

# LAHORE CHAMBER NEWS

An Official Publication of the Lahore Chamber of Commerce and Industry

## Special Supplement on Pharmaceutical Industry

### Growth Trends Challenges Opportunities



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# Getting a jump on Clear Aligners over Conventional Braces during COVID-19



**A**BSTRACT This article is based on the introduction of Clear Aligners. What makes Clear Aligners a more viable and popular choice compared to conventional braces? How are Clear Aligners advantageous considering the ongoing global pandemic? How the growth of Clear Aligners boomed over the past few months during the COVID-19 breakout? Why are Clear Aligners safer versus conventional braces treatment for both the patient and the dentist in the time of COVID?

## Getting to know about Clear Aligners:

Clear Aligners are clear plastic orthodontic appliances that move teeth as you progress from one aligner tray to the next. Each aligner tray moves your teeth gradually towards a straighter and a beautiful smile!

## Why Clear Aligners are more popular and compelling compared to the traditional braces during COVID-19 and what are their advantages?

COVID-19 pandemic, in addition to being a challenge, has caused a commotion in all the professions of the world and thrown the economy off balance. The pandemic has stirred a fear of visiting hospital setting among the public. This fear has affected dental clinics because of the close interaction of the dental health workers with the patient.

Single dental visit appointment makes clear aligners far more acceptable and

safe during the pandemic compared to conventional braces. This one visit is utilized for taking your photographic and dental records. No aerosols during the visit ensure social distancing and protection of everyone around us!

Orthodontic treatment has advanced remarkably over the years making the treatment esthetic, comfortable and hygienic! The advantages of being hygienic, removable, clear and effective have enabled clear aligners to surpass the benefits of the traditional braces and removable orthodontic appliances combined!

Clear Aligners are prescribed to be worn for 22 hours each day to attain the beautiful smile you aspire. Among the various advantages of Clear Aligners versus traditional braces, maintaining oral hygiene has become so much easier. Due to their removable nature, Clear Aligners do not create interference with tooth brushing and flossing like brackets and wires. This allows lesser need for dental visits for scaling, thus eliminating the exposure with a clinical setting which is a service to the community in preventing spread of the virus.

In comparison with Clear Aligners, orthodontic emergencies can cause additional dental clinic visits in case of bracket debonding or wire impingement with traditional orthodontic treatment. The only emergency you can have with an aligner is slight aligner tray impingement on the gum or a cracked/lost aligner tray. The concerned aligner tray can be sent back to the aligner company; the tray will be re-

placed and shipped back to the dentist providing treatment.

**“TECHNAVIO”  
has been monitoring and  
analyzing the invisible  
orthodontics market with  
reference to COVID-19 and is  
poised to grow 1.58\$ billion  
during 2020- 2024.**

Once the aligner treatment is complete and the treatment outcome has been achieved, you can start wearing your retainers. This eliminates another aerosols-producing dental clinic visit where by the brackets are debonded and the residual material is removed.

**C**onclusion In a nutshell, Clear Aligners treatment is a safe choice during the global breakout. Due to reduced exposure at dental clinic and with health care workers, fewer aligner tray emergencies and easy maintenance of oral hygiene, there are fewer possible chances of COVID-19 infection with Clear Aligners treatment. Consequently, this remarkable and continuously advancing innovation of Clear Aligners is successfully preventing the spread of COVID-19 whilst providing orthodontic treatment worldwide during this pandemic.

**By:**  
**Dr. Waqas Wahab**  
Founder & CEO ClearPath Orthodontics  
Key Opinion Leader Henry Schein Orthodontics  
E-mail: waqas.wahab@clearpathortho.com



# Smart Investment in Clear Aligners business

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## Why ClearPath Orthodontics

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Dentists as founders make ClearPath amiable for the dentists.
- ✓ **Consistent Quality**  
Our aligners are USA FDA approved which guarantees remarkable quality.
- ✓ **Highly Competitive Prices**  
Our prices are highly competitive in global market for the premium quality clear aligners.
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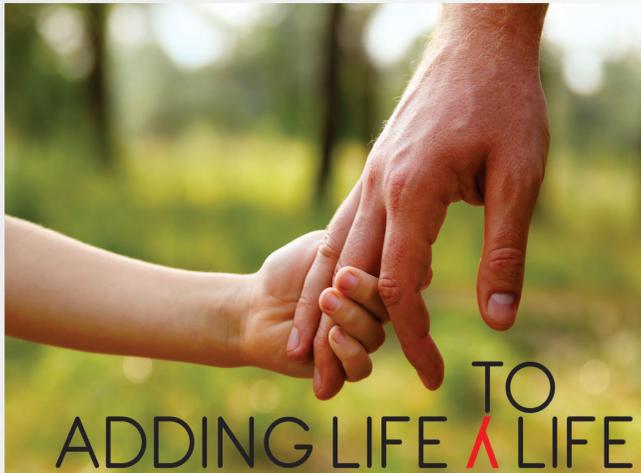
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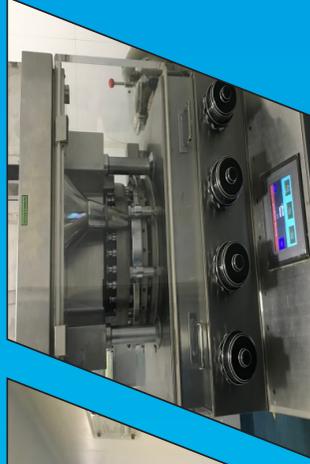
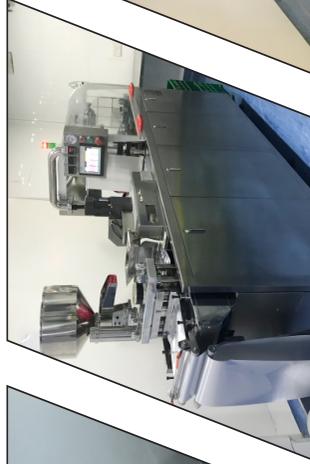
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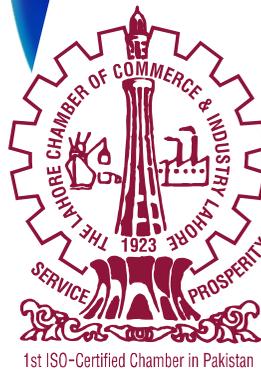
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# Pharmaceutical Industry in Pakistan

Pharmaceutical industry is one of the most vibrant industries in the country which has grown tremendously since independence.

There are around 650 pharmaceutical companies operating in Pakistan out of which approximately 30 are multinational companies (MNCs). The pharmaceutical industry contributes around 1% to the national GDP. The market share of the MNCs in the pharmaceutical industry is around 31% while the remaining 69% share is with the local companies. The size of Pharmaceutical Industry in Pakistan is around US \$ 3 Billion while the total

revenue generated by this industry is in excess of Rs 400 Billion. The top 25 pharmaceutical companies in Pakistan generate 60% of the revenue while the top 50 generate 80% revenue.

The total number of actively marketed drugs sold at licensed pharmacies on prescription is around 9,000. Furthermore, there is a sizeable segment of Over the Counter (OTC) products e.g. multivitamins, pain, cold and flu relief.

Majority of the pharmaceutical companies in the country are located in Lahore, Karachi, Islamabad/Rawalpindi and Peshawar.

## Growth Trend of Pharmaceutical Industry

The pharmaceutical industry in Pakistan exhibited healthy growth rates from 2014-15 to 2017-18. In 2014-15, the industry grew by 6.84% which increased to 8.87% growth in 2016-17 before settling to 4.5% in 2017-18. However in the last two years

i.e. 2018-19 and 2019-20, the industry exhibited negative growth rates of 8.66% and 5.38% respectively. The main reason of the negative growth rates for the pharmaceutical industry has been the overall slowdown in the economy.

### Growth Rate % Trend 2014-15 to 2019-20



Source: *Economic Survey of Pakistan, Ministry of Finance*

# Pharmaceutical Production

This table below shows the production of pharmaceutical products from 2014-15 to 2019-20. The massive devaluation of rupee and the rise in interest rates have impacted the pharmaceutical production in recent years as vast majority of the raw materials are imported from other countries. The production of tablets stood at 27.5 billion units in 2019-20 as compared to 27.8 billion units in 2018-19. The production of syrups in 2019-20 decreased to 93.7 million litres as compared

to 100.1 million litres in 2018-19. The production of capsules showed an increase as it stood at 3.81 billion units in 2019-20 as compared to 3.58 billion units in 2018-19. Another product which showed an increase in production is Ointments i.e. 3.34 million kgs in 2019-20 as compared to 3.25 million Kgs in 2018-19. The production of injection decreased marginally in 2019-20 as it stood at 1.27 million units as compared to 1.33 million units in 2018-19.

Pharmaceutical Production							
Product Category	Units	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Tablets	000 Nos	26,535,885	27,238,358	29,014,742	27,842,998	27,802,433	27,557,865
Syrups	000 Ltrs	98,996	108,342	117,084	110,132	100,136	93,755
Capsules	000 Nos	3,098,139	3,398,609	3,497,716	5,168,041	3,585,562	3,814,808
Injections	000 Nos	885,732	999,207	1,212,658	1,608,332	1,337,891	1,277,320
Ointments	000 Kgs	2,788	3,106	3,970	3,641	3,253	3,349
Galenicals	000 Ltrs	75	46	343	259	39	68

Source: Pakistan Bureau of Statistics

## Exports of Pharmaceutical Products

Pakistan's pharmaceutical exports have remained stagnant around 200 million dollars since the last few years. The exports in 2019 stood at US\$ 217.6 million as compared to US\$ 198.9 million in 2018, an increase of around 9%. The

exports of pharmaceutical products in 2016 and 2017 remained around 207 million dollars. It must be noted that an increase in exports in units terms did not translate into increase in dollar terms due to massive devaluation.

## Exports of Pharmaceutical products (US\$ million) 2016-2019



Source: ITC World Trade Map

## Products-wise Exports of Pharmaceuticals by Pakistan

Code	Product label	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put ...	136,353	144,328	162,327	188,609
3003	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic ...	63,678	58,773	32,732	24,130
3005	Wadding, gauze, bandages and the like, e.g. dressings, adhesive plasters, poultices, impregnated ...	6,946	4,462	3,681	4,585
3001	Dried glands and other organs for organo-therapeutic uses, whether or not powdered; extracts ...	38	0	64	123
3006	Pharmaceutical preparations and products of subheadings 3006.10.10 to 3006.60.90	54	41	3	103
3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; antisera ...	113	69	50	38

Source: ITC World Trade Map

# Country-Wise Pharmaceutical Exports of Pakistan

(US\$ Thousand)

Sr no	Importers	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
	<b>World</b>	<b>207,182</b>	<b>207,673</b>	<b>198,858</b>	<b>217,587</b>
01	Afghanistan	75,417	74,489	65,484	67,110
02	Sri Lanka	22,205	25,318	20,256	21,767
03	Philippines	15,399	16,636	18,202	21,148
04	Cambodia	5,018	5,921	8,366	10,207
05	Myanmar	6,738	7,247	10,493	9,950
06	Viet Nam	13,849	8,487	9,390	8,207
07	Uzbekistan	557	439	3,963	7,635
08	Kenya	5,871	6,368	6,239	7,549
09	Egypt	2,716	2,520	3,155	6,811
10	Sudan	0	0	1,316	6,700
11	France	2,274	4,119	4,353	6,118
12	Nigeria	3,686	3,493	4,394	4,707
13	Lithuania	5,215	8,889	3,955	3,242
14	Kazakhstan	3,432	2,649	1,913	2,835
15	Somalia	2,723	2,664	3,455	2,559

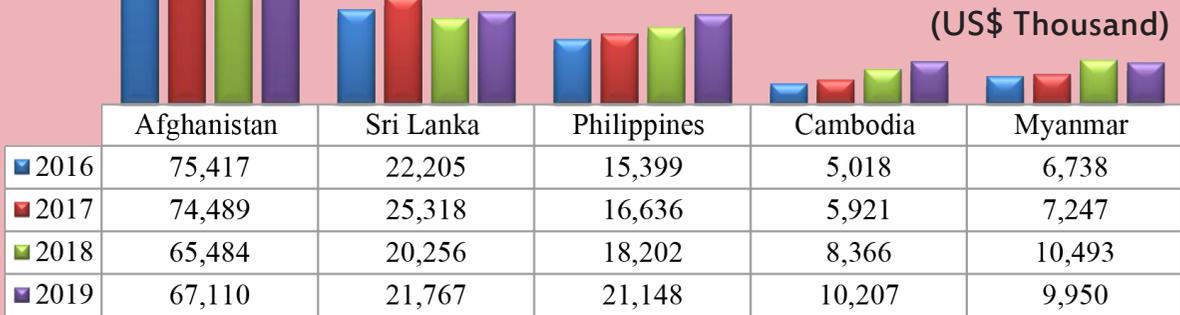
Source: ITC World Trade Map

The major markets for the pharmaceutical products exported by Pakistan are Afghanistan, Sri Lanka and Philippines which account for about 31% (67.1 million dollars), 10% (21.76 million dollars) and 9.7% (21.15 million dollars) of Pakistan's pharmaceuti-

cal exports respectively.

Pakistan also has sizeable exports of pharmaceutical products to Cambodia, Myanmar and Viet Nam with export volume of 10.2 million dollars, 9.5 million dollars and 8.2 million dollars respectively.

## Pakistan's Pharma Export Trend to Major Markets



Source: ITC World Trade Map

## Imports of Pharmaceutical Products

As compared to the exports, the volume of the imports of our pharmaceutical products is considerably higher as it includes all raw materials. The imports of pharmaceutical products in 2019 stood at 798.2 million dollars as

compared to 881.6 million in 2018, exhibiting a decrease of 9.4 million dollars. The imports of pharmaceutical products in 2016 and 2017 stood at 715 million dollars and 788 million dollars respectively.

### Import of Pharmaceutical products 2016-2019 (US\$ million)



Source: ITC World Trade Map

# Product-wise Imports of Pharmaceuticals by Pakistan

(US\$ Million)

Code	Product label	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put ...	409,819	474,194	531,186	454,729
3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; antisera ...	262,236	275,008	311,294	303,803
3003	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic ...	14,512	13,768	11,789	16,829
3006	Pharmaceutical preparations and products of subheadings 3006.10.10 to 3006.60.90	22,514	18,158	18,390	15,476
3005	Wadding, gauze, bandages and the like, e.g. dressings, adhesive plasters, poultices, impregnated ...	6,153	6,950	8,874	7,323
3001	Dried glands and other organs for organo-therapeutic uses, whether or not powdered; extracts ...	1	3	87	5

Source: ITC World Trade Map

## Major Supplying Markets for Pharmaceutical Imports of Pakistan

(US\$ Thousand)

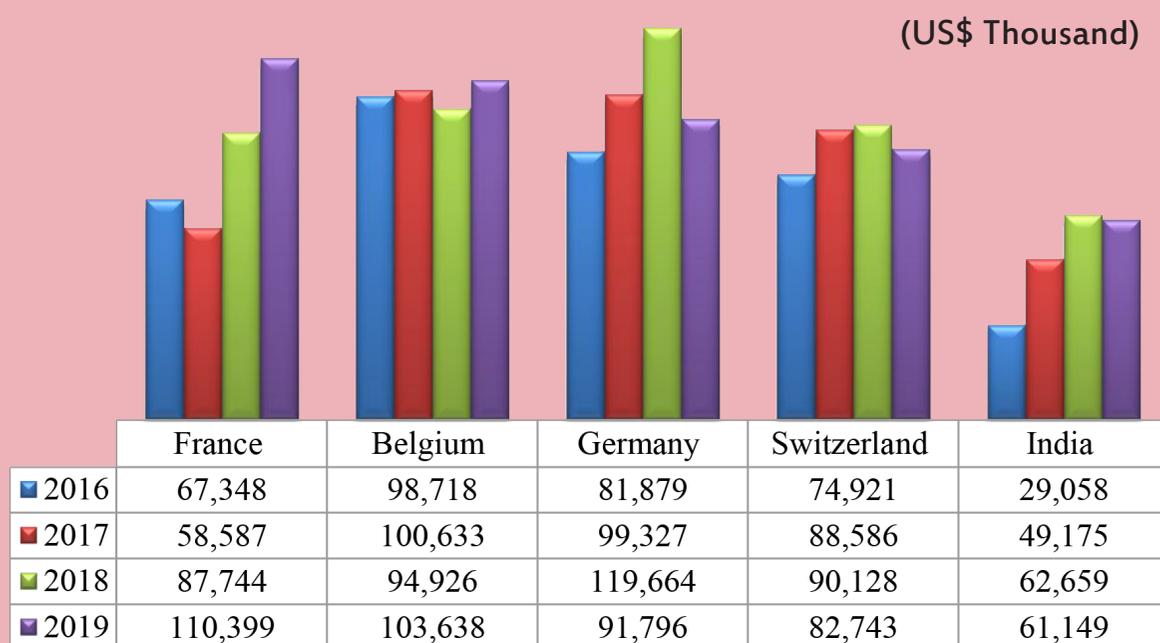
	Exporters	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
	<b>World</b>	<b>715,234</b>	<b>788,080</b>	<b>881,621</b>	<b>798,165</b>
01	France	67,348	58,587	87,744	110,399
02	Belgium	98,718	100,633	94,926	103,638
03	Germany	81,879	99,327	119,664	91,796
04	Switzerland	74,921	88,586	90,128	82,743
05	India	29,058	49,175	62,659	61,149
06	Italy	41,866	50,391	58,901	60,498
07	China	35,553	47,584	43,677	50,945
08	USA	66,862	77,449	55,322	47,849
09	Korea	45,534	31,187	22,600	20,010
10	Denmark	21,220	44,791	51,620	18,902
11	Spain	15,064	14,235	12,816	17,723
12	Indonesia	1,768	11,562	14,576	14,752
13	UK	20,199	21,057	18,799	14,727
14	Singapore	222	2,024	8,802	14,723
15	EU	0	8,657	18,090	13,228

Source: ITC World Trade Map

The major supplying markets for the pharmaceutical imports of Pakistan are France, Belgium, Germany and Switzerland which contribute 13.8% (110.39 million dollars), 13% (103.63 million dollars), 11.5% (91.79 million dollars)

and 10.4% (82.74 million dollars) to the pharmaceutical imports. Pakistan also has sizeable imports of pharmaceutical products from Italy (60.49 million dollars), China (50.94 million dollars) and USA (47.85 million dollars).

## Pakistan's Pharma Import Trend from Major Supplying Markets



Source: ITC World Trade Map

## Challenges faced by Pharmaceutical Industry and Recommendations

It is becoming increasingly challenging for Pakistan's pharmaceutical industry to meet the burgeoning demand of the local market due to a lack of resource availability. Furthermore, the activities to enhance revenues through exports

have been significantly curtailed due to stringent export barriers introduced by the current regulatory regime. The operational profitability is also restricted due to pricing regulations.

## Ban on import of APIs

- The ban on imports of APIs (Active Pharma Ingredients) and excipients from India due to geo-political turbulence in the region has resulted in critical shortages in the manufacturing of essential medicines. This problem is further exacerbated as the said APIs are exclusively produced in India and thus sourcing them from elsewhere is not a feasible option. Additionally, GMP does not allow changes in APIs without rigorous stability studies which are both time-consuming and financially challenging.
- It is thus recommended that the Government should review such bans that adversely cause shortages in the market and hamper the local healthcare infrastructure's ability to provide affordable and reliable medicine in a timely manner. Both short-term and long-term impact must be studied before any such policy decision.

## Limited APIs Production in the Country

- Due to multiple reasons, the production of APIs within Pakistan is severely limited. As a consequence, Pakistan's pharma manufacturers are heavily reliant on importing APIs from abroad.
- In order to establish a more self-sufficient operating model for businesses and the industry overall, it is recommended that the Government should formulate favorable long-term policies that focus on indigenous pharma manufacturing through identifying and encompassing the needs of all stakeholders.

## Price Regulations

- The pricing policy regulating the drugs should be revised as the current restrictions warrant overly meticulous and time-consuming approvals from the Government without which the price adjustments cannot be made. Open mar-

ket competition will result in favourable pricing for the masses. Essential Drugs should fall under price-control regimen as is the international practice.

- After applying for Hardship Case (for price revision), a firm has to wait even more than a year to get the requested price. This time should be reduced to a maximum of three months as envisaged under law but not implemented resulting in litigation and shortage of critical drugs.
- When one company gets hardship price then this price should be available for all the manufacturers of the same molecule.
- There should be uniformity of price i.e. one molecule, one price.

## Complex CTD Dossier

- The newly formatted CTD (common technical document) dossier is extensively lengthy, complex and requires an ambiguously large amount of information.
- Old molecules which are already registered and available in the country should not require registration as per the CTD format. Safety protocols of such molecules are well-established. More competition will not only lead to better pricing in the market for the masses but also ensure access to medicine which should be a prime objective of any government. The Covid-19 pandemic and its impact on the international supply chains has clearly demonstrated that our country needs sufficient levels of inventories of medicines to ensure access to medicines.
- Timeline for implementation of CTD Dossier should be reviewed and it should be required only for New Molecules.

## Complex Product Registration Process

- Product registration after dossier submissions entails lengthy discussions and review meetings that incur considerable time and financial opportunity costs. At times, post-submission re-

view meetings are held after significant delays and dossier rejections are communicated long after initial submissions with only a few minor observations.

- It is recommended that frequent registration board meetings and prompt feedbacks can significantly reduce the time and complexity associated with the product registration process.
- There should be standard timelines for registration of a product (especially older molecules) and these should be strictly followed by DRAP.
- Export Registrations should be considered out of queue and on file basis instead of Board meetings.

## Quality Constraints due to Taxes & Duties

- The sales taxes and duties levied on the import of pharmaceutical plant, machinery, Quality Control (QC) equipment (HPLC, FTIR, UV Spectrometers) and packaging material etc. discourage their imports. Due to non-availability of these critical assets, product quality is significantly hampered which are uncompetitive in international markets. These are the minimum requirements of international market and cost of pharma industry is increased tremendously due to these taxes and duties.
- It is recommended that taxes on imports of plant, machinery, QC equipment and packaging material should be rationalized so that the quality of pharmaceutical products is not compromised.

## Tariff Issues

- Although the Government has given sales tax exemptions on raw materials of pharmaceutical industry, the various packing materials are still facing the sales tax which is adding tremendously to the cost of production of the pharmaceutical companies. There is no sales tax on the end-product and the pharmaceutical industry

cannot claim any sales tax benefit already paid on the packing materials many of which are only used by the pharmaceutical industry (pharma glass bottles, glass ampoules, glass vials, eye drop bottles, iv bags etc.). We recommend that tax exemptions may also be extended to the packing materials of pharmaceutical industry to increase its competitiveness.

- Cleanroom Panels are an essential component for the export of pharmaceutical products but the government has imposed 23% Customs Duty on it in addition to Sales Tax (10%) and Additional Sales Tax (1.5%). The Custom Duty on Cleanroom Panels should be reduced to zero and Additional Sales Tax on it should also be eliminated.

## Zero Rating for Pharmaceutical Sector:

- Pharmaceutical sector holds great importance in world economy as its global trade is in excess of 600 Billion dollars (3% of global trade). In Pakistan, no special taxation incentives are provided to the pharmaceutical sector. We recommend that the incentives which are currently provided to the five zero rated sectors should also be provided to the pharmaceutical sector to increase its export competitiveness.

## GMP Certificate

- The drug regulatory authorities of various countries issue one GMP certificate (Good Manufacturing Practices) to their respective pharmaceutical companies for exporting pharmaceutical products to any country. However in Pakistan, the pharmaceutical companies have to get separate GMP certificate for each country from DRAP (Drug Regulatory Authority of Pakistan) for exporting to each country. This results in lot of delays and hence the issuance of GMP certificates needs to be rationalized to support the pharmaceutical industry.
- DRAP should issue a General GMP certificate without any country name. This will save tremendous time for exporting companies.

## Certifications

- The major obstacle in enhancing the exports of pharmaceutical products to developed markets like USA and European Countries is the certification requirements e.g. US Food and Drug Administration (USFDA), UK's Medicines and Healthcare Products Regulatory Agency (MHRA). These certifications are extremely costly. Government should support the pharmaceutical companies in getting these costly certifications through the EDF Funding.
- It is worth mentioning that India has taken a lead in the region as its pharmaceutical exports have crossed US\$ 16 Billion which is more than 70 times of our pharmaceutical exports. More than 500 companies in India are USFDA/MHRA/WHO approved. To enhance our pharmaceutical exports, the Government of Pakistan should facilitate the large pharmaceutical companies in getting the certifications through EDF Funding.

## Pharma Export Council

- The Commerce Ministry has already finalized the mechanism for setting up Export Councils in various sectors.
- The aim of the council shall be Fast track documentation related to export dossiers and NOCs required to effect export shipment and effective networking with help of Ministry of Commerce and Ministry of NHS R&C as well as Pakistani Commercial Consulate offices with relevant regulatory authorities of targeted export territories to seek preferential status as to fast track registrations for Pakistani pharmaceutical companies and products.
- The council shall work on regular trade delegations/trade shows to and from the potential export territories to increase the current market share in the relevant export territory. This will help in identifying new potential export markets as well as develop synergies with the help of Ministry of Commerce and Ministry of NHS R&C as well as Pakistani Commercial Consulate offices

operating therein to identify distributors and potential buyers in the export territory

## Support for Export

- Bioequivalence (BE) Studies have become an integral part of the product registration dossier, nearly all semi-regulated to medium regulated markets require complete Bioequivalence studies from WHO Approved BE Centre / CRO / Laboratory (based in Jordan, Malaysia, Egypt, Romania, Indonesia, Czech Republic, Saudi Arabia, Canada etc.) to ensure that the product being applied for registration in the country is of the same quality and standard and can be clinically interchangeable with the originator. The Bioequivalence Studies cost charged by the WHO approved BE Centre varies between USD 30,000/- to USD 50,000/- per study depending on the product for which the BE Studies is conducted.
- Similarly, product registration in export markets is a long and tedious exercise that demands heavy investments. Developing countries have registration and allied costs of over USD 10,000/- per product.
- It is recommended that investments made on BE studies or product registration by the manufacturer exporter be refunded. It is also recommended that the Central Research Fund (CRF) collected from pharmaceutical Sector for past many decades be invested/ utilized in this respect or a new WHO Approved BE Centre be established so that the relevant studies can be conducted within Pakistan. It is important to note that there are more than 25 Approved BE Centers in India whose studies are acceptable by the regulated markets of GCC. Export Development Fund (EDF) may also be instructed to facilitate in this respect as per past practice through TDAP.

# Potential Markets for Pakistan's Pharmaceutical Industry

• Africa is a great potential market for Pakistan's pharmaceutical exports as it accounts for 2.6% of the global pharmaceutical imports. The total pharmaceutical imports of the African region are 16.8 Billion Dollars. The major import-

ers of pharmaceutical products in Africa are Egypt, South Africa, Algeria and Nigeria which account for 16%, 14%, 10% and 9% of African pharmaceutical imports.

## Country wise Pharmaceuticals Imports of the African region

(US\$ Thousand)

	Importers	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
	<b>Total Africa Imports</b>	14,751,504	14,620,321	15,881,248	16,820,721
01	Egypt	2,220,700	2,195,120	2,323,787	2,605,674
02	South Africa	1,893,409	2,238,147	2,501,754	2,421,100
03	Algeria	2,022,700	1,892,867	1,781,908	1,727,189
04	Nigeria	514,392	358,869	514,201	1,453,370
05	Morocco	556,720	591,248	626,813	669,098
06	Kenya	574,606	518,383	558,493	557,246
07	Tunisia	460,332	507,294	541,702	544,731
08	Congo, Democratic Republic of the	358,035	418,068	452,508	471,460
09	Ethiopia	660,751	536,110	690,651	469,303

Source: ITC World Trade Map

• Pakistan's pharmaceutical exports to Africa are merely 35.7 million dollars and directed mainly to Kenya, Egypt and Sudan. This means that Pakistan has a share of only 0.2% in the Africa's pharmaceutical imports.

## Pakistan's Country wise Pharmaceuticals Exports to the African region

(US\$ Thousand)

	Importers	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
	<b>Africa Aggregation</b>	<b>31,231</b>	<b>30,852</b>	<b>29,623</b>	<b>35,776</b>
01	Kenya	5,871	6,368	6,239	7,549
02	Egypt	2,716	2,520	3,155	6,811
03	Sudan	0	0	1,316	6,700
04	Nigeria	3,686	3,493	4,394	4,707
05	Somalia	2,723	2,664	3,455	2,559

Source: ITC World Trade Map

- Pakistan can also tap the emerging pharmaceutical market of the Central Asian Republics. The global pharmaceutical imports of Central Asian Republics are 2.42 Billion Dollars and dominated by Kazakhstan and Uzbekistan with share of 47% and 38% respectively.

## Country Wise Pharmaceuticals Imports of the Central Asian Republics

(US\$ Thousand)

	Importers	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
	<b>Central Asian Republics Aggregation</b>	<b>1,227,820</b>	<b>2,215,965</b>	<b>2,322,638</b>	<b>2,427,515</b>
01	Kazakhstan	961,214	1,092,704	1,177,948	1,156,897
02	Uzbekistan		811,459	852,112	926,824
03	Kyrgyzstan	118,839	168,715	163,208	183,966
04	Turkmenistan	111,827	100,398	85,911	111,301
05	Tajikistan	35,940	42,689	43,459	48,527

Source: ITC World Trade Map

- Pakistan's pharmaceutical exports to Central Asian Republics are only 12.8 million dollars and directed mainly to Uzbekistan (7.6 million dollars), Kazakhstan (2.8 million dollars) and Kyrgyzstan (1.6 million dollars).

# Pakistan's Country Wise Pharmaceuticals Exports to the Central Asian Republics

(US\$ Thousand)

	Importers	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
	<b>Central Asian Republics Aggregation</b>	<b>5,256</b>	<b>4,535</b>	<b>7,411</b>	<b>12,800</b>
01	Uzbekistan	557	439	3,963	7,635
02	Kazakhstan	3,432	2,649	1,913	2,835
03	Kyrgyzstan	706	845	1,002	1,578
04	Tajikistan	516	452	448	428
05	Turkmenistan	45	150	85	324

Source: ITC World Trade Map

- The commercial sections of the Pakistan Embassies in African region and Central Asian Republics can play an important role in linking the Pakistan pharmaceutical exporters with their prospective buyers in these markets. The exchange of export oriented delegations in the major African and Central Asian Markets would prove to be vital in this connection.

## Relevant Government Officials

(Ministry of National Health Services Regulations & Coordination)

Dr. Faisal Sultan	Special Assistant to PM on Health	051-9245814 051-9245717
Mr. Aamir Ashraf	Federal Secretary	051-9245811 0519255709
<b>Government of Punjab</b>		
Dr. Yasmin Rashid	Provincial Minister	042-99214733-4 042-99204567
Capt. Usman Younis	Secretary	042-99204567
Nabeel Ahmad	Secretary	042-99206262 042-99206277
<b>Drug Regulatory Authority of Pakistan (DRAP)</b>		
Asim Rauf	Chief Executive Officer	051-9107316 051-9107416

# Export of Pharmaceuticals & Alternative Medicine

**Dr . Riaz Ahmed**  
Executive Committee Member (LCCI)



Export of Pharmaceuticals & Alternative Medicine

We are far behind for the export of pharmaceutical, nutraceutical & Herbal products as compare to India & even Bangladesh. Trade development authority of Pakistan is playing a pivotal role in this sector. Now it is turn of private sector to come forward to play his role. DRAP already co-operating for export by giving incentives like registration for export purpose on fast track, issuing of COPP & free sale certificates without delay. As COPP & FSC is the part dossier which we are submitting for registration of our product in importing country. It is our demand from DRAP that it should be without fee. How new companies can start their export.

For those companies which still not exporting their products should emphasize on easy market. What meant by easy market?

Easy markets are where there is still Factory inspection is not mandatory like

- 1-Cambodia
- 2-Myanmar
- 3-Kyrgyzstan
- 4-Aghanistan

The Products registration fee is not too much high like

- 1-Cambodia
- 2-Myanmar
- 3-Philippine
- 4-Sri Lanka

The Countries where you can make more than one Distributors Like.

- 1-Cambodia
- 2-Myanmar
- 3-Uzbekistan
- 4- Kyrgyzstan
- 5-Kazakhstan

6- Philippine

For Export, you should have to visit that country. I think, you can take start from Cambodia & Myanmar. Find one or two contacts of importers & after correspondence visit that country, which is not difficult, In Cambodia, for Pakistanis visa is on arrival, law & order situation is very good. This is tourist country, very good hotels at affordable prices, Halal food is easily available. Doctors likes Pakistan's pharmaceutical products, they are convinced from efficacy. You will get registration of



**YANGON, MYANMAR**



## PHNOM PENH CAMBODIA

Product within six months.

For Myanmar, you will visit Yangon(capital) which is also tourist city. Law & order situation is good in Yangon .Hotels are now a little bit expensive as compare to Cambodia.Halal food is easily available. You can travel through thai Airways. Registration process is a little bit lengthy, which take at least one and half year. You can visit at the tomb of Bahadur Shah Zafar.In Yangon, there is about 16% Muslim population. Near to tablighi markaz, you will find sweet & tea like in Pakistan. In some masjids; you will find peoples speaking Urdu because in those Masjids there is education of Arabic & Urdu.

For Neutraceutical/Herbal products. We have more scope in this field because

1-Registration process is much easy as compare to Pharma products 2-Factory inspection is mandatory only by few countries 3-Time of registration process is much short. 4-Registration fee in minimal. 5-No need of CTD dossier. 6-There is no need of Boiequalace study. 7-You can easily export to developed countries.

But at the same time, countries in Far East, Africa, central Asia are manufacturing good quilty products. Pakistan can export to Russia, Europe, UK& even USA in this sector.

LCCI to hold Business Moot in Gwadar in March

# Chairman CPEC assures full support

Chairman CPEC Authority Lt General Asim Saleem Bajwa assured his full support to Lahore Chamber for its plan to hold Gwadar Business Moot in Gwadar in the month of March.

While talking to President of the Lahore Chamber of Commerce & Industry Mian Tariq Misbah, the Chairman CPEC Authority said that it is a huge project that can change destiny of Pakistan

“I would visit LCCI soon to share upcoming business opportunities in Gwadar”, Lt General (R) Asim Saleem Bajwa said.

He said that work on CPEC project is in full swing and under developed areas are being given importance.

Chairman CPEC Authority stressed upon the need for projecting CPEC as a regional connectivity initiative to make Pakistan emerge as an economically developing state.

“Prime objective of the CPEC is to improve the lives of people of Pakistan by building an economic corridor promoting bilateral connectivity, construction, explore potential bilateral investment, economic and trade, logistics and people to people contact for regional connectivity”, he said and added that this mega project include integrated Transport & IT systems including Road, Rail, Port, Air and Data Communication Channels, Energy Cooperation, Industrial & economic zones, Agricultural Development, Socio-Economic Development, Tourism Cooperation & People to People Communication etc.

LCCI President Mian Tariq Misbah congratulated both Pakistani and Chinese Governments, Armed Forces of Pakistan, contractors, logistic companies, construction companies and every individual who has been involved in turning this dream into reality.

He said that there should be a level playing field for both the Chinese and local investors. So far, it has been observed that many products for CPEC projects are being imported at zero duties even though these products are manufactured locally.

Mian Tariq Misbah said that in order to make sure that our industrial sector and economy benefit through CPEC, local raw materials should be given preference in CPEC projects and only those raw materials which not manufactured locally should be zero rated. This



will also make sure that raw materials imported from China for various CPEC projects are not being traded in local market.

“On the model of automobile industry in Pakistan, the Chinese investors should also be encouraged to develop local vendor industry in Pakistan for the supply of raw materials for the CPEC projects. This will especially help to boost the SME sector in Pakistan”, the LCCI President added.

He said that while many energy and road infrastructure projects have been completed under the CPEC, the progress on the completion of Special Economic Zones planned under CPEC is really slow. We recommend that the pace of development activities on Special Economic Zones should be really expedited.

Mian Tariq Misbah said that business community strongly feels that Government should extend the same Tax concessions/other incentives to local investors as it is extending to Chinese investors to provide a level playing field for entrepreneurs of both countries. He said that establishment of Joint Technical/Testing Labs in SEZs developed under CPEC to serve the needs of export industries and assistance in Chinese standards conformance and certification.

# Dawood promises sharp cut in duties on raw materials



**A**dvisor to Prime Minister on Commerce & Investment Abdul Razak Dawood has said that Regulatory Duty and Additional Duty on those raw materials will be abolished which are not being produced locally. He was talking to the LCCI President Mian Tariq Misbah, Senior Vice President Nasir Hameed Khan, LCCI former Presidents Mian Misbah-ur-Rehman and Ch. Zafar Iqbal during an informal meeting at the Lahore Chamber of Commerce & Industry.

The Advisor said that that custom duty on those raw materials will also be reduced to make Pakistani products more competitive.

He said that banking agreements with Afghanistan and Uzbekistan are well on the way. Trade with these countries will be regularized and smooth once these agreements are finalized.

Abdul Razak Dawood said that councils are being established to give quantum jump to the exports of leather, mango, potato, kinno and dates. He was optimistic that this step would yield good results for the economy of Pakistan.

“Prime objective of the government is economic stability of the country and all out efforts are being made to achieve the desired goal”, The Advisor added.

LCCI President Mian Tariq Misbah said that the issue of a steep rise in trade deficit needs urgent attention of the Government. Our trade deficit in the period July-December 2020 stood at

12.36 billion dollars which is around 6% higher than the trade deficit of 11.67 billion dollars in the period July-December 2019.

The LCCI President said that the process of Refunds for our exporters needs to be streamlined. Recently due to a technical error in the Refunds system which resulted in wrong issuance of Refunds, notices were issued to the members of Business community and false cases were registered. He asked the PM Advisor to play a supporting role in this matter so that the business community is not wrongly victimized. Government should focus on fixing the technical problems in Sales Tax e-Refund system so that swift and transparent issuance of refunds to the exporters can be assured. “To increase our export competitiveness across diverse sectors, the incentives which are currently provided to the export-oriented sectors should also be provided to other export sectors e.g. Pharmaceuticals, Rice, Halal Meat, Engineering etc. The Refunds of these sectors should also be processed through the new faster system”, Mian Tariq Misbah added.

He said that engineering sector holds great importance in world economy as its share in global trade is around 52%. In Pakistan, however no tax incentives are given to engineering sector. Pharmaceutical sector also holds great importance in world economy as its global trade is in excess of 600 Billion dollars

(3% of global trade). Majority of the tax incentives in Pakistan are given to Textile sector whose share in world trade is just around 4%.

He said that there is a great need to improve our infrastructure in Testing Laboratories and Standard Certification to enhance our export competitiveness. He said that the rate of 17% Sales tax on the inputs of various export oriented industries is extremely high and needs to be brought down.

The LCCI President further Pakistan’s export products are heavily concentrated in textiles, rice and a few other items. There is a need to diversify our exports, especially focusing on potential sectors like Pharmaceuticals, Engineering Industry, Halal Food and Information Technology etc.

He said that All Raw Materials not manufactured locally must attract zero Custom Duties. Government must also eliminate Regulatory Duties and 2% Additional Custom Duty on Raw materials not manufactured locally to increase the competitiveness of our products. He said that Clean Room Panels are imported for use in pharmaceuticals sector and should be exempted from Sales Tax.

“It should be made sure that electricity tariff for the export oriented industries remains competitive as any tariff increase results in increasing the cost of doing business exorbitantly”, he concluded.

# Technology-based industrialization is our future: Minister

Federal Minister for Science & Technology Fawad Hussain Chaudhry has said that future of the country is associated with modern technologies. The government aimed at turning Pakistan into a technological power.

He was speaking at the inauguration ceremony of LCCI App for Apple IOS and Upgraded Website of LCCI Radio FM 98.6 at the Lahore Chamber of Commerce & Industry on Saturday. LCCI President Mian Tariq Misbah, Vice President Tahir Manzoor Chaudhry, former Presidents Mian Misbah ur Rehman, Sohail Lashari, Executive Committee Members and Convener, S/C on IT infrastructure & Development Muhammad Haroon Arora also spoke on the occasion.

“We are keeping close eye on technological advancement”, the Federal Minister said and added that there was a lack of attention to the science and technology in past.

He said that the decision in past to turn Pakistan’s economy into import-based on the pattern of Dubai and Singapore was wrong. Credit goes to Prime Minister who has revived the industrialization and manufacturing in the country. He said that Civil and Military interface has been created and now they are exchanging their researches.

The Minister said that we were importing medical equipment when first wave of COVID-19 hit the

country but now Pakistan is one of 18 countries who are manufacturing ventilators.

He said that farms for cannabis production are being established in Jhelum, Peshawar, Chakwal and Islamabad. He informed the partici-



pants that Pakistan have the most lucrative electric vehicles auto policy. Electric vehicles will take over the others and will also help reduce environment pollution. LCCI President Mian Tariq Misbah said that in this era of Information Technology and digitization, every professional and organization has to keep pace with the requirements of modernization. He said that LCCI launched its app in December 2020 for android users but keeping in view the needs of iPhone users and ensuring its presence on Apple App Store, our team has introduced another edition of LCCI App. He said that Lahore Chamber also enjoys the distinction of having state-of-the-art setup of FM Radio. He said that our team has also upgraded the Website of LCCI

FM Radio. He lauded the efforts of Muhammad Haroon Arora in this regard.

The LCCI President said that today, Pakistan is facing a number of challenges almost at all the fronts.

Mian Tariq Misbah said that the

role of science and technology in the world trade is increasing rapidly. In Pakistan, there is a dire need to transform our industrial sector through the use of technology so that we can transition away from producing low value added products to an economy that produces medium to high technology products. This will play an integral part in enhancing our export competitiveness.

LCCI Vice President Tahir Manzoor Chaudhry said that Information technology has transformed the way of doing business. He said that we have to keep deep eye on the rapidly changing scenario in the science and technology and focus on innovation.

# High cost of land hampering industrialization



Chambers of Commerce & Industry should come up with joint proposals for the federal budget which would help in formulating business friendly policies. The suggestion was jointly presented by the Federation of Pakistan Chamber of Commerce & Industry President Nasir Hayat Magoon and the Lahore Chamber of Commerce & Industry President Mian Tariq Misbah during a meeting at LCCI on Tuesday. LCCI Senior Vice President Nasir Hameed Khan, Vice President Tahir Manzoor Chaudhry, FPCCI Senior Vice President Khwaja Shahzeb Akram, FPCCI former President Mian Anjum Nisar, LCCI former President Muhammad Ali Mian, Irfan Iqbal Sheikh and Executive Committee Members also spoke on the occasion. FPCCI President said that the public-private partnership is the best solution to the problems being faced by the business community and

is also a good recipe for economic revival of the country. He said that stakeholders must be taken on board while formulating trade and industry related policies. He said that business community wants to pay taxes but a well consulted method should be adopted. He called for a level-playing field not only for the exporters but also for the domestic industry. He said that improving exports' performance remains the most relevant long-term structural challenge to alleviate the balance-of-payments constraint to sustained economic growth. He suggested the relevant government departments to join hands with the private sector for finding a methodology for increasing the exports of the country. The FPCCI President said that cottage industry is backbone of the economy. He said that land should be allocated for the cottage industry. LCCI President Mian Tariq Misbah said

that COVID-19 has changed the shape of economy. During the year 2019-20, growth rate of GDP and large scale manufacturing sector remained negative 0.4 per cent and negative 7.8 per cent respectively. He said that in order to tackle the current challenges, a new and concrete strategy has to be worked out. He said that joint budget proposals would go a long way. The LCCI President said that exorbitant cost of land in industrial estates is hampering the process of industrialization. He said that cost of land should be brought down. The LCCI President added that the government should zero customs duty on all raw materials which are not manufactured locally while it has also been proposed to the government that regulatory duty and additional customs duty on these raw materials should also be abolished.

# Charter of Economy need of the hour: Saleem Mandviwalla

Deputy Chairman Senate Saleem Mandviwalla on Monday called for a Charter of Economy that should be followed by all the governments saying that it is need of the hour.

should form a committee in collaboration with the Federation of Chambers of Commerce & Industry that will be notified and will be called in the meetings of concerned Senate committees.

velopment Fund. He said that EDF should have a separate bank account and should be given directly to the business community.

He said that budget process starts from January and budget proposals of business community should be reached to the government, FBR and Senate by the end of February so that these can be discussed and be made part of budget document.

He further pointed out that he has received many requests from all over the country from businessmen who have been harassed by National Accountability Bureau (NAB) which should not be allowed to take action against the business community as the businessmen and industrialists are already dealing with other departments including the FBR, FIA, SECP and others hence, there is no need for NAB. Instead, NAB should facilitate the business community by opening up a helpdesk at LCCI as done in Islamabad Chamber.

“Only trade and industry can put the country on the path of economic stability”, the Deputy Chairman Senate said and added that industry cannot play its due role in the presence of gas shortage, high input cost and delay in refunds etc.



He was speaking at the Lahore Chamber of Commerce & Industry. LCCI President Mian Tariq Misbah presented the address of welcome while Vice President Tahir Manzoor Chaudhry, former LCCI Presidents Mian Misbah-ur-Rehman, Zafar Iqbal Chaudhry, Sohail Lashari, former Senior Vice President Amjad Ali Jawa, former Vice President Zeshan Khalil and Executive Committee Members also spoke on the occasion.

The Deputy Chairman Senate said that economic policies should not be changed according to the wishes of political parties as no country can move ahead without a stable economy.

On demand of the LCCI President, he said that Chambers

He admitted that issue of refunds is hitting the business sectors hard. While calling for an out of the box solution, the Deputy Chairman Senate said that system of refunds should be fully automatic on the pattern of developed countries. “I would take this matter with the Finance Minister”, he added.

Saleem Mandviwalla said that all export-oriented industries should be zero-rated. He further said that existing volume of exports is a matter of concern. Pakistan’s exports are far less than Bangladesh and Vietnam despite the fact that country has the ability to boost the exports to \$ 50 billion.

He underlined the need for a separate system for Export De-

## Pakistani companies invited to start JVs in Belgium

Pakistani entrepreneurs should step into the joint ventures with their Belgian counterparts and pharmaceuticals, gem & jewelry and diamond are the most lucrative areas.

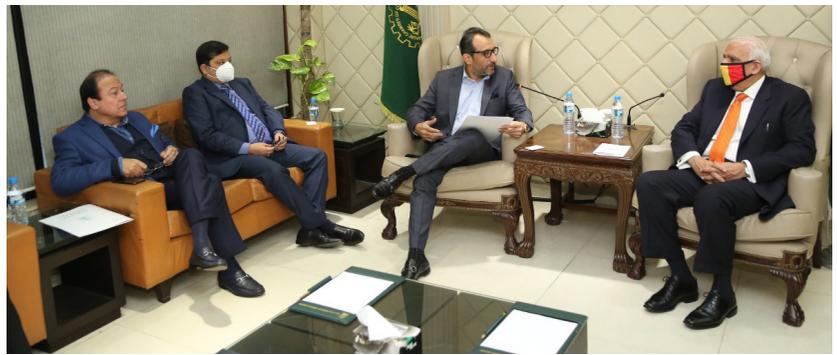
These views were expressed by the Trade Commissioner of Belgium Abid Hussain while talking to the LCCI President Mian Tariq Misbah, Senior Vice President Nasir Hameed Khan and Vice President Tahir Manzoor Chaudhry at the Lahore Chamber of Commerce & Industry. Executive Committee Members Haji Asif Sehar, Naeem Hanif and Ali Afzal, were also present.

Abid Hussain said that phar-

maceuticals and gem & jewelry sectors of Belgium are advanced and abundant with opportunities for investment and joint ventures. Pakistani businessmen should come forward and avail these opportunities. “A Pakistani company is already investing in pharmaceutical sector of Belgium but this sector of Pakistani should

make strong presence there”, he added.

LCCI President Mian Tariq Misbah said that Pakistan and Belgium have been steady investment and trading partners for the last many years. Among the top exporting and importing countries for Pakistan in EU, Belgium is ranked at 6th and 7th places respectively.



## Joint efforts can bring mutual trade to \$ 5 billion: Italian Envoy

The Ambassador of Italy Andreas Ferrarese on Tuesday called on the President of Lahore Chamber of Commerce & Industry Mian Tariq Misbah. During the meeting, they have agreed to enhance mutual ties especially in areas of trade and economy.

LCCI Senior Vice President Muhammad Nasir Hameed Khan, Executive Committee Members Chaudhry Khadim Hussain and Shahid Nazir

were also present on the occasion.

The Ambassador said that Italy gives utmost importance to its relations with Pakistan and all out efforts would be made to boost the economic ties. He said the Italian government is committed to strengthening ties with Pakistan wherever it finds any opportunity for mutual collaborations. He said that Italy has savings in excess of 5 Trillion Dollars so it has a lot of fiscal space to undertake investment projects. He said that Pakistani investors should come forward and avail investment opportunities.

LCCI President Mian Tariq Misbah said that Italy is an important trading partner of Pakistan in Europe which comes at 5th place among the top exporting destinations for Pakistan and for the first time it has come at 1st place among the major supplying markets for Pakistan's imports in European Union.



# Joint venture starts for Pakistan's first Virtual supply of LNG to Industry



Pakistan's first virtual system for supply of LNG to Off-GRID clients nationwide soon as the government has issued license to private sector who all set the start its operation from August and in this connection, JVs are being signed. This was stated by the Chief Executive Officer of LNG Easy Mian Yasir Hamid while speaking at the Lahore Chamber of Commerce & Industry. LCCI President Mian Tariq Misbah, Vice President Tahir Manzoor Chaudhry, former FPCCI President Mian Anjum Nisar and Executive Commit-

tee Members also spoke on the occasion.

Mian Yasir Hamid said that Pakistan is currently facing serious shortage of gas for power generation resulting in closure of thousands of industrial and commercial units and specially SME sector rendering millions of people out of job. He said that the country's economic and social development has been severely hampered and millions of dollars of investment in the industries are being jeopardized.

LCCI President Mian Tariq Misbah hoped that LNG Easy will succeed in becoming the pioneer company in Pakistan for distributing Liquefied Natural Gas through Cryogenic Tanks all across the country. He was optimistic that the remote industrial clients who have little or no access to natural gas during the year will be greatly benefitted by way of getting LNG at their door step with the help of Plug & Play LNG Mobile Filling Platform.

## It is time to invest in Pakistan, LCCI Chief tells US delegation

Stable contacts between the private sectors of Pakistan and United States would help to extract more benefits through the trade and investment opportunities available in both the countries.

These views were expressed by President of the Lahore Chamber of Commerce & Industry Mian Tariq Misbah while talking a delegation from United States led by the Member of Democratic State Central Committee Ms. Aisha Khan at the Lahore Chamber of Commerce & Industry. LCCI Vice President Tahir Manzoor Chaudhry and former LCCI President Sohail Lashari also spoke on the occasion.

The LCCI President said that Pakistan is a land of opportunities for the foreign investors and it is the right time to invest here in the potential areas including Pharmaceuticals, Leather, Light Engineering, Surgical Instruments, Processed Food, Fi-

nancial Services, Retail Sector, Agriculture, Information Technology, Poultry and Meat processing etc. Head of the US delegation Aisha Khan said that to bring Pak-US businessmen closer is her top priority. "It would be honor for us to host LCCI delegation there", she added. She said that private sectors of both the countries should have long term relations. She pledged to make all out efforts to bridge communication, trade and economic gaps.





# PICTURE GALLERY



Adviser to Prime Minister on Commerce and Investment Abdul Razak Dawood at LCCI



Deputy Chairman Senate Saleem Mandviwalla visits LCCI



Ambassador of Mali at LCCI



Deputy Director of Trade, British High Commission at LCCI



MoU Signing Ceremony with Islamabad Diagnostic Centre



LCCI SVP Nasir Hameed Khan opening Play Land at Siddiq Trade Center

# PICTURE GALLERY



LCCI President Mian Tariq Misbah, Former President Mian Misbah ur Rehman and SVP FPCCI Kh Shahzaib Akram with Governor Punjab



President RCCI with President LCCI



FPCCI President Nasir Hayat Magoon, Senior Vice President Khawaja Shahzeb Akram, LCCI President Mian Tariq Misbah, Senior Vice President Nasir Hameed Khan, Vice President Tahir Manzoor Chaudhry, LCCI/FPCCI former President Mian Anjum Nisar, LCCI former President Muhammad Ali Mian, Irfan Iqbal Sheikh in a group photo after a meeting at LCCI.



Chairman Lahore Parking Company, CTO and DC Lahore at LCCI



Opening of Google Store



Ambassador of Pakistan to Argentine visits LCCI



Italian Envoy at LCCI

# PICTURE GALLERY



Federal Minister for Science & Technology Fawad Ch Inaugurates LCCI IOS App



US Delegation led by Member Democratic State Central Committee Aisha Khan at LCCI



CEO Askari Development & Holdings calls on LCCI Office-Bearers



Opening of LCCI Upgraded Server Room



South African HC calls on LCCI Office-Bearers



Ambassador of Philippines visits LCCI



CEO LNG Easy Mian Yasir Hamid speaks at LCCI

# انفارمیشن ٹیکنالوجی، آٹومیشن کاروباری ترقی کی کنجی ہے



لاہور چیئرمین کے صدر میاں طارق مصباح نے کہا ہے کہ انفارمیشن ٹیکنالوجی اور آٹومیشن کاروباری ترقی کی کنجی ہے، کاروباری برادری کو اس پر خاص توجہ دینی چاہیے۔ انہوں نے ان خیالات کا اظہار لاہور چیئرمین آئی ٹی ڈی پیارٹمنٹ سرور روم کے افتتاح کے موقع پر کیا۔ لاہور چیئرمین کے سینئر نائب صدر ناصر حمید خان، ایگزیکٹو کمیٹی ممبران یاسر خورشید، نعیم حنیف، شاہد نذیر، سابق ایگزیکٹو کمیٹی اراکین محمد ہارون اروڑہ اور میاں جبار خالد بھی اس موقع پر موجود تھے۔ لاہور چیئرمین آف کامرس اینڈ انڈسٹری کے صدر نے کہا کہ کاروباری برادری انفارمیشن ٹیکنالوجی کے ذریعے تجارتی

## اپیل

گزارش ہے کہ میری بیٹی سعدیہ بیدار 22 سال جو کہ ایک حادثے میں شدید زخمی ہو گئی اور کمری بڈیاں ٹوٹ گئیں اور پیرالائز ہو گئی۔

پاکستان میں جو ممکن علاج تھا وہ ہو چکا ہے اب ڈاکٹر صاحبان نے چائنہ کے لیے ریفر کیا ہے جس پر ایک لاکھ اٹھائیس ہزار امریکی ڈالر خرچ آتا ہے جو کہ میری پہنچ سے باہر ہے۔

لہذا محترم حضرات سے اپیل ہے کہ میری بیٹی کے علاج میں مدد کریں

خواجہ بیدار بخت 03008028631

گلشن عمر کالونی مکان نمبر 21 گلی نمبر 1 نواز موڑ باگڑیاں گرین ٹاؤن لاہور۔

اکاؤنٹ نمبر 086001003102000

دی بینک آف پنجاب کالج روڈ ٹاؤن شپ لاہور

## اپیل

نوید سحر سٹریٹ فار لائف (رجسٹرڈ) واقع خواجہ آباد شریف ملتان روڈ کے تحت لائف کیئر میڈیکل ٹرسٹ ہسپتال زیر تعمیر ہے۔ یہ ادارہ عوام کی فلاح و بہبود کے لئے کام کرتا ہے۔ محترم حضرات سے گزارش ہے کہ ہسپتال کی تعمیر میں اپنا کردار ادا کریں تاکہ مستحق لوگوں کا مفت علاج کیا جاسکے اور خدمات کے سلسلے کو جاری رکھا جائے

برائے رابطہ: لائف کیئر میڈیکل ٹرسٹ ہسپتال، خواجہ آباد شریف یونی فونم فیئٹری والی گلی، پی او، ٹھوکرنیاز بیگ، ملتان روڈ لاہور،

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معلومات اور دور جدید کے تقاضوں کے مطابق بدلتے ہوئے کاروباری رجحانات سے آگاہ رہ کر اپنے کاروباروں کو ترقی دے سکتی ہے۔ انہوں نے کہا کہ انفارمیشن ٹیکنالوجی اور آٹومیشن تمام کاروباروں کے لیے یکساں فائدہ مند ہے خواہ وہ بڑے پیمانے پر ہوں یا پھر چھوٹے۔ انہوں نے بالخصوص نوجوان تاجروں پر زور دیا کہ وہ بین الاقوامی معیارات سے ہم آہنگ ہونے کے لیے انفارمیشن ٹیکنالوجی کو اپنے پرائیکٹس کا لازمی حصہ بنائیں۔ میاں طارق مصباح نے محمد ہارون اروڑہ کو خصوصی طور پر سراہتے ہوئے کہا کہ انہوں نے آئی ٹی سرور کو اپ گریڈ کرنے کے لیے خصوصی کاوشیں کیں۔ محمد ہارون اروڑہ نے لاہور چیئرمین کے صدر کا شکریہ ادا کرتے ہوئے کہا کہ وہ آئی ٹی کی ترقی کے لیے کوششیں جاری رکھیں گے۔

# سال نو میں معیشت کی مضبوطی کی امید ٹٹنے نہ پائے



گزشتہ برس پوری دنیا کے لئے انتہائی سخت تھا، کرونا کی وجہ سے جیسے ہر شے ہی رک گئی اور زندگی یکسر جمود کا شکار ہو گئی تھی، تمام شعبہ ہائے زندگی سے تعلق رکھنے والے افراد کسی نہ کسی صورت میں اس عالمی وبا کے اثرات کا شکار ہوئے، معیشت جس پر زندگی کا مکمل انحصار ہے سب سے زیادہ متاثر ہوئی، لوگوں کے پاس نہ تو نوکریاں تھیں اور نہ ہی کوئی کام، پوری دنیا کی طرح پاکستانی عوام اور تاجروں نے بھی شدید مشکلات کا سامنا کیا لیکن ہمت نہیں ہاری، یہی امید اب بڑھ رہی ہے کیوں کہ نامید یقین کو بھی منزل کر دیتی ہے۔ اسی لئے نئے سال میں نئی امیدیں ہیں کہ پاکستان کی صنعت، تجارت اور معیشت مضبوط ہوگی اور یہ کہ حکومت تاجر برادری کی مشاورت سے ایسے نئے اقدامات اٹھائے گی جو معاشی اہداف کے حصول میں مددگار ثابت ہوں گے، میں رب تعالیٰ سے دعا گو ہوں کہ ہمیں کرونا سے نجات عطا کرے، امید ہے کہ جلد ہی ویکسینیشن کا آغاز ہو جائے گا، میں یونیورسٹی آف ہیلتھ سروسز کے وائس چانسلر پروفیسر جاوید اکرم، جو کہ میرے ماموں بھی ہیں، کو پڑھ رہا تھا جس میں انہوں نے کہا ہے کہ 75 فیصد آبادی کو ویکسین لگائی جائے تو اس بیماری سے مکمل نجات ممکن ہے، آئندہ چند دنوں میں پاکستان میں ویکسین لگانا شروع ہو جائے گی جس کی کامیابی کیلئے ہم دعا گو ہیں۔

اس ضمن میں یہ امر بھی انتہائی دلچسپی کا حامل ہے کہ گوارا اس وقت پوری دنیا اور خصوصاً پاکستان کے لئے انتہائی اہمیت اختیار کر چکا ہے اور اس کی اہمیت کو سمجھتے ہوئے ہم گوارا میں مارچ کے مہینے میں ایک بڑی برنس کانفرنس کروانے جا رہے ہیں، اس برنس کانفرنس میں سرمایہ کاروں کو مدعو کیا جائے گا، اس سلسلے میں کچھ ہی دن پہلے میری ملاقات چیئر مین سی بی کے اتھارٹی لیٹمنٹ جنرل عاصم سلیم باجوہ سے ہوئی جس میں انہوں نے اس برنس کانفرنس کے حوالے سے مکمل تعاون کی یقین دہانی کروائی ہے۔ یہ اچھا شگون ہے کہ 2020 کا اختتام پاکستان کی معیشت کے حوالے سے مثبت انداز میں ہوا اور نیا سال 2021 خوشیوں اور کامیابیوں کا سال ہوگا، تاجر برادری مزید مضبوط اور خوشحال ہوگی اور میں امید کرتا ہوں کہ حکومت گذشتہ سال کے دوران درپیش چیلنجز کو ایک طرف رکھ کر معاشی ترقی پر پوری توجہ مرکوز کرے گی۔ ہماری ہمیشہ یہی کوشش رہی ہے کہ کاروبار کرنے میں آسانی پیدا ہو، پاکستان میں کاروبار دوست ماحول کو فروغ مل سکے، انٹر پرائیور شپ کو ترقی ملے، نوجوان کاروبار کی طرف راغب ہوں، کیونکہ دنیا میں ایسی کوئی مثال نہیں ملتی جہاں کاروبار کے بغیر ترقی ہوئی ہو۔

پاکستان کوئی برآمدی منڈیوں کی ضرورت ہے، جس کے لئے ہم اپنے طور پر مختلف ممالک کے سفیران کولورا اور چیئرمین میں مدعو کرتے ہیں، گزشتہ دنوں، اٹلی، ارجنٹائن، اور مالی کے سفیروں نے لاہور چیئرمین کا دورہ کیا۔ ان سے ملاقات میں ہم نے مختلف ممالک سے باہمی روابط اور مل کر کام کرنے پر زور دیا۔ پاکستان کے وہ شعبے جو ہماری ایکسپورٹس میں بے انتہا اضافہ کر سکتے ہیں ان کے پونٹنٹل پربات کی جن میں آلات جراحی، فارماسیوٹیکل، کھیلوں کے سامان، پروسیسڈ فوڈ، آٹوموٹو پارٹس وغیرہ کی شعبوں میں بڑھانے کی بھرپور صلاحیت رکھتا ہے۔ پاکستانی فارما انڈسٹری دنیا کے بہترین معیارات کے مطابق کام کرتی ہے اور ہماری فارماسیوٹیکل انڈسٹری دنیا کے کئی ممالک، اور یورپ میں بھی ایکسپورٹ کر رہی ہے، حکومتی توجہ سے یہ انڈسٹری کچھ ہی وقت میں ہوش ربا زرمبادلہ پاکستان میں لاسکتی ہے، ہم زرعی ٹیکنالوجی، قابل تجدید توانائی اور سیاحت کے شعبوں میں بھی ترقی کے خواہاں ہیں۔

یہ حقیقت کسی سے دھکی چھپی نہیں کہ پاکستان کے باہمی چاول، ٹیکسٹائل مصنوعات کی دنیا میں بہت مانگ ہے جس پر مزید کام کرنے کی ضرورت ہے، ہم چاہتے ہیں کہ گیس برائے صنعت کو یقینی بنایا جائے، اور کوشش کریں گے کہ آنے والے دنوں میں گیس کی فراہمی میسر رہے، میں اپنی کاروباری برادری، لاہور چیئرمین کے ممبران سے یہ وعدہ کرتا ہوں کہ جہاں تک ہوسکا میں آپ سب کے لئے آسان کاروباری ماحول کے قیام کے لئے سر توڑ کوشش جاری رکھوں گا، دعا ہے کہ کرونا وائرس سے پوری دنیا کو چھٹکارا ملے اور کاروباری سرگرمیاں بھرپور طریقے سے دوبارہ شروع ہو سکیں۔

گزشتہ دنوں وزیر اعظم کے مشیر برائے تجارت و سرمایہ کاری عبدالرزاق داؤد کے لاہور چیئرمین کے دورے کے موقع پر ہم نے تجارتی خسارہ پر بھی بات کی، ہم نے ان سے ریفینڈز کے اجراء کے عمل کو بہتر بنانے کے لئے کہا، ہم نے ان سے کہا کہ وہ کاروباری برادری کے لئے سپورٹنگ کردار ادا کریں، فارماسیوٹیکل، چاول، حلال گوشت، انجینئرنگ سیکٹور وغیرہ کو بھی وہی مراعات دی جائیں جو ایکسپورٹس سے وابستہ دیگر شعبوں کو دی جا رہی ہیں اور برآمدی شعبہ میں مقابلہ کرنے کی صلاحیت بڑھانے کے لیے ٹیکنالوجی کی سہولیات بہتری جائیں جس پر انہوں نے بھرپور تعاون کی یقین دہانی کرائی۔ اس شمارے کا مقصد فارماسیوٹیکل ایکسپورٹس میں اضافے کی ضرورت کو اجاگر کرنا ہے تاکہ ملکی فارما انڈسٹری کو فروغ مل سکے اور دنیا بھر میں پاکستانی فارماسیوٹیکل پراڈکٹس کو متعارف کروایا جاسکے۔ لاہور چیئرمین کے پلیٹ فارم سے یہ اشاعت پاکستان میں موجود تمام انجینئرز، کونسلرز، کمرشل ایٹاچیوں کو ارسال کی جاتی ہے تاکہ اس کی اہمیت کو مزید اجاگر کیا جاسکے، میں امید کرتا ہوں کہ ہماری محنت رنگ لائے گی اور پاکستان کے تمام برآمدی شعبوں کو سہولیات میسر ہوں گی، ہم اس کے لئے مسلسل کوشش جاری رکھیں گے۔ آپ کی سپورٹ اور اعتماد کا میں تہ دل سے شکر یہ ادا کرتا ہوں۔

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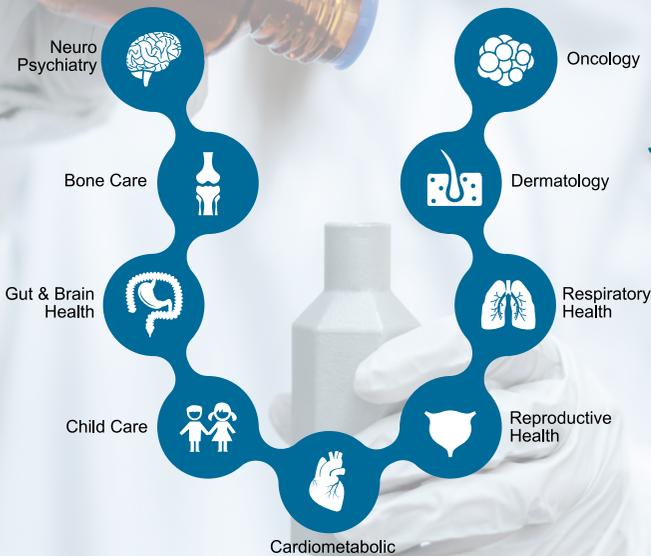


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<b>DEXACHLOR</b>	Dexamethasone Sod. Phos. 0.1% + Chloramphenicol 0.5%	5ml

## NON-STEROIDAL ANTI-INFLAMMATORY DRUGS

<b>DOFNAC</b>	Diclofenac Sodium 0.1%	5ml
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<b>ETHICROM 2%</b>	Sodium Cromoglycate 2%	5ml
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<b>ETHICROM T</b>	Sod. Cromoglycate 4% + Tetrahydrozoline HCl 0.05%	15ml
<b>OCUZINE</b>	Fluorometholone 0.1% + Tetrahydrozoline HCl 0.25%	5ml
<b>SAFLOID</b>	Fluorometholone 0.25%	5ml

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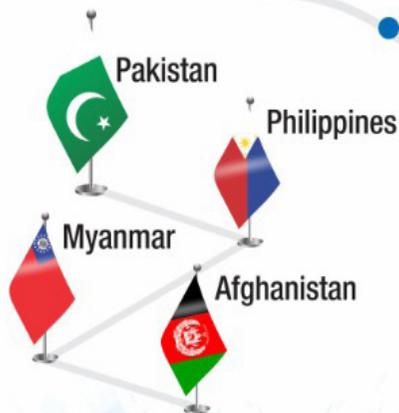


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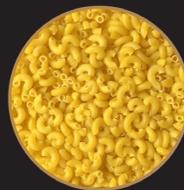
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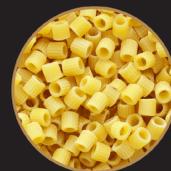
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### POPULAR CHEMICAL WORKS

is dedicated to serve humanity through improved quality, efficiency and effective delivery systems in health-related field of Pharmaceuticals.



*Technology For A Healthier Nation Since 1950*

**Popular Chemical Works (Pvt.) Ltd.**

(Pharmaceutical Manufactures)

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