

PAAPAM'S ANNUAL REPORT & ACTIVITIES 2016 - 2017



Pakistan Association of Automotive
Parts & Accessories Manufacturers



PAAPAM ACTIVITIES

OCTOBER, 2016

- 1st October, 2016: Annual Dinner was celebrated at PC Lahore
- 21st October, 2016: PAAPAM meeting on election was held at PAAPAM south office Karachi.
- 21st October, 2016: CBI meeting with PAAPAM at PAAPAM Head Office Lahore.
- 21st October, 2016: NED (Textile & Automotive Engineering Groups) meeting with Mashood Ali Khan & Mehmood Sherani at PAAPAM south office Karachi.
- 21st October, 2016: Discussion on "Cooperative Vocational Training – CVT scheme supported by the Technical and Vocational Education and Training (TVET) Reform Support Program of GIZ Pakistan at PAAPAM south office Karachi.
- 21st October, 2016: SMEDA JICA Awareness Seminar on Technical Support to Auto parts Project was held at PAAPAM south office Karachi.
- 25th October, 2016: Awareness Session was held On Technical Support to Auto Parts Project in Pakistan, the session was delivered at PAAPAM Head office Lahore.
- 25th & 26th October, 2016: Firefighting seminar.
- 26th October, 2016: 1st Joint MC Meeting was held at PAAPAM south office Karachi. The agenda was to discuss the formation and finalization of committees and the objectives of new Chairman.
- 26th October, 2016: Final Assessment of Raw Material Storage Workshop was held at Sazgar Engineering Works Ltd.
- 27th October, 2016 Final Assessment of Raw Material Storage Workshop was held at AJR Metal Fabricators Pvt. Ltd.

NOVEMBER, 2016

- 2nd November, 2016: A meeting with DG Custom on value of replacement of non-genuine auto parts was held at Custom House.
- 3rd November, 2016: An agreement was signed among PASPEDA, Indus Motor & PAAPAM at PAAPAM south office Karachi.
- 3rd November, 2016: A meeting was held while discussing PAAPAM's recommendations over valuation of Motorcycle Parts of China at Custom House.





PAAPAM ACTIVITIES

- 5th November, 2016: Mr. Jost from CBI Visited PAAPAM Head Office, Lahore
- 7th & 8th November, 2016: PAAPAM was invited to participate in International Business Conference and Exhibition which has been organized successfully by UMT (University of Management & Technology)
- 12th November, 2016: Meeting on Rubber & Plastic Vendors at PAAPAM south office, Karachi
- 23rd November, 2016: PAAPAM-SMEDA-PSX joint awareness session on "obtaining finance through PSX's sme board" at PAAPAM south office Karachi.

DECEMBER, 2016

- 1st December, 2016: Sensitization Event by SMEDA on SPX Pakistan
- 3rd December, 2016: Awareness Session by Ministry of Science and Technology on Certification Incentive Program held at PC Lahore.
- 6th, 7th December, 2016: B2B Meetings with Italian Delegation at PC Lahore. (6 in Islamabad Serena, 7 in PC Lahore).
- 8th December, 2016: Event by SMEDA on Energy Efficiency Management Project held at PC Hotel Lahore.
- 13th December, 2016: Meeting with Secretary Industries, Mr. Muhammad Mujtaba Paracha on take over of Auto Support Center by PAAPAM.
- 15th, 16th December, 2016: Seminar on Leadership and Performance Management by Mr. Muhammad Tayab, Deputy Project Director and Head of Division Knowledge and Skills NESCOM.
- 18th December, 2016: Meeting with USA DICE at UET to further strengthen Industry and Academia Relationship.
- 19th December, 2016: Meeting with Additional Secretary Commerce & Mr. K.B. Ali of EDB on FTA's at Ministry of Commerce.
- 20th December, 2016: Meeting at Custom Office with Mr. Mirza Mubashir Baig, Director Valuation Customs.
- 27th December, 2016: Mr. Ghazanfar Khan organized meeting with nominated FPCCI President Mr. Zubair Tufail at PAAPAM South office Karachi.





PAAPAM ACTIVITIES

February 2017

- Meeting with Chairman BOI, Dr. Miftah Ismail to Market PAPS.
- Meeting with Minister of Industries, Mr. Ghulam Murtaza Khan Jatoi to market PAPS.
- A meeting with CEO Engineering Development Board, Mr. Tariq Ejaz Chaudhri was held at PAAPAM Head Office, Lahore, to discuss and address the problems faced by our industry.
- Joint Coordination Committee (JCC) of SMEDA-JICA Technical Support Program met on 16th February, 2017 at SMEDA Office, Lahore, to discuss supplier's evaluation.
- A workshop on Microsoft Excel, consisting of two sessions, was held at PAAPAM Head Office, Lahore, on 16th and 18th February, 2017.
- A seminar on "How to participate in trade fairs & trade fair importance" was held at PSDC Karachi on Saturday, 4th February, 2017.
- Awareness sessions on "Certification Incentive Program for SME's under PQI Initiatives 2025" were organized at PAAPAM Head Office, Lahore, on 4th February-2017 & at the South Office on 13th February-2017.
- A visit of HIT team was organized on 08th Feb, 2017, at PAAPAM Head office, Lahore.
- An awareness seminar on "Technical Support to Auto-Parts Projects in Pakistan" was jointly organized by SMEDA-JICA & PAAPAM, on 9th February-2017, at PC Hotel Karachi.





PAAPAM ACTIVITIES

March 2017

- Meeting with Additional Secretary, Mr. Muhammad Shah Jahan Shah BOI on Budget Proposal in March, 2017, identifying some critical areas of auto industry that are strategic to the success of our country.
- Meeting with DG, National Logistic Cell at GHQ, March, 2017, to bring MAN, a German Truck Manufacturer to Pakistan.
- A meeting was held at PAAPAM South Office, Karachi with Colonel Qamar Ayub Khan & Major Aftab Ahmed Khan from HIT Zonal Office, Karachi.
- Meeting with Mr. Khizar Hayat Gondal, Secretary Ministry of Industries on 14th March, 2017, identifying some critical areas of auto industry that are strategic to the success of our country.
- The Subcontracting and Partnership Exchange Programme (SPX-Pakistan) was formally launched on 16th March, 2017, at PC Hotel Lahore. The Programme aims to develop SME's and bringing their products and services to all the parts of the world through a Management Information System. PAAPAM being a representative body of more than 350 SME's was in support of this program. The salient features of this program are as under:
 1. Profiling
 2. Benchmarking
 3. Subcontracting and the list goes on

April 2017

- Meeting with Minister of Planning and Development Prof. Dr. Ahsan Iqbal, in April, 2017. Chairman PAAPAM Mr. Mashood Ali Khan met with Mr. Ahsan Iqbal and discussed the following:
 1. CPEC projects and incorporation of Auto sector in different areas
 2. Relaxation of Rules and Regulations for Auto sector
 3. Various issues of the industry and our Budget proposal.
- Meeting on Technology Foresight Expert Panel 05th April, 2017. A panel consisting of senior dignitaries from academia, Government institutions, PAMA and PAAPAM discussed short term and long term policy for technology insight in Pakistan, Head of departments, Head of Engineering Universities, Chairman PAAPAM, Former Chairman PAAPAM, Sohail P Ahmed, Mr. Imtiaz Rastgar & Project Manager PAAPAM, Mr. Mujtaba Quddus were present in this meeting. This was the first of 6 meetings was held to finalize areas of the policy.
- A Meeting with GIZ Germany and TEVTA on the development of Auto sector according to the National Vocational Training Framework, was held at PAAPAM Head office on 12th April, 2017.

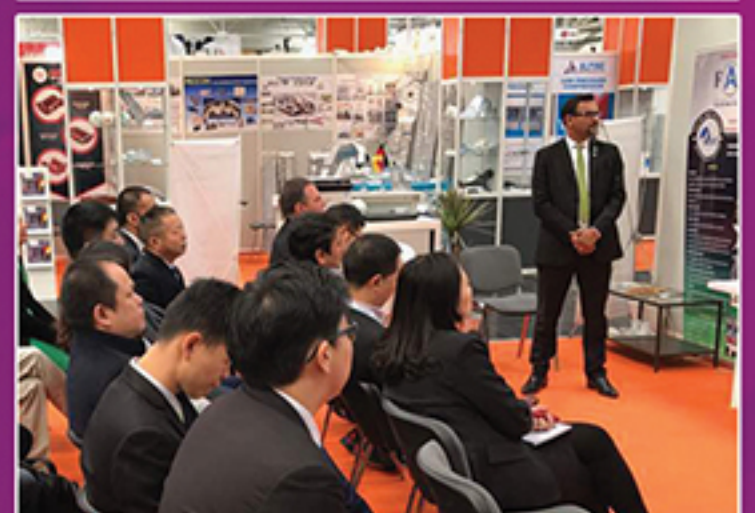




PAAPAM ACTIVITIES

April 2017

- Meeting with AIDC in Islamabad April, 2017 ,AIDC meeting was held in Islamabad. Chairman, Vice Chairman, Shariq Suhail and Waseem Khalid were present. Following discussions were held:
 1. First Brown Field investor was discussed by AIDP Committee
 2. Free Trade Agreement
PAAPAM briefed the committee on their meeting in Bangkok. The 2nd round of talks will be held in Pakistan between Pak and Thai Parts Manufacturers.
 3. Auto Engineering Institute
This was included in the previous and new AIDP. We requested the committee to start work on it. It should be run by private sector with a board of members including the Gov, previous expert team and PAAPAM
 4. SEZ's
PAAPAM members should get special benefits and privileges in these zones. Especially the minimum area that a Business has to buy in the SEZ to be reduced.
- We met with a team from MOC and briefed them on our meeting with Thai Auto Parts Manufacturers. PAAPAM invited thai Auto Parts manufacturers to visit in Pakistan to see our facilities & potential growth.
- Seminar on Toyota's Production System was conducted by PAAPAM's Engr. Mr. Umar Saeed. The Seminar was attended by numerous participants on 13th April, 2017.
- An open house followed by an Industrial Job Fair 2017 was arranged by the University of Engineering and Technology (UET), Lahore, on 4th April, 2017. On this occasion the students were also given a Briefing/Awareness Session on the Auto Industry and the role of PAAPAM & PSDC.
- The students holding 1st & 2nd position in Engineering competition during PAPS 2017, were awarded prizes by Former Chairman PAAPAM Mr. Munir Karim Bana.
- Meeting on Industry-Academia Linkages was held on 14th April, 2017, at Lahore Chamber of Commerce and Industries where respected Vice Chancellors of various Universities and dignitaries from various industries were gathered under the umbrella of Higher Education Commission of Pakistan.
- Hanover Messe 24-25-26-27-28 April, 2017, The Hanover Messe is one of the world's largest trade fairs. It is held on the Hanover Fairground in Hanover, Lower Saxony, Germany. Typically, there are about 6,500 exhibitors and 250,000 visitors. Following are the companies from Pakistan who participated.





PAAPAM ACTIVITIES

April 2017

- An export agreement was signed between Darson Industries & Butsch Germany At Hannover Messe 2017, for supply of rubber parts from Pakistan to Europe.
- A successful seminar was organized by PAAPAM at Hannover Messe, 2017 to promote investment in engineering sector in collaboration with EDB & Embassy of Pakistan in Berlin.
- A visit of Italian Ambassador H. E. Stefano Pontecorvo was successfully arranged at the "Infinity School of Engineering" in Lahore on, 24th April, 2017.

May 2017

- Introduction to 3D printing in the auto industry of Pakistan was purposefully explained by Mr. Naveed Ahsan, PHD from UK in 3D printing on 02 May, 2017, at PAAPAM Head Office, Lahore.
- The visits of JICA Experts at PAAPAM North & South offices were successfully arranged both in Lahore & Karachi on 2nd and 3rd May, 2017, respectively.
- The second National Automotive Summit was successfully organized at Hotel Movenpick, Karachi on Wednesday, 17th May' 2017. Chairman PAAPAM was invited as President of Session.
- A workshop on Japanese tools for enhancing production and quality under SMEDA-JICA Technical Support Program was held at Avari Hotel Lahore on 23rd May 2017. The workshop was attended by a large number of PAAPAM members.
- An awareness session on Technical Support Program was successfully conducted by PAAPAM-SMEDA & JICA on 23rd May, at Avari Hotel, Lahore.





PAAPAM ACTIVITIES

- Mr. Mudassar Iqbal, CEO of Bin National Industrial Park (NIP) was invited at PAAPAM South Office on Tuesday, 23rd May, 2017 for presentation and briefing on NIP -Special Economic Zone at Bin Qasim Park, Steel Mill area.

- A Meeting with Technical Vocational Education Training Reforms Committee was held 24th May' 2017, at NAVTTC Office, Islamabad.

- An Advanced 3 days' Workshop on MS Excel was held on 24, 25, 26 May, 2017 at PAAPAM Skill Development Center, Lahore. The workshop was attended by a large number of PAAPAM members.

- A Joint Coordination Committee of SMEDA-JICA Technical Support Program was held at SMEDA office, Lahore on 25th May, 2017 to discuss the ongoing activities of phase 1 and start-up of new activities of Phase 2 under SMEDA-JICA TSP Program.

- National University of Science and Technology Open House Industrial Fair 2017 was held on 25 May, 2017 at NUST Islamabad campus. Number of high tech projects were displayed by the students. In order to encourage the students, PAAPAM sponsored the second and third prizes amongst the top projects. Senior Vice Chairman PAAPAM, Mr. Saeed Iqbal Khan, along with MC member, Mr. Rehan Riaz, attended the event and presented the awards to students.

- A visit of USAID delegation was arranged at PAAPAM Head office, Lahore, on 29th May 2017. The agenda of this visit was to devise new short-term and long-term financial products for the SME's of auto sector in Pakistan.

- A signing ceremony of MOU was held in the office of EDB, Islamabad on 30th May' 2017, between PUM Netherlands and PAAPAM.

- Two important Meetings with Official Team GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH) were successfully held on 26th and 31st May'2017, at PAAPAM South Office. The meetings were chaired by Chairman PAAPAM, Mr. Mashood Ali Khan.





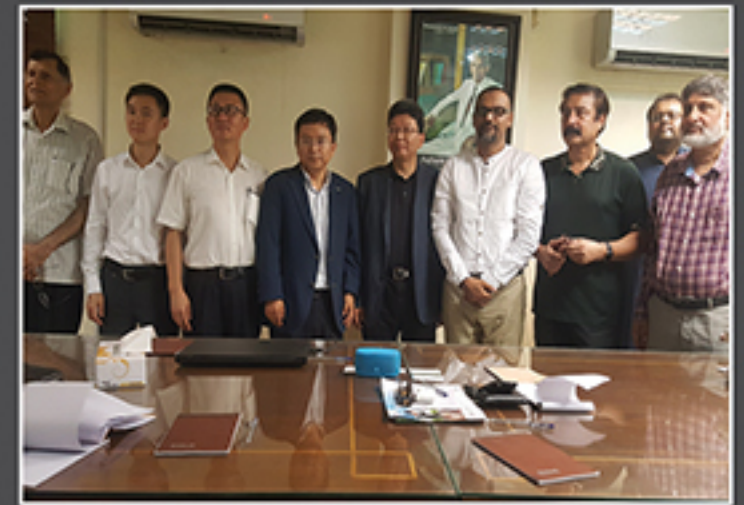
PAAPAM ACTIVITIES

June 2017

- An Iftar party was hosted by Mr. Mashood Ali Khan in the holy month of Ramadan.
- A visit of a Technical & Vocational Training Center at Buffer Zone, Karachi, was successfully organized by GIZ Team. A meeting was also held between Chairman PAAPAM & Managing Director TEVTA Sindh Mr. Muzaffar Ali Bhutto on 7th June'2017.
- A visit of Chinese OEM Company was arranged at PAAPAM South Office, Karachi on 16th June, 2017.
- Second joint MC meeting was held on 17th June'2017.
- A meeting with the Director General TDAP was held in the office of TDAP, at FTC Building, Karachi, on 21st June' 2017.
- Third joint MC meeting was held on 22nd June' 2017.
- PAAPAM bought new space for the skill Development Center. The Extra Facility was purchased with the assistance of Senior Vice Chairman, Vice Chairman and Management Committee.

July 2017

- An important Meeting between PSDC & NUST on holding a Symposium in Islamabad was held on July' 4th 2017, at PAAPAM South Office, Lahore.
- An extremely important & Informative Session On "The Job Training Program by TEVTA", was arranged at PSDC, Lahore, on 8th July'2017.
- An MC meeting was called by the Chairman PAAPAM to discuss the Probability of dissolution of EDB, on 8th July' 2017
- A fabulous Eid Milan dinner was hosted by the Chairman PAAPAM Mr. Mashood Ali Khan on 12th July' 2017, at Movenpick Hotel, Karachi.
- A meeting with the delegation of EU Officials through GIZ was arranged at Loads Limited, on 12th July' 2017.





PAAPAM ACTIVITIES

- A Press released was organized by PAAPAM, On 17th July'2017 to publicize its firm opinion against the probable dissolution of EDB
- A meeting with the officials of NUST was held at PAAPAM South Office, Karachi, on Thursday 20th July 2017
- A comprehensive informative session on "Cluster Development Initiative was organized by Punjab Small Industries Corporation, on 29th July'2017, at PAAPAM North Office, Lahore.

August 2017

- A purposeful Orientations/cum awareness sessions was arranged by SMEDA-JICA & PAAPAM, on the completion of first phase and preparing for the second phase of Technical Support Project for auto-parts manufacturers in Pakistan, in PC Hotel, Karachi on 2nd of August/2017.
- An orientation and awareness session was organized by PSDC, Lahore on the selection criteria for the second phase of SMEDA-JICA Technical Support Program, the session was delivered to PAAPAM Members.
- The Chairman PAPAAM was called by Rear Admiral Imran Ahmed at Pakistan Navy Engineering College on 4th August' 2017 at Karachi, to create industrial liaison between PNEC & APM's through PAAPAM.
- Family Business Workshop By Prof. Parimal Marchent in Lahore 4th August & in Karachi 9th August' 2017.
- A meeting was held between Chairman PAAPAM Mr. Mashood Ali Khan and Provincial Chief SMEDA Mr. Mukesh Kumar regarding financing need of Auto parts sector in Pakistan.
- An Informative session was organized on 8th August, by National Industrial Parks at PAAPAM Lahore, on different industrial schemes.





PAAPAM ACTIVITIES

- A meeting held at PAAPAM South Office, Karachi, on 16th August' 2017, between Chairman PAAPAM Mr. Mashood Ali Khan, Hamid Raza Nezarati Zadeh (Commercial & Economic Consular) of Islamic Republic of Iran, Former Chairman Mr. Munir K. Bana & Mr. Shariq Suhail were also present in this meeting. The purpose of this meeting was to create a liaison between Irani Auto-Parts Manufacturers Association & PAAPAM for mutual benefits. Moreover, Chairman PAAPAM also stated that a delegation of Pakistani APM's will soon be visiting Iran to enhance the capabilities in auto engineering by exchanging the technical expertise with each other. Members who are interested in any particular field and technology and willing to share & coordinate with Irani APM's are requested to submit their particulars & clearly intimate their expression of interest at PAAPAM South Office, Karachi.

- Delegation of a chinese OEM brand SINO TRUK (HONK KONG) Limited was invited at PAAPAM South Office, Karachi, on Thursday, August 17, 2017. The purpose of their visit was to evaluate the auto-parts industry of Pakistan and the current auto policy of the Government of Pakistan. Secondly, SINOTRUK has plan to establish an assembly plant in Pakistan as they were also guided by the Chairman PAAPAM Mr. Mashood Ali Khan & Former Chairman Mr. Munir K.Bana that for new entrants there are numerous benefits and facilitation offered in the current auto policy. The Chinese delegation & the Chairman PAAPAM have invited each other to visit their plants in Pakistan and China.

- An interview of Chairman PAAPAM Mr. Mashood Ali Khan about the role of industry and the importance of TVET was recorded by Express Tribune, through GIZ Germany, on 18th of August' 2017.

- Distinguished Members & Former chairmans of PAAPAM were invited at NAGAO FAREWELL In recognition of significant contribution in promoting economic relations between Pakistan and Japan, the Ministry of Foreign Affairs of Japan has awarded the Foreign Minister's Commendation to Mr. Hirofumi Nagao, former Chief Executive and Managing Director of Pak Suzuki Motor Company Limited.





PAAPAM ACTIVITIES

The Award Ceremony was held on August 22, 2017 at the official residence of the Ambassador of Japan to Pakistan, H.E. Mr. Takashi Kurai who conferred commendation to Mr. Nagao on behalf of the Minister for Foreign Affairs of Japan, August 22, 2017.

- A meeting was held at PAAPAM South Office, Karachi, on 23rd August' 2017 headed by Chairman PAAPAM Mr. Mashood Ali Khan, on DICE-EXPO 2017 to be held at NED University, Karachi, 28th December' 2017. Mr. Saad Ellahie, Chair Dice Foundation, Prof. Dr. Muhammad Tufail, Dr. Ali Zulqarnain & Dr. Syed Mushahid Hussain Hashmi were presenting the DICE EXPO 2017 Plan.

- A Seminar was organized at PSDC, Lahore, on Threats and Opportunities of CPEC on 24th August, 2017.

- The second meeting on DICE EXPO 2017, was held on Wednesday, the 30th of August' 2017. The purpose of discussion was to propose an action plan for the upcoming event DICE EXPO 2017, which will be held in NED University, Karachi on 28th & 29th December' 2017. The meeting was headed by Mr. Mashood Ali Khan (Chairman PAAPAM).

September 2017

-On thursday, the 7th September'2017, a meeting headed by Mr. Mashood Ali Khan was held with NED/DICE representatives, at PAAPAM South Office, Karachi. Mr. Shahid Ahmed Khan (CEO Merit Packaging Ltd), Mr. Saad Ellahie (Chair DICE) & Dr. Syed Mehmood Hasan (Director Oric-NED) were present in the meeting. The purpose of this meeting was to discuss an action plan for Dice Expo 2017, to be held on 28th & 29th December'2017. The Chairman PAAPAM was requested to share his views on a possibilities to make this upcoming event purposeful and advise how to do it successfully.





PAAPAM ACTIVITIES

- Pak Suzuki Vendor Conference was held. The Chairman praised the existing Managing Director Mr. Hirofomi Nagao in recognition of his valuable services rendered to automotive industry.

The new Managing Director was requested with the following points: To keep a close eye on the current SMEs of the sector and introduce policies that reflect growth for them. Study tours to different Countries that are advance in technology need to be arranged to build the capacity of the local vendor. And to continue to create linkages between foreign and local companies for Technology Collaborations and Joint Ventures.

- A Second phase of Industry – Academia liaison was successfully done Today on Friday, the 22nd September' 2017, A visit of prominent faculty members of NED University of Engineering & Technology and Sir Syed University was organized by PAAPAM led by the Chairman PAAPAM Mr. Mashood Ali Khan. The core agenda of this visit was to ascertain the gap between the academia and Industry. Moreover, the main focus was to engage the faculty towards the industry's existing problems, addressing them with a pro-active approach. Industry suggested to pick student's projects from industry process automation. Chairman PAAPAM has also advised private sector's involvement in their advisory boards. As NED has already practiced it. The inputs of the entrepreneurs were also taken by the faculties of NED & SSUET. To improve the consistency towards working assignments of young engineering graduates. Up gradation & modification of curriculum, to enhance the practical approach, to speed up the pace of innovations as faster as industry's growth. The chairman PAAPAM highlighted the issues and defined his aim to further strengthen two way communication between industry and academia. The first visit of faculty was also helpful to find out the need of modifying & updating the curriculum which is currently being taught. Besides that Iranian Commercial & Economic Consular Mr. Hamid Reza Nezaradi Zadeh was also received at:

1. Noor Engineering
2. Jinkwang Jaz
3. Rubatech
4. Auvitronics

And briefed about Pakistan's auto parts industry and the processes which are currently being run in the industry and the pace of the improvement/growth in the processes. Moreover, he was also informed that the auto sector of Pakistan also expects the same from him in future and it was requested by the PAAPAM to arrange and provide access Pakistan's auto part manufacturers in Iran to get an idea of Iranian auto sector/Plants and their processes which are currently being followed. In the end Iranian Commercial Consular appreciated the efforts of Pakistan Auto parts sector and facilities.

