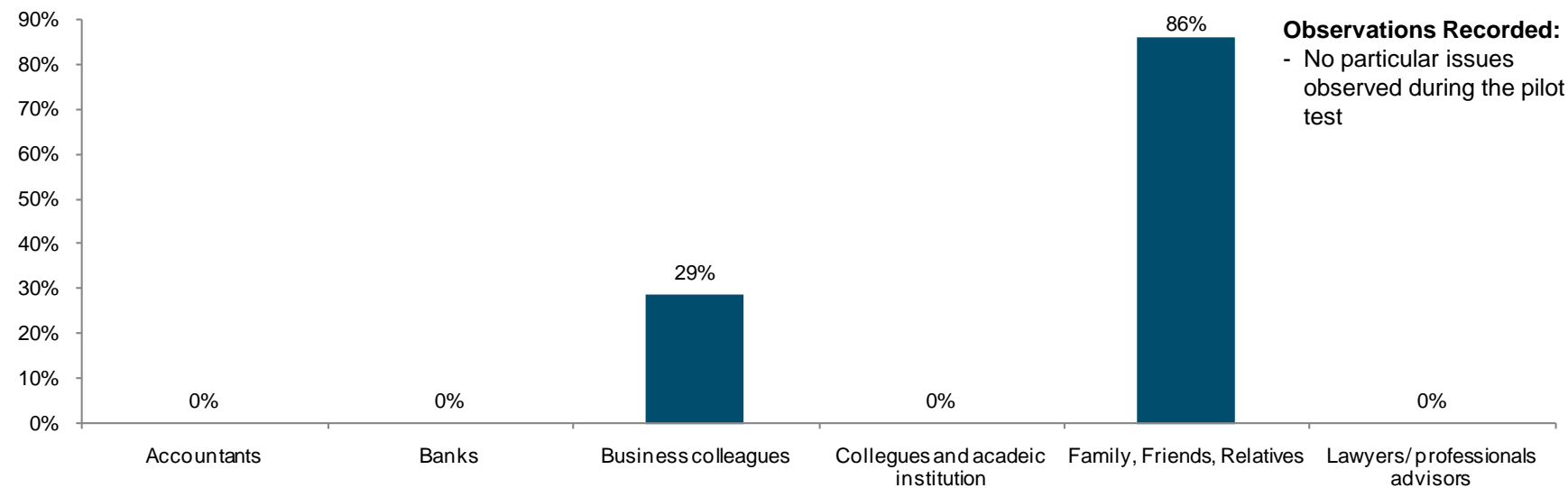
Q1. Do you obtain professional advice for your business?



Total respondents: 25

Section 7: Business Advisory

Q1a. If yes, who?

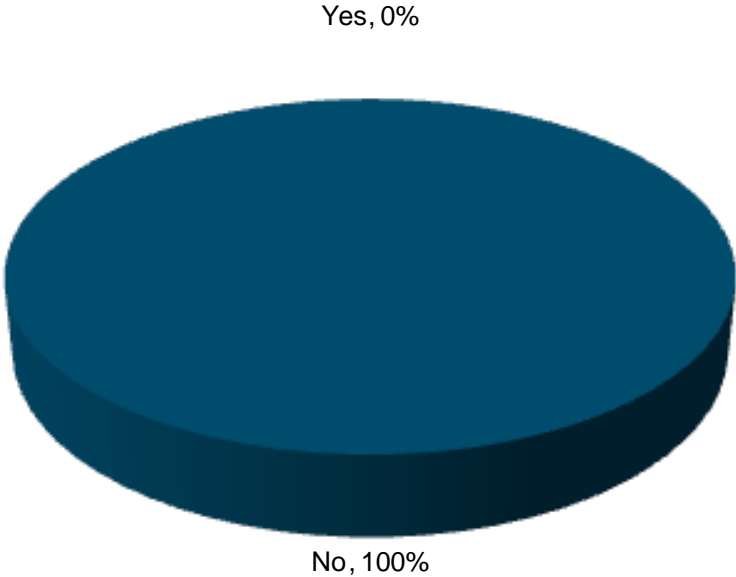


Total respondents: 14

Total responses: 16

Section 7: Business Advisory

Q3. Are you currently paying for such business advisory services?

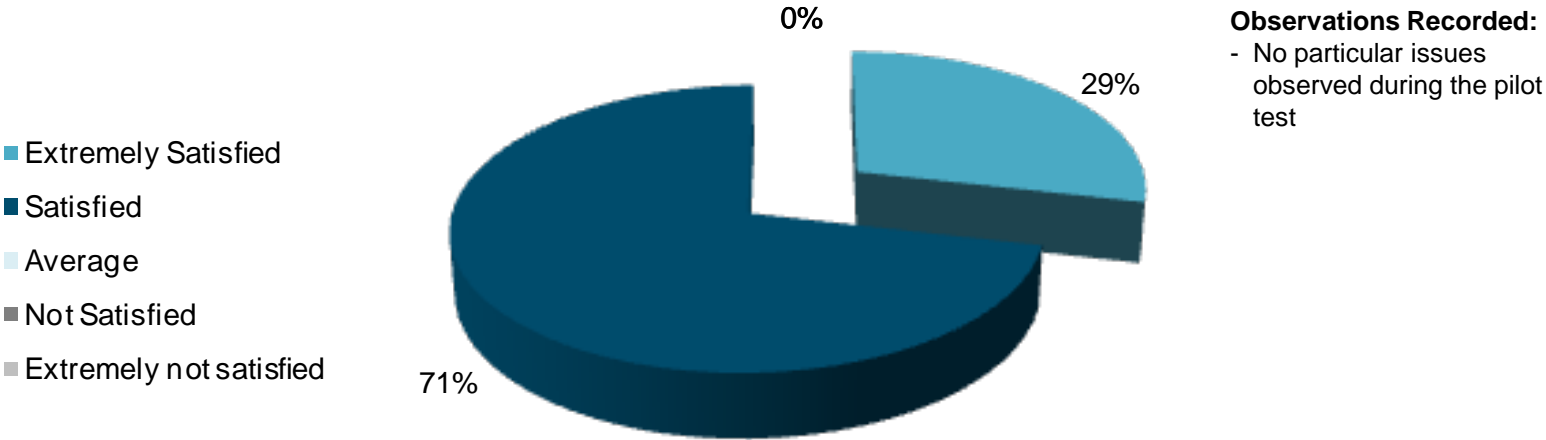


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 14

Section 7: Business Advisory

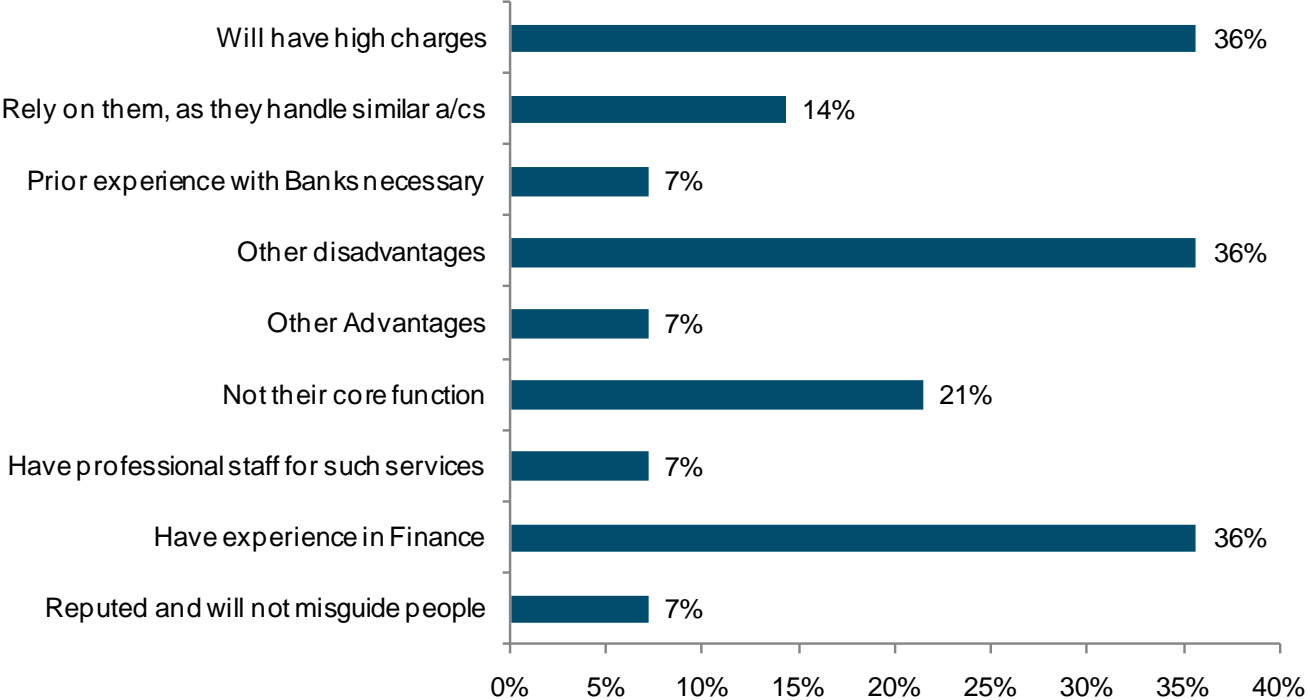
Q4. How satisfied are you with your business advisory services?



Total respondents: 14

Section 7: Business Advisory

Q5. What is your opinion on such services being offered by banks?

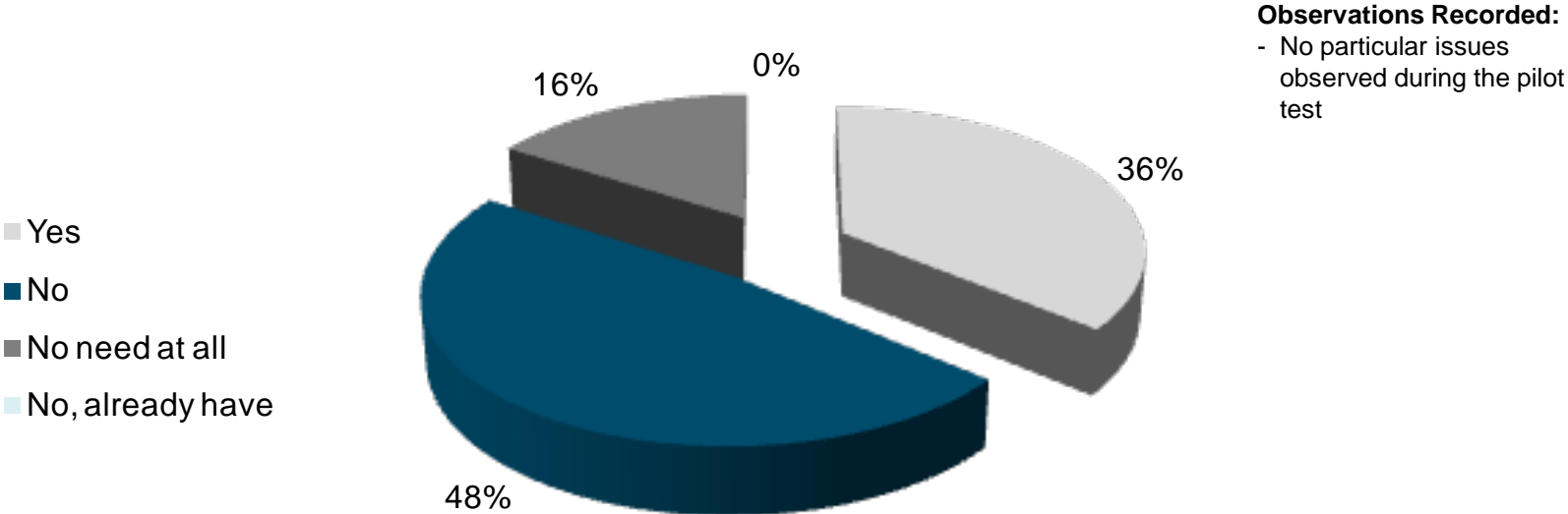


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 14
Total responses: 24

Section 7: Business Advisory

Q6. Would you pay the bank for such a service

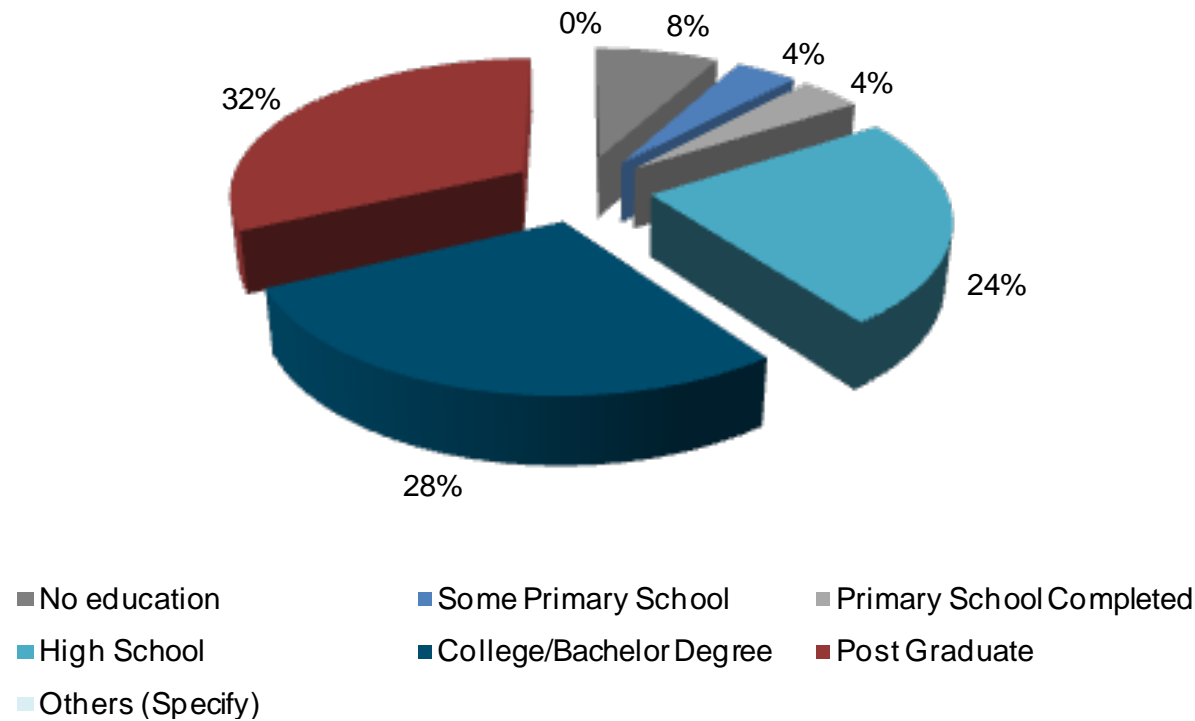


Total respondents: 25

Section 8: Other Information

Section 8: Other Information

Q1. What is your education background?



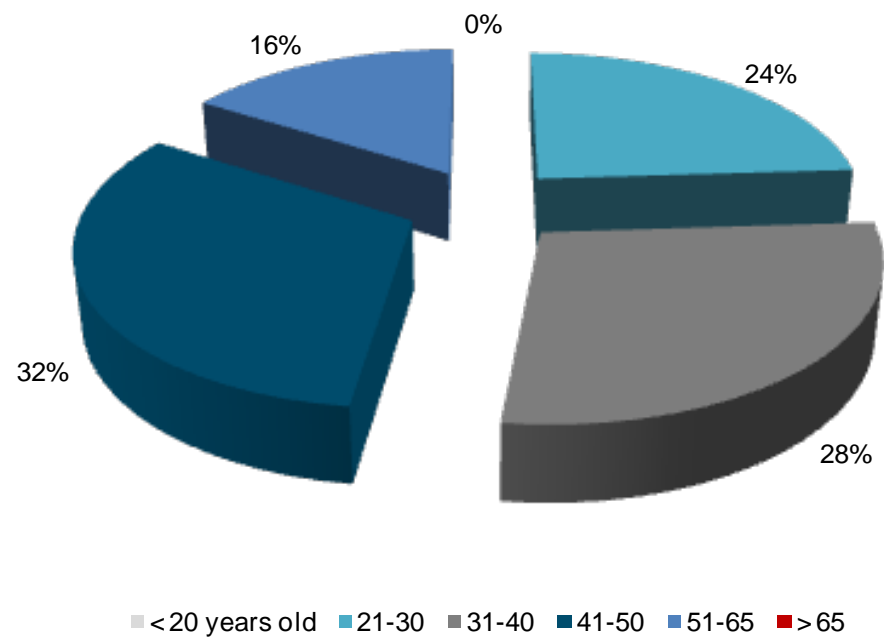
Observations Recorded:

- Only a few respondents thought this question was too personal and did not want to answer it

Total respondents: 25

Section 8: Other Information

Q2. How old are you?

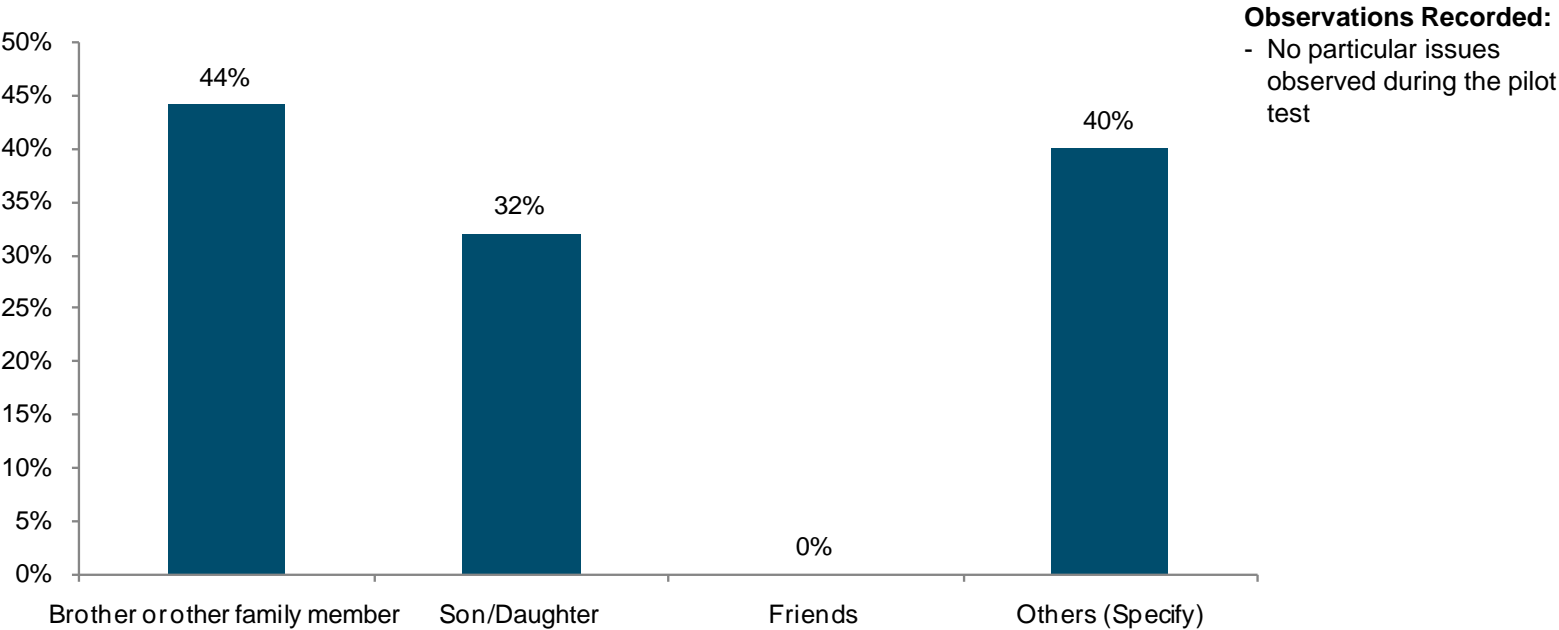


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25

Section 8: Other Information

Q3. Who will take over the business after you?

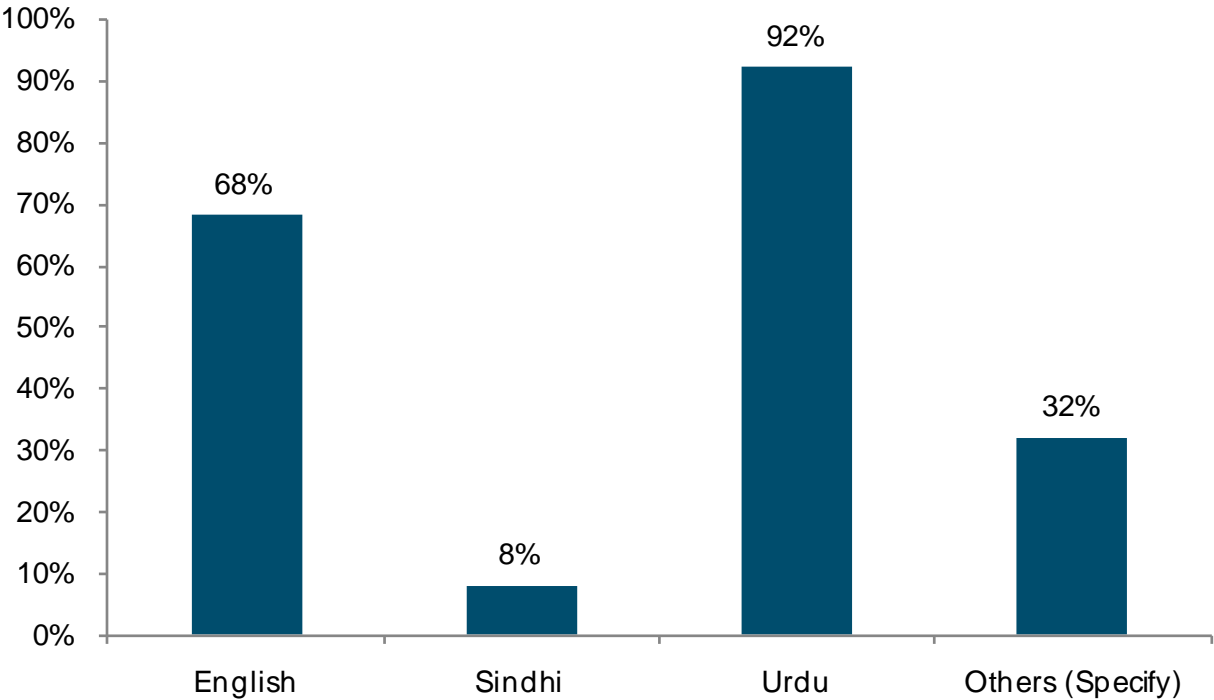


Total respondents: 25

Total responses: 29

Section 8: Other Information

Q4. Which language do you speak and write?

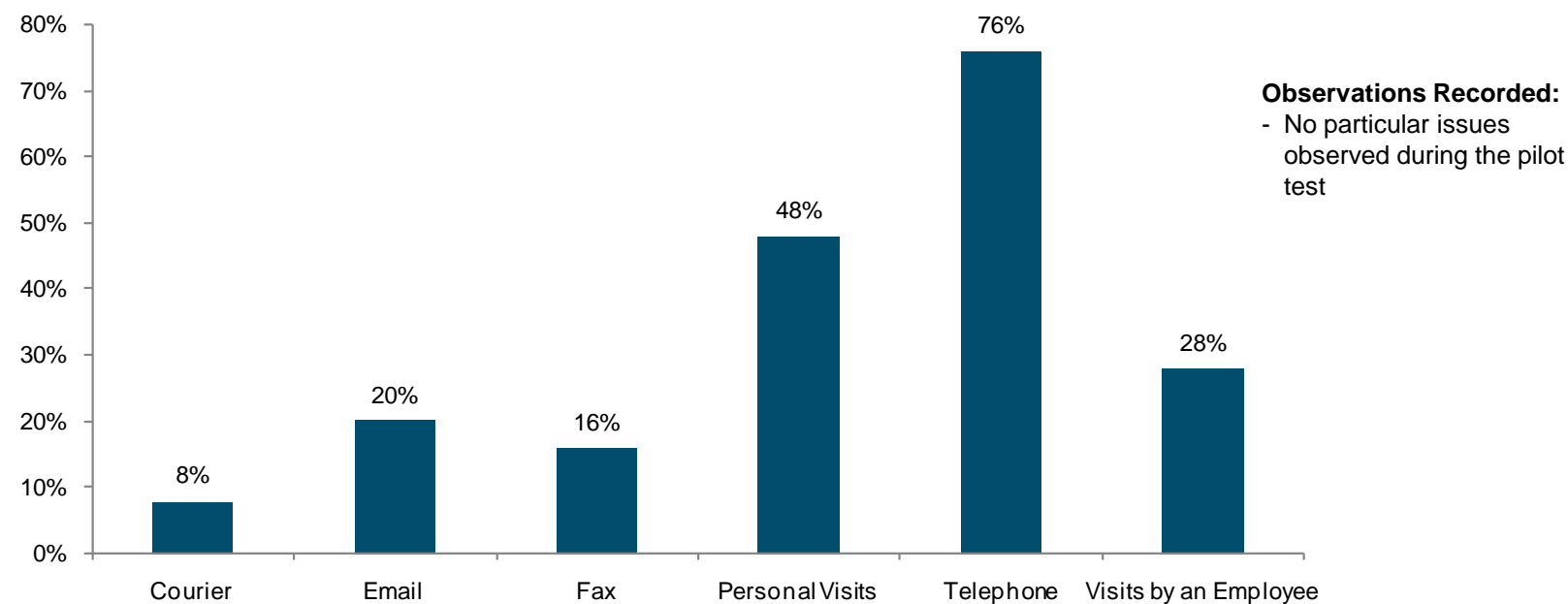


Observations Recorded:
- No particular issues observed during the pilot test

Total respondents: 25
Total responses: 50

Section 8: Other Information

Q5. Which channels do you use for communicating with your suppliers or customers?



Total respondents: 25
Total responses: 49

Section 8: Other Information

Q6. Do you provide any technical / professional training to your staff?



Total respondents: 25

5

Work Plan and CVs of Research Team

Work Plan and Timelines

The table below illustrates estimated time required to complete subsequent activities of this assignment. Timeline estimates may vary on account of availability of information and time taken by stakeholders to review deliverables during various stages of the assignment.

Activity Chart for the Assignment										
Activities	Number of Weeks									
	1	2	3	4	5	6	7	8	9	10
Phase II										
Field work for Primary Survey										
Designing of Database for Data Entry										
Data Entry										
Data Analysis and Benchmarking										
Sample Sub Segment Booklet										
Presentation on Top Level Findings										
Draft Market Research Report										
Draft Sector data tables and financial analysis on each sector/sub sector:										
Draft Sub-segment SME reports										
Review and Feedback										
Final Deliverables										

Research Team

S.No	Names	Designation	Contact Details
1	Khalid Safdar	Project Coordinator / Research Head	0300-8213214
Sindh Team			
2	Badr Siddiqui	Team Leader - Sindh	0300-9239777
3	Inam	Research Associate	0333-2244045
4	Nabeel Naz	Research Associate	0333-3848182
5	Farrukh Ashfaq	Research Associate	0345-3104899
Punjab Team			
6	Muhammad Kashif	Team Leader - Punjab	0301-4110483
7	Hashir Rehman	Research Associate	0333-6300619
8	Asim Masood	Research Associate	0321-4640535
9	Asad Mukhtar	Research Associate	0322-4356732
10	Zeeshan Ikram	Research Associate	0333-6109630
11	Yasir Ammar	Research Associate	0334-4256066

Research Team

Khalid Safdar – Project Coordinator / Research Head

Education:

Degree	Institution	Year
MBA in Financial Management	University of Bedfordshire, UK	2002
Foundation Exam for Chartered Accountancy	Institute of Chartered Accountants of Pakistan	1997
Bachelors of Commerce and Economics	University of Karachi	1992

Key Experiences:

- Research Head for conducting customized market research of small, middle market and corporate entities for MCB Bank
- Project Coordinator of Empowering Pakistan Jobs Project, a skill gap survey conducted for USAID
- Project Coordinator for development of strategic business plan of SME business line for MCB Bank
- Project Leader for development of product program manuals for SME business line of MCB Bank
- Project Coordinator for conducting market research and strategy development of SME business of Standard Chartered Bank
- Project Coordinator for conducting market research and strategy development for SME business of ABN Amro Bank
- Project Coordinator for carrying out market research for launch of SME lending product for UBL
- Team Leader for development of strategic business plan for SME banking group of NBP for enhancing bank's outreach in the sector
- Project Coordinator for conducting diagnostic assessment and development of strategic business plan for National Bank of Fujairah
- Project Coordinator and Research Head for development of MCB Privilege Branch Location Strategy for MCB
- Project Coordinator for development of product program for SME business line of National Bank of Fujairah
- Project Leader for development of business plan for launch of fund and establishment of fund management company for Mohr UAE SME Fund

Employment Record:

Duration	Employer	Designation
June 03 to date	Anjum Asim Shahid Rahman	Director
September 02 – May 03	Clarusoft (Pvt.) Limited	Finance Manager
June 02 – August 02	School of Leadership	Program Manager
November 99 – September 01	Engro Asahi Polymer & Chemicals	Accounts Officer

Research Team

- Team Leader for conducting market survey for Standard Chartered bank for analysis of automobile market trends and financing availability
- Team leader for carrying out market research for MCB for deriving a positioning strategy for its consumer banking division
- Project director for market research and study for ANZ Grindlays bank
- Team leader for developing strategic & business plan as part of the overall financial advisory for Pak China Investment Company Ltd.
- Team leader for market research on health care industry and health insurance market of Pakistan to assess financial and commercial viability of launching a Health Maintenance Organization in Pakistan
- Team leader for conducting retail sector study and development of business plan for Deutsche Bank

Other Experiences:

- Conducted comprehensive market study of cosmetics & toiletries sector to assess commercial and financial viability for launching and re-positioning the hair and skin care products of Himalaya Herbal in Pakistan
- Team leader for provision of buy side advisory services to Sheikh Al-Nayan Group of UAE for acquisition of HCE Bank for HBL
- Team leader for conducting due diligence and providing financial advisory services for the acquisition of Rupali Bank Limited for Pak Oman
- Conducted due diligence for JS Bank for acquisition of local branch operations of American Express Bank in Pakistan
- Project leader for conducting financial & accounting due diligence of WAK Limited followed by business process analysis done for JS Bank
- Project leader for carrying out due diligence as lead advisors for acquisition of local branch operations of Rupali Bank Limited for Pak Oman
- Project leader for providing accounting due diligence for the acquisition of Pakistan operations of Bank of Ceylon for Dawood Group
- Team leader for advisors in consortium with ABN AMRO Bank in Pakistan, for sale of an associated undertaking on behalf of ABN AMRO Bank N.V. Netherlands
- Team leader for lead advisors to the merger of SBFC with the Youth Investment Promotion Society transaction and provided due diligence report

Research Team

Muhammad Kashif – Team Leader Punjab

Education:

Degree	Institution	Year
Associate Chartered Accountant	Institute of Chartered Accountants of Pakistan	2010
Associate Public Accountant	Pakistan Institute of Public Finance Accountants	2010
BA (Political Science)	Islamia University Bahawalpur	2006

Employment Record:

Duration	Employer	Designation
February, 2009 to date	Anjum Asim Shahid Rahman	Assistant Manager
July, 2005 to February, 2009	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Leader for conducting a skill gap assessment for the Empower Pakistan Jobs Project for USAID
- Team Leader for executing a market research for Punjab Agri Market Research Company (Guaranteed) Ltd. (PAMCO)
- Team Leader for conducting a market research for AMCON (Pvt) Ltd.
- Team Leader for conducting a competitor analysis for Zamil Steel
- Team Leader for a comprehensive market review for the introduction of a new product for Lawrencepur
- Team Leader for preparation of business plan of JW Marriott Hotel for Niaz Group
- Team Leader for preparation of business plan of LNG terminal for Pakistan Gasport Limited
- Team Member for preparation of financial feasibilities and business plans for various Power project s.
- Team Member in business options analysis for Oil and Gas Development company Limited (KPDP & TAY Project)
- Team Member for carrying out a due diligence and business valuation for Shell Gas LPG
- Team Leader for executing corporate and financial restructuring
- Team Member in providing human resource services for Jamshoro Joint Venture Limited
- Team Member for preparing financial feasibility and right issue consultancy to Samin Textiles Limited

Research Team

Badr Siddiqui – Team Leader Sindh

Education:

Degree	Institution	Year
ACCA Finalist	Association of Chartered Certified Accountants	2010
B.Com	University of Karachi	2009

Employment Record:

Duration	Employer	Designation
Oct 08 to date	Anjum Asim Shahid Rahman	Associate

Key Experiences:

- Team Member/ Field Staff Member for development of MCB Privilege Branch Location Strategy for MCB
- Team Member/ Field Staff Member for Empowering Pakistan Jobs Project, a skill gap survey conducted for USAID
- Team Member for conducting a customer satisfaction survey for HBFC
- Team Member for Strategy for launch of SME business in Pakistan for Standard Chartered Bank
- Team Member for Market research study was carried out for launch of a lending product directed towards small and medium enterprises (SMEs) as a part of the Micro Credit business line for NBP
- Team Member for Market survey of 1,200 SME's and 70 corporations to assess the financing needs within the respective market for MCB
- Field Staff Member for carrying out detailed statistical analysis for conducting Mystery Shopper survey for Adamjee insurance Catch Cards
- Team Member for customer focus group sessions to assess preferences, needs & requirements of customers in order to redefine banks' strategic focus for its consumer banking products for Bank of America
- Team Member for Carrying out Customer surveys and focus groups to analyze customer satisfaction levels and financial requirements of SME segment for SCB
- Team Member for Carrying out market survey of High Net worth Individuals (HNWI) to assess their financial needs and their selection criteria of financial institutions for MCB

Research Team

Inam Abdullah – Research Associate

Education:

Degree	Institution	Year
CA Inter	Institute of Chartered Accountants of Pakistan	2009

Employment Record:

Duration	Employer	Designation
Dec 08 to date	Anjum Asim Shahid Rahman	Associate
Oct 07 to Nov 08	Junaidy Alam Iqbal	Associate

Key Experiences:

- Team Member for development of MCB Privilege Branch Location Strategy for MCB
- Team Member/ Field Staff Member of Empowering Pakistan Jobs Project, a skill gap survey conducted for USAID
- Team Member for conducting a customer satisfaction survey for HBFC
- Team Member for Strategy for launch of SME business in Pakistan for Standard Chartered Bank
- Team Member for a Market Research Study, carried out for launching of a lending product directed towards small and medium enterprises (SMEs) as a part of the Micro Credit business line for NBP
- Team Member for a Market Survey for analyzing Pakistan's automobile market trends and sources of auto financing for SCB
- Team Member for the conducting market research, strategic business plan, and product program manuals for MCB
- Team Member for development of strategy for launch of SME business in Pakistan for ABN AMRO Bank
- Team member for carrying out Customer surveys and focus groups to analyze customer satisfaction levels and financial requirements of SME segment for SCB

Research Team

Asad Mukhtar– Research Associate

Education:

Degree	Institution	Year
C.A - Inter	Institute of Chartered Accountants of Pakistan	2010
BA	Punjab University	2006

Employment Record:

Duration	Employer	Designation
May, 2009 to date	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Member for conducting a skill gap assessment for the Empower Pakistan Jobs Project for USAID
- Team Member for conducting a Need Assessment Analysis of ASASAH – Micro finance NGO.
- Team Member for conducting a Market Research for ASASAH – Micro finance NGO
- Team Member for conducting a market research for AMCON (Pvt) Ltd.
- Team Member for executing a market research for Punjab Agri Market Research Company (Guaranteed) Ltd. (PAMCO)
- Team Member for preparation of business plan of Master City (Pvt.) Limited Gujranwala.
- Team Member for conducting corporate and financial Analysis and Reviews Rafi Peer Theater Workshop-PCTV Project
- Team Member for preparation of feasibility report of Frozen Vegetable project by PAMCO.
- Team Member for preparation of business plan of Sahara developers (Pvt.) Limited.
- Team Member in preparing Information Memorandum and Raising Finance for Walters Power International LLC.
- Team Member for preparing financial feasibility to Pakistan Power Resources LLC.

Research Team

Asim Masood– Research Associate

Education:

Degree	Institution	Year
C.A Inter	Institute of Chartered Accountants of Pakistan	2008
ACCA - Affiliate	Association of Chartered Certified Accountants-UK (Affiliate)	2008

Employment Record:

Duration	Employer	Designation
September, 2007 to date	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Leader for conducting a market research for ASASAH – Micro finance NGO
- Team Member for conducting a skill gap assessment for the Empower Pakistan Jobs Project for USAID
- Team Member for executing a market research for Punjab Agri Market Research Company (Guaranteed) Ltd. (PAMCO)
- Team Member for conducting a market research for Four Seasons.
- Team Member for preparing Standard Operating Procedures (SOPs) for Rafi Peer Theatre Workshop
- Team Member for carrying out a due diligence for the Purpose of Acquisitions of Heavy Electrical Complex (Pvt.) Limited
- Team Member in conducting a statutory audit of Tariq Garden (NGO)
- Team Member in conducting a statutory audit of Eden Builders and Eden Housing Limited
- Team Member in conducting a statutory audit of Yasir Mehmood Securities (Pvt.) Ltd
- Team Member in conducting a statutory audit of Techlogix (Pvt.) Ltd

Research Team

Hashir Rehman– Research Associate

Education:

Degree	Institution	Year
C.A Finalist	Institute of Chartered Accountants of Pakistan	2007
ACCA - Affiliate	Association of Chartered Certified Accountants-UK (Affiliate)	2007
BSC	Islamia University Bahawalpur	2003

Employment Record:

Duration	Employer	Designation
October, 2007 to date	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Member for conducting a skill gap assessment for the Empower Pakistan Jobs Project for USAID
- Team Member for executing a market research for Punjab Agri Market Research Company (Guaranteed) Ltd. (PAMCO)
- Team Member for conducting a market research for AMCON (Pvt) Ltd.
- Team Member for conducting a market research for Four Seasons.
- Team Member for conducting corporate and financial Analysis and Reviews Rafi Peer Theater Workshop-PCTV Project
- Team Member for preparation of business plan of JW Marriott Hotel for Niaz Group
- Team Member for preparation of business plan of Sahara developers (Pvt.) Limited
- Team Member in preparing Information Memorandum and Raising Finance for Walters Power International LLC
- Team Member for carrying out a due diligence and business valuation for Heavy Electrical Complex (Pvt.) Limited
- Team Member for executing corporate and financial analysis and Strategic Business Advice of Phonex Aviation (Pvt.) Limited
- Team Member in conducting a statutory audit of ICC Textiles Limited
- Team Member in conducting a statutory audit of Pioneer Gas (Pvt.) Limited
- Team Member for preparing financial feasibility to Pakistan Power Resources LLC

Research Team

Zeeshan Ikram– Research Associate

Education:

Degree	Institution	Year
C.A - Inter	Institute of Chartered Accountants of Pakistan	2009
Graduation	Bahaudin Zakria University, Multan	2008

Employment Record:

Duration	Employer	Designation
February, 2010 to date	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Member for conducting a skill gap assessment for the Empower Pakistan Jobs Project for USAID
- Team Member for conducting corporate and financial Analysis and Reviews Rafi Peer Theater Workshop-PCTV Project
- Team Member for conducting transaction audit of Tariq Gardens.
- Team Member for preparation of feasibility report of Frozen Vegetable project for PAMCO.
- Team Member for preparation of feasibility report of Maize Processing Unit for Golden Gas Ltd.
- Team Member for conducting corporate and financial Analysis and Reviews Rafi Peer Theater Workshop-PCTV Project
- Team Member for preparation of financial feasibility for Cell Gas.
- Team Member for preparation of financial feasibility Naudero II Power project for Walters Power International LLC

Research Team

Yasir Ammar– Research Associate

Education:

Degree	Institution	Year
MSc Financial Management	Middlesex University (MUBS)	2009
BBA (Hons.) Majors: Finance	University of Central Punjab, Lahore	2007
ICS	Punjab College of Information and Technology	2002

Employment Record:

Duration	Employer	Designation
July 19, 2010 to date	Anjum Asim Shahid Rahman	Trainee

Key Experiences:

- Team Member for preparing Procurement, Accounts and finance manuals Rafi Peer Theater Workshop-PCTV Project
- Team Member for conducting transaction audit of Tariq Gardens, stage – XVIII
- Habib bank
 - Credit reconciliation
 - Handling financial projects with senior managers
 - Analysis of company performance by financial ratios

6

Indicative List and Addressees of prospective SME respondents for the survey

Sales, maintenance and repair of motor vehicle and motorcycles

Sr.No	Name	Address	Contact #
KARACHI			
1	A.N. ELIAS	Fazal Chamber,Murad Khan Road, Near Khor Garden, Karachi, Pakistan	Mobile : (92) 345-3344454 ,Phone : 92 21) 32432224
2	ALTAF HUSSAIN & CO.	Showroom 301/A,AM-19, Opp: Masjid Khizra Petrol Pump, Shahrah-e-Liaquat, Karachi, Pakistan	Mobile : (92) 300-9266656 , Phone : (92 21) 32727670, 32729079
3	INTERNATIONAL KOREA MOTORS	B-33,Blk.10/A,National Complex, Rashid Minahas Road,G. Iqbal, Near Aladin Park, Karachi, Pakistan	Phone : (92 21) 34987358 Mobile : (92) 321-2231066
4	KHAN MOTORS	53-C,Main National Highway, Near Absa School,Phase-II Ext, D.H.A., Karachi, Pakistan	Phone : (92 21) 35880121 Mobile : (92) 300-9231578
5	GOLD CAR AIRCONDITIONER	187-1G,Block-2,PECHS., Shahrah-e-Quaideen, Karachi, Pakistan	Phone : (92 21) 34526782, 34524010 Mobile : (92) 346-3013032
6	MOON CAR AIRCONDITIONING	BC-7,Quality Arcade, Block-7,Clifton, Karachi, Pakistan	Phone : (92 21) 35379583, 35871980
7	QUICK COOL CENTRE	576/C,Block-2,Khushal Road, Off Allama Iqbal Road, Karachi, Pakistan	Phone : (92 21) 34538583
8	AKBAR AUTOS	Ground Floor,Al-Beena Centre, BC-11,Block-5,Clifton, Karachi, Pakistan	Phone : (92 21) 35868635, 35868636
9	AL NAWAL MOTOR	Plot 125/B,Block 2,PECHS, Zainab Arcade, Khali Bin Waleed Rd., Karachi, Pakistan	Phone : (92 21) 34380989
10	ALINO WHEEL ALIGNMENT	Shop #5,Saeed Centre, Near Gharibabad Chowrangi, Sharifabad, Karachi, Pakistan	Phone : (92 21) 36335567 Fax : (92 21) 36314700 Mobile : (92) 300-9241859
11	ALI BROTHERS	Sultan Ahmed Shah Road, Off Sheed-e-Millat Road, Karachi, Pakistan	Phone : (92 21) 34543551 Fax : (92 21) 34528376 Mobile : (92) 320-4038801
12	SUNNY MOTOR WORKS	12,Jabbar Plaza, Behind Mansfield Street,Saddar, Karachi, Pakistan	Phone : (92 21) 32783125 Fax : (92 21) 32752255 Mobile : (92) 333-2103631
13	TIP-TOP AUTO FIELD	W/Shop #H-8,H-9,Ruqaiya Square, Block-14,F.B. Area, Karachi, Pakistan	Phone : (92 21) 36313595 Fax : (92 21) 36375866 Mobile : (92) 321-9290114
14	PIT STOP - F.B.AREA - AUTO TECH MOTORS	D-154,Block-5,F.B.Area, Near Zia-uddin Hospital, Karachi, Pakistan	(92 21) 32008853 Fax : (92 21) 36365151 Mobile : (92) 300-2272984
15	PIT STOP - MALIR SAQIB AUTOS	9/423,Darakhshan Society, Kala Board,Malir, Karachi, Pakistan	(92 21) 34401465, 34501236 Fax : (92 21) 34503134 Mobile : (92) 345-3382068
16	POONA AUTO	Shop #33,Huma Heights, Behind Capri Cinema, Karachi, Pakistan	(92 21) 32242104 Mobile : (92) 300-9256041

Sales, maintenance and repair of motor vehicle and motorcycles

Sr.No	Name	Address	Contact #
LAHORE			
17	SANPAK ENGINEERING INDUSTRIES (PVT) LTD.	24-Bank Square Market, Model Town, Lahore, Pakistan	Phone : (92 42) 35392278, 35392279
18	A.Y. MOTOR ENGINEERS	4-A, Lawrance Road, Lahore, Pakistan	Phone : (92 42) 36301383, 36313625
19	AHMED AUTO ENGINEERING WORKS	22/A, Abdul Kareem Road, Lahore, Pakistan	Phone : (92 42) 36373987
20	DIAMOND AUTOS & SERVICE STATION	Sham Nagar Road, Choburji, Lahore, Pakistan	Phone : (92 42) 37116648
21	KHAN AUTOS	34 Multan Road, Near Green Bldg, Chouburji, Lahore, Pakistan	Phone : (92 42) 37026615 Mobile : (92) 300-4540607
22	MODERN MOTORS (PVT) LTD	E-26, Walton Road, Defence Chowk, Cantt., Lahore, Pakistan	Phone : (92 42) 36660939, 36680511
23	NADEEM AUTO WORK SHOP	6-A, 14/25, Nala Road, New Mozang Road, Lahore, Pakistan	Phone : (92 42) 37554066, 38414870 Mobile : (92) 345-4360277
24	ALAMGEER AUTOS	89-Mcleod Road, Opp. Jubilee Hotel, Lahore, Pakistan	Phone : (92 42) 36373373, 36312373 Fax : (92 42) 36373373 Mobile : (92) 333-4254723
25	CHAUDHARY ARSHAD TRADERS	37 D/A Saraj Building Chowk, Main Sandah Road, Lahore, Pakistan	Phone : (92 42) 35023833 Mobile : (92) 322-4050252
26	KASHIF AUTOS	190-F, Multan Road, Near Grand Battery Stop, Lahore, Pakistan	Phone : (92 42) 37533088 Mobile : (92) 321-4665958
27	MASTER MOTORCYCLES (PVT) LTD.	4-5-6, 1st Floor, Farooq Centre, (Lahore Hotel), Mcleod Road, Lahore, Pakistan	Phone : (92 42) 37243172 Fax : (92 42) 37243198 Mobile : (92) 300-4997131
28	SAIGOLS QINGQI MOTORS LTD.	43-KM, Multan Road, Manga Mandi, Lahore, Pakistan	Phone : (92 42) 35383801, 35383803 Mobile : (92) 300-8430395
29	A.K. MOTORS	A.K. Motors Building, 51, Jail Road, Lahore, Pakistan	Phone : (92 42) 37568281, 37532572
30	ADIL ASHRAF MOTORS	17-Jail Road, Lahore, Pakistan	Phone : (92 42) 37586111, 37584077 Fax : (92 42) 37591246

Sales, maintenance and repair of motor vehicle and motorcycles

Sr.No	Name	Address	Contact #
LAHORE			
31	AFZAL MOTORS	393 Jail Road, Shadman, Lahore, Pakistan	Phone : (92 42) 37587689, 37587240 Fax : (92 42) 37550545
32	VITZ MOTORS	6, Rasool Park Road, Ichhra, Lahore, Pakistan	Phone : (92 42) 37561336 Mobile : (92) 302-4400893
33	SG. GHULAM RASOOL	Al-Shaikh Mkt., Australia Chowk, Near Railway Station, Lahore, Pakistan	Phone : (92 42) 36367074, 36364917 Fax : (92 42) 36363367
34	SADDIQ & SONS	30-Lawrance Road, Lahore, Pakistan	Phone : (92 42) 36373076 Mobile : (92) 308-4278817
ISLAMABAD/RAWALPINDI			
35	AWAN AUTOS	Plot No.435, St.No.11-A, I-9/2, Islamabad, Pakistan	Phone : (92 51) 4448845, 2505414 Mobile : (92) 300-5594516
36	SHAIGAN ELECTRIC & ENGINEERING CO. LTD	Plot No.391 & 392, Sector I-9, Industrial Area, P.O.Shaigan, Islamabad, Pakistan	Phone : (92 51) 4411933, 4411761 Fax : (92 51) 4445438
37	SIGMA MOTORS	28-Kaghan Road, F-8/4, Islamabad, Pakistan	Phone : (92 51) 2262503, 2256468 UAN : (92 51) 111-174-462 Fax : (92 51) 2262803 Mobile : (92) 345-5219865
FAISALABAD			
38	H-M SUZUKI CENTER	Sargodha Road, Opp Crescent, Textile Gate-1, Faisalabad, Pakistan	Phone : (92 41) 2002726 Mobile : (92) 300-7941566
39	HAIDER BROTHERS	9-A, Gulberg No.2, Tariq Road, Faisalabad, Pakistan	Phone : (92 41) 2613364
40	SAAHIL LIMITED	Saahil Bldg., 1-Sheikhupura Rd., P.O.Box: 123, Faisalabad, Pakistan	Phone : (92 41) 8847502, 8847501 Fax : (92 41) 8860118
41	AL-MAKKAH MOTORS WORKSHOP & AUTO PARTS	668/C, Peoples Colony No.2, Satiyana Road, Faisalabad, Pakistan	Phone : (92 41) 8714553
42	ASHFAQ ELECTRONIC & CAR AC	353/A, Gulistan Colony #2, Millat Road, Faisalabad, Pakistan	Phone : (92 41) 2038916 Mobile : (92) 300-7932510
43	AUTOMOTIVE TREATMENT CENTRE	353/A, Gulistan Colony #2, Millat Road, Faisalabad, Pakistan	Phone : (92 41) 8785835 Mobile : (92) 321-9666834
44	GM AUTOS	21/1 Jail Road Civil Lines, Faisalabad, Pakistan	Phone : (92 41) 2641925, 2409394
45	JAHANGIR MOTOR GARAGE	Jaranwala Road, Opp: Total Pump, Faisalabad, Pakistan	Phone : (92 41) 8710616, 8541097 Fax : (92 41) 8738786

Other land transport (logistics & passenger traffic)

Sr.No	Name	Address	Contact #
KARACHI			
1	ABC LOGISTICS GROUP	204,Hafeez Centre,Block 7/8, Comm. Area,K.C.H.S.U., Main Shahra-e-Faisal, Karachi, Pakistan	Mobile: (92) 321-2228100, Phone: (92 21) 34392407, 34392409
2	ABUDAWOOD TRADING COMPANY	Plot #L-4/B,Block-22, Federal "B" Industrial Area, Karachi, Pakistan	Phone : (92 21) 35205553
3	ADROIT CARGO MANAGEMENT (PVT) LTD.	#518,Anum Blessing,K.C.H.S., Block 7/8,Shahrah-e-Faisal, Karachi, Pakistan	Mobile : (92) 322-2514122 , Phone : (92 21) 34325255, 34325256
4	ADVANCE SHIPPING & LOGISTICS	#1110,11th Floor,Uni Centre, I.I.Chundrigar Road, Karachi, Pakistan	Mobile : (92) 300-9287588 , Phone: (92 21) 37770780, 37770781
5	AGILITY FAIRS & EVENTS LOGISTICS (PVT) LTD.	Office No.1006,Business Plaza, Mumtaz Hassan Road, Karachi, Pakistan	Mobile: (92) 300-2115876 , Phone:(92 21) 32411158, 32411159
6	AOL LOGISTICS	Suite M-17 & 18,Mezz.Floor, Sahil Promenade,Commercial 2/3, Block-3,Clifton, Karachi, Pakistan	Mobile : (92) 333-3075995 , Phone :(92 21) 35861570, 35861594
7	BRISK LOGISTICS SERVICES	C-10,3rd Floor,Islamic Arcade, Main University Road, Karachi, Pakistan	Mobile: (92) 321-2028664 , Phone: (92 21) 38245570, 34813566
8	CEVA LOGISTICS	404,Progressive Centre, Shahrah-e-Faisal, Karachi, Pakistan	Mobile: (92) 322-2825070 , Phone: (92 21) 34322171, 34322173
9	CIRRUS INTERNATIONAL (PVT) LTD.\	51,Timber Pond,Keamari, Karachi, Pakistan	(92) 322-2873779 , (92 21) 32859173, 32859174
10	CONSOLIDATED LOGISTICS CORPORATION	302,3rd Floor,Business Arcade, Shahrah-e-Faisal,Block-6, P.E.C.H.S., Karachi, Pakistan	(92) 300-8222322 , (92 21) 34380960, 34380961
11	E2E SUPPLY CHAIN MANAGEMENT (PVT) LTD.	e2e House,83,Block 7 & 8, Jinnah Cooperative Society, Shaheed-e-Millat Rd., Karachi, Pakistan	Mobile: (92) 333-2325663 , Phone: (92 21) 34302765, 34302769
12	INTERCITY LOGISTICS	1-C,Zamzama Lane #8, Mezzanine Floor,Madina Arcade, Phase-V,D.H.A., Karachi, Pakistan	Mobile: (92) 321-8408864 , Phone: (92 21) 35295171, 35821746
13	KARSAZ LOGISTICS & SERVICES (PVT) LTD.	820-825,Regal Trade Square, Preedy Street,Saddar, Karachi, Pakistan	Mobile: (92) 321-2427195 , Phone: (92 21) 32765527, 32766017
14	MARITEK LOGISTICS	40-C,Mezz.Floor,Faisal Terrace, 14 Street/Khayaban-e-Mujahid, Phase-V,D.H.A., Karachi, Pakistan	Mobile: (92) 321-2092880 , Phone: (92 21) 35340295, 38250196
15	AL-KASHMIR TRADERS	416-Jilani Centre, Opp:New Memon Masjid, M.A. Jinnah Road, Karachi, Pakistan	Phone : (92 21) 32423325 Fax : (92 21) 32422925 Mobile : (92) 300-2655327

Other land transport (logistics & passenger traffic)

Sr.No	Name	Address	Contact #
KARACHI			
16	AL-REHMAN TRANSPORT CO.	#405,4th Floor,Crown Square, Near Usmania Restaurant, Gulshan-e-Iqbal, Karachi, Pakistan	Phone : (92 21) 34823348, 38841685 Fax : (92 21) 34823427 Mobile : (92) 300-2168392
17	PREMIER ENTERPRISES (REGD)	L-1117,Shireen Jinnah Colony, Block-1,Clifton, Karachi, Pakistan	Phone : (92 21) 35832499 Mobile : (92) 300-8228894
18	PAK ITEFAQ GOODS TRANSPORT COMPANY (REGD)	Plot #391/A,Gate #2,Gate #1, Quaid-e-Azam Truck Stand, Hawksbay Road, Karachi, Pakistan	Phone : (92 21) 32354794, 32350990 Fax : (92 21) 32350956 Mobile : (92) 300-2334878
19	STARWAYS CARGO CARRIERS	6/A,2nd Floor,Sattar Chambers, West Wharf Road, Karachi, Pakistan	Phone : (92 21) 32312788, 32202888
20	FTS LOGISTICS	7/A,2nd Floor,Sattar Chamber, West Wharf Road, Karachi, Pakistan	Phone : (92 21) 32205207, 32205208 Fax : (92 21) 32205474
21	WAQAS TRANSPORT	311,3rd Floor,Khawaja Chamber, Opp.City Court, Karachi, Pakistan	Phone : (92 21) 32765762
22	UNITED TRANSPORT SERVICES	D-8,Block-B,North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36643618 Fax : (92 21) 36629898 Mobile : (92) 303-2233755
HYDERABAD			
23	ROADWAYS APV	D-21,Latifabad No.2, Auto Bhaan Road, Hyderabad, Pakistan	Phone : (92 22) 3813000
LAHORE			
24	BNS LOGISTICS	8,Ground Floor,Gulberg Heights, 6-H,Gulberg-II, Lahore, Pakistan	Phone: (92 42) 35717180
25	CEI LOGISTICS (PVT) LTD.	5-G-2,Gulberg II,Block H, Lahore, Pakistan	Mobile: (92) 300-8442402 , Phone: (92 42) 35764753, 35764754
26	D'ROYAL LOGISTICS (PVT) LTD.	LG-1,Hotel Royal Garden, 19-Bird Wood Road, Lahore, Pakistan	Mobile:(92) 321-8479904 , Phone: (92 42) 36117311, 36138522
27	DMK LOGISTICS (PVT) LTD.	129-E-1,Main Boulevard, Gulberg-III, Lahore, Pakistan	Mobile: (92) 334-4234247 , Phone: (92 42) 35712472, 35877745
28	LOGISTIC SOLUTIONS (PVT) LIMITED	#28,3rd Floor,Auriga Complex, Main Boulevard,Gulberg-III, Lahore, Pakistan	Mobile: (92) 321-4768608 ,Phone: (92 42) 35717829, 35717828
29	RAAZIQ INTERNATIONAL (PVT) LTD.	27/D-1,Sir Syed Road, Gulberg-III, Lahore, Pakistan	Phone : (92 42) 35761977, 35761712 UAN : (92 42) 111-722-949 Fax : (92 42) 35761340 Mobile : (92) 300-8441621
30	STAC LOGISTICS	24,3rd Floor,Al-Latif Centre, Main Boulevard,Gulberg-III, Lahore, Pakistan	Phone : (92 42) 35781271, 35781272 Fax : (92 42) 35781273

Other land transport (logistics & passenger traffic)

Sr.No	Name	Address	Contact #
LAHORE			
31	SPACE LOGISTICS	7-MZ Land Mark Plaza, Jail Road, Lahore, Pakistan	(92 42) 35718232, 35718233 Fax : (92 42) 35718233 Mobile : (92) 301-8461134
32	SCANWELL LOGISTICS PAKISTAN (PVT) LTD.	3rd Floor, Building #13, Main Commercial Area, Cavalry Ground, Lahore, Pakistan	Phone : (92 42) 36677136, 36677137 Fax : (92 42) 36675214
33	REAL LOGISTICS	Office #327, 3rd Floor, Land Mark Plaza, Jail Road, Lahore, Pakistan	Phone : (92 42) 35716941, 35878807 Fax : (92 42) 35878808 Mobile : (92) 301-8442900
34	PROMPT LOGISTICS	15-B, Office-1, 2nd Fl. Gul Plaza, Main Market, Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35753435, 35870900 Fax : (92 42) 35870900 Mobile : (92) 301-8230551
35	PRIMA LOGISTICS SERVICES	F-16-17, 1st Floor, Sadiq Plaza, 69-The Mall, Lahore, Pakistan	Phone : (92 42) 36280326, 36280327 Fax : (92 42) 36361368 Mobile : (92) 333-4327578
36	PORT WORLD LOGISTICS	77-418, Al-Hafeez Shopping Mall, Main Boulevard, Gulberg-III, Lahore, Pakistan	(92 42) 35774758 Fax : (92 42) 35774759 Mobile : (92) 333-2272073
ISLAMABAD			
37	CLASSIC MOVERS & LOGISTICS (PVT) LTD.	State Life Building No. 7, (Basement) Jinnah Avenue, F-6/4, Islamabad, Pakistan	Mobile: (92) 322-5000902 , Phone: (92 51) 2271577
38	VENUS PAKISTAN (PVT) LTD.	Plot #492/2, Motorway Bus Stop, Adj. Ayaz Marble Industries, Peshawar Road, Islamabad, Pakistan	Phone : (92 51) 5494001, 5494003 Fax : (92 51) 5468317
39	AFRIDI UNITED GOODS TRANSPORT COMPANY (REGD.)	Plot # 60, I & T Centre, G-8/1, Islamabad, Pakistan	Phone : (92 51) 2261311, 2261211 Fax : (92 51) 2261311 Mobile : (92) 300-5012211
40	KKC SERVICES	Plot #127/A, Industrial Area, I-9, Islamabad, Pakistan	Phone : (92 51) 4442895, 4444895 Fax : (92 51) 4444995 Mobile : (92) 300-8558787

Education

Sr.No	Name	Address	Contact #
KARACHI			
1	ACE SCHOOL	F-105,Block 'F',N.Nazimabad, Karachi, Pakistan	Phone : (92 21) 36006903 Mobile : (92) 300-2932387
2	ADAMJEE SCHOOL SYSTEM	C-26,Block-I,North Nazimabad, Behind Imam Clinic, Karachi, Pakistan	Phone : (92 21) 36633586 Mobile : (92) 300-2996601
3	AEO PAKISTAN	D-98,Block-4,Clifton, Karachi, Pakistan	Phone : (92 21) 35879647, 35879645 Fax : (92 21) 35879648
4	AES SCHOOL FOR GIRLS	ST-17,Block-15, Gulistan-e-Jauhar, Karachi, Pakistan	Phone : (92 21) 34618734, 34618703 Fax : (92 21) 34633426 Mobile : (92) 300-9256971
5	AL-KHAIR EDUCATIONAL FOUNDATION	Address : E-35,Block-8,Gulshan-e-Iqbal, Karachi, Pakistan	Phone : (92 21) 34991559, 34984732 Mobile : (92) 321-2961132
6	AUREOLE HIGH SCHOOL	Address : F-94,Block-7,Clifton, Behind Paradise Store, Karachi, Pakistan	Phone : (92 21) 35873454 Fax : (92 21) 35873463
7	BAY VIEW HIGH SCHOOL	F-33,Block-9,Kehkashan, KDA Scheme 5,Clifton, Karachi, Pakistan	Phone : (92 21) 35830420, 35830421 Fax : (92 21) 35869538
8	BRAINTREE ACADEMY	32-C,Khayaban-e-Sehr,Com'l-5, Phase VII,Defence, Karachi, Pakistan	Phone : (92 21) 35841919 Mobile : (92) 308-2470850
9	BRIGHT HEAVEN SECONDARY SCHOOL (REGD.)	10/30,B-1 Area,Liaquatabad, Karachi, Pakistan	Phone : (92 21) 34914141 Mobile : (92) 300-9221343
10	BUTURAB PUBLIC SCHOOL	Azizabad No.8,F.B.Area, Near Khursheed Memorial Hall, Near Mukka Chowk, Karachi, Pakistan	Phone : (92 21) 36331174
11	CENTRAL MODEL HIGH SCHOOL	163 E/A,Block-III,PECHS, Off Sir Syed Road, Karachi, Pakistan	Phone : (92 21) 34559575 Fax : (92 21) 34555587 Mobile : (92) 320-236553
12	CHARTERHOUSE PUBLIC SCHOOL	G/28,Block-B,North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36648980, 36675091
13	CLIFTON GRAMMAR SCHOOL	C-III-205 Ikramullah Road, Clifton, Karachi, Pakistan	Phone : (92 21) 35372634 Fax : (92 21) 35866302
14	DAWOOD PUBLIC SCHOOL	Plot No. ST-1,D.C.H.S., Bahdurabad, Karachi, Pakistan	Phone : (92 21) 34934942, 34934957
15	DEFENCE AMERICAN SCHOOL	D-4,Block-9,Clifton, Karachi, Pakistan	Phone : (92 21) 35833723, 35837840

Education

Sr.No	Name	Address	Contact #
KARACHI			
16	DELHI COLLEGE	21-22,Block-1,F.B.Area, Karachi, Pakistan	Phone : (92 21) 36316229
17	DELSOL THE SCHOOL	46-B,Block 7/8, Amir Khusro Road, O.C.H.Society, Karachi, Pakistan	Phone : (92 21) 34528861
18	EDUCATIONAL FOUNDATION	Clifton,Block-5, Karachi, Pakistan	Phone : (92 21) 32272561, 32877075 Fax : (92 21) 32271866 Mobile : (92) 333-5144416
19	EUREOLE HIGH SCHOOL	59-C,Khayaban-e-Shaheen, Phase-VI,Defence H.Authority, Karachi, Pakistan	Phone : (92 21) 35855735 Fax : (92 21) 35855736
20	UNIVERSITY COLLEGE	D-4,Block-9,Gulshan-e-Iqbal, Behind Urdu University, Karachi, Pakistan	Phone : (92 21) 34810144, 34810133
21	THE Highbrow School	C-22,Block-I,North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36631815 Mobile : (92) 345-2383622
22	THE INDUS ACADEMY	62,Clifton, Karachi, Pakistan	Phone : (92 21) 35376187, 35376188 Fax : (92 21) 35876595
23	THE KEHKASHAN SCHOOL	E-31,Muhammad Ali Society, Miran Muhammad Shah Road, Karachi, Pakistan	Phone : (92 21) 34526334, 34526337 Fax : (92 21) 34546895
24	THE OASYS SCHOOL	C-53,Block-2,Clifton, Karachi, Pakistan	Phone : (92 21) 35869283, 35823266 Fax : (92 21) 35834296 Mobile : (92) 334-3659021
25	THE CITIZENS FOUNDATION	7th Floor,N.I.C. Building, Abbasi Shaheed Road, Karachi, Pakistan	Phone : (92 21) 35653173 UAN : (92 21) 111-823-823 Fax : (92 21) 35653173
26	THE EDUCATORS	667-678/1,Fatima Jinnah Colony, Jamshed Road #3, Karachi, Pakistan	Phone : (92 91) 5705856, 7100297 Mobile : (92) 333-9173423
27	ST. MATTHEW'S GRAMMER SCHOOL	Plot #201,Street #4, Christian Town,Korangi, Karachi, Pakistan	Phone : (92 21) 38266148
28	WONDERLAND GRAMMAR SCHOOL	B-61,Block-10,F.B.Area, Karachi, Pakistan	Phone : (92 21) 36360737 Mobile : (92) 345-6170099
LAHORE			
29	ADVANCE LEARNER'S SCHOOL SYSTEM	493-15-B1,Township, Lahore, Pakistan	Phone : (92 42) 35063092
30	AMERICAN INTERNATIONAL COLLEGE	20-Kashmir Block, Allama Iqbal Town, Lahore, Pakistan	Phone : (92 42) 35419743, 35417020 UAN : (92 42) 111- - Mobile : (92) 300-8404212

Education

Sr.No	Name	Address	Contact #
LAHORE			
31	BRITISH EDUCATION & TRAINING SYSTEM	6-A,New Muslim Town, Lahore, Pakistan	Phone : (92 42) 35883281, 35861556 Fax : (92 42) 35883280
32	DIVISIONAL PUBLIC SCHOOL & INTERMEDIATE COLLEGE	Model Town, Lahore, Pakistan	Phone : (92 42) 35857767, 35850960 Fax : (92 42) 35864128
33	NATIONAL GRAMMAR SCHOOL	260-Upper Mall,Gymkhana, Lahore, Pakistan	Phone : (92 42) 35750855, 35750866
34	RANA MODEL COLLEGE FOR BOYS	230-A/III,Gulberg-III, Lahore, Pakistan	Phone : (92 42) 35764919, 35872059
34	CADET COLLEGE LAHORE	10 Babar Block New Garden Town, Lahore, Pakistan	Phone : (92 42) 35830254, 35833013 Mobile : (92) 300-4126240
ISLAMABAD/RAWALPINDI			
35	CAREER PUBLIC SCHOOL	Campus-II, 57,Saddar Road,G-6/1-3, Islamabad, Pakistan	Phone : (92 51) 2274554
36	HEADSTART SCHOOL	13/15,School Road,F-6/1, Islamabad, Pakistan	Phone : (92 51) 2279839, 2277665
37	INTERNATIONAL GRAMMAR SCHOOL & COLLEGE	Street 58,Sector F-11/4, Islamabad, Pakistan	Phone : (92 51) 2103520 Fax : (92 51) 2103521
38	PAK CAPITAL COLLEGE	: Basement Zakaria Plaza, G-9 Markaz, Islamabad, Pakistan	Phone : (92 51) 2251075, 2856164
39	ASKARI COLLEGE	7-A,Sarwar Road,Cantt., Rawalpindi, Pakistan	Phone : (92 51) 5519623
40	ZAWIYA ACADEMY	82-A,Imran Khan Avenue, Chaklala Scheme III, Rawalpindi, Pakistan	Phone : (92 51) 5952106, 5960326
FAISALABAD			
41	AXIS COLLEGE	126-A,Peoples Colony #1, Faisalabad, Pakistan	Phone : (92 41) 8733715, 8733716 Mobile : (92) 321-5894907
42	BISMILLAH ELEMENTRY PUBLIC SCHOOL	390-D,Peoples Colony No.1, Faisalabad, Pakistan	Phone : (92 41) 8733715, 8733716 Mobile : (92) 321-5894907
43	CANAL PUBLIC SCHOOL	4 chak Road,West Canal, 203 Manawala, Faisalabad, Pakistan	Phone : (92 41) 8751585, 8758385 Mobile : (92) 321-6655385
44	FAISALABAD COLLEGE OF SCIENCE & COMMERCE	107-C,Peoples Colony, Jaranwala Road, Faisalabad, Pakistan	Phone : (92 41) 8541314, 8543311 Mobile : (92) 321-9660650
45	FAISALABAD ORIEL MODEL SCHOOL	296-D,Peoples Colony #1, Faisalabad, Pakistan	Phone : (92 41) 8728577 Fax : (92 41) 8728577

Education

Sr.No	Name	Address	Contact #
FAISALABAD			
46	KENAL PUBLIC SCHOOL	4,Chack Road,203 Manawala, Faisalabad, Pakistan	Phone : (92 41) 8751585 Mobile : (92) 321-6655385
47	THE CITY GROUP OF COLLEGES	Main Campus 431-D, Peoples Colony, Faisalabad, Pakistan	Phone : (92 41) 8541308, 8730584
48	BRIDGE INTERNATIONAL COLLEGE OF ADVANCED STUDIES (BICAS)	591-B,Peoples Colony # 1, Faisalabad, Pakistan	Phone : (92 41) 8542025, 8543002 Fax : (92 41) 8544002 Mobile : (92) 300-8654997
49	OXFORD COLLEGE OF COMMERCE	54-W-102,Madina Town, Faisalabad, Pakistan	Phone : (92 41) 8729098 Mobile : (92) 300-9660678
GUJRANWALA			
50	ZAINAB MEMORIAL HIGH SCHOOL	Siddique Chowk,P.O. Climaxabad, Kotly Pir Ahmad Shah, Gujranwala, Pakistan	Phone : (92 55) 3893736 Mobile : (92) 333-8127375

Health and Social Work- Private Sector Hospitals

Sr.No	Name	Address	Contact #
KARACHI			
1	A.O. CLINIC (PVT) LTD	4-F,15/5,Nazimabad, Karachi, Pakistan	Phone : (92 21) 36685564, 36685560 Fax : (92 21) 36685557
2	AHMED MEDICAL COMPLEX	C-17,Block-13,F.B.Area, Near Water Pump Chorangi, Adj. Aga Khan Lab., Karachi, Pakistan	Phone : (92 21) 36361011 Mobile : (92) 300-9292490
3	AHSAN MEDICAL CENTRE & MATERNITY HOME	/17,Firdous Colony,B-Road, First Chowrangi,Nazimabad, Karachi, Pakistan	Phone : (92 21) 36602752
4	AL-GHAZI TRUST GENERAL HOSPITALAL-GHAZI TRUST GENERAL HOSPITAL	B-122,Block-H,N. Nazimabad, Karachi, Pakistan	Phone : (92 21) 36626126, 36626125 Fax : (92 21) 36625149 Mobile : (92) 333-2137861
5	AL-KHIDMAT HOSPITAL	Near Inquiry Office, Nazimabad, Karachi, Pakistan	Phone : (92 21) 36609075 Mobile : (92) 300-2009702
6	AL-MOMIN MEDICAL CENTRE & MATERNITY HOME	485,Block-2,F.B.Area, Karachi, Pakistan	Phone : (92 21) 36314173, 36313499
7	AL-MUMTAZ MEDICAL COMPLEX	25/423,Darakhshan Society, Kala Board,Malir, Karachi, Pakistan	Phone : (92 21) 34404040, 34404026 Fax : (92 21) 34510299
8	ALI MEDICAL	Ali Medical Complex,Star Gate, Main Shara-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34593002, 34593003
9	ANJUM CLINIC	SB-30,Sec.11-H,Nagan Chowrangi, North Karachi, Karachi, Pakistan	Phone : (92 21) 36907900, 36907800
10	ANKLESARIA HOSPITAL	Garden Road,Near Makki Masjid, Karachi, Pakistan	Phone : (92 21) 32720371, 32729719 Fax : (92 21) 32720867 Mobile : (92) 300-8220901
11	ASGHAR HOSPITAL	SD-23,Block-B,Near Tel.Exchg., North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36676710, 36676708 Fax : (92 21) 36646062
12	ASHFAQ MEMORIAL HOSPITAL	SB-9,13/C,University Road, Gulshan-e-Iqbal, Karachi, Pakistan	Phone : (92 21) 34961021, 34961020 Fax : (92 21) 34991540
13	BAQAI HOSPITAL	III-B,1/8,Nazimabad, Karachi, Pakistan	Phone : (92 21) 36618396, 36618398 Fax : (92 21) 36647966
14	FAIZ-E-AAM HOSPITAL	SNPA-10,Sirajuddula Road, off Shaheed-e-Millat Road, Karachi, Pakistan	Phone : (92 21) 34558351, 34558154 UAN : (92 21) 111-455-111 Fax : (92 21) 34522406
15	HASAN HOSPITAL & MATERNITY HOME	A-58,Malir City, Shahrah-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34504143, 34513000

Health and Social Work- Private Sector Hospitals

Sr.No	Name	Address	Contact #
KARACHI			
16	HEALTH CARE HOSPITAL	17th Street,Near Gold Mark, Behind Toyota Motors,Phase-1, D.H.A., Karachi, Pakistan	Phone : (92 21) 35311691, 35311699 Mobile : (92) 300-2783284
17	J.J Hospital	Al-Haroon Chambers,Garden Road, Opp:Star Cinema,Saddar, Karachi, Pakistan	Phone : (92 21) 32777036, 32776188 Fax : (92 21) 32771618 Mobile : (92) 300-8224059
18	MEDICARE HOSPITAL	Shaheed-e-Millat Road, Karachi, Pakistan	Phone : (92 21) 34931886, 34931889 Fax : (92 21) 34938035 Mobile : (92) 300-8260377
19	MEDICENTER GENERAL HOSPITAL	Sir Shah Suleman Road, Gulshan-e-Iqbal, Karachi, Pakistan	(92 21) 34315651, 34315654 Fax : (92 21) 34558309 Mobile : (92) 300-2544065
20	MIDCITI HOSPITAL	Sir Shah Suleman Road, Gulshan-e-Iqbal, Karachi, Pakistan	Phone : (92 21) 34824250, 34824253 Fax : (92 21) 34809179
21	MOHAMMAD KASIM HOSPITAL (PVT) LTD.	S.T.Block-5,Boat Basin, Clifton, Karachi, Pakistan	Phone : (92 21) 35838682, 35374095
22	SOUTH CITY HOSPITAL	ST-1,Block-3,Clifton, Shahrah-e-Firdousi, Karachi, Pakistan	Phone : (92 21) 35862301, 35862303 Fax : (92 21) 35878639
LAHORE			
23	AAMINA MEDICAL COMPLEX	686-Shadman Colony, Lahore, Pakistan	Phone : (92 42) 37598807, 37564130
24	AKRAM MEDICAL COMPLEX (PVT) LTD.	2-B,Main Gulberg, Lahore, Pakistan	Phone : (92 42) 35710407, 35710400 Fax : (92 42) 35710822
25	ALRAHEEM SURGICAL CENTRE	18-Dilshad St.,Shalimar Town, Chikhan Wala Stop, Near Pakistan Mint, Lahore, Pakistan	Phone : (92 42) 36554749 Mobile : (92) 321-9443633
26	FAROOQ HOSPITAL	2,Asif Block,Main Boulevard, Allama Iqbal Town, Lahore, Pakistan	Phone : (92 42) 37847696, 37820521
27	HIJAZ HOSPITAL	27-D1,Sir Syed Rd.,Gulberg-III, Lahore, Pakistan	Phone : (92 42) 35763059, 35763072 Fax : (92 42) 35871574
28	MASOOD HOSPITAL	99-Garden Block,Garden Town, Lahore, Pakistan	99-Garden Block,Garden Town, Lahore, Pakistan
29	SHALAMAR HOSPITAL	Shalimar Link Road, Mughal Pura, Lahore, Pakistan	Phone : (92 42) 36817860, 36817857 UAN : (92 42) 111-205-205 Fax : (92 42) 36823712
ISLAMABAD/RAWALPINDI			
30	ISLAMABAD CLINIC SERVING INFERTILE COUPLES (PVT) LTD.	Saudi Pak Tower,1st Floor, Low Rise,61-A,Jinnah Avenue, Islamabad, Pakistan	Phone : (92 51) 2800257, 2800256 UAN : (92 51) 111-111-125 Fax : (92 51) 2800258 Mobile : (92) 300-5202716

Health and Social Work- Private Sector Hospitals

Sr.No	Name	Address	Contact #
ISLAMABAD			
31	ISLAMABAD PRIVATE HOSPITAL	Zahoor Plaza,38-E, Blue Area, Islamabad, Pakistan	Phone : (92 51) 2272351, 2272350 Fax : (92 51) 2275846 Mobile : (92) 333-5192545
32	SHIFA INTERNATIONAL HOSPITAL	Sector H-8/4, Islamabad, Pakistan	Phone : (92 51) 4603471, 4603666 Fax : (92 51) 4863185 Mobile : (92) 345-5254440
33	AL-SHIFA TRUST EYE HOSPITAL	Jhelum Road, Rawalpindi, Pakistan	Phone : (92 51) 5487831, 5487820 Fax : (92 51) 5487831 Mobile : (92) 300-8546892
FAISALABAD			
34	AL-RAAZI HOSPITAL	# 717,Batala Colony, Satiana Road, Faisalabad, Pakistan	Phone : (92 41) 8724559, 8547131 Mobile : (92) 333-6546237
35	AL-SHIFA MEDICAL CENTRE	9-10,Jail Road,Near N.B.P., Faisalabad, Pakistan	Phone : (92 41) 2641056, 2646160
36	ALLIED HOSPITAL	Sargodha Road, Faisalabad, Pakistan	Phone : (92 41) 9210095, 9210096 Fax : (92 41) 9210081
37	ANMOL HOSPITAL	Ayub Colony,Jhang Road, 591-P,Street 4, Faisalabad, Pakistan	Phone : (92 41) 2656412, 2656413 Mobile : (92) 300-6645262
38	ASGHAR GENERAL HOSPITAL	20/7,Civil Line, Faisalabad, Pakistan	Phone : (92 41) 2408581, 2612681 Fax : (92 41) 2408582 Mobile : (92) 306-7037177
39	GLOBAL MEDICAL COMPLEX	Susan Road,Madina Town, Near Social Security Hospital, Faisalabad, Pakistan	Phone : (92 41) 8540333, 8540999
40	MANCHESTER HOSPITAL	2-Hajwari Town, Near Islamia College, 1-Sargodha Road, Faisalabad, Pakistan	Phone : (92 41) 8785568, 8785000 Fax : (92 41) 8785000 Mobile : (92) 300-7685911
41	MAQSOODA ZIA HOSPITAL	P-973,Satiana Road, Faisalabad, Pakistan	Phone : (92 41) 8861908, 8721243 Mobile : (92) 321-6622381
42	THE FAISALABAD SAAHIL HOSPITAL	1-Sheikhupura Road, Faisalabad, Pakistan	Phone : (92 41) 8782045, 8782040 Fax : (92 41) 8760118
43	THE CITY HOSPITAL	25-B,Nazim Abad,Main Bazar, Faisalabad, Pakistan	Phone : (92 41) 2411370 Mobile : (92) 322-6256066
44	SOCIAL SECURITY HOSPITAL	Madina Town,Susan Road, Faisalabad, Pakistan	Phone : (92 41) 9220416, 9220411 Fax : (92 41) 9220066
45	MUJAHID HOSPITAL	Mujahid Hospital,03 Susan Road, Madina Town, Faisalabad, Pakistan	Phone : (92 41) 8715364, 8541364 Fax : (92 41) 8737961 Mobile : (92) 300-8715364

Health and Social Work- Private Sector Hospitals

Sr.No	Name	Address	Contact #
FAISALABAD			
46	MEDICARE HOSPITAL	Opp.Civil Hospital, Faisalabad, Pakistan	Phone : (92 41) 2614388, 2409064 Mobile : (92) 302-7008037
47	AL-HUMED MEDICAL CENTRE	41-Z-11/E, Madina Town, Faisalabad, Pakistan	Phone : (92 41) 8719736
LARKANA			
48	CHANDKA MEDICAL COLLEGE HOSPITAL	Larkana, Pakistan	Phone : (92 74) 9410314, 9410317 Fax : (92 74) 9410708
GUJRANWALA			
49	GONDAL MEDICAL COMPLEX	Munir Chowk, Hospital Road, Gujranwala, Pakistan	Phone : (92 55) 3258403, 3251056 Fax : (92 55) 3731055 Mobile : (92) 300-8640078
50	SULTAN WELFARE HOSPITAL	Opp Behari Colony, Gujranwala, Pakistan	Phone : (92 55) 4272660, 4275497 Mobile : (92) 300-6424158

Textile Fabric

Sr.No	Name	Address	Contact #
KARACHI			
1	A. MAJEED & SONS	M-6,Mezzanine Floor, Rahat-Jo-Daro Building, Main Tariq Road, Karachi, Pakistan	Phone : (92 21) 34541722, 35057907 Fax : (92 21) 34536011
2	ABDULLAH TRADERS	Suit No. 40,S.P. Chamber, Plot No. B-9/B-1,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32550353, 32550354 Fax : (92 21) 32568217 Mobile : (92) 300-2295863
3	AFTAB TRADE CORPORATION	#201,Aiwan-e-Sanat Building, 2nd Floor,ST-4/2,Sector 23, Korangi Ind'l Area, Karachi, Pakistan	Phone : (92 21) 35113829, 35113830 Fax : (92 21) 35113828 Mobile : (92) 300-8259543
4	AL-ABBAS FABRICS (PVT) LTD.	Plot # B-51,S.I.T.E., Estate Avenue,Manghopir Road, Karachi, Pakistan	Phone : (92 21) 32563470, 32563469 UAN : (92 21) 111-221-111 Fax : (92 21) 32561253 Mobile : (92) 300-9261846
5	AL-ABID EXPORTS (PVT) LTD.	A-8/H,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32564225, 32586038 Fax : (92 21) 32586039
6	Al-Abid Silk Mills	A-4,Manghopir Road,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32560048, 32560040 Fax : (92 21) 32564718 Mobile : (92) 300-8264282
7	AL-ESSA INTERNATIONAL	M-1,Motiwalla Market,Mulji St., Near M.W.Tower,Kharadar, Karachi, Pakistan	Phone : (92 21) 32432011, 32432010 Fax : (92 21) 32436024
8	ANIS TEXTILE CORPORATION	F-2/E,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32567251, 32567253 Fax : (92 21) 32422777
9	AP FAROOQ & SONS	Suite 905,9th Floor, Al-Rahim Tower, I.I.Chundrigar Road, Karachi, Pakistan	Phone : (92 21) 32444600, 32444700 Fax : (92 21) 32444636
10	ARIF BROTHERS	44,National Chambers, Aram Bagh Road, Karachi, Pakistan	Phone : (92 21) 32621707, 32621978 Fax : (92 21) 32623570
11	AYAZ WEAVING	LA-2A,Block-22, F.B. Industrial Area, Karachi, Pakistan	Phone : (92 21) 36806553
12	BISMILLAH FABRICS	A-42/A,A-42/C,S.I.T.E., Karachi, Pakistan A-42/A,A-42/C,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32566623, 32566625 Fax : (92 21) 32564397
13	CLASSIC NEW KNIT	Plot #A-77,Sector 16-B, North Karachi Industrial Area, Karachi, Pakistan	Phone : (92 21) 36933214, 36933215 Fax : (92 21) 36933215 Mobile : (92) 333-3929922
14	CRESCENT EXPORT (PVT) LTD.	12/24,Arkay Square (Ext.), Shahrah-e-Liaquat, Karachi, Pakistan	Phone : (92 21) 32427672, 32427671 Fax : (92 21) 32427670
15	HAJI RAZAK HAJI HABIB JANOO	Plot #F/61-F,S.I.T.E., Near Philips Electrical Inds., Karachi, Pakistan	Phone : (92 21) 32578423, 32578424 Fax : (92 21) 32578134 Mobile : (92) 333-2291159

Textile Fabric

Sr.No	Name	Address	Contact #
KARACHI			
16	HAJRA TEXTILES	Plot 122,Sector 7-A, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35060890, 35060922 Fax : (92 21) 35060927 Mobile : (92) 300-8223394
17	INTERNATIONAL FABRICS LTD.	205-208 Park Towers, Shahrah-e-Firdousi,Clifton, Karachi, Pakistan	Phone : (92 21) 35832929, 35060063 Fax : (92 21) 35830400 Mobile : (92) 333-2150730
18	KAARMA TEXTILES (PVT) LTD.	9-E,8th Zamzama Comm. Lane, Phase-V,D.H.A., Karachi, Pakistan	Phone : (92 21) 35876298, 35876295 Fax : (92 21) 35876294
19	KAFIL TEXTILES	C-8,Block-T,North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36638063, 36673384 Fax : (92 21) 36624020
20	KASSIM TEXTILE (PVT) LTD.	Plot 62,25-KM.National Highway, Landhi, Karachi, Pakistan	Phone : (92 21) 35021165, 35021160 UAN : (92 21) 111-786-101 Fax : (92 21) 35027413 Mobile : (92) 333-3209775
LAHORE			
21	A.S. TRADERS	Shop #2,14-B, Main Shah Alam Market, Lahore, Pakistan	Phone : (92 42) 35760222, 35763111 Fax : (92 42) 35750333
22	ASIF ZUBAIR & CO.	3-C,Shah Alam Market, Lahore, Pakistan	Phone : (92 42) 37659245, 37633106 Fax : (92 42) 37651611 Mobile : (92) 300-8441034
23	COMBINED FABRICS LTD	Atta Buksh Road, 17-KM,Ferozepur Road, Lahore, Pakistan	Phone : (92 42) 35820116, 35820113 UAN : (92 42) 111-111-116 Fax : (92 42) 35820112 Mobile : (92) 300-8447705
24	DIAMOND FABRIC LTD.	7A/K,Main Boulevard, Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35750413, 35750410 UAN : (92 42) 111-000-100 Fax : (92 42) 35758783
25	EHSAN CORPORATION (PVT) LTD.	Awan Plaza,1st Floor, Shadman Market, Lahore, Pakistan	Phone : (92 42) 37577079, 37577075 Fax : (92 42) 37581793
26	K.T.K. TEXTILES (PVT) LTD.	29-M,Civic Centre, Model Town Extention, Lahore, Pakistan	Phone : (92 42) 35166673, 35166670 Fax : (92 42) 35164372
27	KOHINOOR LOOMS LTD.	89-P,Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35870432, 35870434 Fax : (92 42) 35870435 Mobile : (92) 300-8477753
28	MASTER TEXTILE MILLS LTD.	82-C-1,Gulberg-3, Lahore, Pakistan	Phone : (92 42) 35392344, 35392348 UAN : (92 42) 111-666-555 Fax : (92 42) 35750895 Mobile : (92) 300-8485681
29	UMER FABRICS LTD.	31-Q,Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35761730, 35761740 Fax : (92 42) 35878696
30	VIGOUR IMPEX	12T,Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35750814

Textile Fabric

Sr.No	Name	Address	Contact #
FAISALABAD			
31	A.B. EXPORTS (PVT) LTD.	Lasani Pulli, Sergodha Road, Near Khayaban Gardens, Faisalabad, Pakistan	Phone : (92 41) 8817301, 8817307 Fax : (92 41) 2619827 Mobile : (92) 300-8664024
32	A.T. FABRICS	P-127, B Digranwan Road, Samundri Road, Faisalabad, Pakistan	Phone : (92 41) 8735323, 8735321 Fax : (92 41) 8732940
33	ABDUR RAHMAN CORPORATION (PVT) LTD.	P-214, Muslim Town No.1, Sargodha Road, Faisalabad, Pakistan	Phone : (92 41) 8787760, 8787762 Fax : (92 41) 8787769
34	ACME INTERNATIONAL	P-195/6, Circular Road, Faisalabad, Pakistan	Phone : (92 41) 2624988, 2618371 Fax : (92 41) 2641998
35	AL-AZHAR INDUSTRIES	#2 Chowdery Market, Sooter Mandi, Faisalabad, Pakistan	Phone : (92 41) 2640458, 2640457 Fax : (92 41) 2610873
36	AL-MUSAWAR TEXTILE	Atlas Street, Maqbool Road, Faisalabad, Pakistan	Phone : (92 41) 8717236 Fax : (92 41) 8711858
37	AL-REHMAN CLOTH EXPORTS (PVT) LTD.	P-223/2, Tikka Gali No.2, Montgomery Bazar, Faisalabad, Pakistan	Phone : (92 41) 2636672, 2638217 Fax : (92 41) 2636671 Mobile : (92) 300-8668998
38	ALPHA FABRICS	Behind Coca Cola Factory, Samundri Road, Faisalabad, Pakistan	Phone : (92 41) 2661202, 2661201 Fax : (92 41) 2661203
39	EMJAY EXPORTS (PVT) LTD.	P-9/9, Yarn Market, Montgomery Bazar, Faisalabad, Pakistan	Phone : (92 41) 2611041, 2610641 Fax : (92 41) 2641341 Mobile : (92) 300-8669241
40	EXPORTEX INTERNATIONAL	P-874, Micro Arts Plaza, Main Bazar, Iqbalpura, Off Liaqat Road, Faisalabad, Pakistan	Phone : (92 41) 2622240, 2641140 Fax : (92 41) 2641139
41	FABRITEX INTERNATIONAL	Ghona Road, Bhaiwala 202 R.B., Chuk Jhumra Road, Faisalabad, Pakistan	Phone : (92 41) 8754596, 8754594 Fax : (92 41) 8753070
42	FATEH TEXTILE INDUSTRIES (PVT) LTD.	P.O.Box: 972, 6-KM Satyana Road, Faisalabad, Pakistan	Phone : (92 41) 8777382, 8777381 Fax : (92 41) 8777321
43	FIVE STAR TEXTILE INDUSTRIES (PVT) LTD.	Maqbool Road, Near Sitara Market, Faisalabad, Pakistan	Phone : (92 41) 8718442, 8718441 Fax : (92 41) 8713522 Mobile : (92) 303-7362877
44	MUNNAZA TEXTILES	#7-8, 1st Floor, Yousaf Manzil, Yarn Market, Montgomery Road, Faisalabad, Pakistan	(92 41) 2639432, 2639437 Fax : (92 41) 2610759
45	NASEEM FABRICS	Suite #404, 4th Floor, Faisal Complex, Bilal Road, Civil Lines, Faisalabad, Pakistan	Phone : (92 41) 2646178, 2642096 Fax : (92 41) 2634522 Mobile : (92) 300-8661292

Textile Fabric

Sr.No	Name	Address	Contact #
GUJRANWALA			
46	THE CHANCELLORS OVERSEAS	House #216, Street-5, D.O.H.S/1, Gujranwala, Pakistan	Phone : (92 55) 3863488 Fax : (92 55) 3254353 Mobile : (92) 300-6469588
MULTAN .			
47	ARAIN FIBRES LTD.	47, Qasim Road, Cantt., Multan, Pakistan	Phone : (92 61) 4511867, 4511537 UAN : (92 61) 111-555-456 Fax : (92 61) 4511867
48	ARAIN MILLS LTD.	55-B, Qasim Road, Cantt., Multan, Pakistan	Phone : (92 61) 4511237, 4511137 Fax : (92 61) 4511867
49	ASJAD TEXTILES (PVT) LTD.	Shalimar Colony, Bosan Road, Multan, Pakistan	Phone : (92 61) 6224106, 6224104 Fax : (92 61) 6224105 Mobile : (92) 300-8631314
50	MULTAN FABRICS (PVT) LTD.	Toyota Multan Motors Building, Bosan Road, Multan, Pakistan	Phone : (92 61) 6522481, 6223700 Fax : (92 61) 6520587

Glass and Ceramic Industry

Sr.No	Name	Address	Contact #
KARACHI			
1	ALI GLASS INDUSTRIES (PVT) LTD.	Karachi House,1st Floor, I.I.Chundrigar Road, Karachi, Pakistan	Phone : (92 21) 32414862, 32419522 Fax : (92 21) 32414814 Mobile : (92) 300-8262029
2	BALUCHISTAN GLASS LTD.	D-66,Block-9,Clifton, Ch. Khaliq-uz-Zaman Road, Karachi, Pakistan	Phone : (92 21) 35377971, 35377975 UAN : (92 21) 111-245-745 Fax : (92 21) 35377990
3	BURHAN ARMOR GLASS INTERNATIONAL	37,Saifee House, Syedna Burhanuddin Road,Saddar, Karachi, Pakistan	Phone : (92 21) 35214219, 36056872 Fax : (92 21) 35686804 Mobile : (92) 300-2122721
4	CORNPAC LIMITED	Plot 11 & 26,Sector-20, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35042537, 35040534 Fax : (92 21) 35043575 Mobile : (92) 303-7331343
5	GLASS & PLYWOOD PAKISTAN AGENCY	Sabina Centre,Ranchore Road, Bohrapir, Karachi, Pakistan	Phone : (92 21) 32736478, 32410780 Fax : (92 21) 34526479
6	GLASS 'N' GLASS	11-C,36 St.,Tauheed Comm., Opp.Evolution Restaurant, D.H.A., Karachi, Pakistan	Phone : (92 21) 35379320 Fax : (92 21) 35379320 Mobile : (92) 345-2880110
7	GOLDEN GLASS WORKS	10,Hassanali Quettawala Court, Ranchore Line,Bohrapir, Karachi, Pakistan	Phone : (92 21) 32730978, 32765326
8	HUSSAIN ENTERPRISES	H.O. A-1,Iqbal Zaman Building, Nishter Road,Opp:KMC, Work Shop, Karachi, Pakistan	Phone : (92 21) 32728903, 32728764 Fax : (92 21) 32728764 Mobile : (92) 333-3945522 v
9	IMPERIAL GLASS & TILE CO.	2-C,Main 26th Street,Phase-V, Defence Housing Authority, Karachi, Pakistan	Phone : (92 21) 35871496, 35871495 Fax : (92 21) 35870601
10	NOORBHOY SONS	13-14,Hatim Manzil, Baba-e-Urdu Road, Opp:Dow Med.College, Karachi, Pakistan	Phone : (92 21) 32736187, 32733251 Fax : (92 21) 32736187
11	BANBHORE CERAMICS INDUSTRIES	D.S.U.18,Pakistan Steel, Down Stream Industrial Estate, Bin Qasim, Karachi, Pakistan	Phone : (92 21) 34750745, 34750741 Fax : (92 21) 34750746
12	FRONTIER CERAMICS LTD.	IV-D,14/7,Razia Apartments, (Basement) Nazimabad #4, Near La Rosh, Karachi, Pakistan	Phone : (92 21) 36602985, 36601483 Fax : (92 21) 36601806 Mobile : (92) 300-8201535
13	MANZAR CERAMICS (PVT) LTD.	111-113,Trade Tower, Abdullah Haroon Road, Karachi, Pakistan	Phone : (92 21) 35685902, 35684026 Fax : (92 21) 35684076 Mobile : (92) 333-2352091
14	NATIONAL TILES & CERAMICS LTD.	No.1 Services Mess,Saddar, Karachi, Pakistan	Phone : (92 21) 35678047, 35213660 Fax : (92 21) 35681137 Mobile : (92) 300-8247246
15	PAKISTAN NATIONAL TILES & CERAMICS (PVT) LTD.	8th Floor,AI-Saihal Centre, Annexe Regent Plaza, Rafiq Shaheed Road, Karachi, Pakistan	Phone : (92 21) 35836783, 35862503 Fax : (92 21) 35379542 Mobile : (92) 300-8201535
16	SAWAT CERAMICS COMPANY (PVT) LTD	A-1,Akber Road,Preedy Street, Saddar, Karachi, Pakistan	Phone : (92 21) 32723090 Fax : (92 21) 32721367

Glass and Ceramic Industry

Sr.No	Name	Address	Contact #
KARACHI			
17	SHABBIR TILES & CERAMICS LTD.	STILE EMPORIUM, 15th Milestone, Landhi, National Highway, Karachi, Pakistan	Phone : (92 21) 35014044, 35014045 Fax : (92 21) 35015545 Mobile : (92) 301-8219918
18	SHAHID INDUSTRIES	44/1, Glass Towers, Clifton Road, Karachi, Pakistan	Phone : (92 21) 35213881, 35213884 Fax : (92 21) 35657657 Mobile : (92) 333-3768859
19	PAKGLAS (PVT) LTD.	A-60, S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32573142, 32572483 Fax : (92 21) 32563356 Mobile : (92) 300-8252769
20	PHARMA GLASS	E-46, S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32573049, 32565678 Fax : (92 21) 32565075 Mobile : (92) 321-2436577
21	SKILL GLASS	Plot NO. E-64, Bin Qasim, North Western Industrial Zone, Karachi, Pakistan	Phone : (92 21) 34750454, 34750457 Fax : (92 21) 34750458 Mobile : (92) 334-3528860
22	BELGIUM GLASS COMPANY	Ranchore Road, Bohrapir, Karachi, Pakistan	Phone : (92 21) 32727301, 32732244 Fax : (92 21) 32727301
23	ACCURATE GLASS & ALPOLIC	1st Floor, 66-Palace Market, Bedon Road, Lahore, Pakistan	Phone : (92 42) 37004809 Mobile : (92) 300-4024075
LAHORE			
24	ALI GLASS INDUSTRIES (PVT) LTD.	5-Tariq Block, New Garden Town, Lahore, Pakistan	Phone : (92 42) 35914670, 35914672 Fax : (92 42) 35914673
25	GHANI GLASS LTD.	40-L, Model Town, Lahore, Pakistan	Phone : (92 42) 35168455, 35203976 UAN : (92 42) 111-949-949 Fax : (92 42) 37576431 Mobile : (92) 300-8489849
26	GUNJ GLASS WORKS LTD.	5, Tariq Block, New Garden Town, Lahore, Pakistan	Address : 5, Tariq Block, New Garden Town, Lahore, Pakistan Phone : (92 42) 32414862, 32419522 Fax : (92 42) 32414814
27	YASIR & COMPANY	Basement Al-Hasan Plaza, Jamia-e-Ashrafia 149, Ferozepur Road, Lahore, Pakistan	Phone : (92 42) 37551282, 35415023 Fax : (92 42) 35752428
28	TUFF-TILES (PVT) LTD.	S-306, 3rd Floor, Century Tower, Kalma Chowk, Main Boulevard, Gulberg, Lahore, Pakistan	Phone : (92 42) 35841863, 35841861 Fax : (92 42) 35841864
29	NATIONAL TILES & CERAMICS LTD.	National Tile Building, 1, Saint Marry Park, Gulberg-III, Near Kalma Chowk, Lahore, Pakistan	Phone : (92 42) 35751791, 35882827 Fax : (92 42) 35851635
30	RADIANT GLASS (PVT) LTD	20-KM., (Opp. Agnus General), Ferozepur Road, Lahore, Pakistan	Phone : (92 42) 35272824, 35272318 Fax : (92 42) 35272268 Mobile : (92) 300-8417127

Glass and Ceramic Industry

Sr.No	Name	Address	Contact #
LAHORE			
31	TARIQ GLASS INDUSTRIES LTD.	128 J Model Town, Lahore, Pakistan	Phone : (92 42) 35857695, 35857696 UAN : (92 42) 111-343-434 Fax : (92 42) 35857692
32	FARM POWER (PVT) LTD	50/71-G, Model Town, Lahore, Pakistan	Phone : (92 42) 35866067, 35866066 Fax : (92 42) 35837525 Mobile : (92) 300-9480084
33	FRONTIER CERAMICS LTD.	186 A/1 Township, Opp. Dawn Bread, Lahore, Pakistan	Phone : (92 42) 35118081 Fax : (92 42) 35118081
34	INTERNATIONAL CERAMICS LTD.	123-D, Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35755789, 35755676 Fax : (92 42) 35755669 Mobile : (92) 300-8437330
35	KARAM CERAMICS LTD.	4-L, Gulberg-III, Ferozpur Road, Lahore, Pakistan	Phone : (92 42) 35864579, 35855092 Fax : (92 42) 35862497
ISLAMABAD/RAWALPINDI			
36	DAZZLE GLASS (PVT) LTD.	#47, College Road, F-7/2, Islamabad, Pakistan	Phone : (92 51) 2275633, 2275698 Fax : (92 51) 2275665 Mobile : (92) 300-8544936
37	KBS PROTECT (PVT) LTD.	House #288, Street #68, Main Double Service Road East, G-10/3, Islamabad, Pakistan	Phone : (92 51) 2112195, 2112196 Fax : (92 51) 2112197
38	RANA BROTHERS	#25, Street #4, Barma Town, Lehar Road, Islamabad, Pakistan	Phone : (92 51) 2240047 Mobile : (92) 321-5180277
39	NEELUM GLASS INDUSTRIES LTD.	366 Bank Road, Saddar, P.O.Box 452, Rawalpindi, Pakistan	Phone : (92 51) 5462132 Fax : (92 51) 5476594
40	RANA BROTHERS	CA-58, 1st Floor, Said pur Road, Opp Shell Pump, Pindora, Rawalpindi, Pakistan	Phone : (92 51) 4425251 Mobile : (92) 321-5180277
41	ALNOOR REFRACTORIES (PVT) LTD.	#28, Khurshid Alam Road, Westridge-I, Rawalpindi, Pakistan	Phone : (92 51) 5479381, 5479380 Fax : (92 51) 5470877 Mobile : (92) 321-8507145
FAISALABAD			
42	ALKABEER GROUP	P-790, Link West Canal Road, Near Arshad Motors, Farooqabad, Faisalabad, Pakistan	Phone : (92 41) 8503712, 8713683 Fax : (92 41) 8503711 Mobile : (92) 333-6515282

Bakery & Confectionary Products

Sr.No	Name	Address	Contact #
KARACHI			
1	ABDULLAH (PVT) LTD.	IV/C-2,Nazimabad No.4, Karachi, Pakistan	Phone : (92 21) 36682822, 36682824 Fax : (92 21) 36688526 Mobile : (92) 300-8288801
2	AHBAB FOOD BAKERS	Block E,Azzi Manzil, Haidery,North Nazimabad, Karachi, Pakistan	Phone : (92 21) 36673448
3	ART OF THE TART	C-27,Zamzama,5th Comm.Lane, D.H.A., Karachi, Pakistan	Phone : (92 21) 35838080 Mobile : (92) 343-2141225
4	CITY BAKERS SWEETS & NIMCO	Shop #20,Noman Grand City, Block-17,Gulistan-e-Johar, Karachi, Pakistan	Phone : (92 21) 34638319
5	COCOLOCO	G-21 Clifton Centre, Block-V,Kh-e-Roomi,Clifton, Karachi, Pakistan	Phone : (92 21) 35879444
6	CONTINENTAL BISCUITS LTD.	1st Floor,PIDC House, Dr. Ziauddin Ahmed Road, Karachi, Pakistan	Phone : (92 21) 35686551, 35681498 UAN : (92 21) 111-771-771 Fax : (92 21) 35688871
7	DHAMTHAL SWEETS,BAKERS & NIMCO	Gulshan-e-Ali #2,Ayesha Manzil, Federal 'B' Area,Block-7, Karachi, Pakistan	Phone : (92 21) 36330774, 36330775
8	FOOD BASICS (PVT) LTD.	9-10,Clifton Arcade.FL-1, Block-5,Clifton, Karachi, Pakistan	Phone : (92 21) 35300261 Fax : (92 21) 35300262
9	FRENCH CUISINE & BAKERS	Shop #1,Plot #126, Roqyya Terrace,Dohraji, C.P.Berar Society, Karachi, Pakistan	Phone : (92 21) 34930948 Mobile : (92) 300-2054926
10	GOLDEN CONFECTIONARY	F-26,Shade B,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32569952 Fax : (92 21) 32569954
11	INTERNATIONAL FRANCHISES (PVT) LTD. (DUNKIN DONUTS)	1st Floor,NIC Building, Abbasi Shaheed Road, Karachi, Pakistan	Phone : (92 21) 35674321, 35674328 Fax : (92 21) 35680335 Mobile : (92) 305-2223297
12	LIAQUAT'S DRY FRUIT CHOCOLATE & CONFECTIONERIES	Z-99,Tipu Sultan Road, Karachi, Pakistan	Phone : (92 21) 34521111 Mobile : (92) 300-2188937
13	SUBHAN FOOD INDUSTRIES (WONDER BREAD)	Factory L-21/C-1,Block-21, Federal "B" Industrial Area, M. Rashid Minhas Rd., Karachi, Pakistan	Phone : (92 21) 36322622, 36337501 Fax : (92 21) 36322685 Mobile : (92) 321-8737308
14	UNITED KING FOOD (PVT) LTD.	ST-9/2,1-D/2,Sector 16-B, North Karachi Industrial Area, Karachi, Pakistan	Phone : (92 21) 36368601, 36368603 Fax : (92 21) 36956735 Mobile : (92) 300-8233458
15	UNITED SWEETS BAKERS & NIMCO	Behind Meena Bazar,Karimabad, BS-19,Block-3,F.B. Area, Karachi, Pakistan	Phone : (92 21) 36317393, 36328268 UAN : (92 21) 111-044-044 Fax : (92 21) 36321112

Bakery & Confectionary Products

Sr.No	Name	Address	Contact #
KARACHI			
16	AKBER FOODS	L-24/1,Block-21, F.B. Industrial Area, Karachi, Pakistan	Phone : (92 21) 36811904, 36811894
17	DENVER INTERNATIONAL (PVT) LTD.	Plot No.59,Sector 23, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35050028 Fax : (92 21) 34536896
18	AMINA SWEETS, BAKERS & ICE CREAM	Shah Faisal Colony No.1, Karachi, Pakistan	Phone : (92 21) 34572908, 34596173
19	AMINA VALLEY	R-1,Block-16,F.B.Area, Behind Yousuf Plaza, Near Nauman Masjid, Karachi, Pakistan	Phone : (92 21) 36376163
20	ASLI BADAYUN PERA HOUSE	Shop A-1/6,Al-Karam Square, Block-4,F.B. Area, Karachi, Pakistan	Phone : (92 21) 38344458 Mobile : (92) 344-2172345
21	ASR-E-SHEEREEN	Block-13-A,Gulshan-e-Iqbal, Main University Road, Karachi, Pakistan	Phone : (92 21) 34981829 Fax : (92 21) 34982518 Mobile : (92) 300-2198015
22	CONTINENTAL SWEETS BAKERS & NIMCO	1,Decent Towers,Block-15, Gulistan-e-Jauhar, Karachi, Pakistan	Phone : (92 21) 34618395, 34013757
23	DEHLI RUBRI HOUSE	Pak Mansion,Corner Street # 2, Burns Road, Karachi, Pakistan	Phone : (92 21) 32631792
24	DILBAHAR SWEETS	Toshi Square,Block 13-B, Opp Al-Mustafa Hospital, Gulshan-e-Iqbal, Karachi, Pakistan	Phone : (92 21) 34972764 Mobile : (92) 300-9249596
25	DILPASAND RUBRI HOUSE	Shop #6-B,Ruqqaya Squire, Block-14,F.B. Area, Karachi, Pakistan	Phone : (92 21) 36311746 Mobile : (92) 300-2265373
LAHORE			
26	ASIAN FOOD INDUSTRIES LTD.	46-49,Industrial Area, Gulberg-III, Lahore, Pakistan	(92 42) 35715120, 35715118 UAN : (92 42) 111-666-123 Fax : (92 42) 35764848 Mobile : (92) 301-8434501
27	ASIAN FOOD INDUSTRIES LTD.	46-49,Industrial Area, Gulberg-III, Lahore, Pakistan	Phone : (92 42) 35715120, 35715118 UAN : (92 42) 111-666-123 Fax : (92 42) 35764848 Mobile : (92) 301-8434501
28	B.P. LAHORE (PVT) LTD.	151-Ferozepur Road, Lahore, Pakistan	Phone : (92 42) 37588537, 37589132 Fax : (92 42) 37589132
29	DANISH FOODS (PVT) LTD.	9/34,Civic Centre, New Garden Town, Lahore, Pakistan	Phone : (92 42) 35883969 Fax : (92 42) 35884192
30	FRENCH BAKERY (PVT) LTD.	112/14 Industrial Area, Kot Lakhpat, Lahore, Pakistan	Phone : (92 42) 35152101

Bakery & Confectionary Products

Sr.No	Name	Address	Contact #
LAHORE			
31	K.M. FOOD INDUSTRIES (PVT) LTD.	16-KM,Multan Road,P.O.Chung, Lahore, Pakistan	Phone : (92 42) 37510707, 37841779 Fax : (92 42) 37840241 Mobile : (92) 300-8453045
32	MODERN FOOD INDUSTRIES (PVT) LTD	349/S,Township, Industrial Estate, Lahore, Pakistan	Phone : (92 42) 35151971, 35118945 Fax : (92 42) 35151969 Mobile : (92) 300-8419464
33	TAYYAB FOOD PRODUCTS	S-66/67,Industrial Area, Kot Lakhpat, Lahore, Pakistan	Phone : (92 42) 35153890, 35153891
34	DARBAR WALA INDUSTRIES (PVT) LTD.	11/B,Bird Wood Road, Lahore, Pakistan	Phone : (92 42) 37599680, 37586279 Fax : (92 42) 36312767 Mobile : (92) 300-4556880
ISLAMABAD			
35	BRITISH BISCUITS CO. (PVT) LTD.	Street-5,I-9,Industrial Area, Islamabad, Pakistan	Phone : (92 51) 4411919, 4411918 Fax : (92 51) 4417168
FAISALABAD			
36	GONI INTERNATIONAL	Plot-506/2D,Goni Street, Tariq Cinema Road, Faisalabad, Pakistan	Phone : (92 41) 2627648, 2629871 Fax : (92 41) 2611610 Mobile : (92) 300-8667785
37	NISHAT SWEETS FACTORY	54-Dijkot Road, Faisalabad, Pakistan	Phone : (92 41) 2656696, 2656796 Fax : (92 41) 2626986 Mobile : (92) 300-9658786
38	TIWANA ENTERPRISES	Chak No.241,R.B.Chanchil Wala, Jhang Road, Faisalabad, Pakistan	Phone : (92 41) 2577669, 2577055 Fax : (92 41) 2578769 Mobile : (92) 300-8667885
39	AAMIR FOOD INDUSTRIES (REGD.)	1-Millat Road, Faisalabad, Pakistan	Phone : (92 41) 8781878, 8781879 Fax : (92 41) 8863425
SUKKUR			
40	CONTINENTAL BISCUITS LTD	B-62, S.I.T.E.,Shikarpur Road, Sukkur, Pakistan	Phone : (92 71) 5630279, 5630885 Fax : (92 71) 5631350

Motor Vehicles and Trailers- Auto Parts Manufacturing

Sr.No	Name	Address	Contact #
KARACHI			
1	IMPERIAL ELECTRIC CORPORATION	Suite #4,Taj Mansion, Sommer Set Street,Saddar, Karachi, Pakistan	Phone : (92 21) 35211707, 35215284 Fax : (92 21) 35215284 Mobile : (92) 300-9298007
2	SACO TRADERS (PVT) LTD.	2-3,Dikusha Chambers, Marston Road, Karachi, Pakistan	Phone : (92 21) 32723185, 32725735 Fax : (92 21) 32735947
3	A.S. AUTOS	Shop-23,Zaibunisa Auto Market, Saeed Manzil,Opp.NJV School, M.A.Jinnah Road, Karachi, Pakistan	Phone : (92 21) 32722852 Mobile : (92) 321-3071960
4	AJMERI TRADERS	Shp No.65,Rimpa Plaza, M.A.Jinnah Road,Plaza Square, Karachi, Pakistan	Phone : (92 21) 32734150 Fax : (92 21) 32751938 Mobile : (92) 300-9275826
5	AFTAB TECHNOLOGIES (PVT) LTD.	A/81,S.I.T.E.,KDA Scheme No.33, Super Highway Industrial Area, Karachi, Pakistan	Phone : (92 21) 36881274, 36881276 Fax : (92 21) 36881278 Mobile : (92) 320-4323691
6	AGRIAUTO INDUSTRIES LIMITED	5th Floor,House of Habib, Siddiqsons Bldg.,3-JCHS,BI.7/8, Shahrah-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34541540, 34541543 Fax : (92 21) 34549284 Mobile : (92) 300-2398225
7	AL-AFTAB METALS ENGG. IND. (PVT) LTD.	1/A-13,Sector 21, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35011633 Fax : (92 21) 35018746 Mobile : (92) 321-2422170
8	AL-FURQAN MOTORS (PVT) LTD.	47-Tibet Centre, M.A.Jinnah Road, Karachi, Pakistan	Phone : (92 21) 32724609, 32724606 Fax : (92 21) 32724606
9	AL-RASHEED ENGINEERING	4,Qudsi Mosque,Landhi #6, Near KESC Complaint Office, Karachi, Pakistan	Phone : (92 21) 35040065, 38370421 Mobile : (92) 320-4050465
10	ALLIED PRECISION ENGG. PRODUCTS (PVT) LTD.	D-168,Haroon Abad,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32576074, 32561425 Fax : (92 21) 32561834
11	ALPHA ENGINEERING WORKS	40-C,Block-6,P.E.C.H.S., Shahrah-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34541968, 34541960 Fax : (92 21) 34546777
12	ALSONS AUTO PARTS (PVT) LTD.	S/57,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32354581, 32354586 Fax : (92 21) 32354587 Mobile : (92) 321-2027205
13	AMIN MECHANICAL	L-29/A,Block-22, F.B. Industrial Area, Karachi, Pakistan	Phone : (92 21) 36361572
14	ASIA MIRROR INDUSTRIES	1-C-7/2 Nazimabad, Karachi, Pakistan	Phone : (92 21) 36684118, 36623057 Fax : (92 21) 36621007 Mobile : (92) 300-2604922
15	ASIF ENGINEERING & MECHANICAL	41-A/9,Korangi No.2, Karachi, Pakistan	Phone : (92 21) 35056277 Fax : (92 21) 35060414 Mobile : (92) 300-8215872

Motor Vehicles and Trailers- Auto Parts Manufacturing

Sr.No	Name	Address	Contact #
KARACHI			
16	ATLAS ENGINEERING LIMITED	15th Mile National Highway, Landhi, Karachi, Pakistan	Phone : (92 21) 35016921, 35016924 Fax : (92 21) 35011709
17	AUTO FAB COMPANY	C-3C,Khayban-e-Seher Lane #10, Seher Commercial,Phase-VII,DHA, Karachi, Pakistan	Phone : (92 21) 35845819 Fax : (92 21) 35845788
18	AUTOMOTIVE SPARES & ACCESSORIES (PVT) LTD.	303-304,3rd Floor,Mehdi Towers, S.M.C.H.S. Shahrah-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34311498, 34311497 Fax : (92 21) 34311499 Mobile : (92) 300-9227706
19	FLASH PLASTIC (PVT) LTD.	R-155,Sector 16-B,Gabol Town, North Karachi Industrial Area, Karachi, Pakistan	Phone : (92 21) 36973248 Fax : (92 21) 36018108 Mobile : (92) 333-3455088
20	FRICTION MATERIALS COMPONENTS (PVT) LTD	DP 23/1,Sector 6-B, North Karachi Industrial Area, Karachi, Pakistan	Phone : (92 21) 36923028, 36996527 Fax : (92 21) 36981730 Mobile : (92) 300-2241181
21	GEARS HOBBING LTD.	40-C,Block-VI,P.E.C.H.S., Off: Shahrah-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34541967, 34541960 Fax : (92 21) 34546777
22	GENERAL ENGINEERING INDUSTRIES	Plot No.C.I.B. 11,12,13, Sector-16,Korangi Ind. Area, Karachi, Pakistan	Phone : (92 21) 35056849, 32006327 Fax : (92 21) 35075026 Mobile : (92) 333-3131566
23	HAJI MOHAMMAD ASLAM & SONS	66/2,Harilal Odhas Street, Nishter Road, Karachi, Pakistan	Phone : (92 21) 32251457 Fax : (92 21) 32227641 Mobile : (92) 301-2297704
24	KHYBER AUTOS	Mclean Street,Plaza Square, M.A. Jinnah Road, Karachi, Pakistan	Phone : (92 21) 32722175 Fax : (92 21) 32724037 Mobile : (92) 300-8222769
25	MACCIE ENGINEERING CO. (PVT) LTD	B-500,Block-13,F.B.Area, Karachi, Pakistan	Phone : (92 21) 36957653, 36957652 Fax : (92 21) 36957653
26	YUSUF INDUSTRIES AGRI (PVT) LTD.	B-64,Estate Avenue,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32571955, 32574955 Fax : (92 21) 32561392 Mobile : (92) 333-2107352
27	SULTAN AUTOS	18,Al-Hayat Auto Parts Market, Plaza Square,M.A.Jinnah Road, Karachi, Pakistan	Phone : (92 21) 32763646, 32725048
28	SUN METAL INDUSTRIES (PVT) LTD.	Plot #3-4,S.G.M. Ind'l Area, Phase-II,Memon Goth,Malir, Karachi, Pakistan	Phone : (92 21) 34560527, 34560907 Fax : (92 21) 34560551
LAHORE			
29	AFFAQ CORPORATION	249,S.I.E.,Town Ship, Kot Lakhpat, Lahore, Pakistan	Phone : (92 42) 35111919, 35111787 Fax : (92 42) 35118926
30	AFZAL AGRO INDUSTRIES	Afzal Chambers,Mcleod Road, Near Railway Station, Lahore, Pakistan	Phone : (92 42) 36366501, 36811853 Fax : (92 42) 36631768

Motor Vehicles and Trailers- Auto Parts Manufacturing

Sr.No	Name	Address	Contact #
LAHORE			
31	AJR METAL FABRICS (PVT) LTD.	16/17 KM. LHR-SKP Road, Suwa Maison Calor, Sheikhupura, Lahore, Pakistan	Phone : (92 42) 37970607, 37970608 Fax : (92 42) 37970618 Mobile : (92) 321-4473060
32	AL-NOOR & CO.	81-The Mall, (Shahrah-e-Quaid-e-Azam), Lahore, Pakistan	Phone : (92 42) 36304288, 36316404 Fax : (92 42) 36316404 Mobile : (92) 300-8408138
33	ALI BROTHERS	Siddiquia Colony # 2, Raza Chowk, Badami Bagh, Lahore, Pakistan	Phone : (92 42) 37600856 Mobile : (92) 333-4268548
34	EEHABS ENGINEERING CO. (PVT) LTD.	2-KM Defence Road, Off 24-KM Multan Road, Mohlanwal, Lahore, Pakistan	Phone : (92 42) 37540386, 37540674 Fax : (92 42) 37540387 Mobile : (92) 300-9412791
35	ELECTRIC & ELECTRONICS ENGINEERS	82/1, Allama Iqbal Road, Behind Rahat Bakers, Garhi Shahu, Lahore, Pakistan	Phone : (92 42) 36366608, 36304739 Fax : (92 42) 36304739 Mobile : (92) 300-9460578
36	ENGINEERING EXPERTS COMPANY	Gogi Butt Building, Rani Chowk, Bhaman, Bund Road, Ganda Nala Stop, Lahore, Pakistan	Phone : (92 42) 36262820, 36263220 Fax : (92 42) 36263220 Mobile : (92) 333-4978290
RAWALPINDI			
37	INDUS AUTOMOBILES	204-205, Adamjee Road, Rawalpindi, Pakistan	Phone : (92 51) 5583392 Fax : (92 51) 5794242
FAISALABAD			
38	CHENAB ENGG. WORKS & FOUNDRIES (PVT) LTD.	Jhumra Road, Nishatabad, Faisalabad, Pakistan	Phone : (92 41) 8751424, 8751048 Fax : (92 41) 8752482 Mobile : (92) 300-8654490
39	PAKISTAN AUTO SHOW PARTS	Sattar Chowk, Lakkar Mandi, Jang Road, Faisalabad, Pakistan	Phone : (92 41) 2651312, 2653961 Fax : (92 41) 2651312 Mobile : (92) 333-6503598
SIALKOT			
40	UNITED ELECTRONICS INDUSTRIES	Shatab Garah Road, P.O.Box: 2657, Sialkot, Pakistan	Phone : (92 52) 4256255, 4253255 Fax : (92 52) 4560895

Meat, Fruits, Vegetables, Oils & Fats

Sr.No	Name	Address	Contact #
KARACHI			
1	ANISONS	Suit No.203,Marine Point, Schon Circle,Block-9,Clifton, Karachi, Pakistan	Phone : (92 21) 35834971 Fax : (92 21) 35830579
2	ASAD GROUP OF INDUSTRIES	C-I-41/Sector 6-B,N. Karachi, Near Saba Cinema, Karachi, Pakistan	Phone : (92 21) 36999541, 36903826
3	CONNECT SOLUTIONS	SF-96,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32561728, 32561729 Fax : (92 21) 32570833 Mobile : (92) 332-2599780
4	CRYSTAL INTERNATIONAL TRADING (PVT) LTD.	Plot #51,Sector 12-C, North Karachi Industrial Area, Karachi, Pakistan	Phone : (92 21) 36954927, 38204879 Fax : (92 21) 36954924 Mobile : (92) 321-8293397
5	FAKHRI BROTHERS	#2-3,Ground Floor,Hatim Manzil, Opp: Dow Medical College, Baba-e-Urdu Road, Karachi, Pakistan	Phone : (92 21) 32764077, 32730591 UAN : (92 21) 111-352-352 Fax : (92 21) 32773707 Mobile : (92) 302-8249772
6	GODIL COLD CHAIN (PVT) LTD.	Plot No. 148,Sector 23, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35065890, 35065893 Fax : (92 21) 35061238 Mobile : (92) 321-3759424
7	HABIBA INDUSTRIES	LA-1/6,Block-22, F.B. Industrial Area, Karachi, Pakistan	Phone : (92 21) 36809140
8	KOLDWARE INDUSTRIES	G-23,EOBI House,Plot #ST-1-A/1, (Ex-Awami Markaz), Shahra-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34386297, 34386298 UAN : (92 21) 111-333-500 Fax : (92 21) 34387797
9	MEHRAN COLD STORE	Plot No. A-154,Phase-I, S.I.T.E.,Super Highway, Karachi, Pakistan	Phone : (92 21) 36880732 Fax : (92 21) 36870142 Mobile : (92) 313-9212424
10	PAKISTAN FRUIT IMPORTERS & EXPORTERS SYNDICATE (PVT) LTD.	A/33(a) Textile Avenue, S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32570957, 32574136 Fax : (92 21) 32586837 Mobile : (92) 321-2390731
11	SHABBIR BROTHERS	No.2-3,Ground Flr,Hatim Manzil, Opp.Dow Medical College, Baba-e-Urdu Road, Karachi, Pakistan	Phone : (92 21) 32721315, 32774779 Fax : (92 21) 32724035 Mobile : (92) 300-7012288
12	SHAZCO TRADERS (PVT) LTD.	A-154/A,S.I.T.E.,Super Highway, Karachi, Pakistan	Phone : (92 21) 36881687, 36881688 Fax : (92 21) 36881689 Mobile : (92) 321-9225817
13	TECHNICAL SALES & SERVICES CO. PAKISTAN PVT. LTD.	B-168,Sector 6-F,Mehran Town, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35113859, 35113860 Fax : (92 21) 35113861 Mobile : (92) 300-2405252
14	UNITED ICE & COLD STORAGE CO. (PVT) LTD.	Plot #7,New Fruit & Vegetable, Market,Super Highway, Karachi, Pakistan	Phone : (92 21) 36871092, 36871093 UAN : (92 21) 111-666-422 Fax : (92 21) 36871121 Mobile : (92) 321-8272772
15	EURO INDUSTRIES (PVT) LTD.	A-55,PIA Housing Society, Block-9,Gulistan-e-Johar, Karachi, Pakistan	Phone : (92 21) 34016991 Fax : (92 21) 34638738 Mobile : (92) 321-2385005

Meat, Fruits, Vegetables, Oils & Fats

Sr.No	Name	Address	Contact #
KARACHI			
16	HABIB FOOD PRODUCTS (PVT) LTD.	3rd Floor,Imperial Court, Dr.Ziauddin Ahmed Road, Karachi, Pakistan	Phone : (92 21) 35685559, 35680036 Fax : (92 21) 35864086 Mobile : (92) 300-8276578
17	HAMZA BROTHERS IMPEX	D-35,S.I.T.E.Limited, Scheme 33,Super Highway, Karachi, Pakistan	Phone : (92 21) 36351914, 36351913 Fax : (92 21) 36881915 Mobile : (92) 333-2151798
18	K&N'S FOODS (PVT) LTD.	K&N's Centre,160 Banglore Town, Shara-e-Faisal, Karachi, Pakistan	Phone : (92 21) 34533623, 34533627 Fax : (92 21) 34536630
19	ICEPAC LIMITED	720 Landmark Plaza,Jail Road, Lahore, Pakistan	Phone : (92 42) 35714690, 35717529 Fax : (92 42) 35712231
20	M.A. MOHAMEDI & CO.	15-/A,Pak Chambers, 7,West Wharf Road, Karachi, Pakistan	Phone : (92 21) 32202819 Fax : (92 21) 32310962 Mobile : (92) 300-3780855
21	MULTI FOOD INDUSTRIES	Plot #3,Sector A/3, K.E.P.Z.,Landhi, Karachi, Pakistan	Phone : (92 21) 35085187, 35082118 Fax : (92 21) 35082119 Mobile : (92) 300-8292967
22	A&B OIL INDUSTRIES (PVT) LTD.	H-6,Off Estate Avenue, S.I.T.E.,P.O.Box 3650, Karachi, Pakistan	Phone : (92 21) 32564176, 32564174 Fax : (92 21) 32572161
23	AFROZE OIL MILLS (PVT) LTD.	134-135,Sector-15, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35063438, 35063436 Fax : (92 21) 35060032 Mobile : (92) 300-2523541
24	AGRO PROCESSORS & ATM GASES (PVT) LTD.	2nd Floor,C.G.House,7-C, 1st Commercial Street, Phase-II Ext.,D.H.A., Karachi, Pakistan	Phone : (92 21) 35882182, 35882138 Fax : (92 21) 35889046
25	AGRO PROCESSORS & ATMOSPHERIC GASES (PVT) LTD.	Address : F-392,Near KESC Turbine, S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32574818, 32575791 Fax : (92 21) 32562487 Mobile : (92) 300-8296664
26	HABIB OIL MILLS (PVT) LTD.	Address : D-38,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32573605, 32573606 UAN : (92 21) 111-466-426 Fax : (92 21) 32565212 Mobile : (92) 300-8286687
27	A & S OIL INDUSTRIES	Address : Plot No. 4/82 & 83,Sector-21, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35022623, 35022624 Fax : (92 21) 35023906 Mobile : (92) 333-2230720
28	AB OIL INDUSTRIES LTD.	H/6,Estate Avenue,S.I.T.E., Karachi, Pakistan	Phone : (92 21) 32564176, 32572963 Fax : (92 21) 32564174
29	ABDUL GHAFOOR KASSIM	192,Khawaja Shahabuddin Market, Saddar, Karachi, Pakistan	Phone : (92 21) 32252761, 32252194
30	ADEEL HAMZA OIL INDUSTRIES (PVT) LTD.	Plot 229/3,Sector 5, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35055223 Fax : (92 21) 35066109

Meat, Fruits, Vegetables, Oils & Fats

Sr.No	Name	Address	Contact #
KARACHI			
31	AHMAD OIL INDUSTRIES (PVT) LTD.	1st Floor, Adam Building, Muhammad Feroz St. Jodia Bazar, Karachi, Pakistan	Phone : (92 21) 32413216, 32412557 Fax : (92 21) 32416853
32	AL-BARAKAH SYNDICATES	Room #17, Yousuf Chamber, 2nd Floor, Daryalal Street, Jodia Bazar, Karachi, Pakistan	Phone : (92 21) 37524448, 37527242 Fax : (92 21) 37529839 Mobile : (92) 300-9261646
33	AL-BARAKAH SYNDICATES	17, Yousuf Chamber, Daryalal St., Jodia Bazar, Karachi, Pakistan	Phone : (92 21) 32527242, 32529839 Fax : (92 21) 32529839
34	SNOW KING FROZEN FOODS	D-15, Sind Ind'l Trading Estate, KDA Scheme-33, North Karachi, Karachi, Pakistan	Phone : (92 21) 36002855, 37641501 Fax : (92 21) 36880551 Mobile : (92) 300-2478175
LAHORE			
35	SAUDAGAR THERMOPOLE INDUSTRIES	49-A, Palace Market, 3-Cooper Road, Lahore, Pakistan	Phone : (92 42) 37223871, 37221868 UAN : (92 42) 111-000-129 Fax : (92 42) 37232650 Mobile : (92) 300-8444357
RAHIM YAR KHAN			
36	AHMAD OIL & GHEE MILLS (PVT) LTD.	Ajaib Nagar, Rahim Yar Khan, Pakistan	Phone : (92 68) 5870451, 5571995
SUKKUR			
37	AHMED VEGETABLE OILS & GHEE MILLS LTD.	Address : B-72, S.I.T.E., Sukkur, Pakistan	Phone : (92 71) 5630213, 5630444 Fax : (92 71) 5631367 Mobile : (92) 303-7336947
MULTAN			
38	HAFAEEZ GHEE & GEN MILL (PVT) LTD.	Address : Bohawalapur Road, Near Bypass Chowk, Multan, Pakistan	Phone : (92 61) 6526589, 6526513 Fax : (92 61) 6526167
ISLAMABAD			
39	ABDUL KHALIQ SON'S (EXPORTERS / IMPORTERS)	# 4-A, 4th Floor, A.T.S. Centre, Blue Area, Fazal-e-Haq Road, Islamabad, Pakistan	Phone : (92 51) 2272454, 2801044 Fax : (92 51) 2801077 Mobile : (92) 300-5015667
40	CHINIOT ENTERPRISES (PVT) LTD.	Address : House #26, Street #4, F-6/3, Islamabad, Pakistan	Phone : (92 51) 2824768, 2823198 Fax : (92 51) 2828267

Grain mill products and Animal feeds

Sr.No	Name	Address	Contact #
KARACHI			
1	SIND FEEDS AND ALLIED PRODUCTS	Plot #19,Sector 16, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35060803, 35053289 Fax : (92 21) 35060871 Mobile : (92) 300-8272179
2	AL-MUSHTAQ AHMED & CO.	Fareed Chamber,Green Centre, Tahir Plaza,Dandia Bazar, Opp.City Court, Karachi, Pakistan	Phone : (92 21) 32731532, 32735511
3	BISMILLAH TRADING CO.	Chand Bibi Road,Nanakwada, Karachi, Pakistan	Phone : (92 21) 32729152, 32761912
4	FAQIR SONS	106,Al-Rehmat Trade Centre, Opp.City Court, Karachi, Pakistan	Phone : (92 21) 32760801, 32727693 Fax : (92 21) 32731898
5	KARACHI GRAINS (PVT) LTD.	A-501,Saima Trade Towers, I.I. Chundrigar Road, Karachi, Pakistan	Phone : (92 21) 32625901, 32625904
6	ABDULLAH (PVT) LTD.	IV/C-2,Nazimabad No.4, Karachi, Pakistan	Phone : (92 21) 36682822, 36682824 Fax : (92 21) 36688526 Mobile : (92) 300-8288801
7	ABDULLAH FLOUR MILLS	4-C-2,Nazimabad No.4, Karachi, Pakistan	Phone : (92 21) 36682825, 36682822 Fax : (92 21) 36688526 Mobile : (92) 300-9288803
8	AFZAL FLOUR MILLS (PVT) LTD.	Plot #44,Sector-28, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35030908, 35061632
9	AL-KARAM FLOUR MILLS	L-5/D,Block-22, F.B. Industrial Area, Karachi, Pakistan	Phone : (92 21) 36369890, 36366959 Fax : (92 21) 36688526
10	AL-NOOR FOOD INDUSTRIES	L-19,Block-21,Federal B Area, Karachi, Pakistan	Phone : (92 21) 38207552 Fax : (92 21) 36807379 Mobile : (92) 300-8228405
11	ELAHI ROLLER FLOUR MILLS	Plot #D-1,10,11,Sector-21, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35011771, 35016664 Mobile : (92) 300-8245793
12	FARHAN FOOD INDUSTRIES (PVT) LTD.	Plot #C/229,Sector-23, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35061096, 35160075 Fax : (92 21) 35061404
13	FARUKI FLOUR & GENERAL MILLS (PVT) LTD.	Plot #25,Sector 15, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35061670, 35061668 Fax : (92 21) 35053285
14	A.M. MASHRAN INTERNATIONAL TRADERS	M-23,Glass Tower, Main Clifton Road,Clifton, Karachi, Pakistan	Phone : (92 21) 35639521, 35639522 Fax : (92 21) 35639520 Mobile : (92) 307-2601988
15	NOON INTERNATIONAL (PVT) LTD.	7th Flr,Lakson Square Bldg.#3, Sarwar Shaheed Road, Karachi, Pakistan	Phone : (92 21) 35685055, 35685052 Fax : (92 21) 35681397 Mobile : (92) 333-2301373

Grain mill products and Animal feeds

Sr.No	Name	Address	Contact #
KARACHI			
16	FAKHRI BROTHERS	1-5,Moosa Market, Shahrah-e-Liaquat, Karachi, Pakistan	Phone : (92 21) 32424846 Fax : (92 21) 32418153
17	RASUL FLOUR MILLS (PVT) LTD.	Plot No.20-A/1,Sector-19, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35071262, 35061974 Fax : (92 21) 35064449 Mobile : (92) 300-8292978
18	QURESHI FLOUR MILLS	Plot No.42,Sector 28, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35032309, 35032820 Fax : (92 21) 35031665
19	MEHRAN FLOUR MILLS	Plot #3/17-18,Sector-21, Korangi Industrial Area, Karachi, Pakistan	Phone : (92 21) 35010740, 35010491 Fax : (92 21) 35018140 Mobile : (92) 321-2008177
FAISALABAD			
20	AL-HAFIZ CATTLE FEED INDUSTRIES	111-112 A,Small Ind. Estate, Sargodha Road, Faisalabad, Pakistan	Phone : (92 41) 8869542, 8869540 Fax : (92 41) 2636369
21	INQALAB LIVESTOCK FEEDS	442-A,Gulistan Colony #2, Faisalabad, Pakistan	Phone : (92 41) 8580620 Mobile : (92) 333-6505173
22	MADINA CATTLE FEEDS	Factory Area,Raza Abad, Faisalabad, Pakistan	Phone : (92 41) 2694288, 2694188
23	MADINA INDUSTRIES (KHOKHAR OIL MILLS)	Razaabad, Faisalabad, Pakistan	Phone : (92 41) 2694288 Fax : (92 41) 2694188 Mobile : (92) 300-8654288
24	ASGHAR FLOUR MILLS (PVT) LTD	Maqbool Road, Faisalabad, Pakistan	Phone : (92 41) 8717285, 8716285 Fax : (92 41) 8545285 Mobile : (92) 300-8668283
25	CRESCENT FLOUR MILLS (PVT) LTD.	Sargodha Road, Faisalabad, Pakistan	Phone : (92 41) 8782535, 8786708 UAN : (92 41) 111-103-104
26	NADEEM FLOUR & GENERAL MILLS	11 1/2,K.M.,Jaranwala Road, Faisalabad, Pakistan	Phone : (92 41) 8740900, 8740901 Fax : (92 41) 8740903
27	SIDDIQUE FLOUR MILLS	Jaranwala Road, Faisalabad, Pakistan	Phone : (92 41) 8541943, 8540643
LAHORE			
28	AFZAL BROTHERS FLOUR MILLS (PVT) LTD.	8th KM,G.T. Road,Shahdara, Near Barkat Town, Lahore, Pakistan	Phone : (92 42) 37926267, 37926283
29	AHMED FLOUR MILLS	Address : Chah Miran, Lahore, Pakistan	Phone : (92 42) 37284251
30	AL-RAI FLOUR MILLS	G.T.Road,Baghbanpura, Daroghawala, Lahore, Pakistan	Phone : (92 42) 36541295, 36541293 Mobile : (92) 300-8434049

Grain mill products and Animal feeds

Sr.No	Name	Address	Contact #
LAHORE			
31	LONG GRAIN RICE MILLS (PVT) LTD.	214 Eden Centre 2nd Floor, 43-D,Jail Road, Lahore, Pakistan	Phone : (92 42) 37562481, 37596592 Fax : (92 42) 37581124 Mobile : (92) 300-8450999
32	INTERNATIONAL ENTERPRISE	2nd Floor,Baghwan Das Building, Ratan Chand Rd.Chowk Shahalmi, Lahore, Pakistan	Phone : (92 42) 35019001, 35413803 Fax : (92 42) 35435407 Mobile : (92) 300-8400026
33	NATIONAL FLOUR & GENERAL MILLS (PVT) LTD.	171,Shadman-II, Lahore, Pakistan	Phone : (92 42) 37551406, 37551405 UAN : (92 42) 111-000-002 Fax : (92 42) 37573045
34	SUNNY FLOUR MILLS (PVT) LTD.	40-N,Industrial Area, Gulberg-II, Lahore, Pakistan	Phone : (92 42) 35763361, 35758236 Fax : (92 42) 35761710 Mobile : (92) 333-6541815
MULTAN			
35	HILAL FLOUR & GENERAL MILLS LTD.	Industrial Estate, Multan, Pakistan	Phone : (92 61) 4581155 Fax : (92 61) 6539042
RAWALPINDI			
36	A.F. INDUSTRIES (PVT) LTD.	Opp Modern Floor Mills, Naseerabad,Peshawar Road, Rawalpindi, Pakistan	Phone : (92 51) 5470956, 5470954
37	MODERN FLOUR MILLS (PVT) LTD.	Naseerabad,Peshawar Road, Rawalpindi, Pakistan	Phone : (92 51) 5463425, 5460626 Fax : (92 51) 5481313
38	PUNJAB FLOUR MILLS LTD.	Factory Area,Westridge, Rawalpindi, Pakistan	Phone : (92 51) 5463898, 5463882 Fax : (92 51) 5477601 Mobile : (92) 303-7372776
39	RAWALPINDI FLOUR & GENERAL MILLS LTD	Peshawar Road, Rawalpindi, Pakistan	Phone : (92 51) 5463431, 5462501 Fax : (92 51) 5463292
40	KHAWAJA BROTHERS FLOUR & GENERAL MILLS (PVT) LTD.	Plot No.369-370,Street No.5, I-9-3,Industrial Area, Islamabad, Pakistan	Phone : (92 51) 4449803, 4449802