



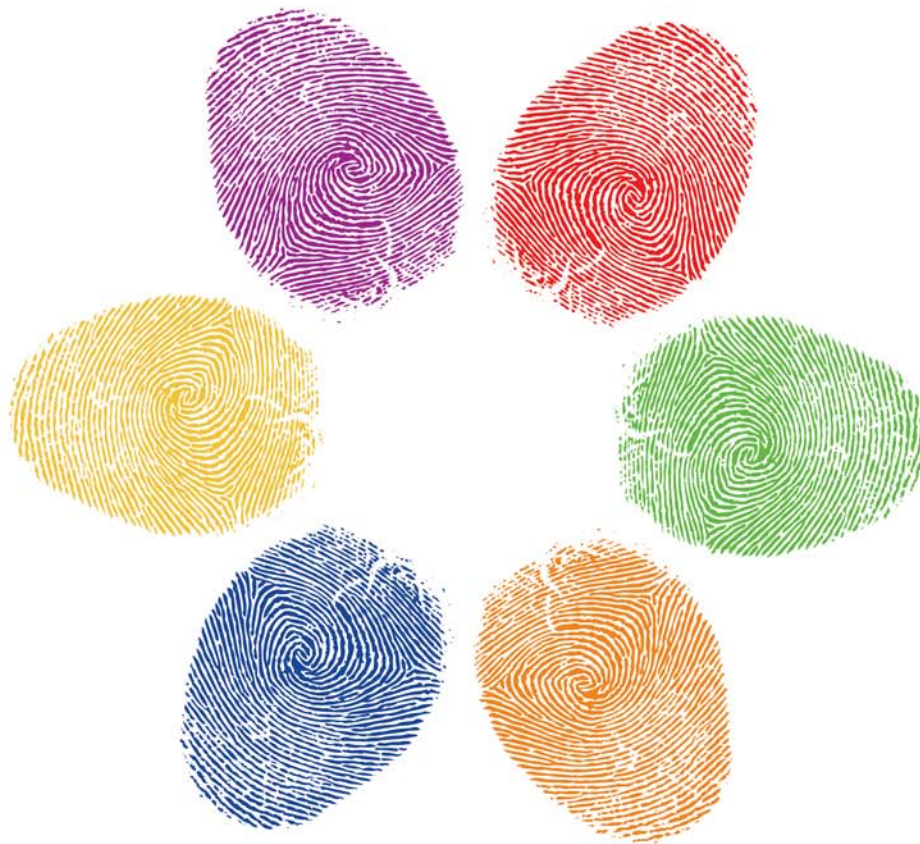
# **Pakistan-France** **Business Alliance**

A Company set up under section 42 of the Companies Ordinance, 1984  
Member of CCI France International, Paris



## **1<sup>st</sup> Trade Performance Awards 2014-15**

**THE KEY TO PAKISTAN – FRANCE TRADE**  
**MEMBER OF CCI FRANCE INTERNATIONAL, PARIS**



## creating distinction for health

Human health is a resource for everyday life, not the objective of living. As the world acquires a broader and a refined outlook, human health has never been more imperative. Today for us, it is more important than ever to provide the human race with effective health solutions that not only help in improving the quality of life for human beings, but also to mark a clear distinction in which human health gets better for generations to come.

We, at Martin Dow, believe that the thumb prints of our team represent our commitment to produce quality products and make them accessible in this changing world.

# AMBASSADOR'S Message

Patron in Chief  
Pakistan France Business Alliance



## **Message of H.E. Mme Martine DORANCE, Ambassador of France**

It is an honor for me to convey my best wishes and congratulations to the Pakistan-France Business Alliance. It is also a great pleasure to have the opportunity to attend for the first time a PFBA award ceremony since my appointment as Ambassador of France to Pakistan and to witness what is considered as the major recognition of the achievements of the companies which are deeply committed to strengthening bilateral trade relations and economic cooperation between our two countries.

The France-Pakistan bilateral relationship is rich, diversified, and since 1947, when diplomatic relations were established, the exchanges between our two countries have steadily increased. Today Pakistan is the second largest trading partner and an important French investment destination in South Asia. Our economic relation encompasses many sectors and many companies. With more than 185 companies having joined the PFBA and 40 businesses affiliated with French companies developing their activities on the Pakistani soil, PFBA plays a major role into our dynamic trade relation.

Pakistan exports have benefited from the duty-free access to the EU GSP+ mechanism granted in 2014. Figures indicate that Pakistani industrialists have taken full advantage of that scheme during the first year with an increase of exports to France by more than 15% in 2014 compared to 2013 and a bilateral trade exceeding the symbolic threshold of one billion dollars over the same period for the third time in a row and this despite indications that overall exports of Pakistan are weaning off. These figures are encouraging for our bilateral economic relationship and I hope that we will be able altogether to maintain that momentum for the years to come. As you know, Pakistan has been requested to implement the 27 conventions linked to GSP+, which will be reviewed by the beginning of 2016.

The expected visit to Pakistan early 2016 of the French Minister for Foreign Trade who will lead a business delegation, will definitely open a new chapter in our joint economic partnership. Nevertheless our economic exchanges are still far short of their potential. We must endeavor to do better and more. French companies stand ready to offer their expertise to contribute to the success of the Pak-China economic corridor. We anticipate in this regard a new boost in bilateral economic relationship.

A few months from now, in December 2015, France will host the United Nations Climate Change Conference (COP 21) with an ambitious goal to reach a global and binding agreement between all the parties. Its aim is crucial with high stakes: to contain global warming within the limit of 2 degrees Celsius and preserve our planet as a livable place for future generations. Pakistan being one of the countries most affected by the consequences of the global warming, it is in the interest of its government and its population that we achieve all together a positive outcome. It gives us an opportunity to work together closer, in diplomatic and economic fields. It gives us an opportunity to bring to Pakistan, state of the art technologies and expertise that French companies have mastered in the field of renewable energies with a view of helping your country to switch from a carbon oriented economy to a green one.

On this special occasion, I wish to thank the president and the steering committee of PFBA for organizing once more, this prestigious Awards distribution ceremony considered as a milestone for the Pakistani business community dealing with France.

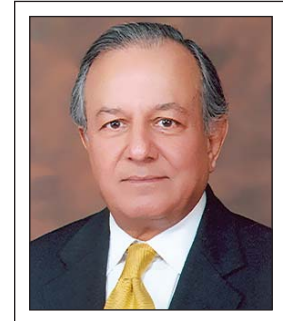


Tomorrow  
needs  
commitment



 **CRÉDIT AGRICOLE S.A.**

# CHAIRMAN/CEO's Message



**Jamil Hamdani**  
Chairman/CEO  
Pakistan France Business Alliance

It's with a deep sense of satisfaction that I welcome all those present today to the 1st PFBA Trade Awards ceremony. The Awards ceremony is the first following the PFBA's registration with the SECP. Otherwise it is our 11th Awards ceremony. This also happens to be the silver jubilee year of PFBA, founded in 1991. Last year in April, PFBA held its 10th Trade Awards ceremony in Lahore. It was the first time this ceremony was held outside Karachi. This signified the country-wide character of our organization. At the same time it testified to the economic dynamism of the provincial metropolis of Punjab.

The Trade Awards ceremony is unique of its kind among the bilateral trade forums in Pakistan. It has rightly earned the recognition of the business community as a befitting manner of honoring the leading actors in Pak-French trade relations. Indeed these exporters and importers are rendering a great service to the economy of this country. They are also contributing in a major way to the development of our relations with France. As a result of their business acumen and expertise the bilateral trade has crossed one billion Euro mark for the third year running. The trade between our two countries has almost trebled in the last 10 years. Although the balance of trade is in favor of Pakistan, its exports to France remain dominated to the tune of 80% by textile and leather products. Pakistan needs to diversify its trade to France and go beyond the traditional mix of textile-leather, sports goods and surgical instruments towards value added and innovative products. French companies also need to tap the opportunities in such high potential sectors as dairy, water and drainage, solid waste management and urban mass transport

The trade relations between the two countries need to be complemented by increased investment by French companies in Pakistan. Although big names like Total, Lafarge, L'Oreal and Sanofi, are established in Pakistan, French direct investment in Pakistan is woefully low at 1.27 billion dollars. PFBA has recently taken a number of initiatives for projecting Pakistan's economic potential to French business groups. In June 2014 it jointly organized with Pakistan Business Council (PBC) the visit of a business delegation to France, at the invitation of MEDEF, the French business confederation. This visit greatly helped in highlighting business and investment opportunities in Pakistan to French multinationals in telecommunications, alternative energy, agro-food and dairy sectors. A return visit by a high level French business delegation is expected much sooner than later. PFBA has also enhanced its collaboration with Business France, the French Agency for external trade and investment for identifying trade opportunities for French companies in Pakistan. It is also helping member and non-member companies for prospecting business opportunities in France and building ties with French companies.

I congratulate all trophy winners in the various categories. Through such dedicated efforts, the two billion Euro mark in our bilateral trade with France is not far away. There is an example to be emulated by the business community in general and PFBA member companies in particular.



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

A Company set up under section 42 of the Companies Ordinance, 1984  
Member of CCI France International, Paris

*Pakistan France Business Alliance  
aims to Encourage & Promote Business  
Mutual understanding & Friendship  
Between  
Pakistan & France*

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

# ECONOMIC & COMMERCIAL COUNSELLOR'S Message

## **Message of Mr. Eric Noitakis, Economic & Commercial Counsellor, Head of the Department of Economic Affairs of the French Embassy in Pakistan.**



The present year has been fashioned so far by a couple of significant events in the economic realm between France and Pakistan:

- The second session of the joint Administrative, Economic and Trade Committee (AETC) was held in Paris in March 2015. It was, as such, a strong commitment of our common desire to pursue and strengthen our economic relationship. On this occasion, emphasis was put on the necessity to broaden the scope of our economic cooperation to new sectors like railways and agribusiness and to promote more investment by the private sector in our two respective countries.
- The beginning of a new trend whereby Pakistani businessmen are showing more interest to invest in France. Few investments have already been undertaken during the first half of this year and more will come to fruition by the end of the current year. This is a strong indication that Pakistani industrialists have started to realize that France is gateway not only to the European market but also most of the African continent considering the strong relationship that France enjoys with most of the African countries.

But we must recognize that our bilateral trade has remained subdued even though we have surpassed the threshold of a billion euros of exchanges between our two countries but this is still far away from our real potential. This is a major concern that we will have to address altogether and hence locating the areas where more emphasis should be put on. The return of COFACE to Pakistan since the beginning of this year to the benefit of the private sector exclusively (medium term credit up to 50 M€) will definitively help to bridge the gap between French suppliers and Pakistani buyers and facilitate the organization of a visit of a French business delegation headed by MEDEF to Pakistan early 2016

On the occasion of this year's PFBA awards ceremony, I congratulate all the award winners for their outstanding achievement and wish them success in future as well. I would also like to thank PFBA leadership for its relentless and unconditional support.

# BOARD OF Directors

Patron In Chief

**H.E. MME Martine Dorance**



Chairman/CEO

**Jamil Hamdani**



Vice Chairman

**Saeed Allawala**



Director (Finance)

**Riaz Siddiqui**



Director

**Anis Khan**



Director

**Tariq Wajid**



Director

**Shaukat Hassan**



Director

**Abdul Basit**



# BOARD OF Directors

Director

**Intesar Siddiqui**



Honorary Director

**François Dall'Orso**

Consul General of France



Honorary Director

**Eric Noitakis**

Head of The French Economic Dept



Honorary Director

**Sadia Khan**

Selar Enterprises



# Awardees

## HOME TEXTILE CATEGORY

1<sup>st</sup> Prize

**Mr. Muhammad Ali Tabba**  
**CEO**

**YUNUS TEXTILE MILLS LIMITED (YTML)**

Yunus Textile Mills is a vertically integrated setup employing over 8,000 people. The company was incorporated in 1998 by the **Yunus Brothers Group**. Yunus Textile is the largest home textile exporter from Pakistan with production capacity of over 10 million meters per month. **Royal Linens in United States and Future Home in France** are the international centers for the company. Equipped with the latest and the most innovative technology, we offer diversified home textile products for the US, Central America, Europe, and Canadian markets.

## BUYING AGENTS (TEXTILE) CATEGORY

1<sup>st</sup> Prize

**Mr. Ayaz Thaver**  
**Proprietor**

**GIA EXPORT MARKETING SERVICES (PVT.) LTD.**

Export is the life line for the country's economy. Exporters need extra support to market their products. Specially medium size exporters who use their own capital for their projects. These are the efficient private enterprises whom GIA Export Marketing Service (Pvt) Ltd. is helping to procure export business all round the year. These entrepreneurs comprise the back bone of export business. GIA therefore focuses and targets them in all possible manner that they continue with their production and gain maximum efficiency.

## PHARMACEUTICAL CATEGORY

1<sup>st</sup> Prize

**Mr. Tariq Wajid**  
**Managing Director & CEO**

**MARTIN DOW LIMITED**

Founded in 1995, Martin Dow is one of the leading pharmaceutical organizations in Pakistan and aspires to be the most admired and the fastest growing pharmaceutical company. Martin Dow takes pride in it being a partner of choice for some of the globally reputable companies including France. With its

state-of-the-art and cGMP compliant manufacturing facility in Pakistan, Martin Dow today markets more than 50 brands and has more than 1,000 employees.

## SPECIALIZED NUTRITION PRODUCTS CATEGORY

1<sup>st</sup> Prize

**Mr. Younus Billoo**  
**Managing Director**

**SIND MEDICAL STORES**

SMS Pakistan is a healthcare organization with excellent market rapport and experience spanning over six decades. SMS offers extensive portfolio and myriad products range in Biologicals, Clinical Diagnostics, Blood Banking, Hospital Equipments, Nutrition, Homeopathy & Veterinary Health. SMS represents renowned French & other multinational companies with its Pan Pakistan office network, state-of-the-art facilities, Biomedical & Software Engineering support and dynamic workforce.

## SURGICAL GOODS CATEGORY

1<sup>st</sup> Prize

**Mr. Babar Iqbal**  
**Chief Executive**

**ELMED INSTRUMENTS**

Inheriting over a century of remarkable manufacturing experience, ELMED is a market leader in surgical industry and a main exporter of Quality Surgical Instruments to France. Building upon the strength of skilful manpower, state of the art technology and Modern Quality Management System, ELMED has earned the trust of its customers globally for its Quality, Services & Reliability.

## CHEMICALS CATEGORY

1<sup>st</sup> Prize

**Mr. Mohammad Ibrahim**  
**Proprietor**

**S.I. CHEMICALS**

S.I. Chemicals has been involved in Chemicals, Consumables & Machinery for wide range of

# Awardees

products & applications, more focus on Printing & Packaging fields.

S.I. Chemicals represent world renowned companies and achieved reputation & be in business over last 20 years.

Major application areas are Printing & Packaging, Oil & Gas, Cosmetics, Adhesive & rubber industries plus.

## OIL & GAS CATEGORY

1<sup>st</sup> Prize

**Mr. Shaukat Hassan**

**Managing Director**

**MAS ASSOCIATES**

"MAS associates has been in the forefront of Oil and Gas industry in Pakistan for almost 40 years. MAS, with their associates in France have launched many new innovative products which have contributed immensely to both drilling and production sectors".

## DIAGNOSTIC & LAB. EQUIPMENT CATEGORY

1<sup>st</sup> Prize

**Mr. Younus Billoo**

**Managing Director**

**SIND MEDICAL STORES**

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## ENGINEERING CATEGORY

1<sup>st</sup> Prize

**Mr. Omar Faruque**

**Managing Director**

**GREAVES PAKISTAN (PVT) LIMITED.**

Greaves Pakistan (Pvt) Limited, established in 1859, is one of Pakistan's leading and well-diversified engineering companies. The Company's core competencies are in Sales, Service, and After Sales Support for Diesel/ Gas/ Petrol Generating Sets, Uninterruptible Power Solutions, Air compressors, Elevators, Petrol Dispensers, Steam Turbines and Earth Moving, Construction Equipments & Solar Solutions.

1<sup>st</sup> Prize

**Mr. Zafar Mahmood**

**Managing Partner**

**GLOBAL MARKETING SERVICES**

Global Marketing Services (GMS) is the leading medical company of Pakistan. GMS has 90 employees, 6 branch offices, and stand out with most comprehensive sales and service network. GMS business circle include: Europe, Middle East, Far East, Baltic States and South East Asia. Whereas focus areas are; biomedical investigation, research, life sciences, blood banking, hematology, medical devices, hospital supplies and pharmaceuticals. GMS has 20% annual growth rate; has implemented modern management practices, ERP software, and GO green policy.

## INFORMATION TECHNOLOGY CATEGORY

1<sup>st</sup> Prize

**Mr. Riaz Siddiqui**

**Managing Director**

**INFOTEL PAKISTAN (PVT) LIMITED**

InfoTel, one of Pakistan's leading provider of Security Solution to businesses across a wide range of industry sector, including banking, government, technology, secure electronic payment & mobile. With 15 years of experience InfoTel provide systems for e-banking, PKI, ID & e-Passport, card issuing, advance key management and managed cryptography through best-of-breed security software/hardware and services.

# Awardees

## HOSPITAL EQUIPMENT CATEGORY

1st Prize

**Mr. Younus Billoo**  
**Managing Director**

**SIND MEDICAL STORES**

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## HOMEOPATHY CATEGORY

1st Prize

**Mr. Younus Billoo**  
**Managing Director**

**SIND MEDICAL STORES**

SMS Pakistan is a healthcare organization with excellent market rapport and experience spanning over six decades. SMS offers extensive portfolio and myriad products range in Biologicals, Clinical Diagnostics, Blood Banking, Hospital Equipments, Nutrition, Homeopathy & Veterinary Health. SMS represents renowned French & other multinational companies with its Pan Pakistan office network, state-of-the-art facilities, Biomedical & Software Engineering support and dynamic workforce.

## SHIPPING & FREIGHT FORWARDERS CATEGORY

1st Prize

**Mr. Muhammad Imran Bawani**  
**Chief Executive Officer**

**CMA CGM PAKISTAN**

CMA CGM is the third largest container shipping line based in Marseille, France. CMA CGM at present owns one of the world's largest containerized ships of 16020 teus.

CMA CGM has representation in Pakistan for over 27 years and is the most prominent and leading shipping lines in Pakistan providing expert maritime transportation services to its clients and business partners.

## LIVESTOCK CATEGORY

1st Prize

**Mr. Abdul Basit**  
**Chairman**

**GRAND PARENT POULTRY**

"Grand Parent Poultry (Pvt) Ltd (GPP) is operating Grand Parent Farms/Hatchery project in collaboration with Hubbard SAS France, in Pakistan since 1989. GPP is leading producer of poultry meat producing parent stock in Pakistan. Presently it's enjoying major share in said poultry productions in Pakistan."

## TELECOM EQUIPMENT & SERVICES CATEGORY

1st Prize

**Mr. Munawar Baig**  
**CFO/ Director**

**OBERTHUR TECHNOLOGIES PAKISTAN (PVT.) LTD.**

Oberthur Technologies is a major player in the payment market. A leading supplier of VISA and Master Card .more than 1.5billion EMV cards delivered worldwide. Trusted partner of over 2000 banks.

Expert in NFC ,mobile money, wallet management and authentication. Full suite of certified payments applets.

## ANIMAL HUSBANDRY CATEGORY

1st Prize

**Dr. Ghulam Mahboob**  
**Managing Director**

**SAADAT INTERNATIONAL**

We are dealing in the animal health care products since 1989. Our products range composed of Veterinary vaccines, pharmaceuticals, nutritional, feed additives & Disinfectants.

M/S. Saadat International is representing M/S Merial France,(Veterinary Vaccines, Pharmaceuticals & Nutritional products) M/S. Huvepharma (Feed additives products), M/S Neogen (Biosecurity products).

# Awardees

## VETERINARY PHARMA CATEGORY

1<sup>st</sup> Prize

**Mr. Muhammad Irfan Ghazi**  
**CEO/President**

**GHAZI BROTHERS**

Ghazi Brothers is Animal Health & Nutrition Products Marketing and Distribution Company. Our Product range includes Amino Acids, Animal Genetics, Anthelmintics, Antibiotics, Anticoccidials, Anti-Fungals, Anti-Infectives, Anti-Inflammatories, Antimicrobials, Antioxidants, Antiparasitics, Antivirals, Disinfectants, Electrolytes, Endectocides, Enzymes, Feed Ingredients, Feed Phosphates, Growth Promoters, Hormones, Minerals, Organic Acids, Prebiotics, Premixes, Probiotics, Vaccines and Vitamins.

## INDUSTRIAL SAFETY PRODUCTS CATEGORY

1<sup>st</sup> Prize

**Mr. Rana Abdul Mannan**  
**Chief Executive**

**ATLAS EXPORTS (PVT) LTD.**

Atlas Exports (PVT) LTD was established in 2000 has been a front line exporter of industrial safety products to France and other European countries. Their vast experience in leather and textile fields with professional team make it possible to achieve this land mark The company is selling its products to all major companies in France. The company is also diversify in the business of agriculture and food products.

# SHAPING THE FUTURE BY BEGINNING TODAY



As a global company, we believe that we can play a vital role in communities in which we operate. We understand individual needs and concerns of underserved people. With this insight, we support the social and economic development of these communities by leveraging our key business strengths that include our institutional knowledge, experience, our employees' talent and time, and our social investments. Specifically, we contribute to education and health while promoting employee volunteering and fostering awareness of environment conservation.

[www.yunustextile.com](http://www.yunustextile.com)

Interflow



YUNUS  
BROTHERS  
GROUP



YUNUS  
TEXTILES FOR LIFE

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### YUNUS TEXTILE MILLS LIMITED

#### Contact Information

Head Office (YTML Unit 1)  
H-23/1, Landhi Industrial Area,  
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Email: [nida@yunustextile.com](mailto:nida@yunustextile.com),  
URL: <http://www.yunustextile.com/>



#### Profile

Yunus Textile Mills is a vertically integrated setup employing over 8,000 people. The company was incorporated in 1998 by the **Yunus Brothers Group**.

Yunus Textile is the largest home textile exporter from Pakistan with production capacity of over 10 million meters per month. **Royal Linens in United States and Future Home in France** are the international centers for the company from where our management team operates a global communication network to provide our customers seamless execution.

Equipped with the latest and the most innovative technology, we offer diversified home textile products for the US, Central America, Europe, and Canadian markets. Our range of customers include Wal-Mart, Target, Kmart/Sears, Bed bath & beyond, IKEA, Carrefour, ASDA, Tesco, Macy's, Kohl's, Tommy Hilfiger, HUGO BOSS, Bloomingdales, Next etc.

While manufacturing is our core competency, Yunus ensures value in every aspect. We have won several national and international awards particularly from our customers, partners and numerous other stakeholders recognizing excellence in our products.

We believe that our commitment to being a good citizen is good for our customers and good for our business. Giving back is part of our company culture of taking personal ownership, delivering personal service, and going above and beyond. Yunus Textile has invested in various education, health and community welfare projects. Our community investment is driven by the commitment of our people. We are proud of the fact that our employees are making a difference in nearly every community in which we do business.

# Gul Ahmed

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# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### GUL AHMED TEXTILE MILLS LIMITED

#### Contact Information

Head Office:  
M/s Gul Ahmed Textile Mills Limited  
H/7 Landhi Industrial Area  
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www.gulahmedshop.com  
www.ideas.com.pk  
www.gmag.gulahmed.com  
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Fax: +44 161 2760998

#### Contact Person

Mr. Bashir Ali Mohammad (Sitara-e-Imtiaz)  
Chairman, Gul Ahmed Textile Mills Limited  
Honorary Consul General of Sweden

#### Profile

Gul Ahmed first began trading in textiles in the early 1900's and manufacturing started in 1953 with the establishment of Gul Ahmed Textile Mills Limited. Sixty years since its inception, the name Gul Ahmed is still synonymous with quality, innovation and reliability.

Being one of the first and largest composite mill in Pakistan, Gul Ahmed is capable of producing quality textile products on a large scale and is fully backed by state of the art facilities. Gul Ahmed also has the distinction in the textile sector to get itself ISO, SA8000 certified and in addition has achieved several certifications required by the customers around the world. It prides itself on having a most modern state of the art laboratory to maintain consistent quality of its products. From the arrival of cotton bales stringent controls are in place for online inspection for the production of yarn, fabric and made up products.

Our major products are Fashion Fabrics and Apparel, Home Textiles, Embellished Beddings and Curtains. Singed Dyed, Mercerized Yarn and Combed and Carded Yarn for knitting and weaving.

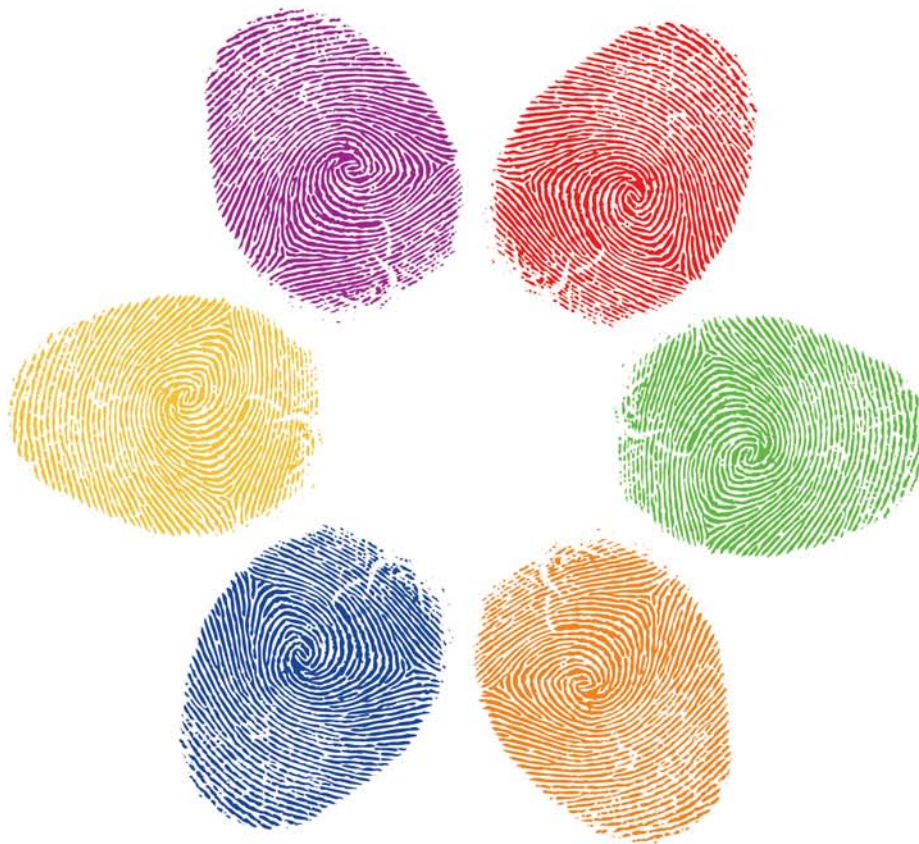
Gul Ahmed is proud to be the largest Home Fashion Exporter to the European Union consistently for the last 25 years. Gul Ahmed has been awarded recently with the Centre of Excellence Award for supporting Training Workshop Development by UNDP. Other awards received by Gul Ahmed are "The Best IKEA Supplier Quality 2004" by IKEA, Pakistan France Performance Awards for the year 2000, 2002-03, 2007-08-09 and Pakistan France Trade Performance Award 2010-2011, Best Corporate Report Award 2010 from ICAP & ICMAP as 1st Position in Textile Sector and is also an Oeko-Tex certified for Class 1.

Gul Ahmed is a household name in Pakistan. As a leading fashion brand, it represents top quality with the latest styles and has steadily and successfully built its brand value year by year. This has enabled it to gain consumer trust and a high level of respect in the market. To display its new range of collections Gul Ahmed has been sponsoring fashion shows and events as a cutting edge brand with innovative designs, superior fabric and excellent symmetry of colors. Its in-house magazine and online marketing are world class.

Gul Ahmed Textile Mills has attained leadership in the domestic and international market through its premium quality products, brand equity and an unshakeable customer loyalty with an expanding network of retail sales with an international distribution system. Over the years, Gul Ahmed has emerged as a complete solution for Home and Fashion.

#### Area of Interest:

- Fashion Fabrics and Apparel
- Home Textile, Embellished Beddings and Curtains
- Singed Dyed and Mercerized Yarn
- Combed and Carded Yarn for knitting and weaving



## creating distinction for health

Human health is a resource for everyday life, not the objective of living. As the world acquires a broader and a refined outlook, human health has never been more imperative. Today for us, it is more important than ever to provide the human race with effective health solutions that not only help in improving the quality of life for human beings, but also to mark a clear distinction in which human health gets better for generations to come.

We, at Martin Dow, believe that the thumb prints of our team represent our commitment to produce quality products and make them accessible in this changing world.

## PAKISTAN FRANCE BUSINESS ALLIANCE

### MARTIN DOW LIMITED

#### Contact Information

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UAN : +92 21 111 111 637  
Fax : +92 21 350 605 41  
URL : www.martindow.com  
Email : tariq.wajid@martindow.com



#### Contact Person

Mr. Tariq Wajid  
Managing Director & CEO

#### Profile

Founded in 1995, Martin Dow is one of the leading pharmaceutical organizations in Pakistan. Martin Dow Pakistan aspires to be the most admired pharmaceutical company and the fastest growing. With a turnover of PKR 5 Billion in 2015, Martin Dow will be the 6<sup>th</sup> largest pharmaceutical company amongst the national companies.

Martin Dow takes pride in it being a partner of choice for some of the globally reputable companies including France. With its state-of-the-art and cGMP compliant manufacturing facility in Pakistan, Martin Dow today markets more than 50 brands and has more than 1,000 employees.

Martin Dow is based on a completely integrated manufacturing and marketing organization leveraged by a professional management team headed by the Managing Director and CEO Mr. Tariq Wajid who has vast experience in evaluating best business practices and in applying them to a fast-growth corporate entity such as Martin Dow. A person of multi-dimensional capabilities, Mr. Wajid had the honour of being appointed as **“Chevalier de l’Ordre National du Mérite”** (Knight of the National Order of Merit) by the then **President of the Republic of France, Mr. Nicolas Sarkozy**. The award was bestowed upon Mr. Wajid for his remarkable contributions, exemplary management, leadership and a keen vision in enhancing economic relations between France and Pakistan.

#### STRATEGIC PARTNERS

Martin Dow has sustained relationships with its licensee and strategic partners. These are Biocodex (France), Riemser Pharma GmbH (Germany), Teijin Pharma Limited (Japan), Meda Pharma GmbH (Sweden) and F. Hoffmann-La Roche Limited (Switzerland).

Biocodex is an independent multinational pharmaceutical company that was founded in France in 1953. Its initial focus was on gastroenterology, specifically on a unique probiotic discovery called *Saccharomyces Boulardii*. Biocodex has partnered with healthcare professionals for 60 years with the mission of developing meaningful solutions to today’s challenging healthcare problems. Martin Dow, as partner of Biocodex, has acquired the commercial rights for its research brand Enflor.

#### Awards

- CSR Business Excellence Award by National Forum for Environment & Health (NFEH) in collaboration with United Nations Environmental Program (UNEP) in 2012, 2013 and 2015
- Recognized as a Global Growth Company (GGC) of the World Economic Forum. Martin Dow is not only the first pharmaceutical company but also the first company from the entire Healthcare Sector of Pakistan to achieve this honor in 2013
- ALLWORLD has ranked Martin Dow as the 4<sup>th</sup> fastest growing company among Arabia 500 in the year 2012 and the 4<sup>th</sup> fastest growing company among Pakistan 100 in the year 2013
- The Environment Excellence Award in 2012 by National Forum for Environment & Health (NFEH) in 2012.



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employees in 100 countries

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**A comprehensive offer** of  
medicines, vaccines and  
innovative services all over  
the world

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**107** industrial sites  
present in 40 countries

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## SANOFI FOCUSED ON PATIENTS' NEEDS

Over the years, Sanofi has evolved to meet the new challenges of healthcare worldwide. Today, Sanofi is a global healthcare leader focused on patients. We listen to their needs, support them in their disease and treat them. Through our diversified portfolio of medicines, vaccines and innovative therapeutic solutions, we strive to protect the health and meet the needs of the world's 7 billion people.

[www.sanofi.com](http://www.sanofi.com)

[www.sanofi.com.pk](http://www.sanofi.com.pk)

[www.sanofidiabetes.com.pk](http://www.sanofidiabetes.com.pk)



**PAKISTAN FRANCE BUSINESS ALLIANCE**

**SANOFI-AVENTIS PAKISTAN LIMITED**

**Contact Information**

Head Office  
Plot 23, Sector 22  
Korangi Industrial Area  
Karachi- 74900 Tel: +92 21 35060221-35  
Email: [contact.pk@sanofi.com](mailto:contact.pk@sanofi.com)  
Web: [www.sanofi.com.pk](http://www.sanofi.com.pk)



**Contact Person**

Dr. Asim Jamal  
General Manager and Managing Director

**Profile**

Sanofi is a global healthcare company engaged in the research, development, manufacturing and marketing of healthcare solutions. It is the fourth largest pharmaceutical group in the world and the second largest in Europe. With net annual sales (2014) of € 33.8 billion, Sanofi is present in more than 100 countries with 110,000 employees all over the world.

Sanofi has 7 major growth platforms: Emerging Markets, Diabetes Solutions, Vaccines, Consumer Healthcare, Animal Health, Genzyme & Innovative Products. Sanofi, today, is the third largest global player in Consumer Healthcare.

Sanofi has nearly 107 industrial (manufacturing) sites in 40 countries, including one in Pakistan. The manufacturing facilities are among the most modern and environmentally friendly facilities in the country, maintaining the demanding standards of cGMP. Sanofi Pakistan employs over 1400 people across the country, supporting a nationwide sales network. The company was incorporated in 1967 as Hoechst Pakistan Limited. Manufacture of pharmaceuticals and specialty chemicals began in 1973. In 1977 the company went public and was listed on the Karachi Stock Exchange. By virtue of several mergers, acquisitions and divestitures the company underwent several reincarnations over the years and eventually sanofi-aventis Pakistan limited has simplified its corporate identity to simply Sanofi.

**Awards**

Best Corporate Report Awards, Bronze Award and Silver Awards in Business Units, Fighting Spirit Award from Global office in 2015



Sind Medical Stores

Clinical Diagnostics,  
and Blood Banking...  
our services, your solutions

DIAGNOSTIC  
BIOLOGICAL  
SURGICAL  
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INDUSTRIAL  
NUTRITION

## Welcome to the Future

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BioRad Laboratories <> IMMUNOHEMATOLOGY



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Integrated Sample Preparation Table

Real Stand-Alone System

## The Complete Solution for Safe Transfusion

- ID-Micro Typing System
- Microplate Techniques
- Conventional Techniques
- Hemostasis Products
- Automation
- Software
- Special Reagents

PAKISTAN FRANCE BUSINESS ALLIANCE

HOSPITAL SERVICES & SALES PAKISTAN

Contact Information

Marketing Office

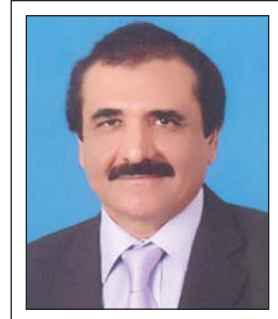
13-C Annexe, Block 6, PECHS, Shahrah-e-Faisal,  
Karachi – 75400

Tel: +92-21-3423 0759

Fax: +92-21-3453 8792

Email: [hssintl@cyber.net.pk](mailto:hssintl@cyber.net.pk)

URL: [www.hsspakistan.com](http://www.hsspakistan.com)



Contact Person

M. Younus Billoo  
Managing Director

Profile

HSS-Pakistan is a Healthcare Company and having experience over two decades. HSS-Pakistan is currently focusing on catering high quality products having WHO Pre-qualification with affordable prices both for Public & Private markets.

HSS-Pakistan is representing World renowned companies including **Serum Institute of India, Bharat Biotech International Limited, Wuxi Yushou Medical Appliances Co. Ltd, Guangdong Haiou Medical Apparatus Stocks Co. Ltd.** and many more in the domain of Biologicals and Surgical disposables.

HSS-Pakistan is not only having sufficient financial position but also having strong & dynamic professional team, to provide best possible services & products to target markets in a timely manner.

HSS-Pakistan covers entire Pakistan territories, effectively, with its Pan Pakistan office network including head office in Karachi and branches' network in all major cities of Pakistan.

Area of Interest

1. Blood Banking and Diagnostics – Innovative Modalities.
2. Hospital Equipments
3. Biotech Products
4. Vaccines
5. Anti Cancers
6. Poultry Vaccines
7. Technology Transfer / Joint Ventures
8. Surgical Disposable
9. Products for Health and Food Industry



## Automated Nucleic acid Extractor

Advanced Magnetic Beads Technology for highly purified results



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Sacace  
BIOTECHNOLOGIES

EuroGenomas

sebia

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Cepheid.  
A better way.

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- Immunochemistry
- Clinical Chemistry
- Blood Banking
- Histopathology
- Lab Equipment
- Serology
- Hematology
- Microbiology
- Medical Equipment
- Pharmaceuticals



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E-mail: [info@gms-world.com](mailto:info@gms-world.com)

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### GLOBAL MARKETING SERVICES

#### Contact information

Head office  
57/1, A-Block,  
Satellite Town, Rawalpindi  
Tel: +92-51 111-145-236  
Fax: +92-51 831 4413  
E-mail: [info@gms-world.com](mailto:info@gms-world.com)  
Web: [www.gms-world.com](http://www.gms-world.com)



#### Contact Person

Mr. Zafar Mahmood  
CEO

#### CEO Message

"GLOBAL MARKETING SERVICES (GMS) is a distinguished group of companies attaining a respective leading stature in IVD; Research, Life Sciences & Industry segments. We are rapidly growing & expanding our presence across Pakistan & into regional countries.

We have partnered International leading players to offer one stop solutions in the areas of clinical diagnostics, research, Blood transfusions, Forensic investigations, Pharma, Food, Metallurgy & other Industrial solutions.

GMS is registered with almost all regulatory and business departments of Federal, Provincial and District governments, and enjoy the most comprehensive distribution network across Pakistan and abroad.

Our vision is to be recognized for having a positive impact on people's lives with our solutions, meeting needs and exceeding our customer expectations. We strive to create sustainable ranking in the top quartile of the industry and securing long-term business achievements through successfully marketing innovative products from world leading manufacturers and suppliers of technology."

# ELMED

## INSTRUMENTS

### Quality - Reliability - Service

With a Manufacturing experience of more than 100 years Elmed Instruments was established in 1994 and today is a leading name in the Surgical Industry. Building upon the strength of its highly skilled workers, by being responsive to the feedback from its clients and with their technical assistance, Elmed was able to achieve its target from the very first year. This has become a tradition at the company and in a short span of time, the name Elmed has come to be known worldwide as a symbol of QUALITY, RELIABILITY and SERVICE. We can say with some satisfaction that we have been successful in achieving our targets.

Elmed currently operates from its premises on the outskirts of Sialkot city with a covered area of around 200,000sq ft. With a skilled work force of 800 and up dated machinery, Elmed has the capacity to manufacture the most sophisticated instruments and it has been successful in catering to the needs of its valued clients all over the world.

For complete compliance with our customers and international standards, we at Elmed import all raw materials and stainless steel from Europe and Japan, in the required grades necessary for the production of different types of surgical instruments.

#### FDA Approved Registration # 9614062

Elmed Instruments (Pvt)Ltd. is FDA approved and on attachment B under the FDA registration # 9614062

Japanese Accreditation Certificate of Foreign Medical Device Manufacturer  
Number of Accreditation: BG 12400024



# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### ELMED INSTRUMENTS (PVT) LTD.

#### Contact Information

Head office  
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Tel: +92-52 355 2944  
Fax: +92-52 355 7730  
E-mail: [info@elmedinstruments.com](mailto:info@elmedinstruments.com)  
Web: [www.elmedinst.com](http://www.elmedinst.com)



#### Contact Person

Babar Iqbal  
Chief Executive Officer

#### Quality - Reliability - Service

The history of ELMED INSTRUMENTS dates back to 1908 when the grandfather of the ELMED team, Mr Muhammad Fazal Elahi, founded M. F. Elahi & Co. (E.P) Pvt. Ltd. The company soon became well known throughout the surgical industry worldwide due to its high quality products. ELMED was established in 1994 as an offshoot of this pioneering company.

Building upon the strength of its highly skilled workers, by being responsive to feedback from its clients and with their technical assistance, ELMED was able to achieve its target from the very first year. This has become a tradition at the company and in a short span of time, the name ELMED has come to be known worldwide as a symbol of quality, reliability and service. We can say with some satisfaction that we have been successful in achieving our targets.

ELMED currently operates from its premises on the outskirts of Sialkot city with a covered area of around 125,000 sq ft. With a skilled work force of 550 and updated machinery, ELMED has the capacity to manufacture the most sophisticated instruments and it has been successful in catering to the needs of its valued clients all over the world.

For complete compliance with our customers' and international standards, we at ELMED import all our stainless steel from Europe and Japan, in the required grades necessary for the production of different types of surgical instruments. ELMED is also fully equipped with the most modern and up-to-date machinery in order to achieve the highest possible quality.

#### Founding year: 1994

#### Certifications:

- \*ISO 9001:2008 Certified
- \*ISO 13485:2003
- \*FDA Approved
- \*CE

#### Range of Products:

- \*General Surgery
- \*Dental
- \*Orthopaedics
- \*Cardiovascular
- \*Plastic Surgery
- \*Neurology
- \*Gynaecology
- \*Ophthalmology
- \*ENT



- 25 year history of research & innovation

- Dedicated to preventing & treating malnutrition in developing countries

- Leading UNICEF Supplier

- Innovative Products

**plumpy nut<sup>®</sup>**

Ready-to-Use Therapeutic Food (RUTF) for infants

**plumpy mum<sup>™</sup>**

Ready-to-Use Supplementary Food (RUSF) for mothers

**plumpy sup<sup>®</sup>**  
supplementary

Ready-to-Use Supplementary Food (RUSF) for children

**Enov nutributter<sup>®</sup>**

Lipid-based Nutrient Supplement (LNS Small Quantity) for infants

**Enov Mum<sup>™</sup>**

Lipid-based Nutrient Supplement (LNS Small Quantity) for mothers

**F-100 Therapeutic milk**

**F-75 Therapeutic milk**



Sind Medical Stores  
[www.sms-pakistan.com](http://www.sms-pakistan.com)



Nutritional autonomy for all

Normandy France

## PAKISTAN FRANCE BUSINESS ALLIANCE

### SIND MEDICAL STORES PAKISTAN

#### Contact Information

##### Marketing Office

13-B, Block 6, PECHS, Shahrah-e-Faisal,  
Karachi – 75400  
Tel: +92-21-3452 0035-37  
Fax: +92-21-3438 4084  
Email: info@sms-pakistan.com  
URL: www.sms-pakistan.com



#### Contact Person

Dr. Tasmia Abeer Billoo  
Director & Head – Pharmacovigilance

#### Profile

SMS-Pakistan is leading national healthcare organization with excellent market rapport and experience spanning over six decades. Being national organization the prime focus has always been on catering the right balance between quality and affordability to respective market segments.

As a diversified healthcare group, SMS covers both human and animal health by representing renowned French and other multinational healthcare companies including **AliFax., Melet Schloesing Laboratories , Smurfit Kappa, Demetech, Telic and many more.** with extensive portfolio and myriad products range in:

1. **Biologicals**
2. **Diagnostics**
3. **Industrial**
4. **Nutrition**
5. **Surgical Consumables and Equipments**
6. **Homoeopathy Medicine**
7. **Veterinary Products**

SMS holds a strong financial and marketing position with its dynamic and professional team, well poised for the management of its dynamic and expanding business divisions.

SMS covers entire Pakistan territories, effectively, with its Pan Pakistan office network including head office in Karachi and branches' network in all major cities of Pakistan.

#### Area of Interest

1. **Blood Banking and Diagnostics – Innovative Modalities.**
2. **Hospital Equipments**
3. **Biotech Products**
4. **Vaccines**
5. **Anti Cancers**
6. **Poultry Vaccines**
7. **Technology Transfer / Joint Ventures**
8. **Surgical Disposable**
9. **Products for Health and Food Industry**

#### Awards

Received 08 distinction awards from Pakistan France Business Alliance (PFBA) in 2003, 2006, 2007, 2009, 2010, 2011, 2012 & 2013 for the extra ordinary dynamism and par excellence performance.



# Serving the Oil, Gas & Chemical Industry Since 1976



Representing:



MAS is proud to receive Pakistan France Trade Performance Leading Awards for Years:

|         |         |
|---------|---------|
| 2005-06 | 2009-10 |
| 2006-07 | 2010-11 |
| 2007-08 | 2011-12 |
| 2008-09 | 2012-13 |

CORPORATE OFFICE: 1-A, Danepur Road, GOR-1, Lahore 54000. Tel: +92 42 36311881-3, UAN +92-42-111-645-942, Fax: +92 42 36311884, URL: masgroup.org  
 ISLAMABAD OFFICE: Suite No.1402, 14th Floor, Green Trust Tower, Jinnah Avenue, Blue Area Islamabad. UAN: +92-51-111-645-942, Fax: +92 51 2813057  
 KARACHI OFFICE: C-6/1, Street No. 3, Bath Island, Clifton Karachi. Tel: +92 21 35290674-5, Fax: +92 21 35290672

## PAKISTAN FRANCE BUSINESS ALLIANCE

### MAS ASSOCIATES (PVT.) LTD.

#### Contact Information

Corporate Office:  
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UAN: (+92-42) 111 645 942  
Fax: (+92-42) 36311884  
E-mail: shaukat@masgroup.org  
URL: www.masgroup.org

#### Contact Person

Mr. Shaukat Hassan  
Director



#### Profile

MAS associates (Pvt.) Ltd. is a well-established, multidimensional and professionally managed leading business house involved in provision of high technology materials and engineering services to Oil, Gas, Power & Fertilizers industries since 1976.

MAS associates (Pvt.) Ltd. is a part of MAS Group of Companies which also includes the following companies

- Hi-Tec Lubricants limited
- MAS Services
- MAS Infosoft (Pvt.) Ltd.

Mission of the company is:

***"Earning customer satisfaction through provision of quality services to our client systems by employing state of the art technologies and processes and by investing in our people."***

With fully functional offices in three major cities of Pakistan having group strength of over 300 dedicated personnel, MAS continuously strives for expanding its customer base and for developing in-house capabilities.

The company enjoys an enviable reputation among its clients, built over the years, an asset which it protects and promotes with diligence, dedication, focused systematic approach and timely response.

The company has substantial experience with working methods, problems solving, needs and aspirations of the industry/customer in Pakistan. It is the primary expertise that has led the company to develop a strong network in the business sector of Pakistan and to participate in development initiatives carried out by a number of agencies in Pakistan.

#### Portfolio

- Provision of High Technology Equipment/Material (OCTG, Oil & Gas Drilling Tools, Plant Equipments, Linepipe etc )
- Cathodic Protection Services (Pre-Design Survey, Design / BOQ, Installation, Testing & Commissioning Survey)
- Inspection/Overhauling/Repair/Refurbishment of Generators/Stators/Rotors/ Turbines & Supply of Material
- Reverse Engineering of Spare Parts
- Complete range of industrial & automotive lubricants

#### Awards

MAS is proud to receive the following PFBA distinction Awards for Highest Imports of "Oil & Gas Category" from France:

- 1st Prize of 10th Pakistan France Trade Performance Award (Year 2012/2013)
- 1st Prize of 9th Pakistan France Trade Performance Award (Year 2011/2012)
- 1st Prize of 8th Pakistan France Trade Performance Award (Year 2010/2011)
- 1st Prize of 7th Pakistan France Trade Performance Award (Year 2009/2010)
- 1st Prize of 6th Pakistan France Trade Performance Award (Year 2008/2009)
- 1st Prize of 5th Pakistan France Trade Performance Award (Year 2007/2008)
- 2nd Prize of 4th Pakistan France Trade Performance Award (Year 2006/2007)
- 1st Prize of 3rd Pakistan France Trade Performance Award (Year 2005/2006)

#### Area of Interest

Interested in French Companies offering Chemicals, Corrosion Inhibitor, Rigs Rental, Repair/Refurbishment of Gas & Steam Turbines/Rotary Equipments, Pipe Fittings, Piping Material, Valves, Flanges etc.



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 for  
 Smart People**



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 Ex-stock 10 KVA to 1250 KVA

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 After Sales  
 Support

**The Genset  
 Specialists for  
 Commercial  
 and Industrial  
 Power**



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Fax: (021) 35682839

email:gensets@gfg.com.pk

**Elevators Division**

Tel: (021) 35682565-7

Dir.: (021) 35210305

Fax: (021) 35682839

email:elevators@gfg.com.pk

**Offices**

Islamabad

Lahore, Multan

Faisalabad, Peshawar

Sukkur & Hyderabad



GHULAM FARUQUE  
 GROUP

UAN: 111-354-111

[www.greavespakistan.com.pk](http://www.greavespakistan.com.pk)

## PAKISTAN FRANCE BUSINESS ALLIANCE

### GREAVES PAKISTAN (PVT.) LTD.

#### Contact Information

Head Office  
Modern Motors House,  
Beaumont Road,  
Post Box 4908  
Karachi – 75530  
Pakistan.  
Tel: +92-21-3568 2565 (6 lines)  
Fax: +92-21-3568 2839  
E-mail: omar.faruque@gfg.com.pk



#### Contact Person

Mr. Omar Faruque  
Managing Director

#### Profile

Greaves Pakistan (Pvt) Limited was established in 1859 by two English men to provide engineering solutions, Ghulam Faruque Group in 1964 acquired the controlling shares of the company and by 1981 Greaves become a wholly owned subsidiary of the Group.

Greaves represent renowned US & European brands in Pakistan.

- \* **SDMO (France) Diesel Generators**
- \* Kohler (USA) Gas Generators
- \* **Sodimas (France) Elevators & Escalators**
- \* Atlas Copco (Sweden) Air Compressors
- \* Eaton (USA) Uninterruptible Power Systems
- \* Gardner Denver (USA) Industrial Machinery
- \* Gilbarco (USA) Petrol Refueling Dispensers
- \* Solar Power Solutions & Batteries

The main areas of operations are Sales, Service, and After Sales Support for Diesel/ Gas/ Petrol Generating Sets, Uninterruptible Power Solutions, Air compressors, Elevators, Petrol Dispensers, Steam Tribunes and Earth Moving & Construction Equipments.

Greaves offers a complete range of diesel generating sets from **7.5 KVA to 3000 KVA** having a population of more than 20,000 installed units nationwide in Pakistan. All SDMO products are manufactured in France.

Greaves also offer complete tailored made solutions of lift system for new buildings, revamp old and existing lifts with improved systems. All SODIMAS products are manufactured in France.

Greaves Pakistan has experienced & well-trained staff in lift equipment technology. We offer customized solutions to meet the specific needs of lift installers, architects and property developers. Its product range comprises of

- **Passenger Lifts**
- **Capsule Lifts**
- **Cargo Lifts**
- **Hospital Lifts**

We provide following Services:

- \* Sales of Equipment
- \* Rental facility of Equipment
- \* Electric Load Survey
- \* Installation Survey
- \* Installation, Commissioning and testing equipment.
- \* Ex-stock parts availability.

We have service network in all over Pakistan having offices in major cities.

- |                                                                                                     |                                                                                     |                                                                              |
|-----------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>* Lahore</li> <li>* Peshawar</li> <li>* Hyderabad</li> </ul> | <ul style="list-style-type: none"> <li>* Islamabad</li> <li>* Faisalabad</li> </ul> | <ul style="list-style-type: none"> <li>* Multan</li> <li>* Sukkur</li> </ul> |
|-----------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------|

# CMA CGM

a leading worldwide  
shipping group



CMA CGM, founded and led by Jacques R. Saadé, is today a leading worldwide shipping group. With its 445 vessels operating on 170 line services, CMA CGM Group serves 400 ports, to connect Pakistan with the world.

CMA CGM is calling Pakistan (Karachi and Qasim ports) with 6 line services and the largest vessels in the industry at around 9,500 TEUs.

Thanks to 8 offices in Pakistan representing CMA CGM, Delmas and ANL brands, the CMA CGM Group offers a large portfolio of solutions at regional and world level.

For more information, please visit [www.cma-cgm.com](http://www.cma-cgm.com) or contact us: (021) 111 946 873.



[www.cma-cgm.com](http://www.cma-cgm.com)

**PAKISTAN FRANCE BUSINESS ALLIANCE**

**CMA CGM PAKISTAN (PVT.) LIMITED**

**Contact Information**

Head Office  
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Fax :+92-21 3514782



**Contact Person**

Muhammad Imran Bawani  
Chief Executive Officer

**Profile**

CMA CGM is the world's third largest container shipping line headquartered in Marseille, France

CMA CGM has representation in Pakistan for over 27 years and is amongst the most prominent and leading shipping Lines in Pakistan, providing expert maritime transportation services to its clients and business partners.

Headquartered in Karachi, CMA CGM Pakistan provides unmatched service coverage in Pakistan through its extensive branch network, strategically placed in key industrial and economic hubs of Pakistan, including Karachi, Lahore, Faisalabad, Sialkot and Multan.

**Main Service**

Main Services include:

- EPIC Service – Direct from Port Qasim to Europe
- INDAMAX Service – Direct from Port Qasim to US East Cost
- CIMEX Service – Direct from Port Qasim to Far East
- AMERIGO Service – Direct from Port Qasim to Mediterranean and America
- MASCAREIGNES Service – From Port Qasim to Indian Ocean and African Ports

**Awards**

Received 06 distinction awards from Pakistan France Business Alliance (PFBA) during 2006 – 2012.



## DATA PROTECTION SOLUTIONS FOR AN EVER CHANGING WORLD

Infotel secures success by securing your data. With 15 years of unrivalled experience, Infotel is the leader in facilities pertaining to all kinds of data transactions.

Our key objective is to provide specialized technology solutions in areas of secure card payment and production systems. We also provide various integrated solutions for transactions and communication security.

Our partnership with Thales ensures safety and convenience for all your transactions. Because we don't just value your business. We add value to your business.

### **Data Security Mechanisms**

- Transaction Security
- Enterprise Security & Database Encryption
- Network Encryption
- EMV/Smartcard Personalization System
- Secure Internet Payment System & Architectures
- Card Payment Solutions
- Certificate Authorities/PKI
- Secure Mobile Payment & Branchless Banking
- EFTPOS Solution
- Magstripe/EMV Card Production Systems

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### INFOTEL PAKISTAN (PVT) LTD.

#### Contact Information

Head Office  
4, 10th Floor, Jason Trade Center, 39-A-1, Block-6,  
P.E.C.H.S., Shahrah-e-Faisal, Karachi-75400, Pakistan.  
Tel: (92-21) 34320008-11, 34523016, 34535031  
Fax: (92-21) 34549880  
Email: riaz@infotelpak.com; info@infotelpak.com  
Web: www.infotelpak.com



#### Contact Person

Mr. Riaz Siddiqui  
Managing Director

#### Profile

InfoTel Pakistan is one of the leading solution providers of security solution addressing the business needs and corporate and government client alike, protecting transactions, networks identification documents and sensitive sites.

Founded in 1995, InfoTel's unique position in the market is due to its end-to-end security offering spanning the entire value chain in the security domain. The comprehensive offering includes architecture design, security and encryption product development, evaluation, certification preparation through-life management services, card payment systems, card production and issuance solutions.

InfoTel is an innovative specialist in security solutions for electronic payments / high-value transactions in the financial industry and government sector. InfoTel provides a full range of solutions that build on the Company's core competencies of cryptography and tamper resistant hardware. The company boasts more than 10 years of expertise in management, services, integration and technology innovation to deliver the world's premier specialized network solutions and payment security solutions addressing most of the financial market needs. InfoTel is a local Channel of partner of Thales e-Security in Pakistan & Bangladesh.

Comparatively young, we have combined relevant experience, specialized expertise and a dedicated commitment to quality to be able to deliver nothing less than can be expected from a company carrying our credentials. Our staff, with their diverse and varied qualifications, adds value to our product and service proposition.

Our infrastructure and network assures full availability and support to the most important component of business: our clients. At Infotel, we don't just value your business – we add value to your business.

#### Products

InfoTel provides the quality services in the following fields.

- E-banking Security Solutions
- Card Payment Solutions (Debit / Credit)
- Card Production & Instant Branch Issuance solutions
- EMV/Smart Card Solutions
- Secure Internet Payment Systems and architectures
- Management of E-business Infrastructure, Security and Storage
- Two Factor Authentication
- Plastic Card Supplies (Magstripe / EMV)

#### Awards

PFBA – Outstanding Import Performance Award  
Thales – Best Regional Technological Partner  
Best Innovative Solution Award from ITCN.  
PFBA-05th Pakistan France Trade Performance Award

#### Area of Interest

Area of Interest Smart Card Loyalty application providers, software development, telecom & networking product EFTPOS, ID, e-Passport.



## A Global Player in the field of Smart Card Technology

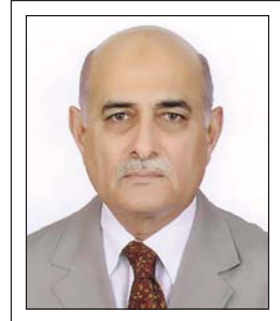
Oberthur Technologies Pakistan (Pvt.) Ltd.  
Plot # 189, Sector 23, Korangi Industrial Area, Karachi  
T: +9221 3506 4016-17 F: +9221 3506 4078  
[www.oberthur.com](http://www.oberthur.com)

## PAKISTAN FRANCE BUSINESS ALLIANCE

### OBERTHUR TECHNOLOGIES (PAKISTAN) PVT. LTD.

#### Contact Information

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Karachi, Pakistan  
Tel: +92 21 35064016/17  
Fax: +92 21 35064078  
Email: a.rizvi@oberthur.com  
Web: www.oberthur.com



#### Contact Person

Mr. Munawar Baig (Pakistan Office)  
CFO / Director

#### Profile

**Oberthur Technologies is a global leader in the smart card technology industry**

5,700 employees worldwide  
50+ sales offices  
11 manufacturing plants  
30+ service centers  
R&D centers across the world  
Over 560 engineers dedicated to innovation

#### A leader in the payment smart card industry

Supplying over one billion cards annually to more than 5,000 banks and financial institutions around the world, our complete offering for the payment market includes prepaid cards, magnetic stripe cards, EMV cards and contactless cards and innovative payment devices. With a history in the secure printing industry Oberthur Technologies continues to develop the latest innovations in printing techniques and smart plastics.

#### Innovative mobile products, solutions and services

Oberthur Technologies is a leading global player trusted by over 250 mobile operators around the globe. Every day, Oberthur Technologies issues over 1.5 million SIM cards and provides fulfillment services with specifically designed packaging for the mobile operators.

- Leading player in digital security serving the Telecom, Payment, Identity, Transport and Digital TV markets
- Offering extending along the full length of the digital security value chain
  - o Manufacturing, personalization and issuance of secure devices and identity documents
  - o Development of associated server based solutions operated by clients in-house or in managed services
- Unique industry positioning
  - o Supplier to 5,000 banks, 20 years of experience in personalization services
  - o Trusted by 250 mobile operators, 10 years of experience in Over-The-Air (OTA) platform

#### Area of Interest

Banking cards (manufacturing and personalization), ID, SIM cards and related solutions, NFC and convergence.

# BIG-BIRD

## GROUP



**Health  
Assurance**

**High  
Profit Index**

**Vigorous  
Growth Rate**



**BIG-BIRD**  
POULTRY BREEDERS (PVT) LTD.



**BIG FEED (PVT) LTD.**



**RANDPARENT**  
POULTRY (PVT) LTD.



**PAK TEK ASSOCIATES**



**BIG BIRD FOODS (PVT) LTD.**

**Low  
Production Cost**

**Better Return  
on Investment**

2-A, Ahmad Block, New Garden Town UAN: 111-111-220  
(P.O Box # 157) Lahore-54000, Pakistan. Tel: +(92-42) 35835373-74, 35837512-14,  
Fax: +(92-42) 35835371, 35839170, 35860519

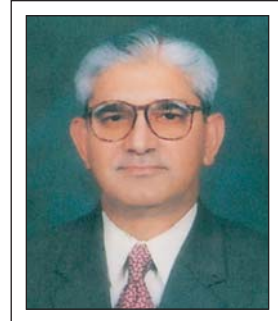
E-mail: [bigbird@bigbirdgroup.com.pk](mailto:bigbird@bigbirdgroup.com.pk), Website: [www.bigbirdgroup.com.pk](http://www.bigbirdgroup.com.pk)

**PAKISTAN FRANCE BUSINESS ALLIANCE**

**GRAND PARENT POULTRY (PVT) LTD**

**Contact information**

Head Office:  
2-A Ahmed Block  
New Garden Town  
Lahore, Pakistan.  
UAN: 111-111-220  
Tel: +92-42 35835373-74  
Fax: +92-42 35835371  
E-mail: bigbird(a)biqbirdgroup.com.pk



**Contact person**

Mr. Abdul Basit  
Chairman

**Profile**

Grand Parent Poultry (Pvt) Limited (GPP) is one of the associate concerns of BIG BIRD GROUP OF COMPANIES, engaged in poultry breeding business since 1985. BIG BIRD GROUP is one of the leading groups in poultry industry in Pakistan.

GPP is operating Hubbard grand parent broiler farms/hatchery project in Pakistan in collaboration with M/s Hubbard SAS France since 1989. During 2007 GPP established the world's 4th largest grand parent hatchery near Lahore Pakistan. At present GPP production caters to more than 50 percent of the market share of broiler parent stock (P.S.) in Pakistan.

GPP is pioneer in introducing modern poultry farming and hatchery system in Pakistan. GPP has established number of GP farms those are well equipped with modern / automation machinery. GP hatchery has imported air-streamer incubators of M/s Petersime, Belgium.

# Striving for Healthier Poultry & Live Stock in Pakistan



■ **Veterinary Vaccines & Pharmaceuticals**

■ **Feed Additives**

■ **Farm Bio-Security Products  
(Cleaner & Disinfectants)**



**Our World Leading Partners:**



Leader in Animal Health



Feed Additives



Cleaners & Disinfectants

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### SAADAT INTERNATIONAL

#### Contact Information

Head office  
117-Habitat Apartment Shadman-II  
Jail Road, Lahore, Pakistan  
Tel: +92-42-35407156, 37423429,  
Fax: +92-42-37421181  
E-mail: [saadat117@brain.net.pk](mailto:saadat117@brain.net.pk)  
Website: [www.saadatinternational.com](http://www.saadatinternational.com)



#### Contact Person

Dr. Ghulam Mahboob  
Chief Executive Officer

#### Profile

**M/S. Saadat International** is serving the live stock sector of Pakistan since 1989 by providing innovative products and solutions in collaboration with world's renowned organizations.

#### Prevention & Cure of the animal diseases:-

M/S. Merial & its world wide subsidiaries since 1989.  
[www.merial.com](http://www.merial.com) (Merial is a Sanofi Company).

#### Feed Additives: -

M/S.Huvepharma  
[www.huvepharma.com](http://www.huvepharma.com)

#### Bio-Security Products:-

M/S.NEOGEN Corporation USA  
[www.neogen.com](http://www.neogen.com)

#### Products

We are dealing in the following categories of the products:  
Poultry Vaccines & Pharmaceuticals  
Ruminant Vaccines and Pharmaceuticals  
Pets Vaccines and Pharmaceuticals  
Feed additives & Nutritional products  
Dis-infectants

#### Awards

We have been honored by awarding the **1st prize for the last six consecutive terms** in the **Animal Husbandry / Livestock Category** for our contribution and development of the livestock sector of Pakistan.

#### Area of Interest

Live stock & Poultry Products (vaccines, pharmaceuticals, feed additives, diagnostic kits & pre fab houses and equipments for Controlled poultry farms.



Amino Acids, Animal Genetics, Anthelmintics, Antibiotics, Anticoccidials, Anti-Fungals, Anti-Infectives, Anti-Inflammatories, Antimicrobials, Antioxidants, Antiparasitics, Antivirals, Disinfectants, Electrolytes, Endectocides, Enzymes, Feed Ingredients, Feed Phosphates, Growth Promoters, Hormones, Minerals, Organic Acids, Prebiotics, Premixes, Probiotics, Vaccines, Vitamins and focused introduction of new products, services and equipments.

With dedicated sales & technical support and national distribution network, we provide the reliability and quality you would expect from a progressive enterprise.

Ghazi House, D-35, KDA Scheme No. 1, Miran Muhammad Shah Road, Karachi-75350, Pakistan.  
Tel: +92 21 111 250 365 | Fax: +92 21 3454 3763 | E-mail: [mail@ghazibrothers.com.pk](mailto:mail@ghazibrothers.com.pk)

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### GHAZI BROTHERS

#### Contact Information

Ghazi House, D-35, KDA Scheme No. 1,  
Miran Muhammad Shah Road,  
Karachi-75350, Pakistan.  
Tel: +92 21 111 250 365 | Fax: +92 21 3454 3763  
E-mail: mail@ghazibrothers.com.pk



#### Contact Person

Mr. Muhammad Irfan Ghazi  
CEO / President

#### Profile

Ghazi Brothers is Animal Health & Nutrition Products Marketing and Distribution Company. Our Product range includes Amino Acids, Animal Genetics, Anthelmintics, Antibiotics, Anticoccidials, Anti-Fungals, Anti-Infectives, Anti-Inflammatories, Antimicrobials, Antioxidants, Antiparasitics, Antivirals, Disinfectants, Electrolytes, Endectocides, Enzymes, Feed Ingredients, Feed Phosphates, Growth Promoters, Hormones, Minerals, Organic Acids, Prebiotics, Premixes, Probiotics, Vaccines and Vitamins.

#### Network

We have Distribution Centers and Branch Offices in all the major cities of Pakistan:

- Karachi      - Multan      - Hyderabad      - Rawalpindi
- Faisalabad      - Gujranwala      - Lahore      - Islamabad

#### Area of Interest

Animal Health, Animal Nutrition, Animal Genetics and Human Health Products.

# ATLAS EXPORTS (PVT) LTD.



**ATLAS EXPORTS (PVT) LTD.**

**ATLAS AGRO FOODS (PVT) LTD.**

Gulistan Chishtia, Paka Meel Stop,

16-KM Multan Road, Lahore, Pakistan

E-Mail: [amannan@lhr.comsats.net.pk](mailto:amannan@lhr.comsats.net.pk)

[atlasexp@lhr.comsats.net.pk](mailto:atlasexp@lhr.comsats.net.pk)

Web: [www.atlasexports.com.pk](http://www.atlasexports.com.pk)

Ph: 0092-42-37514803 ,0092-42-37514804

- Manufacture & exporter of  
Industrial Safety Products (Leather & cotton Gloves , Work  
wear )

Fashion Gloves , Mechanics Gloves

Home Textile (Towels, Hospital Wear, Cotton Bags,

Table Linen,)

-Exporter of Fresh Flowers,Fruits, Vegetables & Rice

## PAKISTAN FRANCE BUSINESS ALLIANCE

### ATLAS EXPORTS (PVT.) LTD.

#### Contact Information

Gulistan-e-Chishtia, Paka Meel Stop,  
16km Multan Road, Lahore Pakistan  
Tel: 0092-42 37514803-04  
Fax: 0092-42-37514805  
E-mail: amannan@lhr.comsats.net.pk  
atlasexp@lhr.comsats.net.pk  
Website: WWW.atlasexports.com.pk



#### Contact Person

Mr. Rana Abdul Mannan  
Chief Executive

#### Profile

Atlas Exports Pvt. Ltd. established in 1995 & it's a joint venture of Pakistan & France that is a leading manufacturer & exporter of Pakistan in leather and cotton products.

Atlas Exports Pvt. Ltd. is working in Lahore since last 19 years having best technologies to serve customers from all over the world with enthusiasm.

Atlas Exports Pvt. Ltd. is fully equipped with modern machines. Staff is also dedicated to fulfill committed task for our valued customers.

Atlas Exports Pvt. Ltd. is a company that is extremely emphasizes on Total Quality Management & is highly committed towards customer's satisfaction. Our company wants to establish long term business commitments wit objective of continuous improvement & best quality at low cost. Best communication, collaboration with experience & expertise come together at Atlas Exports in order to provide best quality products.

We are exporting 90% of our products to France.

Atlas Exports Pvt. Ltd. is also participating in export of food & agricultural products as it is working in the heart of Punjab namely Lahore , which is the hub of all kinds of fresh foods, vegetables & other agricultural products, which are easily accessible to Lahore from all over Punjab. Hence Atlas Exports Pvt. Ltd. is playing its vital role not only to export the safety products all over the world but also exporting agro food like seeds, chemicals & other horticultural products.

Products: Industrial Safety Products (Leather Gloves, cotton Gloves, Work Wear, Shoes)

- Fashion Gloves
- Cotton Bags
- Home Textile
- Fruits & Vegetables
- Rice
- Fresh Flowers



## **A LEADING PAKISTANI PHARMACEUTICAL COMPANY**

***The House of Quality Pharmaceuticals***

### **ATCO HAS DECADES OF GLOBAL EXPERIENCE**

- \* Being One Of The Leaders In Export Market**
- \* Working Together With A Number Of Multinational In Local Production.**

### **ATCO IS A HEALTH CARE COMPANY MAKING**

- \* Quality Drugs At Affordable Prices**

### **ATCO MAINTAINS AN EFFECTIVE QUALITY**

- \* Management System Through The Active Involvement Of Employees At All Levels.**

**ISO 9001:2000 CERTIFIED**



**ATCO LABORATORIES LIMITED**  
B-18, S.I.T.E., KARACHI-75700, PAKISTAN. PH : 021-32577930-3

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### ATCO LABORATORIES LIMITED

#### Contact Information

Head Office  
B-18, S.I.T.E., Karachi.  
Tel: +92-21 111 111 645  
Fax: +92-21 3256 3974  
Email: info@atcolab.com  
ismail.allawala@softnonic.com.pk  
Web: www.atcolab.com



#### Contact Person

Mr. Ismail Allawala  
Director

#### Profile

ATCO Laboratories has a history of over 40 years in the health care business. It is one of the pioneers in the pharmaceutical industry sector of Pakistan. ATCO Laboratories, is one of the leading pharmaceutical companies of Pakistan, it is known for its quality products in domestic as well as international markets. ATCO has the licensing franchise of reputable research based foreign companies, and enjoys a considerable markets share. We at ATCO are committed to improve health care of the people by providing cost effective health care products and services, to pass on the benefits to cost effective health care products and services, to pass on the benefits to the patients, our customers and partners in our own country and in the countries we are exporting our products. This commitment to our mission has led us to a mentionable record of continuous growth and bring ATCO in Top Most companies in Health Sector.

#### Products

Manufacturing and marketing of pharmaceuticals, cosmetics, soaps, toiletries, dry battery cells, real estate and IT.

#### Joint Venture

The broad business vision of ATCO and it's continuous search for new markets and business opportunities have resulted in the company expanding it's operations into export markets. The quality products and ethical business strategies have resulted in gaining respect for ATCO in international markets, where it is successfully competing in a global environment. ATCO has been successfully increasing it's share in export markets by providing support to our overseas partners. Our continued collaboration and efforts have resulted in achieving mutually agreed Sales objectives. The basic principle of our export policy is fulfilling the commitment and strict adherence to the time schedule. Our export partners also follow the same principles.

#### Area of Interest

Interested in pharmaceuticals and cosmetics.

Quality and Safety



Strength of Human Resource

utilizing the most advanced SOPs in the  
manufacturing of both pharma and herbal  
medications in Pakistan

**FOR US ITS ALWAYS QUALITY FIRST**

# COMPANY Profile

## PAKISTAN FRANCE BUSINESS ALLIANCE

### HIMONT NUTRITION (PVT). LTD.

#### Contact Information

Head Office  
17- km, Ferozepur Road  
Lahore.  
Tel: +92-42 35814391-3  
Fax: +92-42 35814396  
E-mail: [ceo@himont.com](mailto:ceo@himont.com)  
Web: [www.himont.com](http://www.himont.com)



#### Contact Person

Intesar Ahmed Siddiqui  
President & C.E.O.

#### Profile

Primary objective of the Group is to manufacture, market and distribute branded generic Pharmaceuticals, herbal and nutritional products.

Himont Nutrition (Pvt). Ltd. is **manufacturing eighty different formulations**. These products include under license arrangements with leading European companies, i.e. Italfarmaco and Theafrom France, Himalaya Drug Co. (herbal products) of USA, Standard Chem. & Pharm. From Taiwan, Lacerfrom Spain and Denofafrom Norway. Currently Himont Pharma is marketing, manufacturing and distributing products often multinational companies in addition to several of its own formulations. Himont has established its own distribution company with nine centers in major cities, and directly supply products to over thirty thousand pharmacies through out the country.

In the local market, Himont is considered as a fast growing company with **excellent quality image**. According to the latest edition of IMS, **Himont is rated among top thirty companies out of 550 pharmaceutical companies** operating in Pakistan; and the combine business of all the divisions is the third largest among the National Pharmaceutical Companies.

#### Area of Interest

Pharmaceutical, Nutritional & Herbal Products



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

A Company set up under section 42 of the Companies Ordinance, 1984  
Member of CCI France International, Paris

*Pakistan France Business Alliance*  
*aims to Encourage & Promote Business*  
*Mutual understanding & Friendship*  
*Between*  
*Pakistan & France*

[www.pfba.org](http://www.pfba.org)  
Tel: + 92 21 3537 3018 / Fax: + 92 21 3537 3016  
Email: [pfba.pakistan@gmail.com](mailto:pfba.pakistan@gmail.com) / [pfba@cyber.net.pk](mailto:pfba@cyber.net.pk)

# ELMED

## INSTRUMENTS

### Quality - Reliability - Service

With a Manufacturing experience of more than 100 years Elmed Instruments was established in 1994 and today is a leading name in the Surgical Industry. Building upon the strength of its highly skilled workers, by being responsive to the feedback from its clients and with their technical assistance, Elmed was able to achieve its target from the very first year. This has become a tradition at the company and in a short span of time, the name Elmed has come to be known worldwide as a symbol of QUALITY, RELIABILITY and SERVICE. We can say with some satisfaction that we have been successful in achieving our targets.

Elmed currently operates from its premises on the outskirts of Sialkot city with a covered area of around 200,000sq ft. With a skilled work force of 800 and up dated machinery, Elmed has the capacity to manufacture the most sophisticated instruments and it has been successful in catering to the needs of its valued clients all over the world.

For complete compliance with our customers and international standards, we at Elmed import all raw materials and stainless steel from Europe and Japan, in the required grades necessary for the production of different types of surgical instruments.

#### FDA Approved Registration # 9614062

Elmed Instruments (Pvt)Ltd. is FDA approved and on attachment B under the FDA registration # 9614062

Japanese Accreditation Certificate of Foreign Medical Device Manufacturer  
Number of Accreditation: BG 12400024



CE Mark  
CERTIFIED





## Healthcare Essentials... Our Services; Your Solutions

Sind Medical Stores

Biologicals | Diagnostics | Homoeopathy | Industrial | Nutrition | Surgical | Veterinary

### *Companies Proudly Represented by us ....*



#### Head Office:

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Fax: +92 21 34384084

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Fax: +92 51 515 3542

#### Lahore Office:

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Lahore.  
Tel: +92 42 3742 3711  
Fax: +92 42 3742 3746

#### Peshawar Office:

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Peshawar.  
Tel: +92 91 258 3461

Email: [info@sms-pakistan.com](mailto:info@sms-pakistan.com)  
URL: [www.sms-pakistan.com](http://www.sms-pakistan.com)