Investment Potential in Building & Construction Industry of Pakistan

Propelling Pakistan’s economy towards better infrastructure

Sindh, Honorable Mr. Agha Siraj Durani inaugurated the Exhibition along with the Organizers, Co-Organizer and Foreign delegates. He then visited the stalls and met domestic and international exhibitors. The Event featured over 85 exhibitors, ranging from major global suppliers to regional agents and distributors of building, construction and real estate sectors. Participants from more than 11 countries including USA, Iran, China, Indonesia and Singapore were also present.

Some of the major participants at the show were Singapore Building & Construction Authority; Masoud Tiles (Iran); Enem Estates; Ali Saqlain Real Estate & Builders; Prism Estate; Saigal Estates; Velv Paints; CASY Consultancy Services-Singapore; Pakistan Marbles & Granite; Dadex and others. Foreign Participants from more than 11 Countries, including U.S.A, Iran, Singapore, Indonesia, China, UAE and Nigeria visited the Exhibition. More than 25,000 visitors marked their attendance during the 3 days.

The Chief Guest, Acting Governor Sindh, Honorable Mr. Agha Siraj Durani accompanied by Senior Vice Chairman Association of Builders & Developers (ABAD), Saleem Kassim Patel, Vice Chairman ABAD, Muhammad Hanif Gohar and President Ecommerce Gateway Pakistan, Dr. Khursheed Nizam are seen inaugurating the 9th Build Asia 2013.
I am pleased to observe Build Asia 2013 which is being organized for the ninth successive year in the city of lights, Karachi, which is the regional business and industrial hub. It offers the right combination of amenities and infrastructure to organize such mega events.

The Government of Sindh is playing its due role in encouraging local and foreign businessmen to make investments in the province. The province of Sindh offers innumerable opportunities for investment in all sectors of economy. The first and foremost priority of the Government is to maintain law and order in the province, as a peaceful environment is must for economical activity.

Alhamdullah, security situation in the province including Karachi has improved considerably as a result of positive measures taken by the present government which is evident from the soaring foreign investment. The Government has also initiated a number of reforms in trade, political and social sectors to gain investor’s confidence. Besides a number of projects are underway to improve the infrastructure of the province to facilitate business and trade. I congratulate the Organizers of Build Asia 2013 for putting up this wonderful effort to showcase the immense potential of the construction industry and to enlighten the local and international stakeholder regarding numerous opportunities and huge returns on investments that Pakistan offers to them. I ensure full support to Ecommerce Gateway Pakistan (Pvt) Ltd. From the Government of Sindh and wish Build Asia 2013 a tremendous success.

The company plans to further expand operations in Islamabad, Rawalpindi & other cities as well as Dubai & UK in the years to come. Enem Estates has the honor of being officially associated with Asia’s Largest Private Real Estate Developer, Bahria Town Pvt Ltd, and being the authorized and foremost recommendation to their customers.”

Mr. Naeem Ahmad, CEO Enem Estates leads the company and has made it a point to lead by example and set the standards in client dealing for his ever-growing team of dedicated professionals. He stated, “Currently, Enem Estates is providing the best real estate services to their valued customers and aspires to be Pakistan’s largest real estate consultancy firm in immediate times to come.

The present Government of Pakistan is following policies of regularization, liberalization and privatization and has initiated a number of structural reforms in the last few years to spur economic growth. As a result, the world has seen a new Pakistan emerging from the chaos of uncertainty and gloominess to a state of high economic growth with rising exports and manifolds increase in foreign direct investment, as the international community is convinced of the business and investment prospects in Pakistan.

I highly appreciate Ecommerce Gateway Pakistan (Pvt) Ltd. for organizing Build Asia Exhibition. I warmly welcome all the participants; foreign & local delegates and exhibitors to the Event and wish them great success.
Leading brand in Residential and Commercial Property Business

Ali Saqlain Real Estate & Builders prides itself as one of the leaders in providing extensive range of residential and commercial property with valuable resources since 2000, in Karachi, Rawalpindi / Islamabad, Bahria Town Lahore and DHA Lahore.

Mr. M. Shahid Qadri, CEO at Ali Saqlain Real Estate & Builders said, “We are in a multifaceted business, encompassing activities that range from renovation and re lease of existing buildings to the purchase of raw land and the sale of improved land or parcels to other. Coordination of activities and converting ideas on paper into real property is the essence of business of the Company. Beside property deals, we advise individuals and corporate clients on growth strategies and real estate investment opportunities in ongoing and future markets. A committed and professional team of advisors are always ready to undertake any project of the business.”

World’s Trust in Real Estate

Athar Associates is an Authorized Dealer of the Bahria Town Commercial and Residential Brokers Network, and having a best achievement Property Award 2012 by the Jung Group. With 5 offices covering the whole Pakistan Commercial Brokers Network is the largest commercial property network in Bahria.

Representative at their stand, Mr. M. Akmal Khan Khattak shared, “Our mission is to generate and maintain long-term, client-focused institutional real estate investment strategies as both buyer and space-user representatives that will provide excellent returns and growth potential, delivered with the highest level of integrity, communication and service.”

“We provide services related to the purchase and sale of properties. Our highly experienced professionals are involved with the Pakistan real estate marketplace on an ongoing basis. They review economic and technical information received from a wide variety of sources to determine the levels of pricing at which properties are being bought, sold as well as, assessing demand trends and the nature and availability of different types of properties”, he added further.

Athar Associates continuously reviews, inspects and analyzes properties in search of those having the best possible values within the framework of BHARIA’s current investment criteria. They make purchase recommendations and prepare offerings on those opportunities that are determined to be appropriate for submittal to our investment clients.

The most famous housing colonies, they deal in Bahria Lahore include Awami Villas; Executive Lodges; Bahria Nasheeman; Bahria Orchard; Sector A; Sector B; Sector C; Sector D; Sector E; Sector F; Golf view Residential; Safari Villas; Overseas Enclaves; Bahria Educational & Medical City.

Industrial, Commercial, Institutional Buildings and High-Rise Structures

Banu Mukhtar (Formally Izhar Building Materials (Pvt.) Ltd.) was incorporated in 1964 and carrying around 5 decades of rich and dynamic expertise in construction Management, Planning, Designing, Supervision and Execution. The Company has its credit construction of scores of Industrial, Commercial, Institutional Buildings and High Rise Structures involving all kinds of Civil, MEP and HVAC works. On the other hand, Bincrete is a new vision of Banu-Mukhtar for Precast Double Tee Roofing System, Precast Grider Slab Roofing System, Precast Boundary Wall Systems, Paving Stones, Kerb Stones, Blocks and many other plant-made concrete products. Rhino Pre-Engineered Buildings (Pvt.) Ltd. has been working in the field of Light Gauge Steel Structure and Porta Cabins since 1995 & Mukhtars are always ready to interpret new trends in the market in term of product & services for all Interior Solutions i.e. Kitchens, Doors, Wardrobe, Furniture etc.

“We have formed and empowered our professionals to think, innovative and contribute to exploit this very promising buildings system in order to serve customer with unmatched quality and service. We esteem to exceed expectations of our customers while supporting and respecting the society in which we conduct business”, said Mr. Mushtaq Ahmad - Sales Coordinator & Logistics at Banu Mukhtar.

Vertex International is the leading real estate company of Pakistan with corporate offices in Lahore, Islamabad, Dubai and London. They deal in sale/ purchase of residential and commercial properties and provide complete solution on one platform.

Vertex International is one of the pioneer builders working with Bahria Town doing commercial and residential projects. Mr. Ali Mansoor, General Manager at Vertex underscored his company and said, “We are proud to have successful projects like Margalla Villas, Vertex Arcade, and Vertex Villas on our portfolio in Islamabad. Keeping our tradition of excellence we are pleased to start Orchard Heights as the first Mega commercial project in Bahria Orchard Lahore.”

He further added that they have a team of highly qualified individuals at Vertex International with experience of more than 30 years in the field of construction and Infrastructure development. “Our architects and engineers are committed to provide state of the art product using cutting edge technology keeping in mind all the necessary and luxurious requirements of our clients.”

Sales team of Vertex International is dedicated to uphold the high standards that we set and make the product reachable to the consumer.
DADEX - Let's Build Together

The last 50 years have seen DADEX grow, evolve and transform. DADEX grew from a single plant in Hyderabad to a large national network comprising 650 people, 3 manufacturing facilities and 9 offices spread throughout Pakistan, together generating over PKR 2 Billion revenue.

DADEX was established in 1959 as a Public Limited Company and commenced its operations of manufacturing Chrysotile Cement sheets from its factory in Hyderabad. With the passage of time and the growing market potential for building products, DADEX decided to expand its operations by opening another factory in Karachi in 1966. After 30 years of experience in manufacturing Chrysotile Cement sheets and pipes and establishing a reputation of producing quality products and delivering quality services to its customers, the company’s management found that there exist a gap in the Pakistani market for high quality PVC-U pipe systems. To bridge this gap, in 1991, DADEX entered into a long-term agreement for technical collaboration with Wavin B.V. of the Netherlands, the largest pipe extruder in Europe.

Mr. Tanwir Ahmad, Assistant Manager Marketing at Dadex said, “It is noteworthy that DADEX has played a key role in bringing about the plastic piping revolution in Pakistan, where the traditional piping materials are rapidly being replaced by plastics. There exists a continuous flow of technology, trainings and products from Wavin to DADEX for the production of pipe systems in PVC-U, PE, PPR for various applications such as water supply, gas supply, sewerage & drainage, etc.”

“DADEX is serving customers through close contact with them via offices present in all major cities of Pakistan. Recently, a strong need was being felt for a facility in the northern region of the country for timely supply at a lower cost to customers in the region. Therefore, we decided to set up a state-of-the-art manufacturing facility at Sunder Industrial Estate, Lahore which was operational since the year 2008. This is how DADEX has come so far over the last 50 years, and how we continue to compete in a dynamic marketplace. DADEX continues to outperform previous achievements, set industry standards and most importantly, add value to all its stakeholders.”

Wherever there’s Bahria, there’s Saigal Estates

As the Bahria Town Specialist, Saigal Estates is the go-to agency for all things Bahria Town and have been working with them for over a decade. They are the authorized dealers for all Bahria Town projects, whether they're in or outside of Pakistan. Best known for giving their wide spread clientele an array of investment options, Saigal Estates is much more than a typical estate agency – they are an investment company and their biggest investment is their Customers and their most prized asset is the Trust and Faith that the customers have put in.

Mr. Ahmed Omer Saigal of Saigal Estates expressed a pride in sharing that, “We are one of the most accredited investment companies in not just Lahore but all over Pakistan with years of experience under our belt. With a team that’s proven it in a multitude of fields, Saigal Estates is perfectly positioned and equipped to help you make a fortune on your investment.”

“Experience and market knowledge are perhaps two of the most instrumental factors that can make or break your investment. While dealing with Saigal Estates however, you do not have to worry about either since we are known for putting the needs of our invaluable clients ahead of our own. This approach of ours resonates with our biggest objective i.e. to serve you. Standing amongst the renowned real estate companies of Pakistan, Saigal Estates have helped many in seeking the house of their dreams over the past years. The company specialises in advising quality investments to their clients which always yield heavy profits.” He added.

In the versatile market of Pakistan, real estate investments usually yield heavy profits but in some cases the land loses its value and thus a lot of money is lost. Saigal Estates prevents such events as the mission of the company is to provide the investors with superior returns through prudent investments in the real estate of Pakistan.

Building & Construction Authority (BCA)

The Building and Construction Authority (BCA) is a statutory board under the Ministry of National Development, championing the development of an excellent built environment for Singapore.

Their mission is "We shape a safe, high quality, sustainable and friendly built environment".

Safety, Quality, Sustainability and User-Friendliness are four key areas where BCA has significant influence on the built environment and they distinguish Singapore’s built environment from those of other cities. Hence, the vision is to have "the best built environment for Singapore, our distinctive global city". In line with their mission and vision, the strategic thrusts are that they aim to be a caring and progressive organization that values its people, the innovative spirit, integrity and service excellence.

They ensure high safety standards and promote quality excellence in the built environment and champion barrier-free accessibility and sustainability of the built environment. BCA leads and transforms the building and construction industry by:

a. Enhancing skills and professionalism
b. Improving design and construction capabilities
c. Developing niche expertise
d. Promoting export of construction related services

They forge effective partnerships with the stakeholders and the community to achieve their vision.
Nippa Tech Is an Engineering & Contracting Company which specially deals with power sector. They provide services to different multinational companies in the world for different projects contributing for “Green World”.

**Nippa Tech introduces following products:**

- **“TERAMIX”** - which is a brand name for a water purification system realized by “Marinex Technology” developed in Japan. Teramix has the following characteristics which include usage of a special ceramic filter & makes water promote osmosis; removes unwanted substances including iron ions bacteria, pigment and odor & enhances the self-healing power of human being and enables processing of up to 250 tons of water without change of one filter.

- **“Soil Solidifier”**: Nippa Tech introduces new brand; Special solidifying agent has the following remarkable features:
  1. Needless to use crushed stones, river sand and water. Take what’s available locally and it will get solidified
  2. No expansion or contraction takes place under bad weather after it’s solidified
  3. After solidified layer is formed the stability of its chemical molecular constitutes no harm to crops and animal farming
  4. Faster speed in road construction, energy and time saving and strong performance and durable
  5. This product can also be used to solidify material into bricks without burning process, therefore can be used to replace building bricks.

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**PICTORIAL HIGHLIGHTS**

Nippa Tech-Japan introduces Teramix and Soil Solidifier

USAID Firms Project Marble & Granite Sector Partners participate in Build Asia 2013

The USAID Firms Project Marble and Granite Sector Partners participated in the leading International Construction Industry Exhibition titled “9th Build Asia 2013” in Karachi. The exhibition taking place every year in Pakistan provides the most comprehensive product offering for the building and construction industry. A group of 12 partner small and medium business enterprises (SMEs), consisting of marble miners, processors and manufacturers of value added products (such as mosaic and inlay), attended the 3 day event. The partner firms showcased their unique and high quality marble products that were displayed at the project’s stall. By supporting the partners for participating in the exhibition, the project aimed at developing and improving market linkages for their products that will translate into additional revenues, and increased exports of marble and granite from Pakistan.

The exhibition offered an opportunity for the developers, interior designers, builders, architects, machinery and equipment manufacturers, and suppliers from the public and private sectors to network, source and specify the latest building and construction products and services. The event featured over 85 regional exhibitors and foreign participants from more than 13 countries, including, the U.S, Iran, Singapore, Turkmenistan, Malaysia, U.A.E, Nigeria, Taiwan etc.

Muhammad Aftab, a partner of the USAID Firms Project Marble and Granite Sector commented that although this was the third time that he was attending the Build Asia Expo, but this time the international buyers not only visited the expo but showed great interest in some of the marble products displayed. He added that, “We aim to carve a niche in the international market by introducing the Pakistani marble products to the buyers from U.A.E and Taiwan visiting the expo this year. There is a growing market for the marble products in these countries and the buyers prefer the Pakistani marble for its high quality and variety.”

Another partner, Jibbran Khan shared his experience, “The platform has provided a better market exposure to all of the partners. We have displayed export quality and innovative marble items at the exhibition resulting in some good revenue generation deals with the international buyers attending the event. We are indeed thankful to USAID for providing us the opportunity to be able to take our products international.”
Spreading Colour in Your World

Introducing Elastomeric Paint System
First Time in Pakistan

A product of Sigma Aqua Coatings (Pvt.) Ltd., Velve is a high end paint brand with an innovative seepage repellent Elastomeric Technology, first time ever in Pakistan. Having a wide range of variants ranging from interior to exterior paints and wall fillings. Velve is the complete solution to your home & office décor with an infinite colour range.
PICTORIAL HIGHLIGHTS

Mr. Oleg N. Avdeev, Consul General and Mr. Andrey V. Fedorov, Senior Consul of Russia with the foreign participant

Guest of Honor, Mr. Mr. A. Abdullah Zaki, President Karachi Chamber of Commerce & Industry being briefed about Marble & Granite

Sr. Vice Chairman ABAD, Saleem Kassim Patel, presenting shield to Chief Guest, Acting Governor Sindh, Honorable Mr. Agha Siraj Durani

Visitors at stall of Post Tension Services Pakistan Pvt. Ltd.

Power Tools by Milwaukee on display by Pak Asia Trade Link

Mrs. Nasreen Ali, DG Board of Investment in conversation with foreign participant

Guest of Honor, Mr. Rossalis R. Adenan, Consul General of Indonesia paying heed to the Exhibitor

Media Address by Hon’ Mr. Agha Siraj Durani, Acting Governor Sindh

Mr. Mohsin A. Shekhani, Chairman ABAD speaking with Media Personnel

Extensive Media Coverage of the Event

Visitors’ Registration Process being carried out

Mr. Shamim A. Firpo, Chairman Firpo Group of Companies at Indonesia Pavilion