SMEDA ANNUAL REPORT 2022-23

Small & Medium Enterprises Development Authority

Ministry of Industries & Production

Government of Pakistan

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ABBREVIATIONS

AJK	Azad Jammu & Kashmir
BDS	Business Development Services
BSO	Business Support Organization
CFC	Common Facility Center
CDB	Consultant Data Base
CDWP	Central Development Working Party
DDWP	Departmental Development Working Party
ERKF	Economic Revitalization of Khyber Pakhtunkhwa & FATA
FATA	Federally Administrated Tribal Areas
FPCCI	Federation of Pakistan Chambers of Commerce & Industry
GDP	Gross Domestic Product
GIZ	German Technical Cooperation
HRM	Human Resource Management
IT	Information Technology
IP	Intellectual Property
ISC	Industry Support Cell
ISO	Industrial Standards Organization
JICA	Japan International Cooperation Agency
KCCI	Karachi Chamber of Commerce & Industry
LCCI	Lahore Chamber of Commerce & Industry
MDTF	Multi Donor Trust Fund
MoIP	Ministry of Industries and Production
MoU	Memorandum of Understanding
NFIS	National Financial Inclusion Strategy
NBDP	National Business Development Program for SMEs
NBP	National Bank of Pakistan
PCSIR	Pakistan Council for Scientific and Industrial Research
PDC	Product development Center
PSDF	Punjab Skill Development Fund
PSDP	Public Sector Development Program
RBC	Regional Business Center
SBCC	Sialkot Business and Commerce Center
SBP	State Bank of Pakistan

SCCI	Sialkot Chamber of Commerce & Industry
SECP	Securities and Exchange Commission of Pakistan
SIDC	Sports Industries Development Center
SME	Small & Medium Enterprise
SMEDA	Small and Medium Enterprises Development Authority
TDAP	Trade Development Authority of Pakistan
USAID	United Stated Agency for International Development
UNIDO	United Nations Industrial Development Organization
UNDP	United Nations Development Program
UNISAME	Union of Small & Medium Enterprises
WBDC	Women Business Development Center
WCCI	Women Chamber of Commerce & Industry

FOREWORD

It is with great pleasure that I present the SMEDA Annual Report for the year 2022-23. This year has been marked by numerous milestones and achievements that have not only strengthened the Small and Medium Enterprises Development Authority (SMEDA) but have also made a significant impact on the SME sector in Pakistan.

In the pages that follow, you will find a comprehensive account of our endeavors, initiatives, and accomplishments that have shaped the landscape of SMEs in our country. The highlights of the year are a testament to the unwavering commitment of our dedicated team and the unwavering support of our valued partners.

One of the standout achievements of the year was the remarkable performance of the Sports Industries Development Center (SIDC). By November 2022, SIDC had produced a staggering 7.26 million balls for the industry, all of which were exported, contributing approximately $35,500,000 to Pakistan's exports. This not only showcased our commitment to industrial self-sufficiency but also reduced the import dependency on products like bladders from China, thereby strengthening our economy.

Under the National Business Development Program for SMEs (NBDP), SMEDA introduced the E-Commerce Awareness, Training & Incubation Support activity, fostering the growth of E-commerce startups and connecting SMEs with local and international markets. This initiative reflects our vision for a digitally empowered SME sector.

SMEDA's Research, Regulatory Insight, and Advocacy Assistance for SMEs (RRI&A) launched impactful studies, including a Preliminary Assessment of Impact of Floods on SMEs and an examination of the Existing Income Tax Regime on SMEs, demonstrating our commitment to evidence-based policymaking and support for SMEs in adverse conditions.

The "Festival of the North" held in the enchanting Hunza Valley was another highlight of the year, showcasing our commitment to uplifting small businesses through tourism promotion. SMEDA-GRASP program also made substantial strides by organizing training programs on business registration, resulting in the registration of 154 businesses in Sindh and Balochistan.

Furthermore, our collaboration with various government bodies and institutions, as evidenced by the signing of MoUs with key organizations, demonstrates our dedication to forging partnerships that facilitate the growth and development of SMEs in Pakistan.

Education and skill development were not left behind either. SMEDA played a pivotal role in the inclusion of "Entrepreneurship Courses" in Pakistan's National Curriculum, aligning with the recommendations of the National Policy 2021. This move ensures that entrepreneurship education becomes an integral part of our education system, nurturing future generations of entrepreneurs.

In line with the Government of Pakistan's 5Es framework, SMEDA embarked on the development of a 10-Year Plan for Cluster-Based Development for the SME Sector. This comprehensive plan, focusing on key sectors like pharmaceuticals, fruits & vegetables processing, marble and granite, sea foods, and e-bikes, aims to stimulate growth, create employment, and bolster Pakistan's industrial capacity.

In conclusion, SMEDA's endeavors in 2022-23 have been marked by progress, innovation, and a resolute commitment to empowering SMEs across Pakistan. The achievements outlined in this report would not have been possible without the unwavering support of our partners, the dedication of our team, and the trust and cooperation of the SME community.

As we move forward, SMEDA remains steadfast in its mission to foster the growth and development of SMEs, further contributing to the prosperity and economic resilience of Pakistan. Together, we can look forward to a future where our SMEs thrive, innovate, and lead the way to a stronger and more prosperous Pakistan.

Farhan Aziz Khawaja
CEO SMEDA

ABOUT SMEDA

Small Medium Enterprises Development Authority (SMEDA) is the apex SME development organization for the promotion and development of SMEs in Pakistan. Its legal framework, the SMEDA Ordinance 2002, specifies it as an autonomous agency at the federal level with a mandate to support SME development in the country.

SMEDA Mandate, as spelt out in its Ordinance, entails the following:

- Facilitate Policymaking and provide overall planning relating to SMEs in Pakistan.
- Protect interests of SMEs.
- Identifying research parameters and priorities.
- Conduct professional overall monitoring and evaluation.
- Advise Federal Government on the allocation of funds.
- Act as a resource base for providing expertise, information, data and statistics.
- Provide, organize, and facilitate support services.
- Establish association of persons, firms, companies, bodies, or corporations concerning SMEs in Pakistan.
- Initiate, take, continue, implement, and perform any and all activities for encouraging and facilitating the growth and development of SMEs.

Vision

Growth of the globally competitive SME Sector, facilitated by an environment and supportive services for the national economy's sustainable grwoth.

Mission

To contribute to the creation of jobs and value addition to the national income through developing the SME Sector, by assisting in the growth of the number, size and competitiveness of the SMEs.

SMEDA Outreach

SMEDA with its Head Office in Lahore, has Regional Offices located in the four provincial capitals (Lahore, Karachi, Quetta, and Peshawar) along with an outreach network of 21 Regional Business Centers across the country.

Categories of Services

Operational Strategy

In pursuit of its mission, SMEDA has a three-pronged operational strategy to facilitate SME development in Pakistan.

I. Building a Conducive Environment

- Proposing and facilitating changes in the Policy and Regulatory Environment.

- Reducing the Cost of Doing Business.
- Facilitating Government-SME Interface.

ii. Developing Sectors and Clusters

- Sector Strategies Development and Implementation
- Cluster Development
- Common Facility Centers (CFCs)

iii. Provision and Facilitation of Services

- Investment Facilitation (Helpdesk, Pre-feasibilities, Business Plans etc.)
- Technical services, Training, Finance, Business Information, Marketing, and legal support
- Productivity and Competitiveness Improvement

SME FACILITATION & BUSINESS DEVELOPMENT SERVICES

SME Facilitation and Business Development Services

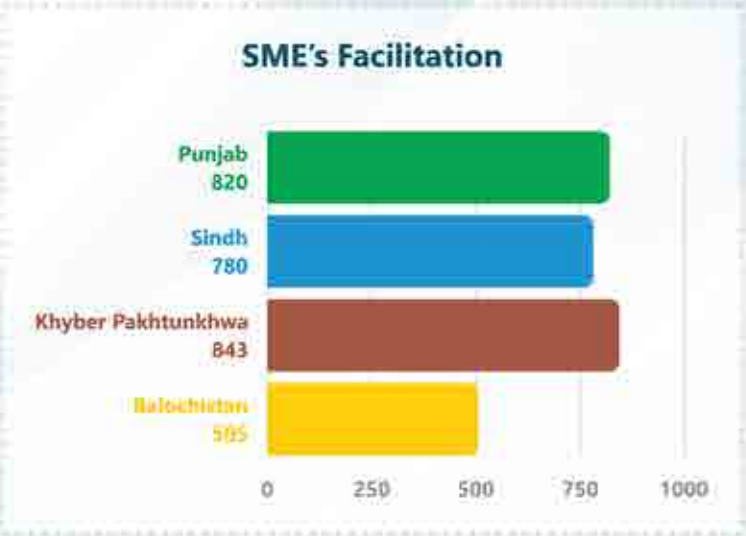
For the past 22 years, SMEDA has been playing a key role in facilitating and nurturing businesses through its advisory services for startups and existing SMEs. SMEDA provides Business Development Services (BDS) to its clients through its four regional offices in Lahore, Karachi, Quetta and Peshawar and twenty-one (21) Regional Business Centers (RBCs) across Pakistan. These RBCs serve as a first point of contact for SMEs.

SMEDA aims to address most SME business development needs through its network of helpdesks and its diverse BDS portfolio. Some of the key initiatives undertaken by SMEDA to facilitate SMEs are given below:

SMEs Facilitation

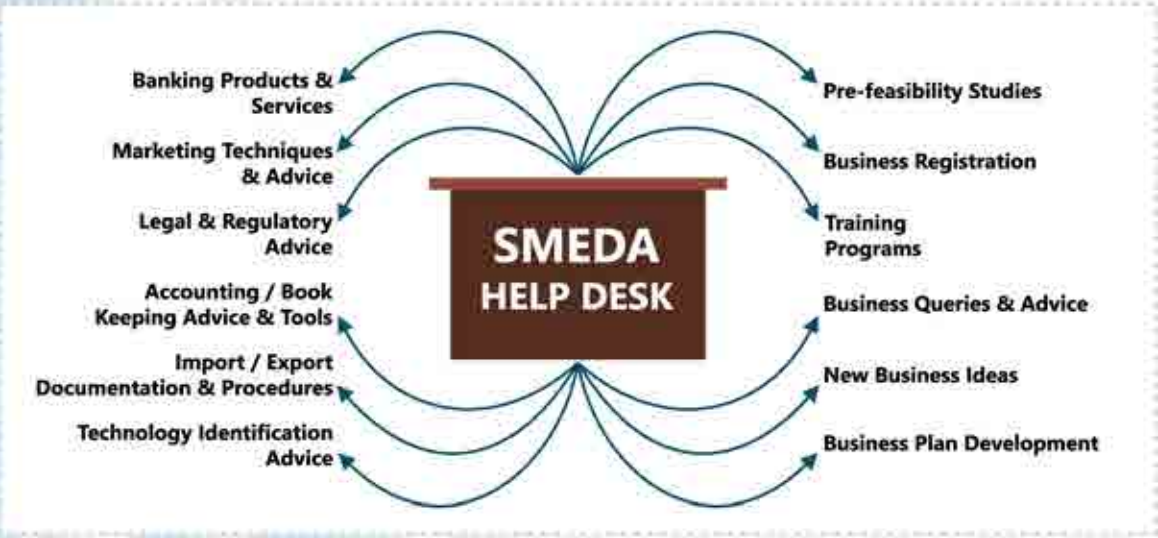
SMEDA provides a multitude of products and services to SMEs which include Business Guides, Commercial Contract Templates (English and Urdu), Regulatory Procedures, and Pre-Feasibility Studies. These services can be availed, free of cost, through all helpdesks across Pakistan and are also accessible through SMEDA's web portal.

A total of two thousand nine hundred and forty-eight (2,948) SMEs were facilitated during 2022-23. Regional breakup of facilitation provided to SMEs is given below.



Thematic Helpdesks

SME focused information, which is necessary for entrepreneurs in making business decisions, is limited in Pakistan. Therefore, SMEDA's role as the flagship organization of the Government of Pakistan, becomes even more significant. SMEDA offers its Helpdesk services to budding entrepreneurs and existing SMEs to start and manage their businesses efficiently. To enhance the scope of its services to SMEs, SMEDA conducts Theme / Sector Specific Helpdesks throughout the year. Sectors and themes are chosen according to SMEs' demand, and businesses and entrepreneurs are invited to participate in helpdesks/ workshops.



During 2022-23, SMEDA organized 47 theme specific helpdesks at different locations across Pakistan. These theme specific helpdesks cover a range of topics, including SME Financing, Import and Export Documentation, Marketing and Selling for SMEs, Income and Sales Tax Filing, Brand Management, Digital Marketing, Intellectual Property Rights, Trade Opportunities, Livestock Management, Bookkeeping and Accounting, etc.

Pre-feasibility Studies

A pre-feasibility study is a document that provides a preliminary analysis of the economic feasibility of a business for an entrepreneur. Rather than conducting a detailed technical and economic study, a pre-feasibility study provides a first level assessment/ costing of a business, using some of the most important evaluation parameters. It provides a detailed overview of a potential business that can be started by an aspiring SME.

SMEDA has developed over 79 Pre-feasibility Studies that can be downloaded from its web portal, free of cost. Pre-feasibility studies developed by SMEDA provide an outline for an entrepreneur, in terms of capital, business operations, human resources, raw materials, and other inputs that may be required to start a business.

Business Plans

A business plan is a written version of the entrepreneurial vision, describing the strategy and

operations of the planned venture. The plan explains the business strategy and key goals to get from point A to point B. For anyone starting a business, it is an important first step. A business plan aims to give an outline of the company and its action plan – how it would earn revenues and what would be required to achieve its goals. In addition, it demonstrates in detail a clear understanding of the business and any funding that may be required. For an SME, a business plan explains why the business will succeed where others might fail.

Owing to its vast experience and expertise, SMEDA develops customized business plans that include details of products and services the business will offer, information about operations and financial factors. The section containing financial factors also includes an income statement, cash-flow statement, and a balance sheet. Business plans developed by SMEDA aim to provide an accurate picture of a company's current value and its ability to earn a profit.

Training Services

Skills development and capacity building of employees is vital when it comes to business growth. All enterprises, whether small or large need skilled employees and SMEDA training programs present a prime opportunity for businesses to expand knowledge base of their employees. These training programs are aimed at improving productivity, quality, competitiveness, sustainability, skills, and competencies in technical, marketing, financial, compliance, policy, regulatory, legal, commercial, IT and other important functions. To ensure adequate coverage and relevance of trainings, SMEDA develops a need based annual training calendar, which covers major cities/ regions across Pakistan. Besides, SMEDA under its National Business Development Program for SMEs (NBDP) project also started Youth Entrepreneurship Program (YEP) through a pool of 137 pre-qualified trainers across Pakistan.

In 2022-23, two hundred and two (202) training programs/ workshops including Youth Entrepreneurship Programs (YEPs) were conducted across the country resulting in the capacity building of around 5,000 individuals.

Given below is the regional breakup of training programs conducted by SMEDA.

Financial Services

The Financial Services department works towards improving SMEs' easy access to finance through the development of readily accessible information materials for SMEs such as; SME Financing Products Database, Sector Analysis Briefs, Video Tutorials, and Financial Calculators. Moreover, financial services facilitate SMEs' access to formal sources of finance through awareness sessions and helpdesks in collaboration with the State Bank of Pakistan (SBP) and other commercial banks.

During FY 2022—23, the financial services department:

- Conducted four (4) SME Financing Helpdesks in various cities, facilitating more than 75 SMEs.
- Developed Brief reports pertaining to Inflation, Sectors, Policy Rates, Credit Rating, SME Financing, Equity Financing, Comparative Studies etc.
- Developed a video tutorial on "How to Use Banking Products".
- Developed a sector brief on Textile Made Ups Sector

The department coordinates with both the regulators and supply side stakeholders, such as the State Bank of Pakistan, the Pakistan Stock Exchange, NIBAF, financial institutions and other SME stakeholders, to design products and services for bridging information asymmetries between SMEs and financial institutions through awareness seminars, training programs and helpdesk sessions. The financial services collaborations for SME financing are not only confined to direct stakeholders but also with departments that play an effective role in enhancing SME access to finance, such as PACRA and TASDEEQ etc.

Likewise, to facilitate the maximum number of SMEs and their requirements, the awareness sessions and helpdesks are also diversified and are held at different locations covering a diverse range of themes, adopting different modes of delivery. During FY 2022-23, fourteen (14) programs were conducted on SME Incentive Schemes facilitating around two hundred and sixty-two (262) SMEs.

SMEDA also develops cluster-based lending programs for banks with the objective of identifying lending opportunities in SME clusters. Financial services took the initiative to conduct awareness sessions on these cluster-based lending programs for the banks to provide insights into the technical aspects as well as the financing potential in the clusters.

Details of financing products and services offered by banks and other financing institutions to the SME sector through a user friendly and comprehensive "SME Financing Products Database" is available free of charge on SMEDA's official website through the following link:

https://banks.smeda.org/

The database includes information on generic products such as working capital loans, over-draft facility, and term finance, along with SME-specific financing products including 'Credit Guarantee Schemes for SMEs', 'Refinance Schemes for SMEs', women entrepreneurs, and various other sector-specific financing schemes.

Users may search for information by selecting relevant options for: purpose of loan, business sector, name of the bank, and loan amount. Product information provided in the search results includes interest rates, collateral and documentation requirements, eligibility criteria, contact information for relevant branches, and contact person information. A separate slot for State Bank of Pakistan (SBP) Incentive Schemes for SMEs has been added so that SMEs can directly access the required information of SBP financing products.

Currently, there are 67 SME financing products from 13 banks, both conventional and Islamic, listed in the Database, including the National Bank of Pakistan, Bank Alfalah, Habib Bank Limited, United Bank Limited, Allied Bank Limited, MCB Islamic Bank, Silk Bank, Soneri Bank, Meezan Bank, Standard Chartered Bank, Bank of Punjab, Bank of Khyber, First Women Bank Limited, etc.

Legal Services

Legal Services continues its focus on helping SMEs resolve legal issues on their own by reviewing and drafting legal and policy documents, providing legal opinions and regulatory inputs, and updating and creating regulatory procedures available through the SMEDA website.

Legal Services not only contributes to SMEDA's initiatives and ventures like the Regulatory Guillotine Project, but also provides support to other divisions of the organisation by reviewing agreements, contracts, and MoUs between SMEDA and other institutions. During 2022-23 the department developed four (4) OTC documents:

- How to approach the Federal Tax Ombudsman (Mohtasib)
- How to approach the Banking Mohtasib
- How to approach the Federal Insurance Ombudsman
- How to approach the Federal Ombudsman for Protection Against Harassment at the Workplace

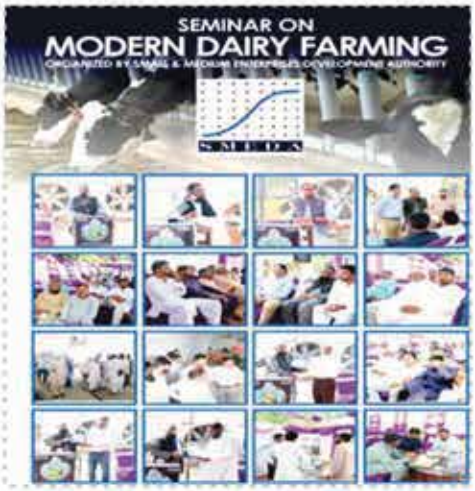
Dairy & Livestock Services

To better assist dairy and livestock farmers in the areas of housing, feeding and nutrition, breeding, and health, Dairy and Livestock Services develops and implements sector-wide technical facilitation Programs. During FY 2022-23 the following initiatives were undertaken:

- Conducted a Seminar on "Entrepreneurship as a Viable Career Option for Agri. and Livestock Businesses, at University of Agriculture, Faisalabad facilitating 79 SMEs.
- 4 Prefeasibility Studies of Dairy Farm (50, 75, 100, 25 cows) updated and available on

SMEDA website

- 275 SME Walk-Ins facilitated.
- FAQs on Commercial Dairy Farming (Urdu) developed.
- Importance of Total Mixed Ration (TMR) for Cows in Summer Season (Urdu) developed.
- Two (2) technical seminars conducted on Dairy Farming:
  - Modern Dairy Farming in Kassowal
  - Importance of TMR and Genomic Selection for Efficiency of Dairy Farm in Gujranwala



- Updated two (2) research reports:
  - World Red Meat Market and Compliance Requirements – Guidelines for Red Meat Industry
  - Cheese: A Value-Added Dairy Product – Prospects for Pakistan

DEVELOPMENT THROUGH PUBLIC SECTOR DEVELOPMENT PROGRAM

Public Sector Development Program (PSDP) Funded Projects

SMEDA is implementing various PSDP funded projects across Pakistan to support the manufacturing sector through provision and demonstration of new technologies for increasing SME productivity and competitiveness.

Following completed projects continued operations during FY 2022-23:

Sr. No.	Project Name	Location
1	Sports Industries Development Centre (SIDC)	Sialkot
2	Sialkot Business & Commerce Center (SBCC)	Sialkot

Ongoing Projects (PSDP 2022-23)

An allocation of Rs. 684.604 million was made in PSDP 2022-23 for the following ongoing projects of SMEDA:

Sr. No.	Project Name	Allocation 2022-23	Releases	Utilization
1	1000 Industrial Stitching Units	80.000	25.000	25.000
2	Agro Food Processing Facilities, (Mirpurkhas)	150.000	5.000	5.000
3	Business Skills Development Centers for Women, D. I. Khan	17.000	17.000	17.000
4	National Business Development Program for SMEs	282.104	98.640	98.640
5	Product Development Center for Composites Based Sports Goods, Sialkot	70.000	8.680	8.680
6	Research Regulatory Insight & Advocacy Assistance for SMEs	70.500	25.000	25.000
7	SME Business Facilitation Center, Multan	15.000	9.444	9.444
	Total	**684.604**	**188.764**	**188.764**

A brief description of each of the above cited projects is given below:

Completed Projects

1. Sports Industries Development Centre (SIDC), Sialkot

The sports industry in Pakistan is renowned internationally for its dedication to producing high-quality goods for the sports industry. Sialkot meets 70% of the nation's annual demand for hand-stitched inflatable balls. With the help of the SIDC's production facilities for SMEs, technical advisory services, mold making machinery services, laboratory testing facility, and training to manpower, the sports goods sector has been able to adopt the new technology of Mechanized Thermo Laminated Balls. SIDC has achieved ISO 9001:2015 Quality Management System certification.

The SIDC is providing following facilities/services to SMEs:

- **Manufacturing Facilities:** SIDC provides manufacturing facilities of high-quality Bladders, Basketballs, Thermo balls, Hybrid Ball, Volleyballs, American Balls, Rubber Nozzles, and yarn winding of bladders to SMEs and local industry as per requirement. Project has successfully manufactured approx. 6.40 million products including bladders, Thermo balls and basketballs for the sports industry.
- **Laboratory testing Facilities:** All types of tests as per FIFA standards for thermo ball, basketball as per FIBA, bladder & raw materials.
- **Workshop Facilities:** All kinds of cutting Dies, Molds & some types of bending Dies. Processing & reshaping of small and medium sized mold cavities as well as shaping of specialized high strength spare parts. Cutting flat or formed surfaces on work pieces especially with high efficiency. Samples of surgical parts as well as of cutlery items.
- **Training of Manpower Facilities:** Training of local manpower in bladder section, thermo section, basketball, workshop, Boiler and Electrical Sections. SIDC has trained around 550 workers directly and indirectly trained around 280 workers in different sections. Most trainees are working in different firms in the private sector.
- **Advisory Services:** Advisory services to local industry for setting up new production unit of thermo ball, basketball, volleyball and bladders. Advisory services to local industry for Trademark and Patent registration in Pakistan & foreign countries.
- **Reverse Engineering Services:** SIDC has facilitated about 23 companies for setting up of their own thermo units by creating linkage with imported machinery suppliers and many through reverse engineering. The SIDC production unit also serves as a model for and a resource for other manufacturing facilities.

The following progress and accomplishments have been made during the FY 2022-23:

- Project manufactured approx. following quantities up to June-2023:

Sr. No.	Project Name	Location
1	Bladders	8,932,441
2	Thermo Balls	103,108
3	Basketballs	89,017

4	Winding of Bladders	570,415
5	Rubber Nozzles	2,111,405

- SIDC has enabled small and medium-sized enterprises to manufacture approximately 9.125 million balls, thereby bolstering the industry and bolstering Pakistan's export efforts. The output from SIDC has added approximately $45.625 million to Pakistan's export earnings and led to a reduction of approximately $22 million in imports. American balls / Rugby ball & Volleyball samples have also been developed. SIDC has developed a number of different types of dies for manufacturing of bladders/ balls, etc. for local industry.
- SIDC trained around 650 workers directly at SIDC and indirectly trained around 2000 workers in different sections. Among these trainees mostly trainees are working in different organizations.
- SIDC assisted approximately 15 companies in establishing their own thermal units by establishing connections with imported machinery suppliers and employing reverse engineering methods. Several other organizations established their industrial units with support from SIDC's production unit. SIDC is an ISO 9001:2015 QMS certified organization.
- SIDC Thermo ball manufacturing process was approved by IPO-Pakistan as Patent and its international registration is under process.
- SIDC Training curricula has been approved by National Vocational & Technical Training Commission (NAVTTC).
- SIDC up-gradation through Export Development Fund (EDF) is under process.

2. Sialkot Business & Commerce Center (SBCC)

Sialkot Business and Commerce Centre (SBCC) is a joint project of SMEDA and Sialkot Chamber of Commerce & Industry (SCCI). This Center provides state of the art business development, product display and promotion facilities to the exporters of the city.

Sialkot is a major export-oriented city of Pakistan, known internationally as a producer of quality products in sports goods, surgical instruments, leather garments, gloves & accessories, sportswear, and musical instruments. The local craftsmen produce immaculate products while export oriented entrepreneurs ensure that products reach international destinations. Presently 400,000 people are engaged directly or indirectly with export activities. Annual export earnings of the city are more than US $ 2 billion.

The city of Sialkot is currently experiencing a period of advancement, with a growing emphasis on promoting products to increase international market reach. Professionals in the industry need a robust business infrastructure to establish themselves as hubs for marketing and sales. There is an increasing need to improve the visibility of products and ensure their accessibility to customers. Additionally, it's crucial to provide business visitors with a seamless experience by offering a centralized place where they can access a comprehensive overview of the industry. The Sialkot Business Center can play a significant role in achieving these goals.

SBCC is a Common Facility Center. Apart from product display the Business Center provides a venue for business meetings, facilitates business to business communication using modern facilities e.g., internet, fax, and other e-commerce tools. Sialkot Business and Commerce Centre (SBCC) is an eight-story building with total covered area of approximately 101,823 sq ft.

The main objectives of this Business Centre are as follows:

- Establishment of a shared display facility for the industry
- To promote and export of Products from Sialkot based Industries
- Necessity of Modern Era Businesses
- Presence on International Business Map through Exhibitions/Fairs
- One Stop Shop and Peace of Mind for International Buyers
- Round the year Exhibition
- Capitalizing on New Linkages & Developments
  - Airport
  - Sialkot—Lahore Motorway
  - Engineering University– Swedish Govt.
- To provide young entrepreneurs a confidence for graduating to establish

independent facility after spending initial years of operation at Incubation Center.

- Capacity Building of Exporters especially SMEs
- Exploring new business opportunities.
- Exposure to new ideas of marketing and business expansion.

Facilities Provided to SMEs and Local Industries

Exhibition Halls: Stall space provided to SMEs to display their products. Keeping in view the minimum space required for a presentable display stall, there is a provision of 216 stalls to facilitate SME's obtaining the product display facilities on nominal rate.

Auditorium and Meeting Rooms: A Convention Hall comprising of seating capacity of around 350 people for holding national/international conferences, training programs, seminars and other business/trade related events is an important component of SBCC. The convention hall has been equipped with latest audio and visual facilities. Different organizations, event management companies and entrepreneurs have availed the facilities of the convention centre for their business-related activities on rental basis.

Business Incubation Offices: Business incubation is a dynamic process of business enterprise development. Incubators nurture young firms (from start-ups to maximum of 5-year-old enterprise), helping them to survive and grow during the start-up and expansion period (movement from home-based offices to commercial place) when they are most vulnerable

Office Rooms: Keeping in view the need of industry, the residential rooms have been converted into office rooms and declared Sialkot Technology Park (STP) with coordination of Pakistan software export board (PSEB) to facilitate tenants in the form of subsidized monthly rent by 25% for 12 months and free internet facilities for IT professionals.

Business Facilitation Centre: collaborations of experts/consultants pool has been providing information to local SMEs in key areas such as enterprise development, marketing, product development, business management in general and specialist areas (e.g. sector knowledge) in particular. The type of business development resources provided at SBCC include:

- Business counseling
- Networking and liaison with other business support institutions/advisers
- Professional services (e.g., accountants, lawyers, product developers, etc.)
- Seminars, workshops, and training programs
- International business linkages
- Management, marketing, and technological support

Achievements / Outcomes

SBCC offers 216 Stalls for around-the-year exhibitions and 25 Business Incubation Offices for matchmaking and B2B meetings. The project aims to facilitate 1000 SMEs per annum. During FY 2023, full occupancy of the offices was ensured.

Ongoing Projects (PSDP 2022-23)

The Government of Pakistan has a clear focus on SMEs and has initiated several programs to strengthen and support the sector through improving technical and business management skills, access to technology, and modern business infrastructure. In FY 2022-23, an allocation of Rs. 684.604 million was made in PSDP for the following ongoing projects of SMEDA:

1. National Business Development Program for SMEs (NBDP):
NBDP has been initiated, to provide SME start-up support & business improvement through practical, on-ground services. The project provides support in establishing new enterprises and building the capacity of existing enterprises through provision of Business Development Services (BDS), such as marketing, technology, incubation, research & development and organizational development services. The program envisages to facilitate 314,901 SMEs, over a period of five years. The total cost of project is PKR 1954.978 million out of which an allocation of PKR 300 million was made for FY 2022-23.

Under the SME Grant component of NBDP, Early-Stage Start-up (ESS) & Growth Stage Start-up (GSS) grants were rolled out during the FY 2022-23. The objective of these grants is to provide financial support up to a maximum of PKR 500,000 to SMEs for their business growth & sustainability. A total of 122 early-stage start-up grants and growth-stage start-up matching grants were disbursed to SMEs to help them get off the ground and scale up their operations. Additionally, 50 organizational development grants were disbursed to SMEs to support the development of their internal infrastructure and systems. Keeping in view the demand of the SMEs and increasing the grant size from Rs. 500,000 to Rs. 1.50 million. The PC-I of the project has been revised and submitted for approval from the relevant institutional forum.

Furthermore, SMEDA's largest capacity building initiative comprising of 3,800 training programs for 5 years has also been launched under NBDP. During FY 2022-23, capacity building support was provided to 53,018 SMEs to enhance their business management and operational skills across Pakistan including Federal Capital, AJK & GB. The major training types included In-House and Outsourced Theme Specific, Sector-Specific, On-Premises and Youth Entrepreneurship Training Programs. In addition to the ongoing training events, business information on formalization and better management was extended to 115,650 SMEs to help them streamline their operations and become more competitive.

NBDP for the encouragement and promotion of Ecommerce Business Start-ups, and to link SMEs with local and international markets has introduced E-Commerce capacity building initiative through relevant Business Development Service Providers (BDSPs). The activity aims to capacitate over 13,000 SMEs operation in eCommerce vertical through online & physical awareness sessions, 3-months Amazon Private Label course and Incubation

support for SMEs across Pakistan.

The following E-Commerce related training sessions were conducted:

Sr. No.	Activities	Total Trainings Executed	Total Beneficiaries
1	Online Awareness Sessions	47	3,086
2	One-Day Physical Training Program	29	777
3	Amazon Private Label Boot Camp for SMEs, in 08 T1 & T2 Cities including Rawalpindi, Sialkot, RY Khan, Lahore, Karachi, Peshawar, Multan, Faisalabad.	08	320
4	Ecommerce Business Development Support through Incubation Centers, 1st Batch Kicked-Off on 15th October 2022 in 09 T2 Cities i.e. Attock, Jhelum, Gujranwala, Sialkot, Sargodah, DG Khan, Bahalpur, Hyderabad, Quetta	09	150
Total		**93**	**4,333**

2. Product Development Center (PDC) for Composites Based Sports Goods, Sialkot

The project aims to prepare local industry to aggressively enter the international market of composite-based sports goods. The project will facilitate increasing exports of composites-based sports goods, prototype production, and provision of skilled workforce to the sector. It will serve as a Common Facility Center for manufacturing of composite sports goods i.e., Hockey sticks, Baseball and Cricket bats, Billiard Ques, Rackets, & Fishing Tackle & Golf sticks (10,800 products per annum).

It is envisaged that the project will result in total Value Addition of Rs. 238.39 (with 20% annual growth) and substantially contribute towards enhanced exports of composites-based sports goods from US$ 1.67 million to US$ 319.39 million by 2025. The facility will

provide testing & certification facility (100 different products per annum) and provide skills training to the workforce engaged in the industry. The sports sector already enjoys very strong linkages with international sports goods brands, which would greatly help in marketing of these products. The said center shall mainly provide services to the industry as; Prototype Development, Testing Facilities, Technical Consultancy, Training of Labor and Common Facility Centre Services.

During FY 2022-23, Civil work was completed and machinery procured. Installation & Commissioning of the machinery is in process.

3. 1000 Industrial Stitching Units

By setting up Industrial Stitching Units, the Project 1000 Industrial Stitching Units (ISUs) hopes to encourage public-private partnerships (PPPs) that will add more value to the textile industry. Phase I of the project entails establishment of 150 industrial sewing units across Pakistan. 60% of the total cost of the stitching units is provided as a grant in the form of machinery, whereas 40% of the contribution is borne by the applicant.

It is pertinent to mention that instead of providing cash grants to applicants, the government provides state-of-the art and brand-new machines to the successful candidate. The machines are procured as per PPRA rules.

At the end of the fiscal year 2022-23, a total of 93 industrial stitching units have been set up, and groundwork for supporting establishment of remaining 57 units has commenced. SMEDA received 156 applications, all of which have undergone verification and validation.

4. SME Business Facilitation Center (SMEBFC), Multan

SMEBFC was established as a one-stop facility for the development needs of SMEs in Multan in particular and South Punjab region in general, offering products and services for business growth to SMEs from both public and private sector organizations. The project aims to facilitate the development of inter-firm linkage, promoting large-scale manufacturers to outsource manufacturing/distribution through SMEs.

SMEBFC is providing the following services:

- Identification, capacity building, and the establishment of a Network of Business Development Service Providers (BDSPs) to facilitate the delivery of demand-based services to SMEs in a sustainable manner.
- Delivery of need-based training programs for SMEs.
- Identification of region-specific investment opportunities and Over-the-Counter (OTC) document development.

During FY 2022-23, SMEBFC Multan successfully achieved the following:

- 21 Training Programs organized and 603 SMEs trained.
- 03 OTC documents developed.
- SME Profiling and BDS Need Assessment of 30 SMEs
- Profiles of 08 BDSPs added in BDSP Network Database.

5. Business Skills Development Center (BSDC) for Women, D.I. Khan

In ***Khyber Pakhtunkhwa*** province, women owned businesses are mostly hindered by a lack of opportunities, family constraints, inadequate finances, immobility, lack of information, and absence of business development service providers and support agencies. SMEDA Regional Office Peshawar has been playing an active role in addressing the business-related concerns of the women SMEs across Khyber Pakhtunkhawa.

The establishment of the Business Skills Development Centre for Women (BSDCW) at D.I.Khan is another milestone among its numerous efforts towards women entrepreneurship development. BSDCW is a PSDP-funded project to create and promote an entrepreneurial ecosystem for women of D.I.Khan and surrounding areas, including Bannu, Lakki Marwat, Tank, Karak etc.

The total project cost for BSDC is PKR 59.49 million. By the end of 2025, the project will provide handholding support to 1,000 artisans and 150 women entrepreneurs in the region. Objectives and Services of BSDCW:

The objectives of BSDCW D.I. Khan include the following:

- Providing a hassle-free and conducive business environment for female entrepreneurs and artisans to increase their participation in economic activities.
- Employment generation by supporting new business start-ups.
- Capacity Building of Women Entrepreneurs and Artisans in the form of business incubation facility and through regular training programs.
- Provision of specialized services in the fields of Marketing, Finance, Product
- Development and Business Management etc.
- Technological support to WEs in the form of all-encompassing facilities under one roof, including internet connectivity, photocopying, scanning, telephonic

connectivity, a state-of-the art training center, and product display.

- Digitalizing women owned businesses through the provision of digital skills and technology at the center.
- Weekly Sunday bazaar for their products.
- 10 incubation offices to be rented out to eligible women entrepreneurs on a nominal monthly rent.
- A dedicated display facility is provided to female entrepreneurs to display their products for nominal monthly charges.
- Business Development Service Providers (BDSPS)/Consultants services will be provided to entrepreneurs regarding their business problems/solutions.
- Need based seminars, Mentoring, Hand holding, workshops & trainings will be provided to women entrepreneurs on various subjects i.e. Entrepreneurship, business plan development, business management, record keeping, product development, marketing, Digital Marketing and sales, etc. One-on-one guidance and help will be provided to entrepreneurs in their day-to-day business activities.

Following are the main activities/tasks performed at BSDCW D.I.Khan during January-June 2023:

- Participated in Two exhibitions; Multan Blue fair, and Harhunar. 87 WE's Facilitated and Turnover sales 5.5 Million

- 8 women Incubation offices occupied.
- 22 display racks have been occupied.
- Two cluster profiles developed (Cross Stitched Embroidery and Mazri Work)
- 8 training programs have been conducted
- 16 awareness session have been organized regarding BSDCW DI Khan Project.
- Institutional linkage has been developed with SBP, BOK, Academia, Associations and Stakeholders.

6. Research, Regulatory Insight & Advocacy Assistance for SMEs

Research, Regulatory Insight & Advocacy Assistance for SMEs (RRI&A) is a PSDP funded project, focusing on undertaking and supporting high quality research for evidence based policy and program design for SMEs. The absence of data makes it difficult to design relevant interventions for the sector's growth, which not only hinders the design of demand-based support programs but also the performance measurement of policy reforms and impedes

appropriate targeting. Consequently, the contribution of SMEs to growth and development remains elusive.

With the execution of the RRI&A project, SMEDA intends to effectively fill the research gap. The findings of the studies conducted as part of the project will inform program or project design, assess the impact of public sector investment in the SME sector, and the contribution of SMEs to various macroeconomic indicators. The following major studies were completed during 2022-23

i. Study of the Existing Income Tax Regime on SMEs

Design and propose SME focused but informed Policy, Advocacy, and Support Initiatives for consideration of the Government of Pakistan and other relevant stakeholders for an improved yet inclusive income tax environment for SMEs.

ii. Preliminary Assessment of Impact of Floods on SMEs – A rapid assessment of the impact of floods on SMEs

RRI&A launched a Preliminary Assessment of Impact of Floods on SMEs on Monday December 26, 2022. The report was designed to evaluate the effects of floods on small and medium-sized enterprises (SMEs) on a provincial and district level, and it included a wide-ranging analysis of the effects of the 2022 Flood. Analysis has been conducted for economic establishments across 71 districts to estimate direct and indirect losses. Both secondary data and primary data were gathered through site visits of Sindh, Khyber Pakhtunkhwa, Balochistan, and Punjab to derive estimates of small and medium-sized enterprises (SMEs) affected by floods across the country and also identifying their need for assistance for revival.

iii. Policy Dialogue Series Reports Developed

Challenges and Opportunities – SME Sector Pakistan. In this context, the maiden dialogue of this series pivoted at identifying the major 'Challenges and Opportunities of SME Sector'.

Considering the challenges discussed and the exploration of potential policy solutions, the report emphasizes several key areas:

1. The critical significance of a stable exchange rate, as it significantly influences

the execution of fiscal policies and the allocation of capital towards productive assets to foster sustainable growth.

2. The imperative need to integrate small and medium-sized enterprises (SMEs) into the global supply chain through the implementation of favorable policies.

3. The importance of formalizing SMEs, thereby enhancing their legitimacy and participation in the economy.

4. The establishment of training institutes geared towards equipping SMEs with the skills demanded on a global scale.

5. The effective implementation of these proposed policies to ensure their successful execution.

iv. Agreement signed for SME Database Development with The Urban Unit, Government of the Punjab

RRI&A, SMEDA has engaged the Urban Unit, a public sector company of the Government of Punjab, to develop a comprehensive SME Database based on a survey of five districts in Punjab in Phase-I. The SME Database will provide reliable and updated information on the SME sector in Pakistan, which is vital for policy making, planning and development. The SME Survey will cover various aspects of SMEs such as size, location, sector, ownership, employment, production, sales, exports, financing, challenges and opportunities. Along with the SME Survey, data from other authorities and government agencies such as FBR, SECP, SBP, PRAs and others will be gathered and integrated into the SME Database to ensure its completeness and accuracy.

STRATEGIC PROJECTS & INITIATIVES

Strategic Projects & Initiatives

1. Growth for Rural Advancement and Sustainable Progress (GRASP)- European Union

GRASP is a project funded by the European Union and implemented by the International Trade Centre (ITC), a joint agency of the United Nation (UN) and the World Trade Organization (WTO). It is a five-and- a-half-year project that aims to support livestock and horticulture sectors in the Sindh and Balochistan provinces. The project encompasses activities related to institutional and policy environment for small firms, supporting small-scale farmers and producers for boosting competitiveness of small- scale firms. SMEDA, being the leading stakeholder in the region of Sindh and Balochistan, is providing implementation support to ITC. During FY 2022-23, following achievements have been made by Sindh and Balochistan regions respectively:

Sindh Chapter:

Accomplishments	Details
Capacity Building Programs	MSME diagnostic and benchmarking, assessment of competitiveness was undertaken, in which Hoyos & Leo (ITC experts) conducted 6 webinars and one day workshop on 3rd May, 2023 and 7 pilot visits to selected 7 enterprises with consultants and SMEDA/GRASP staff. Export readiness, exposure visits, policy design, cluster development, etc. activities are also planned under this activity for SMEDA officials.
Workshops	09 awareness/ compliance workshops on business registration have been carried out in Nov-Dec 2022
Personalized Coaching Sessions	11
SME Registration in Value Chains	142 SMEs registered in prioritized value chains
Screening	495

SME Competitiveness Survey	Facilitated the SME Competitiveness survey [200 survey forms filled in 05 districts]
Training Programs in Progress	02 Level-1 trainings are in progress in district Tharparkar and Matiari. Total 226 SMEs have been trained.

Balochistan Chapter:

Accomplishments	Details
Awareness Sessions/Workshop	10
Personalized Coaching /Handholding Sessions	10
SME Registration in Value Chains	97 SMEs have been registered in prioritized value chains (Registration certificates - MOV) 38 from SECP 59 from FBR.
Level-1 Trainings	-Three Level-1 trainings conducted at Quetta, Lasbela and Kech. -Two Level-1 trainings are in progress in district Khuzdar and Pishin. Total 472 SMEs have been trained in Agri-business Management & Marketing Level-I training in Sindh & Balochistan.

2. E-Learning Curriculum for Exporters – Revenue Mobilization Investment and Trade Project (ReMIT)

Revenue Mobilisation Investment and Trade (ReMIT) is a 4-year long project (June 2020-June 2024) which aims to promote and enhance international trade competitiveness of Pakistan. It covers three broad areas under its outputs namely, development of national priority sector strategies, trade policy and trade facilitation. The project is funded by the Foreign Commonwealth Development Office (FCDO) UK and ITC is the implementation partner. SMEDA was identified as a major stakeholder for implementing activities and providing technical assistance to ReMIT team for export development. The following activities were undertaken by SMEDA:

- Developed E-Learning Curriculum focusing on capacity development of SMEs to help them export.
- Master Trainers are being developed on the E-curriculum.

3. Industry Support Program

SMEDA collaborates with international development organizations such as Japan International Cooperation Agency (JICA), German International Cooperation (GIZ), Training and Development Centers of the Bavarian Employers Association (BFZ), Germany and local experts to extend support to the local industries. Technical assistance is provided to SMEs in order to enhance competitiveness by improving productivity, quality and energy efficiency. Details of facilitation and support provided during FY 2022-23 are given below:

Achievements	Details
Factories Introduced to Japanese Productivity Improvement Tools	10
Introduction of Management Practices /Tools for Energy Conservation and CO2 Emissions Reduction in SME sectors	20 factories
Baseline Energy Audits	11 Audits
Fire Safety Assessment – OHS	3 Factories
SMEDA-UNIDO Energy Desk	No of Queries responded :103 No of Visitors on web portal :523 No of times pages viewed:3100
Training Programs	18 Conducted
Technical Assistance for PV Installation	12 Factories
IoT Solutions Implementation	2 Solutions under implementation
Technical Guides Developed	2 (Anaerobic Digestion and Municipal Solid Waste)
Renewable Energy Support	14 Queries handled / addressed, and 2 help desks arranged. Facilitation provided to M/s Utopia Industries in networking with Provincial government departments. Introduced biomass pellets at FAO exhibition Islamabad.
Introduction to IOT Solutions	20 factories

Implementation of IOT Based Solution

INSTITUTIONAL STRENGTHENING & STAKEHOLDER NETWORKING

Institutional Strengthening & Stakeholder Networking

1. Strategic Partnership with Counterpart SME Business Support Organizations

SMEDA has recently entered into strategic partnerships with various Business Support Institutions through the signing of MoU's. The main objective of the said strategic partnerships is to extend the reach of business development services to the SMEs and to execute joint initiatives for SME development in the country. The institution specific strategic partnership include:

The Federal Tax Ombudsman: This partnership aims to provide a cogent grievance redressal system to SMEs. Dedicated Facilitation Desks at Tax Ombudsman Offices and personnel placement at SMEDA will provide an opportunity for early resolution of SME complaints.

Punjab Small Industries Corporation (PSIC): This partnership aims to leverage PSIC's expertise in cluster development, and provision of land to establish an SME Facilitation Center. The SME facilitation Center shall serve as a one-stop shop for SMEs and offer facilities including incubation, training, exhibition and business development support services.

Punjab Information Technology Board (PITB): The purpose of this partnership is to set-up a one- window facility for SMEs, establish a platform for mutual collaboration, support, exchange of ideas, knowledge and data for the purposes of ease of doing business and digitization of business development services.

Government of Gilgit-Baltistan: The partnership entails organizing capacity building programs, events, and business idea competitions, as well as providing financial support to motivated students. Government of Gilgit Baltistan and SMEDA

will collaborate to develop entrepreneurship courses, share best practices, and identify projects for funding.

The Urban Unit: The two organizations will work together to develop a Geo-tagged SME database. Data analytics and research will be undertaken jointly to support government of Pakistan for evidence- based policy making.

Musaliha International Center for Arbitration and Dispute Resolution (Legal Aid Society): To raise awareness among the SMEs about the benefits of resolving conflicts through alternative dispute resolution methods and to provide them with active assistance to resolve their conflicts by providing them with referrals to ADR service providers panels established through this initiative in order that SMEs benefit from saving energy, time and costs involved in litigation.

2. Festival of the North

In response to the previous year's floods and a decline in tourist activity, SMEDA, the Pakistan Tourism Development Corporation (PTDC), and the Government of Gilgit Baltistan collaborated to host a four-day festival aimed at supporting small businesses in the upper Hunza region by promoting tourism. The festival encompassed various towns throughout the Gojal valley and featured local SME stalls exhibiting handicrafts, culinary delights, agricultural products, and tourism-related services. Additionally, cultural activities such as

camping, bonfires, fruit picking, and traditional local music performances were part of the festivities. Tourists had the opportunity to engage in activities like exploring riverside walks, visiting Shimshaal and Chiporsun valleys, and rock climbing. Furthermore, a photography competition was organized to encourage visitors to capture their most memorable moments.

3. World SME Day

World SME Day is celebrated all over the world on 27th June. It is a day for recognizing Small and Medium Enterprises (SMEs). SMEDA being the only dedicated federal government organization for promotion and development of SMEs celebrated World SME Day on 27th June 2023 as part of its commitment to extend cooperation and support to SMEs through networking and collaboration with various counterpart SME Business Support Institutions. This alliance was being formalized by signing of groundbreaking MOUs with the Federal Tax Ombudsman (FTO), Urban Unit Government of Punjab, Punjab Small Industries Corporation (PSIC), Punjab Information Technology Board (PITB), Government of Gilgit-Baltistan, and Musaliha International Center for Arbitration and Dispute Resolution (MICADR), he added.

4. Women Entrepreneurship Development

SMEDA's WEDC interacts and facilitates Women Entrepreneurs (WEs) at various platforms. It has been active in imparting and strengthening distinct abilities among women and young girls with a significant interest in starting businesses utilising their specific skills and expertise through a variety of seminars and participation in various events and exhibitions Following are the key activities for women entrepreneurship development throughout the FY 2022-23:

a) Women Inclusive Finance (WIF) Sector Development Program

The Asian Development Bank (ADB) fielded a fact-finding mission2 (the Mission) from 26 July to 11 October 2022 to agree with the Government of Pakistan (the Government) on the design of the ***Women Inclusive Finance (WIF) Sector Development Program (SDP).***

Key features of the WIF Program are:

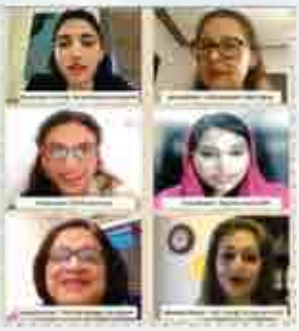
1. Policy-based loan (PBL) of USD 150 million
2. Financial Intermediary loan (FIL) of USD 100 million
3. ADF13 Grant of USD 5.5 million
4. Key Partners: Ministry of Finance, State Bank of Pakistan, Ministry of Industries and Product, FBR, SECP and SMEDA

SMEDA's Role and Activities

- National SME Policy 2021, approved by the Federal Cabinet envisions to support women owned businesses to ensure their greater participation in economic activities, acknowledging their importance and impact on economic development.
- One of the policy measures of the Policy is the formation of the "Consultative Group on Supporting Women Own SMEs". Therefore, in line with Section 3.6(i) of the approved National SME Policy 2021, a Consultative Group along with TORs was notified vide MOIP NO 2(4)/2022-ME-I, dated February 25, 2022 for formulating and implementing policy measures aimed at facilitating women owned businesses.
- SMEDA has initiated a process of developing Women Entrepreneurship Policy with financial and technical assistance from Asian Development Bank under its Women Inclusive Finance (WIF) Program.
- One of the prior policy actions is to conduct a Diagnostic Study on key barriers to women entrepreneurs in Pakistan and to obtain endorsement of the Consultative Group on Supporting Women owned SMEs to further the policy development process. Accordingly, the aforementioned diagnostic study has been conducted by SMEDA and ADB team in February 2023.
- Findings of the independent diagnostic on key barriers to women entrepreneurs – Study completed and draft shared with the Consultative Group on Women Owned SMEs constituted by the Ministry of Industries & Production

b) Policy Dialogue Series (Session on Strengthening Women Entrepreneurship Ecosystem)

A crucial session on Strengthening Women Entrepreneurship Ecosystem was



conducted on March 7, 2023, to highlight the challenges faced by women entrepreneurs and to pinpoint areas that require support for women entrepreneurship development in the country. The session was aligned with the International Women's Day and conducted in a hybrid format. Keeping in view the importance of this topic, the session participants focused on addressing systemic barriers and finding ways to ease access to resources for women entrepreneurs. The report developed subsequent to the session sheds light on strengthening the women entrepreneurship ecosystem from the perspectives of successful female entrepreneurs in Pakistan and explores the government's responsibility in improving the framework for women entrepreneurs. It also highlights the importance of building supportive ecosystems that provide women with access to finance, mentorship, training, and networks to grow and expand their businesses. It is hoped that this report will serve as a valuable resource for policymakers, business leaders, and other stakeholders in promoting women's entrepreneurship and creating a more supportive and inclusive ecosystem for women entrepreneurs in Pakistan.

c) FEEROSA

Female Entrepreneurship Education and Research Overcoming Standard Approaches (FEEROSA) is a joint initiative of LUMS and German Academic Exchange Service (DAAD German: Deutscher Akademischer Austauschdienst) to enhance women entrepreneurship education, training and capacity building in Pakistan. SMEDA is providing assistance in field visits and arranging focus group discussions across various segments of women entrepreneurs. Sessions have already been held at Women Chamber of Commerce & Industry, Multan and Bahawalpur.

d) The Women's Parliamentary Caucus

The Women's Parliamentary Caucus has been set up to enhance women's role in participating in Parliamentary issues. It is a milestone in Pakistan's Parliamentary history and a boost to the cause of Women's rights in Pakistan. SMEDA actively engaged with the women parliamentary caucus to discuss challenges faced by women entrepreneurs and to formulate recommendations for redressal of identified challenges. SMEDA was invited to the General Assembly of the Caucus, an annual event, where key initiatives of SMEDA were shared among parliamentarians. Several areas for joint collaboration to support women entrepreneurship have been identified. The Women's Parliamentary Caucus has assured its support to SMEDA for developing Women Entrepreneurship Policy.

EXTERNAL RELATIONS

External Relations

The External Relations Directorate is the leading department of SMEDA that has been proactively working for inter-organizational relationship building, international relations development, e-development, e-Commerce adoption, marketing and promotion of SMEDA and its activities.

In FY 2022—23, the ERD department revamped SMEDA's social media to provide people /users with the latest news, updates and opportunities regarding the SME sector and Government initiatives. Furthermore, SMEDA's website has been completely redesigned and improved user experience and more features.

1. E-Business Development Services

I. Modernization and Upgradation of SMEDA Website

- SMEDA website has been upgraded to latest framework and modern theme is installed on the website which is responsive to every device.
- Design and Development of a demo web application for "SME One Window" Solution.

II. Social Media Progress

1) Facebook
- Facebook Reach: 1,113,716
- Facebook Followers: 1,500

2) Twitter
- Tweet Impressions: 8,739
- Profile Visits: 5,676

3) Instagram
- Reach: 25,550
- Followers: 350

2. International Relations & Development Partners

In terms of international activities, ERD works to:

1. Identify potential donor agencies and develop new relations.
2. Plan programs/activities with existing partners
3. Collaborate with development partners for SME-related interventions.

Major activities with international partners during FY 2022-23 include:

2.1 Knowledge Sharing Program (KSP) South Korea– Supporting SMEs integration in the Global Value Chain of the Automotive industry

A collaborative research study was conducted in partnership with various Korean organizations, including Kotra, Hyundai Research Institute, and The Korea Institute for Advancement of Technology (KIAT), among others. The study yielded significant outcomes, including the initiation of joint ventures for 2-wheelers and 3-wheelers. Additionally, there are prospects for future endeavors, such as the establishment of a Green Car Centre and a Credit Rating Agency in Pakistan, supported by Official Development Assistance (ODA).

2.2 MOUs

SMEDA facilitated in developing following bilateral MoUs:

i. Khalifa Fund for SME Development (KFED) – 200 million USD

The Crown Prince of UAE, His Excellency Sheikh Mohamed bin Zayed Al Nahyan, allocated 200 million USD in 2020 through the Khalifa Fund for SME Development (KFED) to support SME development in Pakistan. An MOU was formulated in partnership with KFED, subsequently, SMEDA processed the MOU and received approval of the Cabinet division to sign the MOU. A proposal detailing the allocation of these funds has already been devised and shared with MoIP. The MOU is awaiting final approval of the UAE side and SMEDA has requested to facilitate signing through diplomatic channels. The MOU envisages the following activities:

1. Support for New Economic Sectors and SME Creation by focusing on promoting entrepreneurship, nurturing start-ups venture capital support,
2. Reforms and Support for Existing SMEs through various programs and policy interventions in regulatory, fiscal, and monetary domains.
3. Poverty Reduction through Support for Rural, Women, Youth and Marginalized segments.
4. Innovation Support by designing and implementing specific innovation support programs targeted at SMEs in Pakistan.
5. Investment in SMEDA Capacity Building and Infrastructure

ii. MOU with Small and Medium Enterprise General Authority of the Kingdom of Saudi Arabia (Monsha'at)

SMEDA in its efforts to promote Market development, Internationalization, and B2B cooperation among SMEs of Pakistan and KSA has collaborated with its counterpart Monsha'at in KSA. An MOU has been jointly finalized and approved by the Cabinet division of Pakistan. The MOU is awaiting final approval of KSA side subsequent signing:

This Memorandum aims at the following:

1. Enhancing economic, trade and investment cooperation on SMEs in both countries.
2. Contributing to SMEs in both countries to improve their competitiveness in global markets.

The following activities are foreseen under the agreement:

a. Exchanging information on policies, Measures and applications that aim to support SMEs.
b. Sharing experiences related to SMEs' activities.
c. Strengthening partnerships between support institutions specialized in SMEs.
d. Providing information on exhibitions to enhance interaction and cooperation between SMEs in both countries.
e. Exchanging information regarding the identification of policies and strategies aimed at the development and support of SMEs.

iii. MOU with Azerbaijan

The MOU between SMEDA and Small and Medium Business Development Agency of Azerbaijan (KOBIA) has been approved by both sides and is ready for signing at any next joint meeting. This MOU will pave the way for innovative partnerships and advancements in the SME sector of both countries. Through this partnership, we aim to:

1. Increase the competitiveness SMEs in the international markets
2. New possibilities for B2B linkages and higher global recognition.
3. Market access and joint collaboration in key SME sectors

4. Joint training and educational programs to nurture the skills and talents of our SME owners.
5. Cooperation in the sphere of technology and innovation
6. Knowledge sharing and international best practices sharing.

iv. MOUs with Bulgaria

The agreement with the Bulgarian Small and Medium Enterprises Promotion Agency (BSMEPA) holds special value as it is the first European country that SMEDA will have MOU. The prime objective for the Pakistani side is Market access and entry into the European market. Furthermore, the MOU entails the following:

a) Information exchange (Measures, policies etc.)
b) Experience sharing and best practices sharing.
c) Sharing publications.
d) Facilitating participation in Seminars, trade fairs, exhibition etc.

v. MOU with Malaysia

The MOU with SME Corporation of Malaysia is under negotiations and will be finalized shortly.

2.3 Bilateral Country Proposals

15 Bilateral Country Proposals were developed for countries including France, Swede, Denmark, Norway, Italy, Australia, Spain, Turkey, KSA, etc.

POLICY, ADVOCACY, RESEARCH & PUBLICATIONS

Policy, Advocacy, Research & Publications

I. NATIONAL SME POLICY

Rapidly changing economic environment requires policy and institutional focus that can make SME sector of Pakistan competitive in international markets and fulfill the multiple agenda of employment creation, new enterprise development, increased exports and enhanced contribution to GDP. In this regard, approval and launch of National SME Policy 2021 is an important milestone to revitalize and rejuvenate SME sector to realize the target of inclusive economic growth. The National SME Policy 2021 was approved by the Federal Government in December 2021 and subsequently launched in January 2022. The Policy is currently under implementation through Government notified National and Provincial Working groups and SMEDA as its secretariat. Progress in FY 2022-23 is as under:

1 .Regulatory & Tax Environment

a) Simplification of Regulations: The Government of Khyber Pakhtunkhwa has taken several steps to simplify regulations and make it easier for businesses to operate in the region. To achieve this goal, provincial government have implemented several initiatives, including eliminating the need for a Non-Objection Certificate (NOC) from the Environmental Protection Agency (EPA) for building non-hazardous environment category structures. Khyber Pakhtunkhwa Government also notified the Assessment Rules 2021, which has reduced the timelines for NOCs. In addition, 120 small traders and businesses have been exempted from trade license fees and inspections from the Town Municipal Administrations (TMAs). The Khyber Pakhtunkhwa Environment Assessment Rules 2021 were notified on September 2, 2021. Finally, the government has introduced the E-Challan System in the Minerals Department, making it easier for businesses to comply with regulations.

b) Simplified Taxation Regime: The Wildlife and Fisheries (FW&F) Department and the Punjab Agriculture Department submitted a proposal for simplifying the taxation process for the Fisheries sector to the Federal Board of Revenue (FBR) for consideration.

2. Infrastructure

- Identified over 4,200 acres with access to 19,500 plots in existing industrial estates / parks.

  Proposed Area for SMEs:

  PIDC
  - Bin Qasim Industrial Park- 60 Acres
  - Rachna Industrial Park – 6 Acres

  PIEDMC
  - Bhalwal Industrial Estate, Sargodha- 12.5 acres
  - Vehari Industrial Estate, Vehari- 32.0 acres
  - Quaid-e-Azam Business Park, Sheikhupura- 71.5 acres

  FIEDMC
  - Allama Iqbal Industrial City- 520.54 acres

  Directorate General of Industries & Commerce:
  - Small Industrial Estate, Sirki Road Quetta- 43.5 acres

  Small Industrial Estates:
  - Punjab (23), KPK (13), Sindh (19)

- In Punjab, Land Lease Model is being finalized for soliciting approval from the Chief Minister, Punjab.
- PSIC has developed Land Lease Model for Government Funded SIEs for soliciting approval from PSIC Board of Members.
- KPEZDMC & SIDB are providing lands on lease for SMEs. 70 % of road infrastructure, electricity & gas facilities are provided in all industrial zones.

3. Establishment of SME Development Fund

SME Policy approved by Cabinet on 14th December 2021 provides that an SME Fund will be established to ensure that SMEDA has consistent funding for its operational activities and SME development initiatives. The Ministry of Finance will make appropriate budgetary allocation to the fund, raising the overall allocation to PKR 30.0 billion over a period of time. SMEDA Board in its 21st Meeting held on June 22, 2022, approved in principle the establishment of SME Fund. SME Fund Rules were drafted and submitted to Finance Division for concurrence.

4. SME Registration Portal

SME Registration Portal (SMERP) is a key initiative of the National SME Policy 2021. The Portal has been set-up to develop a data repository of SMEs i.e. a database of SMEs, as well as issuance of business size certificate to SMEs that fall within the size category threshold defined for Small and Medium Enterprises in the National SME Policy 2021.

During the FY 2022-2023 following progress has been made:

- Total applications received - 1,036
- Total applicant registered – 539 (verified and approved)
- SMEDA SME Certificates were issued to 417 registered SMEs

5. Entrepreneurship, Innovation & Incubation

a) Implementation of National Idea Lab

SMEDA has signed a tripartite MOU with HEC and following 5 Higher Education Institutions (HEIs) to implement a pilot project called National Idea Lab (NIL). National University of Sciences and Technology, Islamabad

a. Institute of Management Sciences, Peshawar
b. NED University of Engineering and Technology, Karachi
c. Balochistan University of IT, Engineering and Management Sciences, Quetta
d. National Textile University (NTU), Faisalabad

NIL is envisioned to be a platform for continuous knowledge sharing and capacity building through business development services for young and micro entrepreneurs.

The project aims to provide a physical as well as virtual environment for generating, developing and commercializing innovative ideas with the help through trainings, mentoring and technology assistance.

Following activities have been undertaken during FY 2022-2023:

Activities	Detailes
Total Application Received	179
Ideas/Applications Selected	66
Awareness Seminars on SMEDA	3 seminars (NUST-Islamabad, NTU-Faisalabad, IMS-Peshawar
Seminar on National Idea Lab	1 seminar in NUST-Islamabad
Business Development Training	1 training in NTU-Faisalabad
Training Programs for Cohort	2 programs (Amazon Private Label and How to Sell on Ali Baba) held at NTU-Faisalabad
Entrepreneurship Development Training	2 Days Session at IMS-Peshawar
Small Business Management Training	At IMS-Peshawar
Business Plan Development Training	At IMS-Peshawar

b)Entrepreneurship Course Inclusion into Pakistan's National Curriculum

SMEDA alongwith the Ministry of Federal Education and Professional Training has been successful in inclusion of "Entrepreneurship Courses" into Pakistan's National Curriculum for school-level education. This is consistent with the main suggestion of National SME Policy 2021, which calls for the introduction of entrepreneurship Programs and support for entrepreneurship education as a specialized stream in high schools. The National Curriculum Council (NCC) took this recommendation seriously and, for the first time, included Entrepreneurship as a subject in recent core curriculum requirements for Grades 9-12.

6. SMEDA One Window (SOW)

SME One Window (SOW) Program aims to link SMEs and startups with national and provincial regulatory authorities for compliance with regulations especially at the start-up stage. The SOW model is based on developing an entrepreneurial ecosystem by identifying regulatory requirements, designing services that fit all types of enterprises, offering subsidies in the service fee and providing guidance on requirements according to the business ownership structure. It consolidates current federal and provincial government procedures into a simplified process. Smaller enterprises, which suffer disproportionately from the burden of compliance, will benefit from this process of administrative simplification of starting and running a business. SOW shall serve as a convenient, one-stop platform for entrepreneurs to access government services, permits, licenses, and vital information in a hassle- free manner. Simplifying processes, saving time, and fostering a business-friendly environment for small and medium-sized enterprises. An MoU has been signed with Punjab Information Technology Board (PITB) to set-up the one-window facility for SMEs.

7. Research Initiatives

10 Year Plan on Cluster Based Development for SME Sector

SMEDA was entrusted to develop comprehensive 10-Year Plan for Cluster-based Development of key SME Sectors (10YPCBD), in accordance with 5Es framework of the Government of Pakistan. In this regard, comprehensive reports on 5 selected clusters have been prepared and submitted to the Planning Commission of Pakistan. Following reports provide a comprehensive analysis of each cluster, including their current state, potential growth opportunities, and suggested strategies to stimulate development:

- Pharmaceutical Cluster
- Fruits & Vegetables Processing – Potato Cluster
- Marble and Granite Cluster
- Sea Foods Cluster
- E-bikes Cluste

II. FEDERAL BUDGET RECOMMENDATIONS (2023-24)

SMEDA serves as a bridge between the SME sector and the government. In its efforts to support SME development in the country, various policy advocacy activities are undertaken to create a policy environment where SMEs can flourish. For this purpose, SMEDA conducts a round of consultation with different stakeholders including Chambers of Commerce & Industry and Trade Associations for obtaining views/inputs related to the SME Sector for developing Budget and Trade Policy proposals, each year.

Extensive private sector consultation exercise was undertaken, and Budget recommendations/proposals FY 2023-24 were submitted to MoI&P and MOF for inclusion in the fiscal budget.

Following is the comparison of recommendations submitted by SMEDA and those announced in Federal Budget:

Sr. No.	SMEDA's Proposals Submitted for Federal Budget 2023-24	Proposals Announced in Federal Budget 2023-24
	For the purpose of tax facilitation scheme, FBR defines SMEs as a person who is engaged in manufacturing and whose business turnover in a tax year does not exceed PKR 250 million. In the case that annual business turnover exceeds PKR 250 million, it shall cease to be an SME for such tax year and onwards. It is proposed that the turnover threshold may be revised as:	• Increase in business turnover limit of a manufacturer from Rs.250 million to Rs.800 million to qualify for concessionary tax regime for SMEs and inclusion of IT & ITES in SMEs definition.

	1. For Category 1 threshold may be increased from PKR 100 million to 150 million **2.** For category 2: the threshold may be defined as the annual turnover exceeds PKR 150 million but does not exceed PKR 800 million Furthermore, the mentioned SME Facilitation scheme may also be extended to the IT & ITES sector.	• 50% reduction in tax liability for three years for youth entrepreneurship (maximum limit of Rs 2 million for Individual / AOP and Rs 5 million for a company). Youth is defined as a natural person up to the age of 30 years.
	It is proposed that rate of minimum tax on turnover be reduced from 1.25% to 1.0%.	• Reduction of minimum tax liability on turnover from 1.25% to 1.0% for companies listed on Pakistan Stock Exchange.
	State of the art granite and marble mining and processing machinery may be exempted from custom duty.	• Exemption of Customs duties on raw materials/ inputs for Mining machinery. • Five years tax holiday for agro based industries being SMEs set up on or after 1st July, 2023 from tax year 2024 to tax year 2028.
	Harmonization and amalgamation of taxes and levies rates, numbers and collection systems at provincial and federal levels.	• Scope of IT and IT enabled services is proposed to be harmonized with scope envisaged under the Income Tax Ordinance, 2001 on the proposal of Ministry of Information Technology. • Production, transmission and distribution of electricity is proposed to be excluded from the purview of sales tax in accordance with the decision of National Tax Council.
	Special financial schemes be designed to offer reduced interest rate to key SME sectors.	• An amount of Rs 10 bn have been allocated for providing subsidized loans to small businesses through PM's Youth Loan Program • SME loans be refinanced at just 6% markup. The Government of Pakistan will bear the risk of up to 20% of the new loans to tackle the issue of credit history of SMEs.
	Collateral Free Lending Schemes such as SAAF scheme, may be introduced for SMEs and banks may also be encouraged to accept movable assets as collateral.	• SME Assan Finance Scheme is being relaunched. It is proposed to establish a separate Credit Rating Agency for SMEs.
	Financial schemes for women entrepreneurs may be introduced including relaxation in markup rates, loans on soft conditions related to collaterals and guarantees.	• Rs 5 billion have been earmarked for women empowerment. This includes easy loans for businesses, skill development, and training programs

III. SMEDA RESEARCH INITIATIVES & PUBLICATIONS

SMEDA's research initiatives and publications aim to provide SME focused information in the country to encourage entrepreneurs in making business decisions on the one hand and help in effective policy making process on the other. SMEDA's research and publications disseminate high quality research and provide knowledge-based support to various stakeholders, including SMEs, Chambers of Commerce, Trade Associations, Public and Private Institutions and international development organizations. The publications highlight the dynamics, challenges, and macro-economic indicators, etc., serve as a tool for entrepreneurs to take effective decisions. During FY 2022-23 following research reports were developed:

1. Project Proposals for Pakistan Innovation Fund (PIF)

MoPD&SI has launched an Innovative Project Idea Award for innovative projects in various sectors, including Governance, Agriculture, Education, Health, Tech Start-up and Women Entrepreneurship by awarding a grant of Rs. 5.00 – Rs. 20 million. A total of 49 Project Proposals were submitted by SMEDA Staff members from different departments, for onward submission to Planning Commission in order to contest for Pakistan Innovation Fund (PIF). After due diligence and careful review of all submitted project proposals, 23 project proposals were shortlisted for onward submission to Planning Commission.

2. International Conference on "Decade of China Pakistan Economic Corridor (CPEC) & Belt & Road Initiative (BRI)

The in-house team had submitted the following research proposals for consideration at the International Conference on the "Decade of China Pakistan Economic Corridor (CPEC) & Belt & Road Initiative (BRI): From Vision to Reality," which took place on July 24th - 25th, 2023, in Islamabad. This conference was organized by the China Pakistan Economic Corridor (CPEC) Secretariat, Ministry of Planning, Development & Special Initiatives (MoPDSI), in collaboration with the Embassy of the People's Republic of China and the Higher Education Commission (HEC). The research proposals were as follows:

1. "Evaluated the Resilient Socio-Economic Impacts and Associated Risks of CPEC."

2. "Developed an Affordable Driver Assistance and Alert System to Enhance Road Safety within the CPEC."

3. "Assessed the Socio-Economic Impact of Pakistan."

4. "Explored Opportunities for Small and Medium Enterprises (SMEs) within the China Pakistan Economic Corridor (CPEC)."

3. SME Observer (Bi-annual)

The SME Observer is a bi-annual publication that includes research articles related to SME sector, the business environment, economic statistics, trade, product analysis, macroeconomics polices, etc.

The publication also features information related to economic trends and current topics of interest.

During FY 2022-23, 2 Issues of the Observers were published with the following salient articles:

1.Case Study – KALPAY: Awarness Dynamics of Startup Landscape Leads to Growth.
2. Sector Brief – Process Food & Beverage Industries
3. Sector Brief – Ceramic Sanitary Wares
4. Mapping Pakistan's Economic Growth Versus Core Anglosphere
5. The Synergy of Players in Entrepreneurial Ecosystem businesses through its advisory

4. SMEDA Newsletter (Quarterly)

A quarterly newsletter is published by SMEDA to provide a snapshot of the happenings in the SME arena and to highlight the activities SMEDA has been involved in, throughout the year. SMEDA Newsletter contains two sections: Urdu and English. It also provides technical information related to business procedures and potential investment opportunities for SMEs. The Urdu section features a summary of a prefeasibility study for new and existing businesses that are planning to diversify. The Newsletter also includes regulatory procedures and government initiatives relating to the SME sector, and it is distributed to SMEs and key stakeholders such as government organizations, trade associations, and chambers of commerce and industry.

SUCCESS STORIES

SUCCESS STORY - 1

Project Name	Hafiz Rice Mill
Entrepreneur's Name	Mr. Asad Ali
Contact Number	Mobile: 03003448622 / 03433633046
Address	Beside New Dadu Sugar Mill Piaro Station Taluka & District Dadu Sindh
Total Investment	Land, Building, Machinery, Transformer & Electricity Connection Total Coat: Rs. 100 Million

Project Brief:

Mr. Asad Ali was a local trader. Since the previous 35 years, his family has been trading various agricultural commodities. Mr. Asad Ali sought to develop a rice mill in his location near Dadu City because he has been a notable paddy dealer. In 2021-22, he established "Hafiz Rice Mill," and the major goal of this project is to manufacture high-quality rice utilising sustainable production practises. The mill produces a variety of rice, including Irri-6, Irri-9 basmati, long-grain, and broken rice. This Rice Milling unit has numerous advantages as it is located almost in the center of the rice producing area, giving the mill quick access to raw materials and paddy suppliers. The mill has easy access to the district's several significant cities and towns, as well as other adjacent places, making it very easy for the SME to sell and supply his rice products. The rice mill has been working satisfactorily for the past two seasons, and Mr. Asad Ali is gradually developing his project.

Role of SMEDA Dadu Office:

SMEDA was instrumental in assisting Hafiz Rice Mill by providing advisory and consultative services. SMEDA supplied Hafiz Rice Mill with expert coaching and industry-specific information, supporting in areas like market analysis, business planning, and financial management. This assistance enabled Hafiz Rice Mill to make informed decisions, find chances for expansion, and overcome potential difficulties. Hafiz Rice Mill was able to optimise its operations, increase its competitiveness, and capitalise on export opportunities thanks to SMEDA's advice and consultative services. The collaboration between Hafiz Rice

Mill and SMEDA exemplifies the important role that government agencies may play in encouraging the growth and success of small and medium-sized rice firms.

The project has been operating successfully, resulting in the creation of approximately 8 permanent positions and 40 seasonal job opportunities through this rice milling unit.

SUCCESS STORY - 2

Business Name	Al-Nisa Dastakari School
Products Services	Stitching and Training Institute
Product Name	Embroidery, Stitching and Training Services
Location	House No. 534, Street No 02 ,Yousaf Colony Chaklala Scheme 3, Rawalpindi.
Investment Mobilization	Rs. 5.3 Million
Entrepreneur's Name	Ms. Sadia Naz
Contact Details	Mobile: 0335-0999961

Sadia Naz and her team came to SMEDA Help Desk at Rawalpindi Chamber of Commerce and Industry (RCCI) for startup advice.

Following a number of meetings and discussions concerning the potential of numerous initiatives relevant to Ms. Sadia Naz's experience and interests, SMEDA RBC Rawalpindi proposed the development of Stitching & Training Institute in Rawalpindi. RBC SMEDA helped Ms. Sadia with the stitching, operations, supply chain management, and marketing of her potentialusiness.

With an initial investment of Rs. 4 Million Ms. Sadia opened a training institute at Yousaf Colony Chaklala Scheme 3, Rawalpindi.

Ms. Sadia was helped by SMEDA RBC Rawalpindi in connecting with National Productivity Organization (NPO), where she subsequently applied for and received a grant of Rs. 1.3 million for her business.

Ms. Sadia's business thrived with the help and guidance of the SMEDA Help Desk and she plans to develop more product lines and grow the firm because of how well the project has gone so far.

Mr. Mohammad Asghar
SMEDA – Regional Business Coordinator
Rawalpindi
asghar.nasar@smeda.org.pk

SMEDA IN THE PRESS

The Nation

TUESDAY
May 30, 2023

Smeda, CCP to colloborate for SME sector development

LAHORE (Agencies): The Small and Medium Enterprises Development Authority (SMEDA) and Competition Commission of Pakistan (CCP) have agreed to join hands to create conducive policy environment for development of SME sector in the country. Farhan Aziz Khawaja, CEO SMEDA, and Ms. Rabab Kazmi Hussain, Chairperson of the CCP, in a brainstorming session held at SMEDA head office, devised a set of common goals for economic prosperity of the country through SME development. The others who attended this meeting from both the organizations included Nadia Jehangir Sethi, GM Policy Planning Division, and Shehryar Tariq, Head External Relations Department of SMEDA. The CCP chairperson was accompanied by Ms. Haryum Zafar, Joint Director of CCP on this occasion. CEO SMEDA proposed to form a joint group for ensuring achievements of the common goal of creating level playing field for sustainable growth of SMEs in the country. He also urged to exchange the research work conducted in both the organizations. He informed SMEDA is going to launch its latest research report regarding income for Regions on SMEs at Islamabad on coming Thursday. He hoped that the report would help government to have income tax on SMEs. Karkiet, Ms. Rabab Kazmi Hussain, highlighting the vision of her organization, said that CCP was striving hard to provide the play for businesses to enhance economic efficiency and to protect consumers from anti-competitive practices.

Pakistan OBSERVER

Wednesday June 28, 2023

Pakistan's development hinges on promotion, facilitation of SMEs: Murtaza

Lahore

Federal Minister for Industries and Production Mr. Murtaza Mahmood said on Tuesday that fostering economic and industrial level growth hinged on promoting, accelerating, [illegible] using financial and strengthening the [illegible] business environment on platform for their facilitation.

He stated this while addressing a ceremony regarding World Bank Small and Medium Enterprises (SEMEs) Fund organized by SMEs and Medium Enterprises Development Authority (SMEDA) here.

In the occasion, SMEDA signed an Memorandum of Understanding (MOU) with six public sector organizations including Punjab Small Industries Corporation (PSIC), Pakistan Industrial Development Corporation (PIDC), Pakistan Information Technology Board (PITB), Humedica International Center for Innovation and Human Resources (HICADRC), Cities Task Force of the Punjab and Development of Urban Facilities.

The Federal Minister said that in other countries, a company that earned in the billions gave security and allowance to small firm a multi-billion global company. For instance, in Pakistan, it was very hard for SMEs to survive. He added that he would like to see a law regarding SMEs and also other institutions but Pakistan had not been enough so that, was a lot of [illegible] level. For SMEs to [illegible] Pakistan faced so many [illegible] especially regarding financial as there were too many banks and hurdles in the Parliament and government. So and mentioned that so federal minister, Mr. Imran was to get rid of these hurdles and facilities SMEs, which could also expand into a multi-national companies and this is our vision and hope.

He was of the view that government should not be interfering and interfering but it should be facilitating, monitoring and focusing on making policies. "I am very lucky to have a best SMEDA team and we worked together. Today, we have signed MoUs with public sector organizations," he mentioned.

The Federal Minister also appreciated the very important initiatives introduced with regards to single window operations. The MoU was signed between Punjab government and SMEDA. "I think, more than to be done when I see different organizations working in Pakistan's single window, may all are working on single window but actually there is no one platform for the single window. So I had a meeting with SMEDA team and asked them did we have to go to each and all government organizations working on the single window and there should a one platform where all entrepreneurs can come and get registered and facilitated regarding taxation, financing and other initiatives and it should also be helped as per figures. Now, I am happy to sign MoUs with Punjab government. So I would also ask SMEDA to sign MoUs with Pakistan's single window and other provinces," he mentioned.

In Pakistan, he said, SMEs did not grow while they have [illegible] industry was given [illegible] the incentives, financial and subsidies by the government and the commercial banks and government the corporate industry so it was [illegible] for them to deal with a single big company rather than dealing with 200 small companies. Government and large industries get cheap borrowings from banks while SMEs were unable to grow due to no or no provision of financing by the banks.

The Minister informed that Pakistan was supplied some resources and materials to produce quality but unfortunately, it had to depend on large imports since the local source industry sources, so every source must independently to bring the country at par with [illegible] and production.

He also stressed the need to focus on value-addition that would prove to be a catalyst for export and economy. The other element that SMEDA to work and [illegible] on mentioning and promoting the value-addition sector that would definitely enhance substantially the country's export revenues, adding that 75 sector of Pakistan after had the potential to grow and [illegible] foreign exchange reserves.

He also appreciated SMEDA team for signing MoUs and said that government was impressed the SMEDA's budget [illegible] in each sector.

MinuteMirror

Wednesday, 28.06.23

Pakistan's industrial development relies on SMEs, asserts minister

LAHORE: Federal Minister for Industries and Production Mr. Murtaza Mahmood said on Tuesday that Pakistan economic and industrial development hinged on promoting, accelerating and strengthening the SMEs, besides establishing one platform for their facilitation.

He stated this while addressing a ceremony regarding World Bank Small and Medium Enterprises (SEMEs) Fund organized by Small and Medium Enterprises Development Authority (SMEDA) here. On the occasion, SMEDA signed an Memorandum of Understanding (MOU) with six public sector organizations including Punjab Small Industries Corporation (PSIC), Pakistan Industrial Development Corporation (PIDC), Pakistan Information Technology Board (PITB), Humedica International Center for Innovation and Human Resources (HICADRC), Cities Task Force of the Punjab and Development of Urban Facilities.

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INTERNATIONAL

THE NEWS

Tuesday

May 30, 2023

SMEDA joins hands with CCP

By our correspondent

LAHORE: The Small and Medium Enterprises Development Authority (SMEDA) and Competition Commission of Pakistan (CCP) have agreed to join hands to create conducive policy environment for development of SME sector in the country, a statement said on Monday.

Farhan Aziz Khawaja, CEO SMEDA and Rahat Kaunain Hassan, chairperson of the CCP in a brainstorming session derived a set of common goals for economic prosperity of the country through SME development.

Khawaja proposed to form a joint group for ensuring achievements of the common goal of creating level playing field for sustainable growth of SMEs in the country. He also urged to exchange the research work conducted in both the organisations. He informed that SMEDA would soon launch its latest research report regarding Income Tax Regime on SMEs at Islamabad. The report could help the government ease income tax on SMEs, he added.

Rahat Kaunain Hassan informed that CCP was working to provide a fair play for businesses to enhance economic efficiency and to protect consumers from anticompetitive practices. For that purpose, she said, the commission was trying to enforce law without fear and favor for creating a level playing field for business in the country, the biggest part of which exists in the SME sector.

TRIBUNE

Women empowerment plan on cards

Secretary says economic situation demands active participation of women

OUR CORRESPONDENT

A concrete plan for women's economic empowerment will be drawn up in a joint meeting of female parliamentary secretaries, which will be held in Islamabad soon.

It was disclosed by Federal Ministry of Industries and Production Parliamentary Secretary Dr Shahida Rehmani during a visit to the Small and Medium Enterprises Development Authority (Smeda) head office on Monday.

Rehmani observed that Pakistan's critical economic situation demanded active participation of women in its mainstream business and economy. She said that the female artisans working in different sectors of the economy must be provided support so that they could become formal entrepreneurs.

She underlined the need for providing assistance for the development of women entrepreneurship at the grass-roots level but lamented that the skilled women working in different professions were not being paid a fair remuneration.

"The government wants to establish a foot-proof support mechanism to help women set up their own enterprises," the secretary said.

The Business

Lahore, Tuesday, May 09, 2023 Shawal 18, 1444

Parliamentary secretary, SMEDA GM discuss women entrepreneurship scope

The Business

Faisalabad, Thursday, May 04, 2023 Shawal 13, 1444

Smeda, govt join hands to develop sports industry

By Our Staff Reporter

LAHORE: The Small and Medium Enterprises Development Authority (SMEDA) and the government of Punjab have agreed to join hands for development of sport industry in the province. A joint meeting in this regard was held on Wednesday at the SMEDA head office in participation with provincial Secretary Sports Shahid Zaman and Director General Sports Department Dr. Asif Tufail. From SMEDA, the meeting was attended by Ms. Nadia Jahangir Seth, General Manager Policy Planning and Javed Afzal, Provincial Chief SMEDA-Punjab, Adnan Mehmood Awan, Deputy Commissioner Sialkot and Sarwar Hanif, Project Director Sports Industry Development Centre of SMEDA in Sialkot shared their views online through zoom.

The meeting observed that adding modern technology and international standards could enhance exports of the sports goods from Pakistan. The improvement of infrastructure facilities for of the popular sports of Pakistan was also discussed along with need of developing more stadium and playing fields of international standards in the province. The meeting recommended to, foster coordination of SMEDA and Government of the Punjab in this regard and proposed to constitute a joint working group that would continue further consultation to derive a viable strategy for this purpose.

BUSINESS RECORDER

Lahore, Tuesday 9 May 2023, 18 Shawwal 1444

SME development initiatives

Women parliamentary secretaries to meet soon to delineate plan

RECORDER REPORT

LAHORE: A comprehensive plan for economic empowerment of women would be derived in the joint meeting of women parliamentary secretaries to be called soon, it [illegible]

It was disclosed by Dr Shahida Rehmani, Parliamentary Secretary, Federal Ministry of Industries and Production on Monday during a visit of the Small and Medium Enterprises Development Authority (SMEDA) head office.

The meeting held on the occasion was attended by Sagal Amir Raja, General Manager Central Support, Ms Nadia Jahangir Seth, General Manager Policy Planning, Ashfaq Ahmad, General Manager Business Development Services and Akhtaryar Tahir, Head External Relations Department of SMEDA.

Dr Shahida Rehmani, while addressing the SMEDA experts discussed that the critical economic situation of Pakistan demands active participation of women in the economy of business and economy. She said that the women actions working in different sector [illegible] business should be helped out to become formal entrepreneurs.

She underlined the need of making support interventions for women entrepreneurship development at grass-root level. She lament ed that the skilled women working in different businesses and professions were not being paid well. Therefore, the government wants to provide them with a two-pronged support mechanism for setting up their own enterprises, she said adding that the support mechanism backed up by an easy access to finance would be discussed at length at the proposed joint meeting of ladies parliamentarians. She assured also to invite SMEDA in the meeting.

Earlier, Nadia Jahangir Seth, GM Policy and Planning Division of SMEDA gave a detailed presentation on SMEDA's services, projects and initiatives for SME development in the country. She informed that SMEDA was already working to bring out a separate set of policies for developing entrepreneurship among women, apart from the incentives and facilities determined in the same the report SME Policy 2021.

Highlighting the general strength of SMEs, Ms Nadia said that the country had about 5.2 million registered SMEs making 40% contribution to the GDP with 30% share in the exports. She told that SME sector, despite being the biggest business and industry under [illegible] very limited access to finance. Only 8.21% financing in the formal sources belongs to SME sector, she said and informed the total number of SME sector businesses in the banking industry has been recorded 164,766 only across the country, in which number of women based SMEs is extremely low.

Sagal Amir Raja, General Manager SMEDA's Central Support Division, while expressing his views on the occasion pointed out the financial limitations to the expansion of currently [illegible] SMEDA is running. Ms [illegible] development initiatives of SMEDA, therefore, he said the Punjab Small [illegible] and very fast [illegible] SMEDA was delivering a vast range of services, policies and programmes for SME development across the country.

سمیڈا اور مسابقتی کمیشن ایس ایم ایز

کو فروغ دیں گے

لاہور (اپنے نامہ نگار سے) سمیڈا اور مسابقتی کمیشن ملک میں ایس ایم ایز کیلئے سازگار فضا کی تشکیل اور ضروری سہولتوں کے حصول کیلئے ملکر کام کریں گے۔ سمیڈا کے چیف فرحان عزیز خواجہ اور مسابقتی کمشن کی چیئرپرسن راحت کوثین حسن نے ایک اجلاس میں ملک کی معاشی ترقی کیلئے ایس ایم ایز کو فروغ دینے کیلئے مشترکہ لائحہ عمل تشکیل دینے پر اتفاق کیا

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