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Sector Profile
Logistics

Sector Brief



- ▶ With a population approaching 210 million, Pakistan is the 6th most populous nation in the world and continues to grow at a high rate of 2.4% per annum.
- ▶ Gross Domestic Product (GDP) growth is 5.3% in 2016-17 and is forecasted to continue to grow to 5.8% in 2019.
- ▶ Transport itself contributes 22.3% of the services sector GDP and accounts for approximately 6% of the nation's total employment.
- ▶ International transport is connecting Pakistan via its border crossings, ports and airports to its neighboring countries and further abroad. Pakistan's economy relies on these international connections, including a large Pakistani workforce in the Gulf States that fly in and out. In addition, there is a growing emphasis to increase trade with the Central Asian region.
- ▶ Inter-urban transport facilitates domestic connectivity to and from the main destinations within Pakistan. Inter-urban passenger and freight transport in Pakistan is primarily via road (94% of all passenger kilometers (pkm) and 98% of freight tonnes kilometers (tkm), wherein 80% is via the National Highway Network and rail (5% of all pkm and 2% of all tkm). A small proportion of passenger trips and freight are by domestic flights (1% of all pkm).
- ▶ Located at the crossroads of Afghanistan, Central Asia, the People's Republic of China, India, and Iran, Pakistan has huge potential to become a hub for regional transport and trade. As a member of the CAREC program, and in accordance with the priorities of the CAREC Transport and Trade Facilitation Strategy 2020, Pakistan is attempting to increase transit traffic with its neighboring countries.
- ▶ Increased availability of locomotives and implementation of the necessary reforms for the railways. With continued strong domestic economic growth and the ongoing reforms in Pakistan Railways, there exists great potential for the rail sector to grow from its current position and play a key role in the transport sector in the future.
- ▶ The United Nations Conference on Trade and Development (UNCTAD) estimates that roughly 80 percent of global trade by volume and 70 percent by value is transported by sea. 60 percent of maritime trade passes through Asia.

South China Sea carries an estimated **1/3rd** of global shipping. **(\$3.37 trillion)**



Two major ports, Port Karachi and Port Qasim, handle 95% of all international trade

14 dry ports cater to high value external trade.

China wants Gwadar port to be the transit point for its industrial hub in Xinjiang province

Gwadar is **2,500 km** from Xinjiang and **4,500 km** from China's Eastern seaboard

Pakistan has an **offshore Exclusive Economic Zone** covering an area of **240,000sq km**

6th largest population in the world

207.8m

Approximately **200 freight stations** are operated by Pakistan Railways



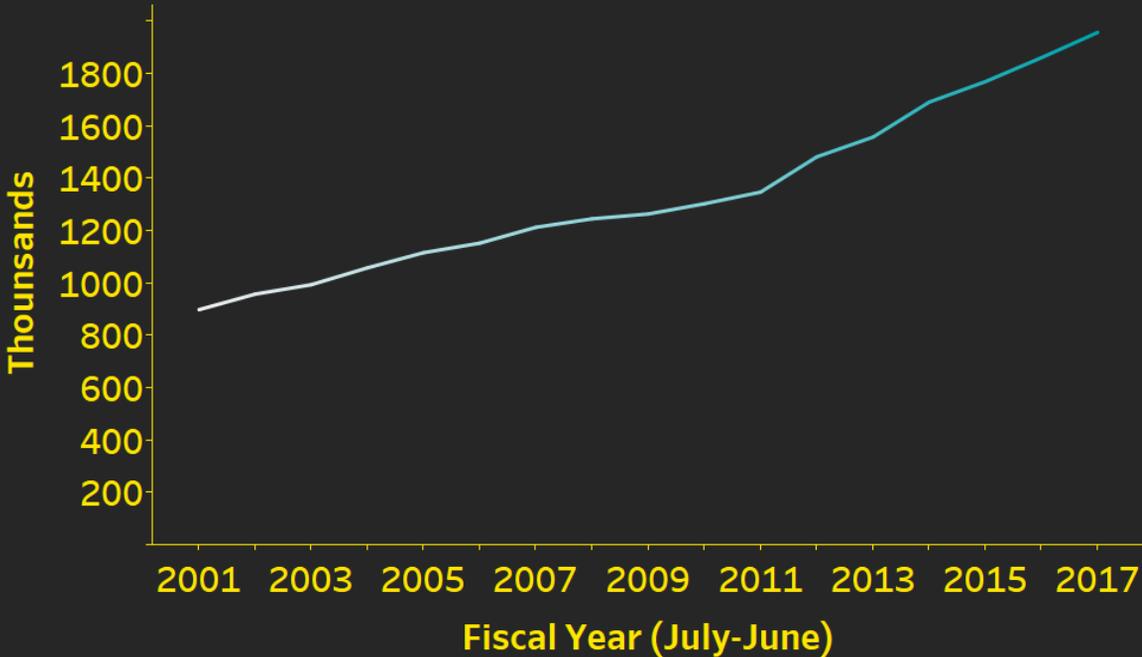
Many international freight courier services operate in Pakistan



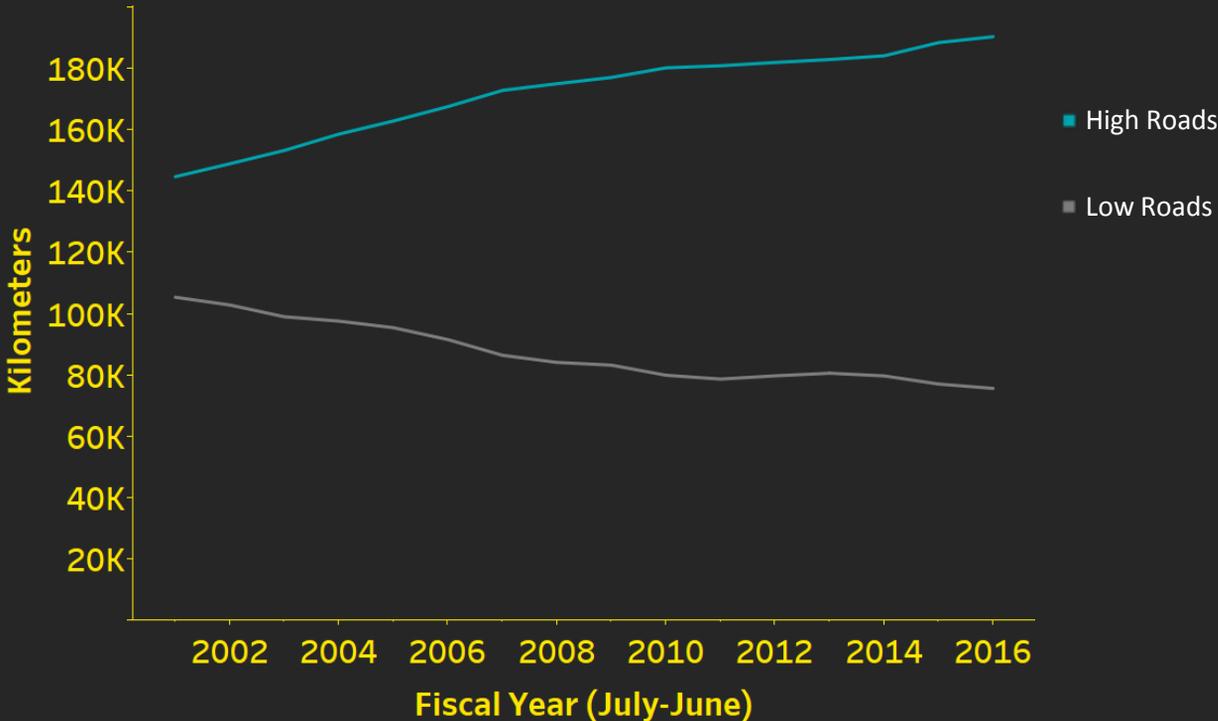
Trends: HCV's



Number of HCVs on the Road



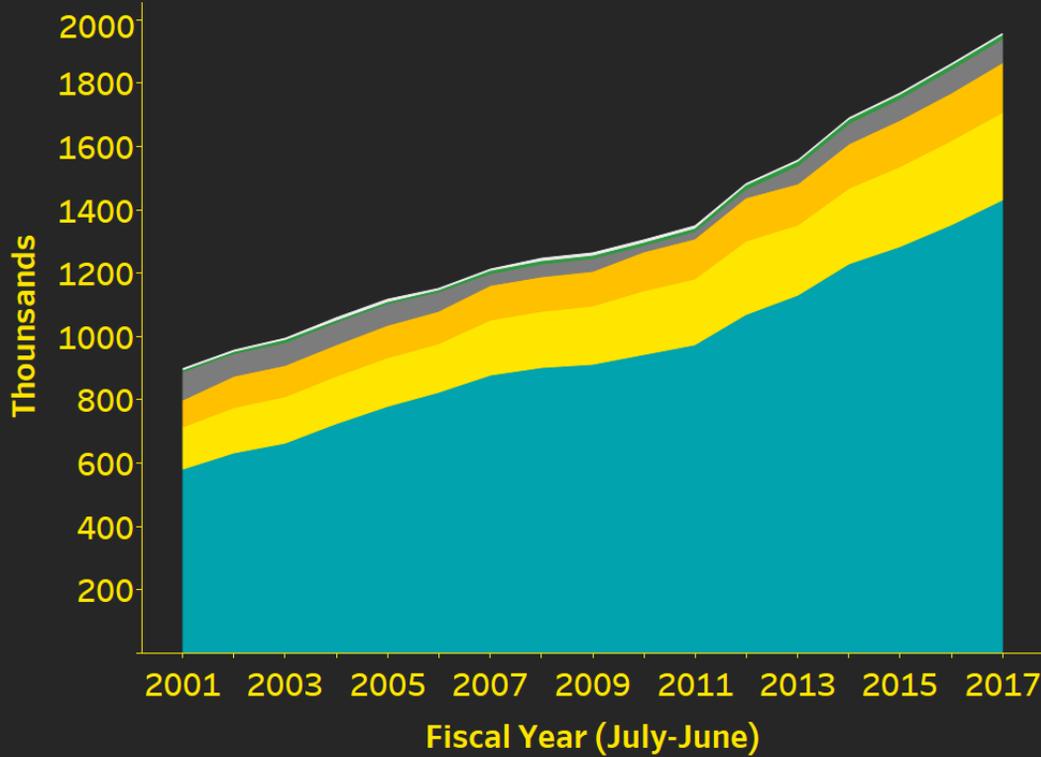
Road Length by Type



Trends: HCV's



HCV Trend by category



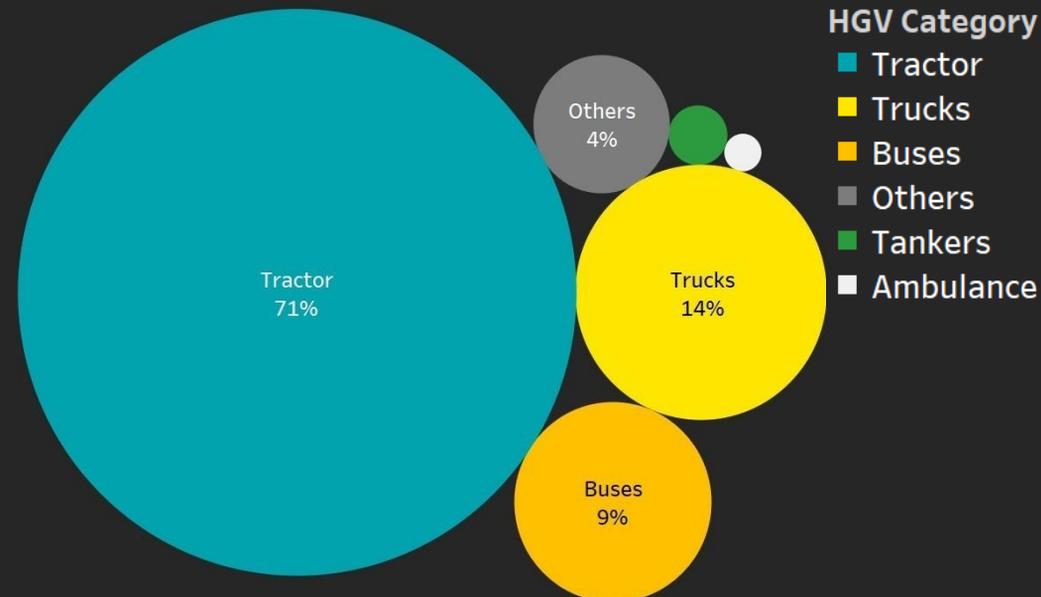
HGV Category

- Ambulance
- Tankers (Oil & Water)
- Others
- Buses
- Trucks
- Tractor

Trucks Sales and Production Trend

	Category	
	Prod.	Sale
2014 Q2	867	912
2014 Q3	1,020	830
2014 Q4	745	799
2015 Q1	1,016	1,098
2015 Q2	1,258	1,384
2015 Q3	1,127	1,039
2015 Q4	1,199	1,155
2016 Q1	1,614	1,557
2016 Q2	1,726	1,799
2016 Q3	1,798	1,662
2016 Q4	2,008	1,642
2017 Q1	1,683	2,017
2017 Q2	2,223	2,178
2017 Q3	2,452	2,230
2017 Q4	2,062	2,022
2018 Q1	2,393	2,544
2018 Q2	2,419	2,535

HCVs on Road Breakdown



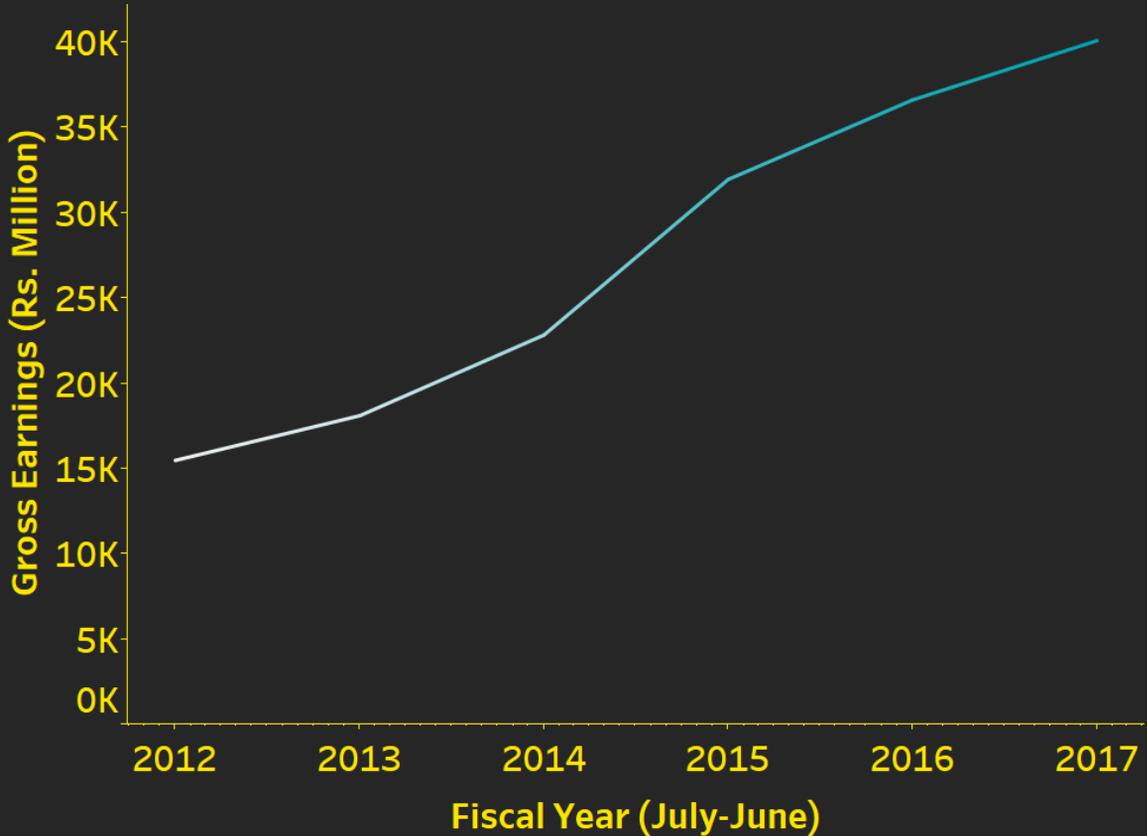
HGV Category

- Tractor
- Trucks
- Buses
- Others
- Tankers
- Ambulance

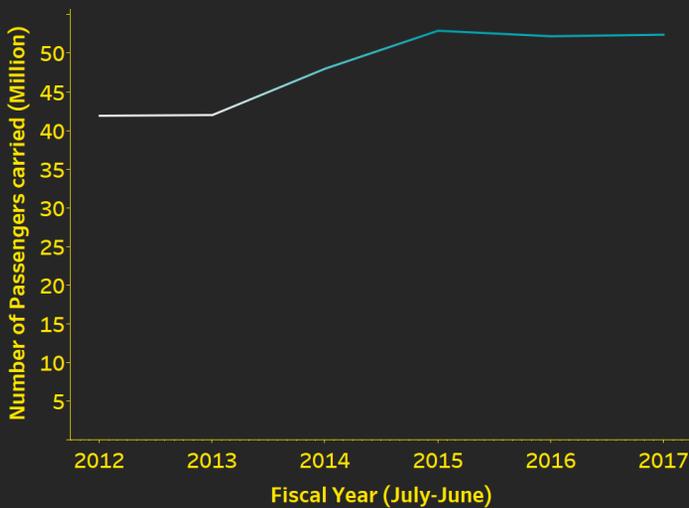
Trends: Railway



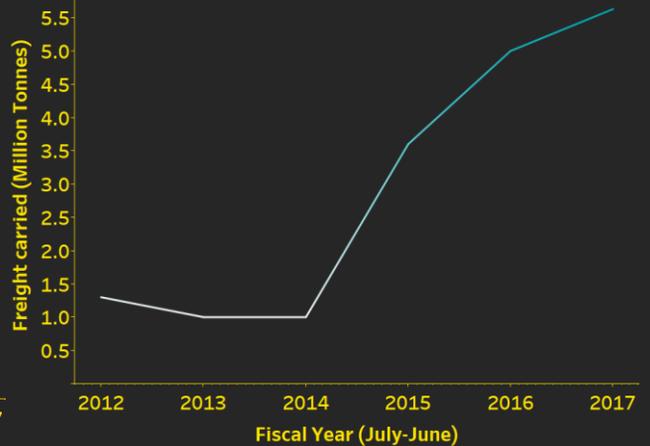
Railway Revenue



Railway Passenger



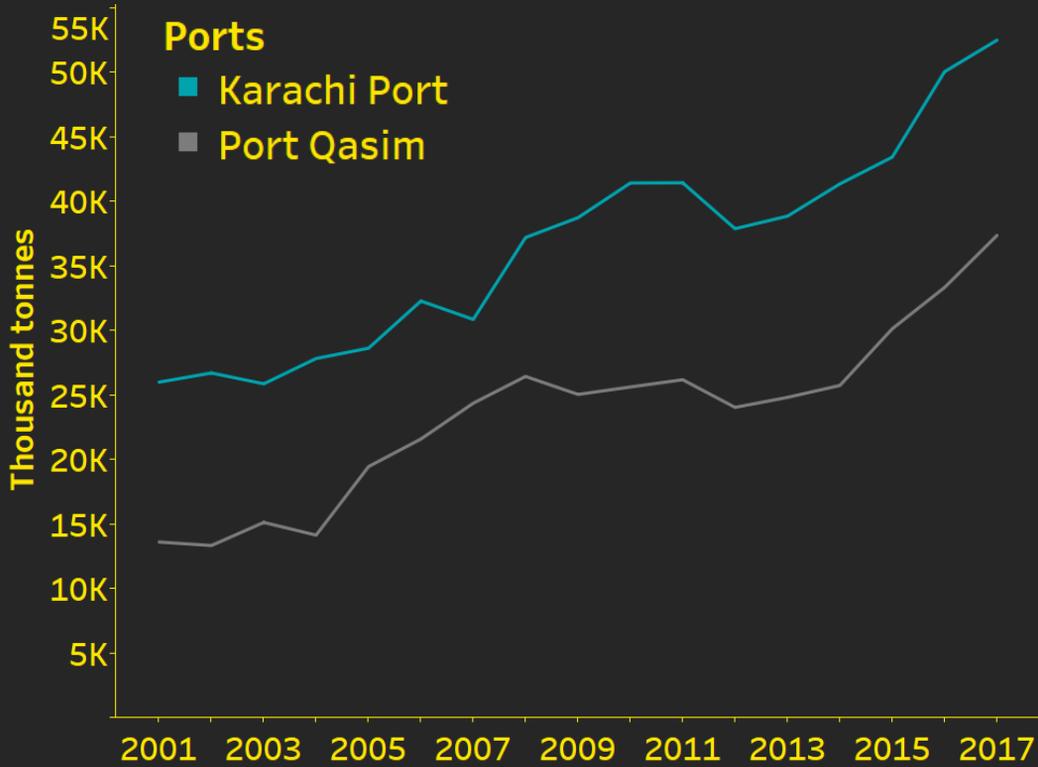
Railway Freight



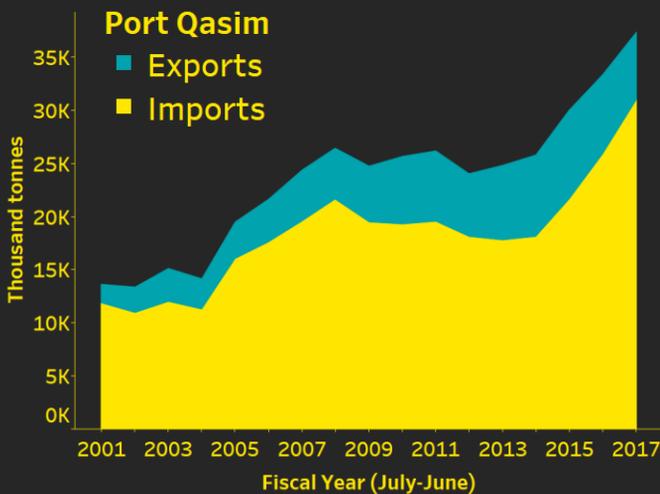
Trends: Shipping - Ports



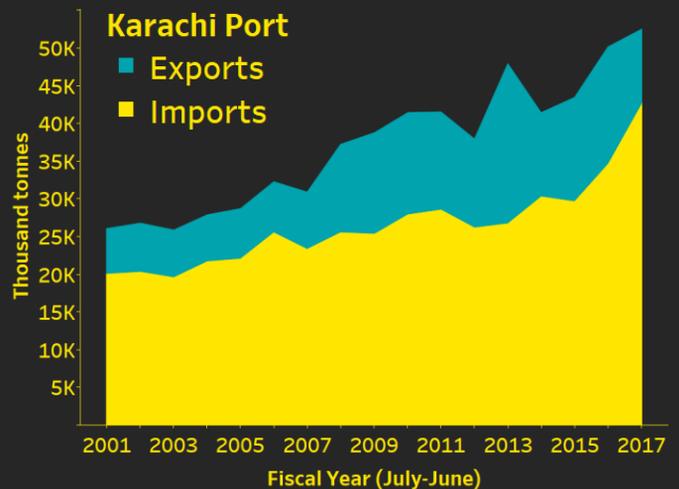
Total Shipped in tonnes via Ports



Total Shipped via Port Qasim



Total Shipped via Karachi Port



Opportunities & Reasons to Invest



Local businesses are looking maximize the value generated by the organization, and so look towards logistics companies for outsourcing levels of their supply chain to free up their resources.

Supply Chain Management

The establishment of the Bureau of Infrastructure Development (BID) has been proposed, which will coordinate and oversee the programme for private sector participation in infrastructure development.

Public Private Initiatives

Strategic Geographic Location

Located at the crossroads of Afghanistan, Central Asia, the People's Republic of China, India, and Iran, Pakistan has huge potential to become a hub for regional transport and trade.

Significant Railway Network

The railway network totals 7,791 km. With the continued strong domestic economic growth and the ongoing reforms in Pakistan Railways, there exists a great potential for the rail sector to play an important role in the sector.

Key highlight



Logistics and transport investments are being supported through the China Pakistan Economic Corridors (CPEC) programme.

Policy Goals - (Vision 2025, Annual 18-19 Plan & 11th Five Year Plan 2013-18)

- Development of modern and efficient trade facilitation and logistics services.
- Maximising the support of the ports to external trade by reducing ports and ship handling charges, and developing port facilities that allow all types of ships to call at the country's ports.
- Improve transport and communication by constructing national trade corridors and provide mass transit facilities in all major cities.

Opportunities to Invest in the Logistics Sector



- The trade route from Kashgar, Xinjiang province of China to Gwadar Port, Karachi will significantly ease the strategic and financial cost of trade and give undeterred access to China to Europe and Africa.
- Almost 80% of China's oil is currently transported from the Strait of Malacca to Shanghai, (distance is almost 16,000 km and takes 2-3 months), with Gwadar becoming operational, the distance would reduce to less than 5,000 km. Shipments of crude oil into the country last month stood at 37.12 million tonnes, or 9.05 million barrels per day (bpd)
- Approximately 200 freight stations are operated by Pakistan Railways' freight business unit with 16436 freight wagon which in 2017 carried 5.63 million tonnes .
- Plans by the government for the development of logistic hubs in the private sector, integrated into the existing industrial estates, industrial parks, export processing zones and others, will be carried out on pilot basis in all the provinces.
- Pakistan Customs is in the process of developing an integrated web-based and paperless arrangement 'Web-based one customs system'. It will be tested first at Karachi, and Transport and logistics subsequently rolled out to all other stations in the country. The system is expected to significantly reduce the custom clearance time from two days (current) to a few hours, and add efficiency to facilitate trade immensely.





Logistics Policy (Vision 2025, Annual 18-19 Plan & 11th Five Year Plan 2013-18)

The salient features of the policies are:

- **Infrastructure building and financing institutions** will be encouraged through **public private partnerships** to expedite infrastructure development.
- **The establishment of the Bureau of Infrastructure Development (BID) has been proposed**, which will coordinate and oversee the programme for the private sector participation in infrastructure development.
- **Facilitate the freight traffic movement from the Special Economic Zones (SEZs)** in Pakistan & Western China along the economic corridor.
- Investment in Pakistan Railways, Ministry of Maritime Affairs, Ministry of Communications, National Highway Authority, Pakistan Maritime Security Agency, Aviation Division.
- **Infrastructure packages for Karachi's infrastructure.**

Pakistan Railways

Work will continue on the following projects:

- Improvement to the existing track from Port Qasim to Bin Qasim Station (as part of CPEC).
- Rehabilitation of 300 Traction Motors.
- Mechanization of track maintenance.
- Special repair of 100 Diesel Locomotives.
- Procurement / Manufacture of 75 Nos. New Diesel Electric Locomotives.
- Reconstruction of Assets Damaged during the 2010 Floods.
- Rehabilitation & expansion of Concrete Slapper Factories at Khanewal and Sukkur.
- Rehabilitation of Rolling Stock and Track.
- Replacement of Old and Obsolete Signal Gear from Lodhran Khanewal –Shahdara Bagh Mainline Section of Pakistan Railways.
- Renovation and upgrades to major railway stations.

As part of Vision 2025 plans to upgrade the railway system include:

- Increasing speed from 95 km/h to 120/140 km/h.
- Doubling tracks of the main line sections.
- Increasing line capacity with a modern signaling system.
- Establishing North-South and East-West corridors and developing linkages through road and rail to Central Asian States, China, and other neighboring countries.
- Development of a separate freight corridor on the railway tracks.

Ports & Shipping

Ministry of Maritime Affairs is working on the following projects:

- Construction of East bay Expressway (under CPEC financing).
- Development & construction of port allied structures in Mullah Band area Gwadar.
- Provision of coal conveying system from Pakistan International Bulk Terminal (PIBT) to the railway network at Port Qasim.
- New CPEC projects which include capital dredging of berthing areas & channel for additional terminal and feasibility study for construction of break waters.

Ministry of Communications & National Highway Authority (NHA)

Projects include:

- Green Line Bus Transit in Karachi.
- Faisalabad-Khanewal Expressway Phase-II (184-km).
- Dualization & Improvement of Indus Highway (N-55) Sarai – Gambilla to Kohat (128 km) from 2-Lane to 4-Lane.
- National Highway Development Sector Project (NHDSPP) for the improvement and construction of 687 km of roads under the Asian Development Bank's financing.

Areas to Invest

Supply Chain Management



The strategic, tactical and operational levels of supply chain management hold the utmost importance in today's competitive environment. It is vital to maximize the value generated by the organization, satisfying customer demands while also minimizing cost and maximizing profitability. The alignment of purchasing, manufacturing and distribution roles need to be determined and fully understood by companies in order to be able to achieve competitive advantage and other business benefits. Also, cost control plays an important part therefore more companies look towards logistics companies for outsourcing their business at the same time freeing their assets as well as human resources

Multinational as well as local companies fall under the clientele of freight forwarding companies. A variety of needs are catered to from various industries including: Cotton, textiles, leather products, sports goods, surgical goods, handicrafts, rice etc. fall under the main exports. Plant & machinery, pharmaceuticals & electrical components as far as the main imports are concerned.

Small and medium sized businesses as well as corporate clients fall under the category of the customer base of this industry.

Warehousing

The warehousing sector had not developed previously because the ports were giving long free times to the trade. Today the containerized vessels take no more than 18 or 20 hours to discharge and reload and so the government reduced it from a 10 day period to 5 days.



Modern warehousing structures are now coming up in Pakistan to meet the requirement of efficient storage solutions and increasing throughput requirements, and thus there are great opportunities in this area with the most important factor for companies in today's market is to ensure they are close to their end consumer markets and therefore are ready to take advantage of efficient solutions.

Cold Chain Logistics

Pakistan presents the greatest opportunities for cold chain logistics and the report on Global Cold Chain Logistics 2012-13, had found that supply chains in the countries like Pakistan, India, China, Vietnam, etc. are extremely under developed, particularly those for refrigerated food stuffs.

50% of dairy produce, fruits and vegetables are lost or spoiled because of poor storage, handling or transportation. Similarly the lack of cold storage or cool chain and temperature control warehousing is hampering the development of this sector. There is also lack of refrigerated vehicles, limiting the volume of temperature sensitive goods that can be transported throughout the country.

Cold Chain Logistics not only serves the agro based industries (primary agricultural food accounts for 21% of Pakistan's GDP) but is also a vital factor for dairy (Pakistan is the 4th largest milk producing country), pharmaceutical, FMCG, confectionery and food related industries.

Freight Forwarding and Logistics players play a key role in this sector by offering integrated solutions for these cold chain products. More and more cold storage warehouses are coming up to meet international standards and provide cost effective solutions to the trade. However there is plenty of potential demand to be fulfilled and thus plenty of opportunities. Railways are barely being utilized for the transportation of perishable goods. This gap highlights a great opportunity for freight companies looking to enter the market



Areas to Invest Transportation



Transport is a key driver of socioeconomic development. Transport allows people to access jobs, markets, social interaction, education, and other services, enabling people to rise out of poverty and overcome social exclusion. Transport adds value to goods brought to markets, links rural areas to cities and global supply chains, driving economic development.

Air Freight & Transportation

Currently there is a dependence on land based transport but with 139 airfields and 32 airports of which 6 are major international airports, there is potential for someone to take this area of the market by storm, especially considering the rise in freight demand that is projected.

The January 2018 Global Airline Business Confidence Index reveals a positive outlook for air travel supported by healthy growth in demand on both freight and passenger traffic. The International Air Transport Association (IATA) forecasts global air passengers to register a 20-yr compound annual growth rate (CAGR) of 3.8% per annum, and intra Pakistan air traffic to grow at a CAGR of 9.9% over the next 20 years.

Notable airlines include:

- Airblue, operating on both national and international routes., include UAE, Saudi Arabia.
- Shaheen Air, a private airline in Pakistan that operates in the main cities of Pakistan and the Gulf.
- Serene Air, another private airline in Pakistan that just started its operations in January 2017. It is the **fourth** airline in Pakistan to fly domestically.



Trucking

It should be noted that currently agricultural goods (primary agricultural food accounts for 21% of Pakistan's GDP), such as fruits and vegetables are transported from rural harvesting areas only via trucks. The truck loads account for 206,404 million tons-km of goods per year, which is about 93% of the country's total.

There are ample opportunities for companies willing to operate modern truck fleets in this sector. Moreover, the international experiences of foreign companies could play a key role in introducing cost effective and efficient concepts. An example being the international experiences of German companies introduction of cost effective and efficient concepts such as long body 50 ft. trailers and road trains.

Transport contributes
**22.3% of the services
sector GDP**

Projected demand for freight
transport will increase even
further, doubling by 2025 and
increasing six-fold by 2050 to
600 billion tkm.

Areas to Invest Transportation



Pakistan's population travels nearly 400 billion passenger kilometers (pkm) each year and this is expected to rise to 1,000 billion pkm by 2030 and with an expected population growth to 300 million people by 2050, there is a projected 5-fold increase to potentially 2 trillion pkm.

Urban transport



Urban transport is dominated by the road sector. Heavy vehicles (trucks and buses), passenger vans, private cars, motorcycles, taxis. Several large cities, including Lahore, Islamabad-Rawalpindi, Multan, Karachi and Peshawar have developed or are implementing bus rapid transit systems.

Daewoo operates a cab fleet of 150 vehicles for transportation of passengers, and Careem another transportation company has expanded into more than 100 cities in Pakistan

International transport

Pakistan's economy relies on its international connections, particularly noting the large Pakistani work force in the Gulf States that fly in and out regularly. In addition, there is a growing emphasis to increase trade with the Central Asian region.

In regards to air travel there is a projected growth in international passenger traffic with a CAGR of 9% over the last five years has outpaced domestic passenger traffic with a CAGR of 2%.

Inter-urban transport

Inter-urban transport facilitates domestic connectivity to and from the main destinations within Pakistan.

Inter-urban passenger and freight transport in Pakistan is primarily land based (94% of all passenger kilometers (pkm) and 98% of freight tonnes kilometers (tkm), is via the National Highway Network.

As transport service provider, Daewoo's fleet of 356 buses as according to their IPO summit presentation in 2016 saw an influx of 6.6 million passengers across 58 terminals.

By 2030, more than 10 cities will have populations over 2 million inhabitants,

Ports & Shipping



Two major ports, Port Karachi and Port Qasim, handle 95% of all international trade, and 14 dry ports cater to high value external trade.

Gwadar Port will be built as a leading port in the region to serve as a gateway to the China-Pakistan Economic Corridor.

It will act as a bridge for the new Maritime Silk Route that envisages linking 3 billion people in Asia, Africa and Europe, part of a trans-Eurasian project. Gwadar Port dredging project will deepen approach channels to a depth of 14 meters from the current 12.5 meter depth that will enable docking of larger ships with a deadweight tonnage of up to 70,000.

Courier Services

Courier services are also an area that is of interest in the Pakistan logistics market, especially considering the growing presence of e-commerce and online shopping. TCS a local packages delivery company sees over 129 million shipments weighing over 100 million kg shipped per annum, 900 Express Centers, (Retail Outlets) in 380+ cities, with a daily walk-in of 40,000 customers

Impact of CPEC



CPEC role in Shipping Sector

Warehouses

Almost 50% of agricultural products go to waste because of lack of cold chain logistics and processing facilities. Hence, keeping in view the significance of agrarian products, One Belt One Road (OBOR) outlines a plan in which logistics companies will be operating large storage and transportation systems.



Storage and Distribution network

It was recently unveiled that China's One belt one road (OBOR) plans to build a nationwide logistics and distribution network as well as aims to enlarge the warehousing network. The time period in which these plans are aimed to be completed is from 2026 to 2030. In the first phase, storage bases will be built in Islamabad and Gwadar, Lahore and Karachi. Then in the second phase, the first storage base will be built in Gwadar. Then Karachi, Lahore and Islamabad will see another storage base.



Transport Network for Accessible routes

CPEC will open doors to immense economic opportunities not only to Pakistan but will physically connect China to its markets in Asia, Europe and beyond.

The trade route from Kashgar, Xinjiang province of China to Gwadar port, Karachi is of great significance and allows China to trade between Europe and Africa with less hurdles and costs. For instance; from Kashgar to Karachi/Gwadar, the distance would be 3,140 km, taking 8 days, reducing the current distance from Shanghai to Karachi of 9,500 km.

Pakistan's railway network will also be extended to eventually connect to China's Southern Xinjiang Railway in Kashgar, with the Karachi–Peshawar main railway line also being upgraded.

Impact of CPEC



CPEC role in Transport Sector

1

It has been planned to construct a 1,100 km long motorway between Lahore and Karachi. Karakoram highway will be completely reconstructed between Rawalpindi and Lahore. Overall cost of both projects has been projected at \$11 billion.

2

Railway line between Karachi and Peshawar will also be upgraded to allow for travel of 160 km per hour from December 2019.

3

Another project with great potential has also been planned. Under this project overall Pakistan's railway network will be extended to connect to China's Southern Xinjiang Railway in Kashgar.

4

A network of pipelines to transport liquefied natural gas and oil will also be laid as part of the project, including a \$2.5 billion pipeline between Gwadar and Nawabshah to transport gas from Iran.

5

To cut the long journey from 12,000 km to 2,395 km, oil could be offloaded at Gwadar and transported to China from the Middle East.

6

When fully operational, Gwadar will promote the economic development of Pakistan and become a gateway for Central Asian countries, including Afghanistan, Uzbekistan, linking Sri Lanka, Iran and Xinjiang to undertake marine transport.

7

Currently, Nine Special Economic Zones (SEZ) are being established along CPEC route where foreign companies can invest in factories, warehouses, logistic centers and much more for consumption in the Pakistani market and export.

8

The demand of heavy vehicles is expected to grow quickly due to the introduction of CPEC in Pakistan, and manufacturers have sensed the potential to capitalize on this. Volvo has already signaled its plans and now it has another competitor (MAN SE) vying for the same space. It has been estimated that approximately 100,000 additional trucks would be needed to transport construction materials, movement of export-import trade and increased volume of goods.

It was 1982 when two brothers, Mr. Sadiq Awan and Mr. Khalid Awan joint ventured the global air express DHL in Pakistan under the name of DHL Pakistan private limited. It was then that TCS was established as a domestic arm complementing the international business. It is the same year when Khalid Awan, who had served as Managing Director since inception of both TCS and DHL Pakistan under the Chairmanship of Sadiq Awan, took over as the Chairman and managing director of TCS Private Limited.

Partnership with UPS

TCS has partnered with United Parcel Services (UPS) to have access to the UPS global network. Since UPS maintains the position as the world's largest package delivery and supply chain solution provider and it has exclusive access to its sales and delivery network in Pakistan. Hence, being allied with UPS gives TCS global reach and scope.



Digital production facility

TCS owns the Pakistan's fastest Digital Production Printing Facility at Karachi and Lahore with a capacity to print 2.2 million pages and 600,000 stuffing of envelopes per day.

Printing facility is ISO 27001:2005 Information Security Management System and ISO 9001:2008 Quality Management System Accredited

Passport delivery services

In collaboration with the Government of Pakistan and National Bank of Pakistan TCS has launched the "MRP Home Delivery" Project recently. Under this project, the citizens of Pakistan have a more convenient and cost-effective option of having their Machine Readable Passports delivered to them right at their doorsteps through TCS Passport Express.

Diverse Portfolio

TCS' portfolio is very vast . It includes some of the biggest names across almost all sectors from banking to fashion.

These sectors' shares are as follows; Banking sector 70%, Telecom 90%, Fashion 70%, Auto-Engineering 75%.

Main clients include:

Mobilink, Nadra, PTCL, Atlas Honda, Uniliver & P&G, MCB, NBP, UBL, HBL to name a few.



Key Highlights

Dedicated chartered Boeing-737 aircraft



More than 550 satellite tracked delivery vehicles



Smart phone app for delivery operations



Warehouse facility spread over 850,000 sq ft



Over 2,000 locations in Pakistan



15,000+ corporate customers



Extensive network of 380+ offices in Pakistan



Over 129 million shipments per annum

12,000+ professional including more than 4,500 proficient couriers



Success Stories



DHL express is a Dutch company and it started its business operations in 1982 in Pakistan as a domestic arm complementing the international business. Currently it is headed by Mr Sarfaraz Siddiqui. DHL Global Forwarding is a market leader in air and ocean freight and it began its operations in Pakistan in 2006 and is headed by Umair Alam, Managing Director

Services Offered

Various best-in-class logistics services including air & ocean freight, international supply chain service / consolidation, custom clearance and transportation are offered through the Global Forwarding division

Collaboration with Sana Safinaz

DHL Express Pakistan entered into a business relationship with Sana Safinaz SS Fashion Resources in 2011 by offering them express services for their regular B2B export sampling. Since then, DHL has consistently built upon this relationship through regular interaction and troubleshooting all their issues.

Sana Safinaz has grown by over 150% between 2013 and 2014 and DHL has supplemented this growth by providing them complete logistics and e-commerce support.

Key Highlights

Over 500 employees
Over 220 vehicles

Retail network of 54
service points

Warehousing, distribution and other
Supply Chain Management services
through its Supply Chain division

Success Stories



APL Logistics is a subsidiary of Kintetsu World Express, Inc., a major Japanese freight forwarding company founded in 1970, and is an innovative provider of international supply chain solutions and started its operations in 1991 at a new custom-built container freight station (CFS) facility at Port Qasim, Karachi. APL logistics provides container yard storage and handling capabilities.

Location

APL's CFS facility is located adjacent to port Qasim and closely linked by road to the port of Karachi. Hence being positioned nearby the main roads, railway networks and ports, customers are able to minimize the transportation time and costs as well.



Services Offered

Cargo consolidation

Warehousing

Quality Control

Value added services

Coordination Point

APL's CFS facility is located adjacent to Port Qasim and closely linked by road to the port of Karachi. Hence being positioned nearby the main roads, railway networks and ports, customers are able to minimize the transportation time and costs as well.



Warehouse Highlights

- Utilises the capacity of 35,000 square feet which can be extended up to 60,000 square feet.
- On site accommodation for employees to ensure 24/7 operational continuity
- Customised warehouse



The consolidation of APL's capabilities into a new scalable facility allows APL Logistics to provide customers with a broader and more efficient range of inventory management services that optimize product-flow and cost-effectiveness

Their location by the Port of Qasim offers customers a strategic advantage by leveraging road transportation operations for reliable domestic distribution or seamlessly connecting to global markets via ocean transportation services. Furthermore, proximity to Karachi's key industrial zones, such as the upcoming Textile City, ideally positions APL Logistics to support the region's progressive trading initiatives.

Useful Websites

- <http://foap.pk/> - Fleet Operators Association of Pakistan
- <http://www.sbp.org.pk/> - State Bank of Pakistan
- <https://www.pc.gov.pk/> - Ministry of Planning Development & Reform
- <https://www.pnsc.com.pk/> - Pakistan National Shipping Corporation
- <https://www.caapakistan.com.pk/> Civil Aviation Authority
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- <https://fiata.com/home.html> - International Federation of Freight Forwarders Associations
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Limitations



The information taken to prepare graphs and other statistics for analysis has been taken from credible websites such as Fleet Operators Association of Pakistan, State Bank of Pakistan and World Bank.

Although we have made all efforts to ensure that data is taken from credible sources, we have not tested the data for reliability or accuracy.

The trend analysis conducted in this sector profile is based on data from 2000 to July 2018, from the Pakistan Economic Survey 2017-18 made available by the Ministry of Finance. The graphs have been prepared on a software platform (Tableau). This software was used to conduct forecasts for the next 2 years as well, based on the historical data. The graphs have been included as screenshots in this profile .

The analysis was perform describing the strengths of the sector from investor perspective. As such, improvement opportunities and matters for the attention of policy makers have not been highlighted as such in this document.

From an investor's point of view, the information in this sector profile is incomplete in order to convince someone to invest in Pakistan. Further sections need to be added to the actual website where these value propositions will be uploaded, which shows all steps that need to be taken to invest, starting from getting a visa, registering and starting a business, operating a business in Pakistan and other legal and regulatory requirements.