

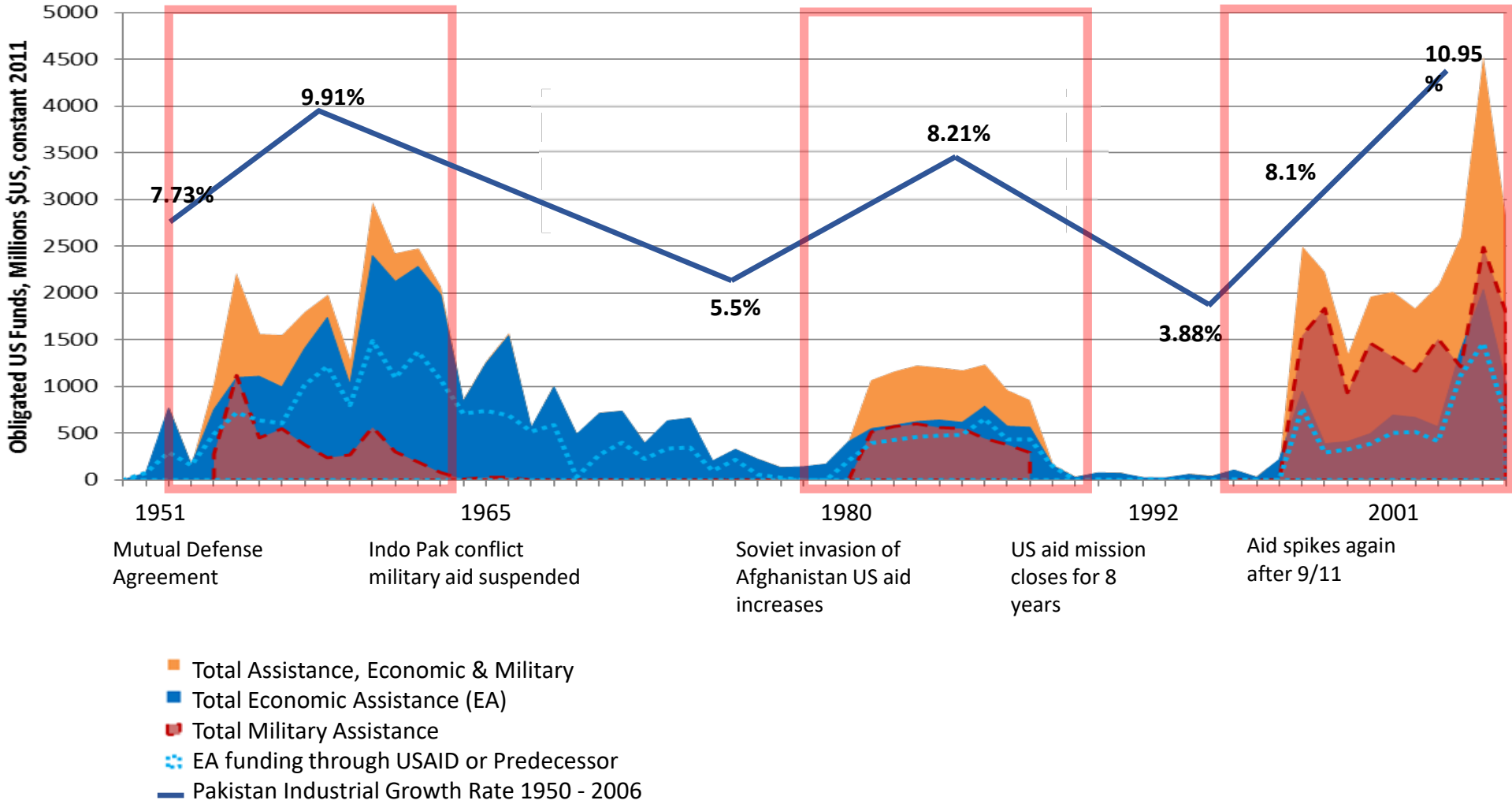
# Evolution of Manufacturing Sector in Pakistan

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SAQUIB H. SHIRAZI

CEO ATLAS HONDA LTD.

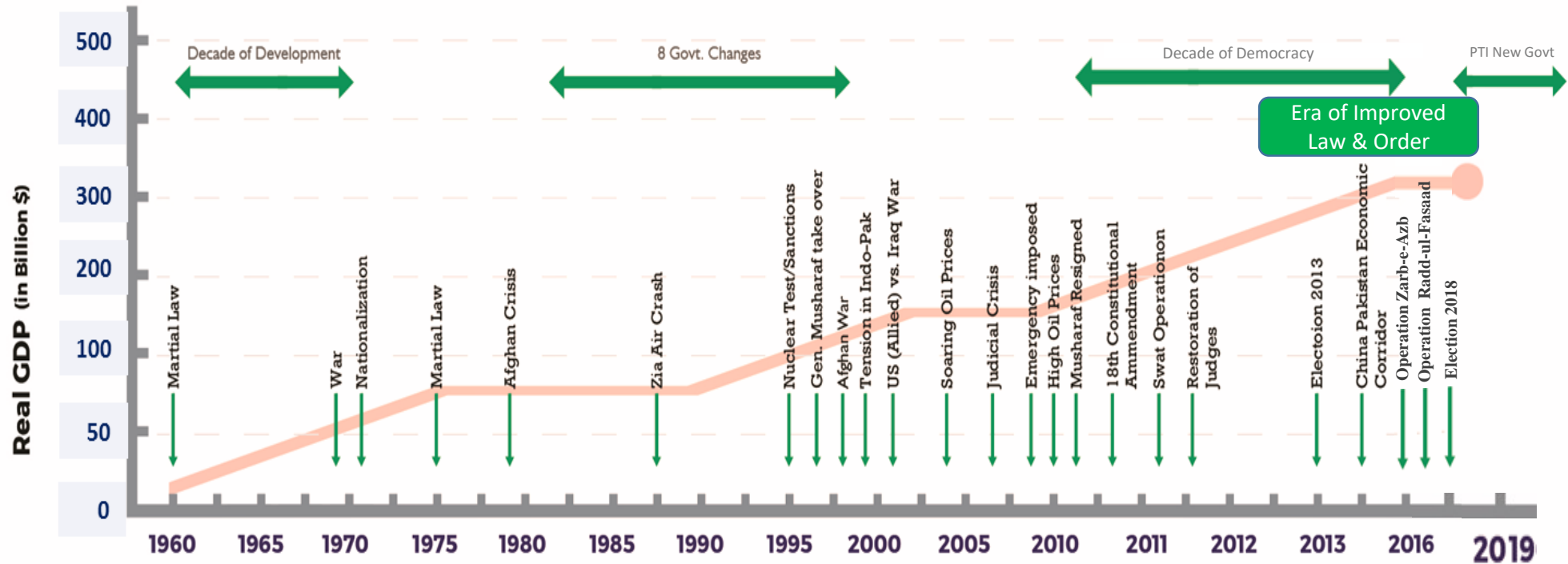
# PAK – US RELATIONS AND INDUSTRIAL PERFORMANCE



Source: 50 Years of Pakistan, Economic Survey 2002-03 and 2005-06.  
 Source: US Overseas Loans and Grants: Obligations and Loan Authorizations

# PAKISTAN: A COUNTRY WITH REMARKABLE RESILIENCE

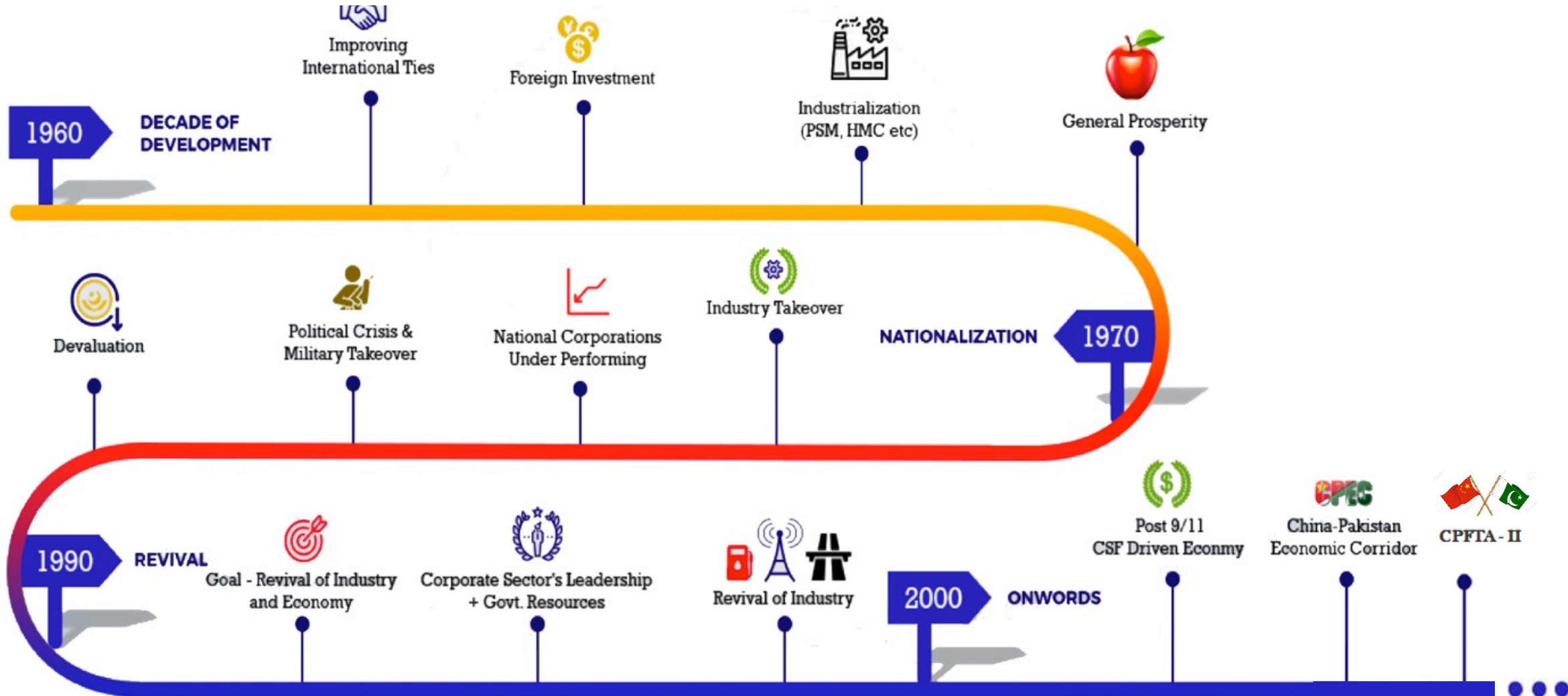
PAKISTAN'S G.D.P. GROWTH RATE



Average Growth(%)	7.4	7.1	3.2	5.2	6.8	5.8	4.6	3.3	5.0	3.4	2.7	3.5	4.3	5.0	4.0
Average Growth(%)	5% +														

## HISTORICAL PERSPECTIVE

# PAKISTAN'S ECONOMIC ROADMAP

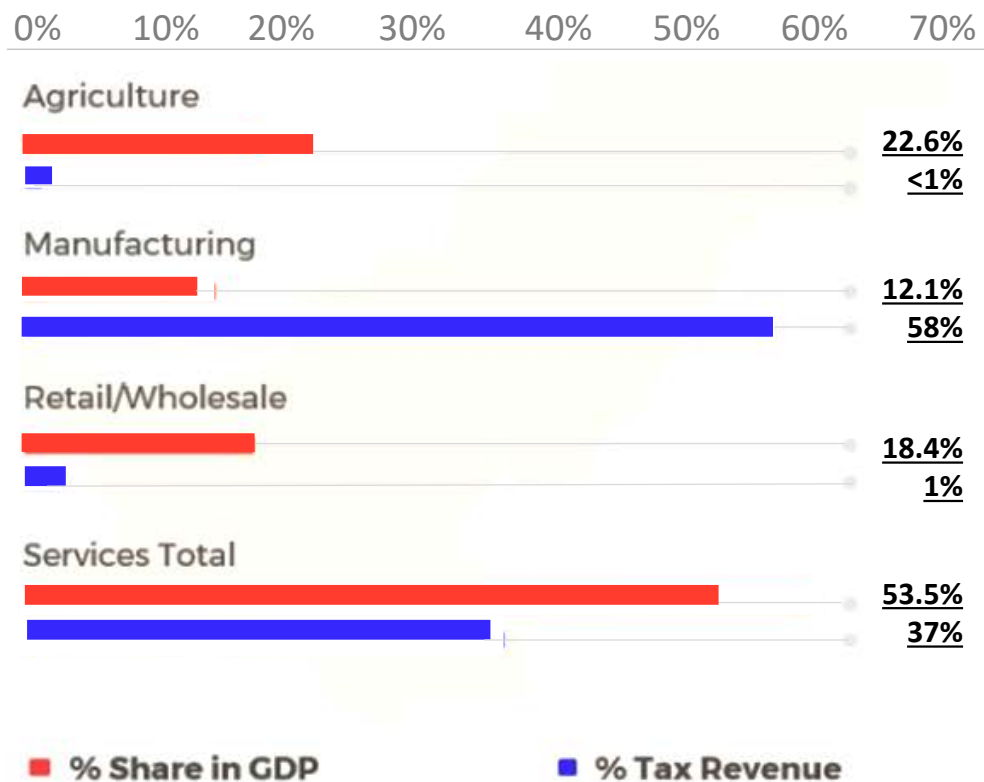


# INDUSTRY AND FOUR STAKEHOLDERS

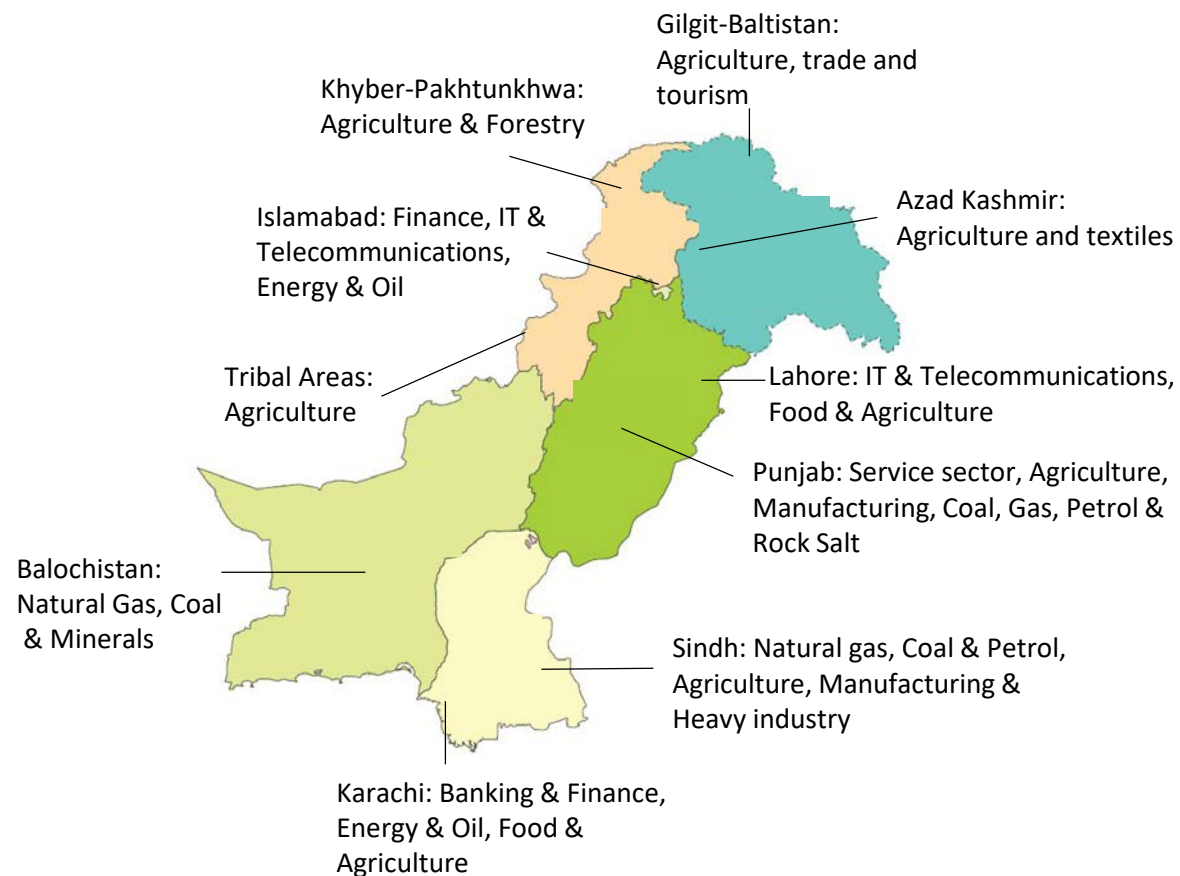


# SECTORAL SHARE IN GDP And Tax Revenue

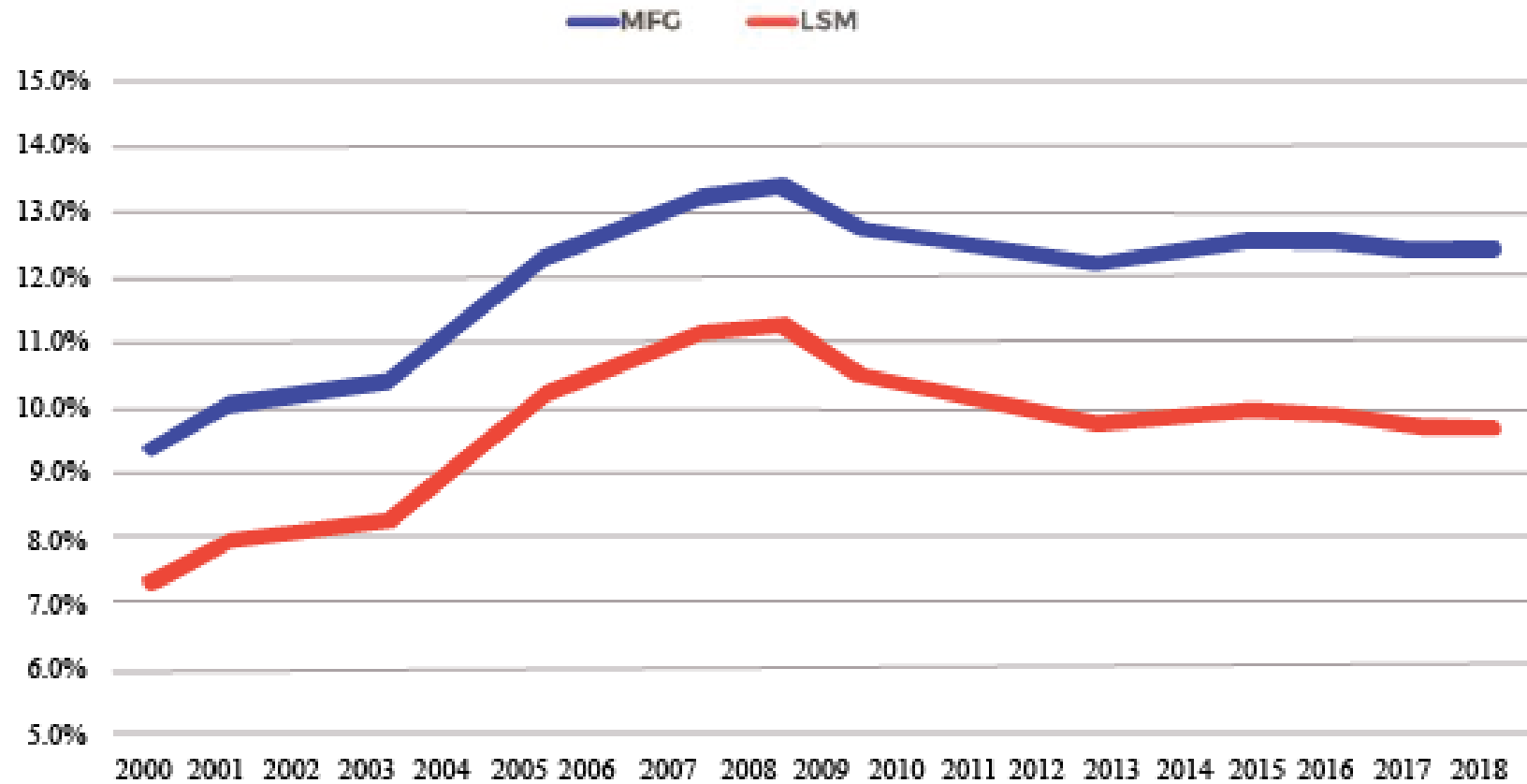
## Share of Industrial sector in the Economy (% GDP Pakistan)








## Geographic Placement of Industry



# DEINDUSTRIALIZATION IN PAKISTAN



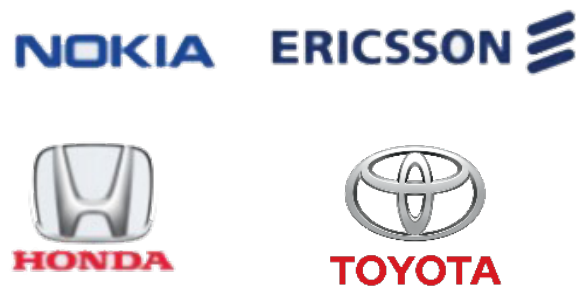
# DEINDUSTRIALIZATION Vs FTAs

Country		Year Signed	Trade Balance Then	Trade Balance 2017
Sri Lanka		2015	\$0.094 Bn	\$0.166 Bn
China		2016	\$(3.2) Bn	\$(13.8 Bn)
Malaysia		2008	\$(1.55) Bn	\$(0.97 Bn)
Indonesia		2013	\$(1.06) Bn	\$(2.4 Bn)
Mauritius		2017	\$0.035 Bn	\$0.015 Bn



# DISRUPTIONS: IS OUR INDUSTRY READY?

Changing Customer --- Changing Behavior



Changing Environment & Tastes



Key Success factor = Lifelong Learning and Self Development

# INDUSTRIAL POLICY – THE WAY FORWARD



Guiding principles: LONG TERM “CONSULTATION”.  
Major stakeholders participation a must for results.



Less policy not more.  
Incentives not penalties.



Pakistan’s private sector should try to pursue  
JVs in preference to other global alternatives  
available to the Chinese.



Trade Tariffs determine outlook of economy  
as a manufacturing or a trading one. They  
should not be used for revenue generation.



Chinese model should be used – Industrial zone with  
100% ownership for export oriented industry and  
50/50 joint ventures for market seeking industry.



FTAs should be pitched in exchange for the geo-  
political significance and world market access.

THANK YOU

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