



# Pakistan-France Business Alliance

A Company set up under section 42 of the Companies Act, 2017  
Member of CCI France International, Paris

## The Key to Pakistan-France Trade

JUNE 2018 - 5<sup>th</sup> ISSUE

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#### PATRON IN CHIEF

H.E. Mr. Marc BARÉTY  
Ambassador of France

#### PATRON

Mr. Didier TALPAIN  
Consul General of France

#### CHAIRMAN / CEO

Mr. Jamil HAMDANI

#### DEPUTY CHAIRMAN / CEO

Mr. Saeed ALLAWALA

#### HONORARY BOARD MEMBER

Mr. Philippe FOUET

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### Chairman/CEO's Message

Pakistan-France Business Alliance held its 4<sup>th</sup> Annual General Meeting in the second week of April, in which PFBA elected its new Board of Directors. This meeting was graced by chief guest the Ambassador of France, H.E. Mr. Marc Baréty, who is also the patron-in-chief of PFBA.

It was the first AGM he attended since taking up his appointment last September. We wish him a happy and fruitful stay in this country.

As I remarked in my address to the AGM, the main objective of PFBA is to develop trade and investment between France and Pakistan. In this regard, I will be leading a delegation of PFBA members to Paris for attending a Pakistan specific information workshop "Emerging Pakistan", organized by Business France on 25 June 2018,. This delegation will comprise of twelve PFBA member companies. The opening session of this workshop will consist of speeches by the Export Director of Business France Mr Frederic Rossi, the Ambassador of Pakistan to France, H.E Moin-ul-Haq, Ambassador of France to Pakistan, H.E. Mr. Marc Baréty and myself as Chairman/CEO of Pakistan France Business Alliance. This will be followed by presentations on Pakistan's economy. There will be a round-table conference on the experiences of French companies working in Pakistan with the participation of Dr. Asim Jamal, Managing Director of Sanofi Pakistan and Mr. Abdul Sattar Babar, Managing Director of IPSOS Pakistan. The afternoon session will be reserved for B2B meetings between PFBA delegates and French companies selected by Business France according to the business profile of each delegate. The Embassy of Pakistan in Paris is fully collaborating with this event. We are confident that this Information workshop will meet with great success and will be fruitful for our delegates as well as the French companies they will be meeting. This workshop will further strengthen the already close ties between PFBA and Business France and will certainly lead to a return visit to Pakistan by French companies. We will advise all our members of the outcome of this workshop and its proceedings.

The holy month of Ramadan is drawing to a close. I take this opportunity to wish all our Directors and members a very happy Eid-ul-Fitr. Soon the country will be going to polls for electing a new parliament and provincial assemblies. Let us hope that this second successive democratic transition will augur well for the people and the economy of the Pakistan.

Jamil Hamdani  
Chairman/CEO






**Life is a health journey**, with ups and downs, which can be big or small, lifelong or momentary.

We, at Sanofi, are there for those challenges, **as a health journey partner**. We aim to protect, enable and support people facing health challenges, so they can live life to its fullest.

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## PFBA MEMBERS ELECT THE NEW BOARD OF DIRECTORS - 2018 | 2020

The results of the newly elected Board of Directors and Office Bearers were announced by PFBA Deputy Chairman / CEO Mr. Saeed Allawala at the 4<sup>th</sup> Annual General Meeting which was held on April 13, 2018 at the Movenpick Hotel Karachi.

The PFBA Board of Directors consists of twelve members (07 members from the Karachi Chapter and 05 members from the Northern Chapter); thus the seven highest scoring members from the Karachi Chapter and the five highest scoring members from the Northern Chapter have qualified as members of the PFBA Board of Directors for the period of 2018 till 2020.

Below are the names of the newly elected Board of Directors and Office Bearers:



**Mr. Jamil Hamdani**  
Chairman / CEO  
PFBA | Karachi Chapter



**Mr. Saeed Allawala**  
Deputy Chairman / CEO  
PFBA | Karachi Chapter



**Mr. Riaz Siddiqui**  
Director & Treasurer  
PFBA | Karachi Chapter



**Mr. Intesar A. Siddiqui**  
Director & Senior Vice President  
PFBA | Northern Chapter



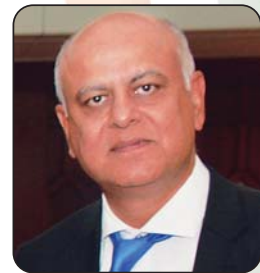
**Mr. Shaukat Hassan**  
Director & Vice President  
PFBA | Northern Chapter



**Mr. Tariq Wajid**  
Director  
PFBA | Karachi Chapter



**Mr. Muhammad Jawed Akhail**  
Director  
PFBA | Karachi Chapter



**Mr. Syed Ali Javaid Hamdani**  
Director  
PFBA | Karachi Chapter



**Dr. Asim Jamal**  
Director  
PFBA | Karachi Chapter



**Ms Naureen Khalid**  
Director  
PFBA | Northern Chapter



**Mr. Abdul Basit**  
Director  
PFBA | Northern Chapter



**Mr. Abdul Sattar Babar**  
Director  
PFBA | Northern Chapter

# PFBA NEWS

## NEW PFBA PATRON IN CHIEF VISITS KARACHI



His Excellency Mr. Marc BARÉTY, the recently appointed Ambassador of France to Pakistan and the new Patron in Chief of PFBA took place in September 2017.

The Chairman of Pakistan-France Business Alliance Mr. Jamil Hamdani hosted a dinner at the Sind Club in honor of His Excellency.

The French Consul General Mr. Francois Dall'Orso, PFBA Board of Directors, senior PFBA members, businessmen and many others were present.

The Chairman / CEO welcomed the new French Ambassador and in his brief speech introduced His Excellency the Ambassador.

H.E. Mr. Marc BARÉTY addressed the gathering and thanked the PFBA Chairman/CEO for his invitation and the Board of Directors and to the members for initiating and establishing a bilateral forum promoting not only business opportunities but also friendship between Pakistan and France.

## New Honorary PFBA Patron



A warm welcome to the French Consul General Mr. Didier TALPAIN who graciously accepted the invitation extended by the PFBA Chairman/CEO Mr. Jamil Hamdani to join the PFBA Board of Directors in the capacity of an honorary Patron.

The Board of Directors is honored to have the French Consul General on board and is confident that the alliance shall gain from his wisdom and diversified background.



## PAKISTAN-FRANCE BUSINESS ALLIANCE - 4<sup>th</sup> ANNUAL GENERAL MEETING

Pakistan-France Business Alliance held its 4<sup>th</sup> Annual General Meeting on Friday April 13, 2018 at the Movenpick Hotel Karachi under the patronage of the Ambassador of France to Pakistan His Excellency Mr. Marc BARÉTY.

Also present on the occasion were the French Consul General Mr. Didier TALPAIN, Karachi, Ms Sonia BARBRY, Deputy Director Southern Asia of The Ministry of Europe and Foreign Affairs, Paris, France and Ms Lauriane HOUBIN, Deputy Economic Counselor, Department of Economic Affairs, Islamabad.

The financial statements for the year ended December 31, 2017 audited by the reputed Haroon Zakaria & Company were presented to the members by the PFBA Deputy Chairman / CEO Mr. Saeed Allawala.

Following the financial report, Mr. Allawala announced the Election results. PFBA Board of Directors consists of twelve members (07 members from Karachi Chapter and 05 members from the Northern Chapter); thus the seven highest scoring members from the Karachi Chapter and the five highest scoring members from the Northern Chapter form the newly elected PFBA Board of Directors for the period of 2018 till 2020.

**FROM KARACHI CHAPTER:**

Mr. Jamil Hamdani  
Mr. Saeed Allawala  
Mr. Riaz Siddiqui  
Mr. Tariq Wajid  
Mr. Muhammad Jawed Akhai  
Mr. Syed Ali Javaid Hamdani  
Dr. Asim Jamal

Banker / Consultant  
Kohinoor Group  
Info Tel Pakistan (Pvt.) Ltd  
Pharmacies  
Martin Dow Limited  
Schneider Electric Pakistan (Private) Limited  
Sanofi-aventis Pakistan Limited

**FROM NORTHERN CHAPTER:**

Mr. Intesar A. Siddiqui  
Mr. Shaukat Hassan  
Ms Naureen Khalid  
Mr. Abdul Basit  
Mr. Abdul Sattar Babar

Himont Pharmaceuticals (Pvt.) Ltd  
MAS Associates (Pvt.) Ltd  
Medipak Limited  
Grand Parent Poultry  
IPSOS

**The Board of Directors unanimously voted the following office bearers:**

- |     |                             |                                  |
|-----|-----------------------------|----------------------------------|
| 1.  | Mr. Jamil Hamdani           | Chairman / CEO                   |
| 2.  | Mr. Saeed Allawala          | Deputy Chairman / CEO            |
| 3.  | Mr. Riaz Siddiqui           | Director & Treasurer             |
| 4.  | Mr. Intesar A. Siddiqui     | Director & Senior Vice President |
| 5.  | Mr. Shaukat Hassan          | Director & Vice President        |
| 6.  | Mr. Tariq Wajid             | Director                         |
| 7.  | Mr. Muhammad Jawed Akhai    | Director                         |
| 8.  | Ms Naureen Khalid           | Director                         |
| 9.  | Mr. Abdul Basit             | Director                         |
| 10. | Mr. Syed Ali Javaid Hamdani | Director                         |
| 11. | Dr. Asim Jamal              | Director                         |
| 12. | Mr. Abdul Sattar Babar      | Director                         |

The evening's proceedings concluded with a lavish high tea served to the members.



L to R: H.E. Mr. Marc BARÉTY, Dr. Asim Jamal, Mr. Jamil Hamdani, & Mr. Shaukat Hassan



L to R: Dr. Asim Jamal, H.E. Mr. Marc BARÉTY, Mr. Jamil Hamdani, Mr. Shaukat Hassan, Ms Naureen Khalid & Ali Javaid Hamdani





L to R: Ms Tasmia Billoo, Guest, H.E. Mr. Marc BARÉTY, Ms Sonia BARBRY, Ms Lauriane HOUBIN & Ms Naureen Khalid.



L to R: Mr. Saeed Allawala, Mr. Jamil Hamdani, H.E. Mr. Marc BARÉTY & Mr. Didier TALPAIN



The PFBA Deputy Chairman / CEO Mr. Saeed Allawala addressing members & guests.



The PFBA Chairman / CEO Mr. Jamil Hamdani addressing members & guests.



H.E. Mr. Marc BARÉTY addressing the audience.



A view of the audience

## ALLIANCE FRANCAISE KARACHI HAS A NEW DIRECTOR



Pakistan-France Business Alliance welcomes the recently appointed Director of the Alliance Française Karachi Mr. Gilles PASCAL

Mr. PASCAL is a teacher specializing in engineering training and replaced Mr. Jean-François CHENIN who left Karachi in August 2017.

Before being posted to Karachi, Mr. PASCAL was the director of the Alliance Française de Fianarantsoa in Madagascar.

He began his teaching career in French schools in Nigeria and China. He taught for a long time in France before becoming a teacher trainer and head of the Department of Teacher Education at the University of Mayotte (French Department of Comoros).

He is passionate about music, cinema and culture.

## FAREWELL DINNER IN HONOR OF THE PATRON IN CHIEF OF PAKISTAN-FRANCE BUSINESS ALLIANCE

The Chairman / CEO of Pakistan-France Business Alliance (PFBA) Mr. Jamil Hamdani and the Board of Directors hosted a farewell dinner on July 05, 2017 in honor of the Patron in Chief of the Alliance, H.E Ms. Martine DORANCE, the outgoing Ambassador of France to Pakistan. The dinner was well attended with the presence of Board of Directors, senior PFBA members, businessmen and many others.

The PFBA Chairman / CEO Mr. Jamil Hamdani in his address thanks Her Excellency Ms. DORANCE for her continual support towards PFBA throughout her tenure. On behalf of Pakistan-France Business Alliance the PFBA Chairman presented a superior quality carpet to the departing Chief Guest Ms. Martine DORANCE.

Ms. DORANCE briefly addressed the gathering in which amongst other topics, Her Excellency recognized the importance and the role played by Pakistan-France Business Alliance in assisting and promoting trade between the two countries.

It was a pleasant and enjoyable evening in which PFBA members and the distinguished guests had an opportunity to interact in affable surroundings.







## **PFBA HOSTED A DISCUSSION SESSION WITH MR. SHABBAR ZAIDI AN EMINENT ECONOMIST AND TAX ADVISOR**

Pakistan-France Business Alliance organized a discussion session on "The Tax Amnesty Scheme 2018 of Pakistan will be a game changer for Pakistan's Economy" on May 05, 2018 with Mr. Shabbar Zaidi, an Eminent Economist and Tax Advisor and Senior Partner of AF Ferguson.

This brain-storming session was very well attended by PFBA members, businessmen, and bankers. It provided an occasion to the audience to benefit from the assessment of Mr. Shabbar Zaidi of the main Economic and Tax problems facing the country and the type of solutions that people would expect from the new government taken it takes over.

The Deputy Chairman/CEO of PFBA, Mr. Saeed Allawala welcomed Mr. Shabbar Zaidi and gave a brief introduction of Mr. Zaidi. He further highlighted the challenges faced by the country in the economic and tax sectors.

Introducing the topic, the Chairman/CEO of PFBA, Mr. Jamil Hamdani, briefly enumerated the economic and tax issues which are most acutely felt by those who run the industries, banks, and businesses. Among the main issues Mr. Hamdani listed the current account deficit, weak Rupee, insecurity, lack of transparency in public contracts and incompetent economic diplomacy. Mr. Hamdani stressed that people of Pakistan in general and the business community in particular was rightly expecting an economic road-map from the future government.

Mr. Shabbar Zaidi spelt out the economic and tax policy issues which needed urgent attention on the part of the new government. Foremost of which are the current account deficit and the consequent weakening of the Rupee against the convertible foreign currencies, deficit financing, narrow tax base, the circular debt, inconsistent taxation policies, wrong energy mix, inefficient economic governance etc. Mr. Zaidi said that it would be appropriate that the new government issued an economic policy statement along with the next budget. According to him the economic fundamentals of the country were good but when the sea is choppy a strong hand is needed at the Helm of the ship. He reminded the audience that the credit for the economic liberalization reforms and the privatization program goes to the first Nawaz Sharif government which was in power from 1990 to 1993. He cautioned against a short term vision of the things and was of the opinion that after the initial honeymoon which may be of about 100 days, the public opinion will start judging the government on the basis of actual delivery.



After the address of Mr. Shabbar Zaidi, a lively question-answer session ensued in which questions were asked on many issues. During the Q & A sessions, members from the business community highlighted different issues like low tax collection, security problems, slow reform and other major problems that the country has been facing for decades.

At the end Mr. Saeed Allawala, Deputy Chairman/CEO PFBA, thanked the distinguished chief guest for sparing his time for this session and thanked the audience for the keen interest it showed in the discussion.





## FRENCH MEDIA TEAM VISITS PAKISTAN

A high-powered media team, at the invitation of the Government of Pakistan, toured Pakistan. The team comprised of the following members from different known media houses of France:

**Journal Le Monde:** Jacques Follorou, Chief Editor

**Le Figaro:** Emmanuel Derville, Correspondent

**Le Journal du Dimanche:** Karen Lajon

**Agence France Presse (AFP):** Joris Fiorti

**TF1, French TV Channel:** Michel Scott, Senior International Correspondent

During their visit to Pakistan they were taken around the country to visit places in the extreme North including Miran Shah, Islamabad, KPK and Baluchistan including Gawadar and Sind. While in Karachi, they visited the likes of the Chamber of Commerce and Industry, the Pakistan Stock Exchange and HUM TV Group. The idea was to invite and let the media personnel see for themselves the changed environment of Pakistan and witness the ground realities which is different from and as incorrectly perceived in the West. A meeting with the visiting delegates was arranged by Pakistan-France Business Alliance on Saturday, January 13 and attended by several members of the PFBA including the Consul General of France in Karachi, Francois Dall'orso. This was done in an effort of appraise them of the changed climate in Pakistan with respect to trade and investments. Chairman / CEO, PFBA, Jamil Hamdani while briefing the delegates informed them about the policies of the government to attract investments and specially with respect to CPEC through which China is investing billions of dollars to improve the infra-structure such as ports, roads and energy. This he said, is setting the stage for foreign investments and it is imperative that French Companies eye Pakistan as a potential destiny for trade and investments. This can be achieved if the media in France portrays Pakistan's potential.

In the interactive session with the visiting members, questions were answered as to specific areas which could be considered, both for trade and for investments. It was followed by a sumptuous dinner for the visiting delegates of the French Media Team.





## CRI GROUP ORGANIZED A NETWORKING SESSION ON COMPLIANCE AND ANTI-BRIBERY MANAGEMENT SYSTEM

The past decade has seen a dramatic rise in the prosecution of organizations accused in bribery schemes. FCPA, UK -Bribery Act, French Sapin II Act, German anti-corruption and other local anti-corruption law demonstrate that governments, trade organizations, banks and nongovernment organizations alike are confronting such corporate corruption through laws and regulations that make various forms of bribery a crime, punishable by unlimited fines.

To address this issue, CRI Group brought the networking session in association with American Business Council of Pakistan, Pakistan France Business Alliance, German Pakistan Chamber of Commerce & Industry and Swiss Business Council Pakistan to address corporate anticorruption, bribery enforcement and compliance, with legal heads and decision makers from giant companies in Pakistan. This event brought corporate leaders & policy makers together to discuss effective internal controls, ethics, compliance and measures for preventing and detecting bribery within an organization.

During this event, the latest anti-bribery insights were discussed and the ways to proactively tailor your compliance programme with regards to ISO 37001:2016 Anti-Bribery Management System. The main objective and benefit of this event was to conduct a networking session on recent enforcement trends regarding bribery and anti-bribery compliance.

In 2016, CRI Group launched its Anti-Bribery and Anti-Corruption Centre of Excellence (ABAC® CoE) to offer CRI Certification and expert training in programs 3PRM-Certified™ and 3PRMQualified™. Recently, CRI Group has been granted accreditation by the Dubai Accreditation Department (DAC) and is the foremost Conformity Assessment Body in ISO 37001:2016 Anti-Bribery Management Systems Certification, providing expert lead auditor and internal auditor training through its highly regarded Anti-Bribery Anti-Corruption (ABAC®) Centre of Excellence.

CRI Group is pleased that the interest in anti-bribery solutions is constantly increasing. The company thanks all the participants and is happy to inform that the second session on this topic is being conducted on 16th of March at Sarhad Chamber of Commerce and Industry.



## PFBA CO-HOST NATIONAL SINGLE WINDOW (NSW) AWARENESS SESSION JOINT BUSINESS FOR A BETWEEN PAKISTAN AND OTHER COUNTRIES

The meeting for this purpose had been called on February 13, 2018, at 3:00 PM at the Custom House Auditorium. PFBA along with the other active Bi Lateral Business Forum members attended and take input from the participants as to how the process can be streamlined effectively.

National Single Window (NSW) is being initiated by the Pakistan Customs who recently met us to explain their initiative in order to streamline the procedures involved with imports and exports and also to take our support on how to proceed further.

Pakistan ratified the WTO's Agreement on Trade Facilitation (2013) on 27 October, 2015 and as such has committed herself to the establishment of a 'National Single Window' (NSW) as a 'Category C' commitment with an implementation timeline of five years with effect from 22nd February, 2017. National Single Window is a platform that allows parties involved in trade and transport to lodge standardized information and documents using a single-entry point to fulfill all import, export and transit related regulatory requirements. This reduces cost and time involved in trading across borders while at the same time enhances government's control measures. As part of its trade facilitation and regional trade enhancement agenda, Pakistan is committed to reforming, modernizing, upgrading, and automating its cross-border trade infrastructure.

The Prime Minister's Office vide its directive dated 18th March, 2017 directed the Federal Board of Revenue (FBR) to initiate consultations with the relevant stakeholders for the establishment of the ICT based NSW for cross border trade and designated Pakistan Customs as the Lead Agency keeping in view Customs role and importance in cross-border trade as well as its considerable expertise and experience in designing and implementing trade related automation initiatives. Being cognizant of the importance of stakeholder engagement and collaboration for the success of the NSW initiative, the Prime Minister's Office vide its directive dated 13.10.2017 has desired to establish a 'National Steering Committee (NSC)' at the federal level to oversee the creation of the electronic NSW in the country, and to foster and promote inter-ministerial coordination and participation on NSW related issues.

Accordingly, FBR has initiated consultative process with all stakeholders to develop NSW in a structured manner. Moreover, in line with internationally recommended best practices, a Programme Management Office (PMO) has been established by FBR vide its notification dated 20th October, 2017 that shall be responsible for the design, implementation, and management of the NSW in consultation and coordination with all stakeholders and development partners.

## NORTHERN CHAPTERS NEWS

### AN EVENING WITH THE FRENCH PARLIAMENTARIANS

Mr. Shaukat Hassan Director Pakistan France-Business Alliance (Northern Chapter) hosted a dinner on December 12, 2017 at Royal Palm Golf & Country Club in the honor of A French parliamentary delegation of the France-Pakistan Friendship Group visiting Lahore.

This five member delegation included Mr. Jean-Bernard Sempastous, President of France-Pakistan Friendship Group & Member National Assembly; Ms. Annaig Le Meur, Vice President of France-Pakistan Friendship Group & Member National Assembly; Mr. Jean-Luc Reitzer, Secretary of France-Pakistan Friendship Group & Member National Assembly, Ms. Sonia Krimi, Member of France-Pakistan Friendship Group & Member National Assembly and Mr Alexandre Michel, Administrative Secretary of France-Pakistan Friendship Group & Member National Assembly accompanied by Mr. Michael Boucault, Counsellor (Political Affairs) Embassy of France in Pakistan, Mr. Philippe Fouet Head of Economic Department Embassy of France in Pakistan, Mr Mian Ahsan Abbas, Director (PR) of Pakistan's

National Assembly and Director Alliance Francaise, Mr. Stéphane Gaillard.

The French parliamentarians shared that the French government values its relations with Pakistan and are keen to further strengthen its economic relations with the country. They assured to play the role of Pakistan's ambassadors in France to widen their friendship with our country.



Mr. Shaukat Hassan with the French Parliamentarians & Honorary Consul General Mr. Ashiq Hussain Qureshi





Mr. Shaukat Hassan Presenting Souvenir to Mr. Jean-Bernard Sempastous



Ms Ayesha Hamid & Ms Noreen Khalid



PFBA Northern Chapter Members with Mr. Philippe Fouet



A view of the audience

## NEW MEMBERS



**Mr. Raheel Taufiq Feroz**  
 Director  
 Health Care Products  
 Activity: Pharmaceuticals,  
 Chemicals & Dairy



**Mr. Zakir Jaffer**  
 Chief Executive  
 Ahmed Jaffer & Co. (Pvt.) Limited  
 Activity: Railway Equipment,  
 Gas Compressor & LPG Plants



**Mr. Shabir Ahmed**  
 Chief Executive  
 D.L Nash (Pvt.) Ltd  
 Activity: Manufacturer & Exporter



**Mr. Aziz Ahmad Siddiqui**  
 Founder / CEO  
 Rainbow Enterprises  
 Activity: Construction Goods,  
 Used Construction Machines



**Mr. Tariq Wajid**  
 Founder & CEO  
 Pharmaties  
 Activity: Consulting & Marketing of Brands  
 (Pharmaceuticals, OTC & Cosmetics)

# FRENCH NEWS



The creation of Arcancil Paris goes back to 1935, thanks to the creative genius of a chemist and colorist, the Havlick brothers. The brand encountered an immediate success in particular for its mascaras and eyeliners. Over the years Arcancil has offered to consumers an irreproachable quality as well as a large range of colors. Arcancil offers to women of every age, young and less young, makeup products manufactured in the best French and European laboratories, always on the leading edge of texture, while remaining affordable to the largest number. In 2007, Arcancil launched its Kohl Kajal in a stick in a black malt case, enhanced by a ribbon of black satin. Arcancil brand is present in 25 countries. It is sold in the leading stores of Hong Kong, Brazil, France, Belgium and Dubai. All Arcancil products are made in Europe. Only brushes and accessories are made in Asian countries.

Below are the products of Arcancil; you can visit their website: <http://www.arcancil.com/en/>

- For eyes:
  - ❖ Mascaras; Eyeliners; Kohl; Eye shadows; Eye pencils; Eyebrows
- For lips:
  - ❖ Lipsticks; Lip gloss; Lip pencils; Mat Hysteria
- For complexion:
  - ❖ Foundations; Powders; Blushers; Concealers; Primers; Illuminators; Contouring
- Nails:
  - ❖ Nail polish; Removers; Nail care
- Accessories:
  - ❖ Pencil sharpener; Manicure; Bracelets; Different kits

Arcancil wants to market its products in Pakistan. It is open to all business proposals from Pakistani companies. For all queries please contact the Business Support Office of PFBA: [pfba.bso@gmail.com](mailto:pfba.bso@gmail.com)

## PREMIERE VISION – SOURCING CONNECTION

### PREMIERE VISION

Premiere Vision is a leading French Textile exhibition. It is held twice a year in September and February. It is an essential event for the entire textile industry, Première Vision Paris is comprised of six shows, each dedicated to a sector: Première Vision Yarns, Fabrics, Designs, Accessories, Leather and Manufacturing. From fibre choices to fashion manufacturing, the show focuses on diversity and exchange, drawing industry professionals from all around the world. Designed to be highly effective and complementary, Première Vision Paris makes it possible to focus efforts at a strategic moment, and benefit from the many advantages of this highly influential professional event.

### SOURCING CONNECTION

Sourcing Connection is a special section of Premiere Vision dedicated to Asia Pacific fashion sourcing, designed to cater to the needs of the market's leading players. The Sourcing Connection offers the opportunity to Pakistani textile exporters to present their know-how in Paris in September and February, at a show where all the fashion world's leading names come together.

### Why exhibit at The Sourcing Connection?

Meet the market's major players, who are in Paris for 3 days. Be part of a global and selective offer: 60,000 visitors from 120 countries Promote your know-how thanks to a unique showcase: your products highlighted within a dedicated section:

The next show will be held from Wednesday 19 to Friday 21 September 2018 at Parc d'Expositions – Paris Nord Villepinte, 95975, Roissy-Charles de Gaulle.

### Contact:

Mr. Yvan Dacquay, Show Manager of Premiere Vision- Sourcing Connection visited Karachi in May this year to promote this exhibition. He met with Pakistan Ready Made Garments Manufacturers and Exporters Association (PRGMEA), Pakistan Knitwear and Sweaters Exporters Association (PAKSEA) and Pakistan Hosiery Manufacturers Association (PHMA). His contact details are as under:

[y.dacquay@premierevision.com](mailto:y.dacquay@premierevision.com)

Show Manager  
The Sourcing Connection  
Mobile: +33 (0) 6 49 38 32 19





# **Pakistan-France Business Alliance**

A Company set up under section 42 of the Companies Act, 2017  
Member of CCI France International, Paris

**Courtesy of Mr. Intesar A. Siddiqui, Director &  
Senior Vice President, PFBA**

We have moved to a  
new office location on **November 2017**.

Our new office address is:

**Pakistan-France Business Alliance**

**41-R, Block 6**

**Dr. Mahmood Hussain Road**

**P.E.C.H.S.**

**Karachi - Pakistan**

**Phone: +92 (0) 21 3438 4629 | 3438 9536**

**Email: [pfba.pakistan@gmail.com](mailto:pfba.pakistan@gmail.com) | [pfba@cyber.net.pk](mailto:pfba@cyber.net.pk)**

**Website: [www.pfba.org](http://www.pfba.org)**

Where we will continue to serve our members & clients in the same friendly manner as before.  
Our new and larger space office location allows us to add more functions in order for value  
added service to all our members & clients.

Should you have any questions on the relocation, please feel free to contact us.  
We look forward to seeing and serving you at the greatly improved office surroundings.

## **Chairman / CEO's Message Mr. Jamil Hamdani, on the occasion of the French National Day**

I heartily congratulate the government and people of France on the occasion of Bastille Day, which is also the national day of France.

Pakistan and France have enjoyed fraternal relations since our country emerged on the map of the world in 1947. This relationship is multifarious, covering political, economic, cultural and defense fields.

As Chairman & CEO of the bilateral business forum, one of my primary goal has been to group all the major Pakistani companies engaged in business and trade relations with France, as well as French companies rooted in Pakistan, I take pride in the ever growing trade and economic ties between our two countries.

The bilateral trade between Pakistan and France is thriving. Both Pakistani imports from France and Pakistani exports to France are increasing. In 2017 the total bilateral trade reached 1.40 billion Euros. In 2016 it was 1.33 billion Euros which represented a growth of 18.7 % as compared to 2015 when it was 1.1 billion Euros. A number of French multinationals are present in Pakistan and they are playing a vital role in Pakistan's economy. I very much hope that with the improved security environment in Pakistan, other French companies will explore business and investment opportunities in promising sector like dairy and agro-food, telecommunications, automobile, infrastructure development and water cum sanitation. Pakistan France Business Alliance will continue its efforts to make this possible in collaboration with the Economic Department of the Embassy of France, the French Business Confederation (MEDEF) and French External Trade Agency (Business France).

In this regard I am to lead a delegation of 12 member companies (two multinationals) of Pakistan France Business Alliance to Paris on 25 June this year to participate in the "Emerging Pakistan" information workshop organized by Business France. This workshop should open up opportunities both for the French and Pakistani businessmen. I am confident the Pakistan specific workshop will be a success.. We propose to highlight the business and investment opportunities in Pakistan during the morning session, which will be addressed by Pakistan's ambassador to France, H.E Moin-ul-Haq, French ambassador to Pakistan, H.E Marc Barety, myself as Chairman / CEO of PFBA and leader of the delegation and Mr Fredrick Rossi Deputy Head incharge of exports.

The afternoon session is reserved for B2B meetings during which the delegates from Pakistan will meet with French representatives representing different French sectors having an appetite for investing in Pakistan. I am confident that as a result of these meetings solid business opportunities will emerge for both Pakistani and French participants.





# **Pakistan-France** **Business Alliance**

A Company set up under section 42 of the Companies Act, 2017  
Member of CCI France International, Paris



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