



Entrepreneurial & SME Potential and CPEC

By

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**Ministry of Planning
Development & Reform**



Sequence

- ❑ Know How about Entrepreneurship
- ❑ State of SMEs in Pakistan
- ❑ CPEC Current & Long Term Outlook
- ❑ The SMEs, Entrepreneurs & CPEC nexus

Entrepreneur

❑ **Entrepreneurs** are people that notice opportunities and take the initiative to mobilize resources to make new goods and services

❑ Example: He was one of the entrepreneurs of the 1980s who made their money in property

❑ **Entrepreneurship** is the process of designing, launching and running a new business, which is often initially a small business

❑ Entrepreneur meaning in Urdu are: **ناظم , کار انداز , منتظم , کاروباری**

Characteristics of Entrepreneurs

■ Successful

- Creative and Innovative
- Position themselves to new opportunities
- Create new products
- Create new processes
- Create new services

■ Unsuccessful

- Poor Managers
- Low work ethics
- Inefficient
- Failure to plan and prepare
- Poor money managers
- Low response to Change

Suggestion 1

**Need to Develop Environment in
Universities to *Impart*
Entrepreneurial Skills to the
Graduates**

State of SMEs in Pakistan

- ❑ 90% of all the enterprises in Pakistan (3.2 Million)
- ❑ Employ 80% of the non-agricultural labor force
- ❑ Share in the annual GDP is 40% approximately
- ❑ 35% share in Value Addition
- ❑ Constrained by financial and other resources;
 - Scarcity of Working Capital
 - Lack of Educated Manpower
 - Shortfall of Research and Development Capabilities
 - Limited access to new technologies & practices
 - Lack of branding, marketing and communication skills

Suggestion 2

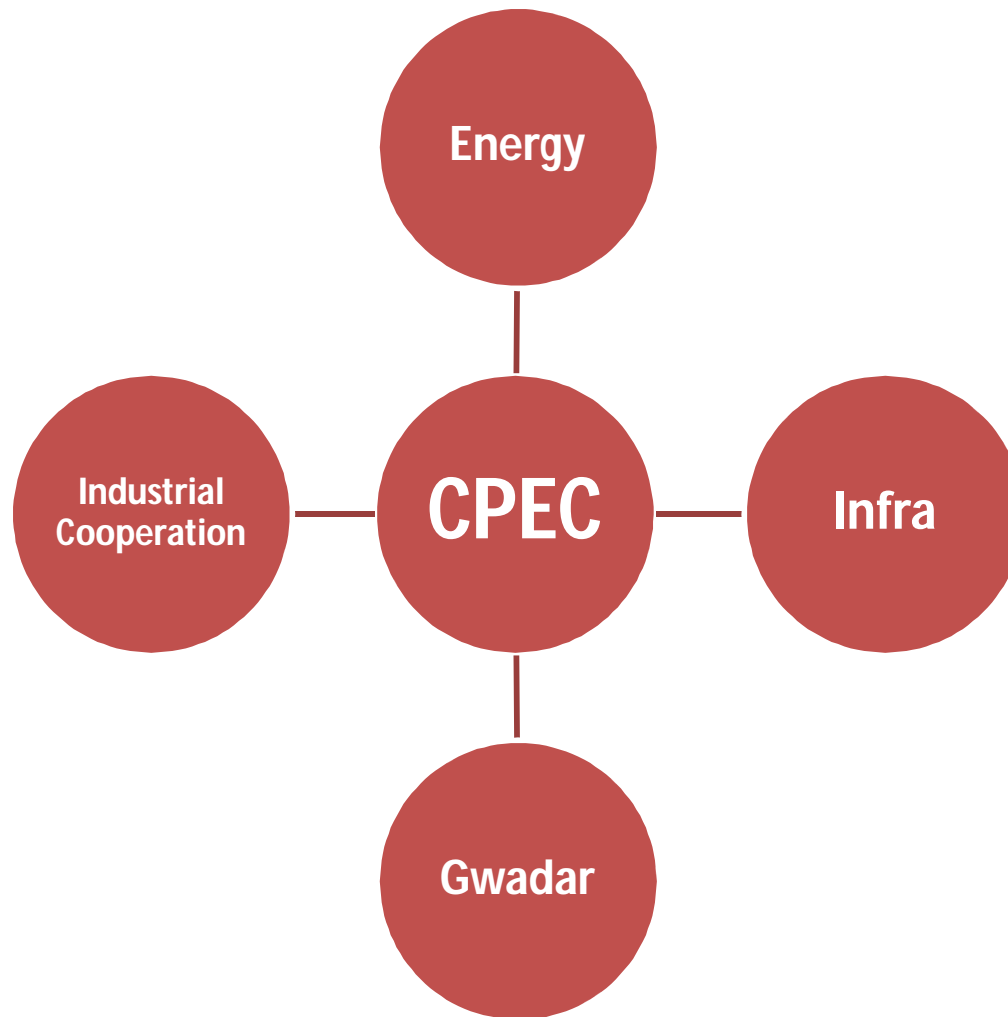
**A serious support is needed by SMEs
to connect them with the Local and
Regional Opportunities**

CPEC Current & Long Term Outlook

BRI & CPEC

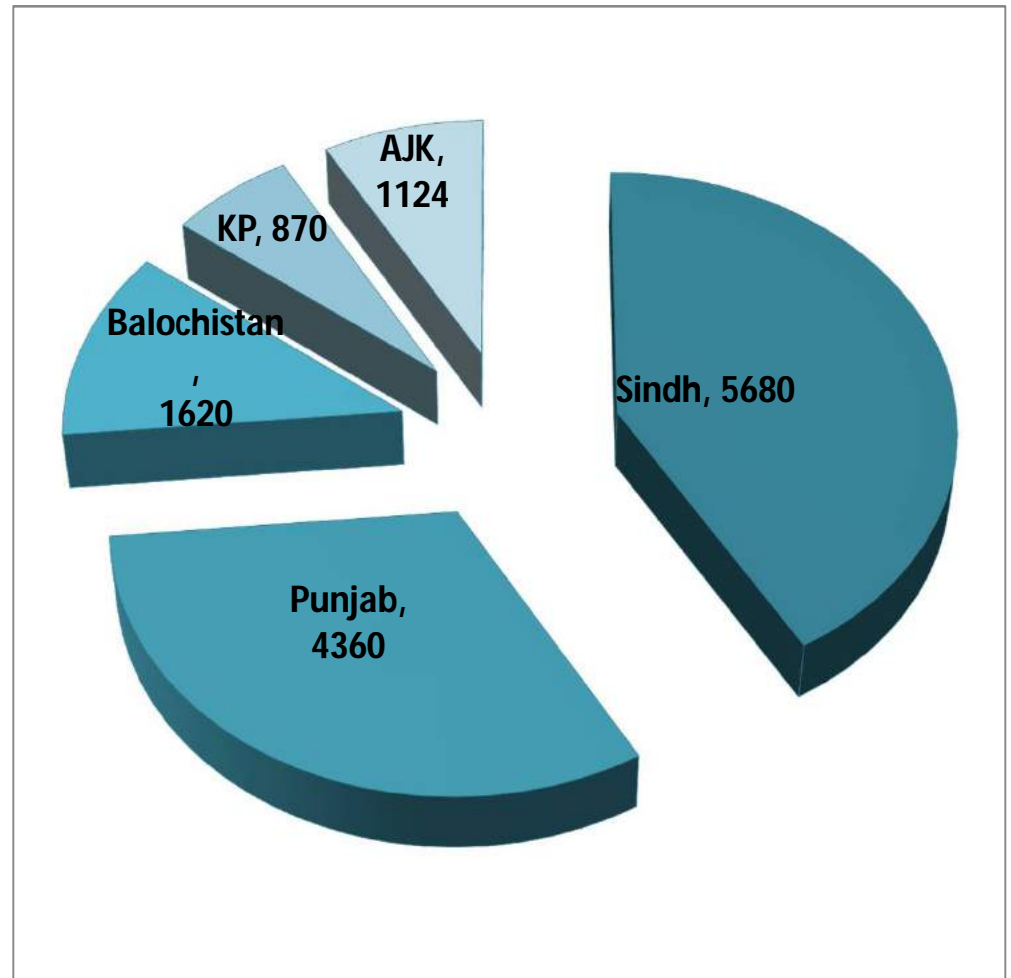
- OBOR / BRI by China in 2013
- Connecting Asia, Europe and Africa
- 65+ countries, 4 billion people, 38% of Global GDP
- Around \$1.4Tn investment of China
- 6 Corridors are planned connecting the N-S-E-W
- CPEC is the pilot and flagship corridor initiated in 2013
- Gwadar is at the junction of Belt and the Road
- Goals of BRI are to interconnect among the partners;
 - policy,
 - transport infrastructure,
 - trade,
 - currency, and
 - People to People

1 + 4 Cooperation Portfolio of CPEC



CPEC Power Projects

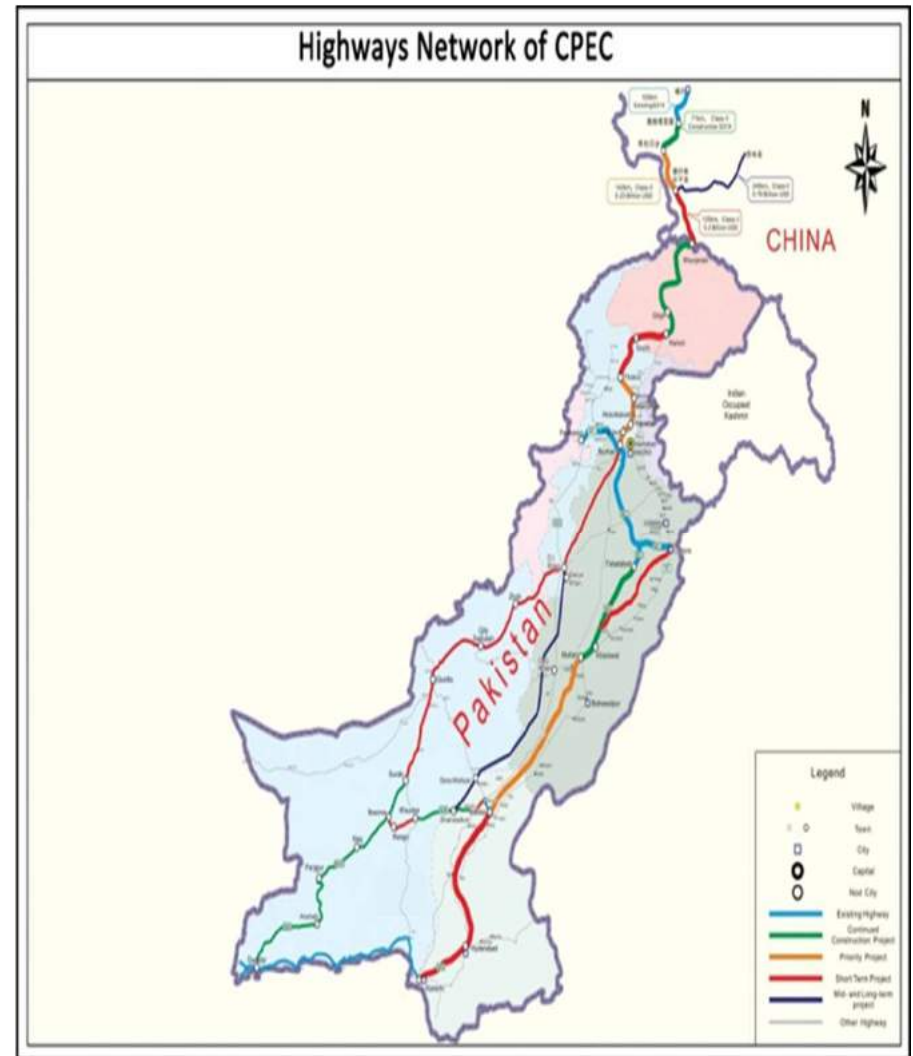
- 21 Projects
- IPP Mode, General Contractor
- Opportunities;
 - Port Clearances
 - Materials sourcing
 - Transportation
 - Construction
 - HR & HRD
 - Horticulture
 - In-house security



CPEC Road Projects

(CP Joint Monographic Study) (2014-2030)

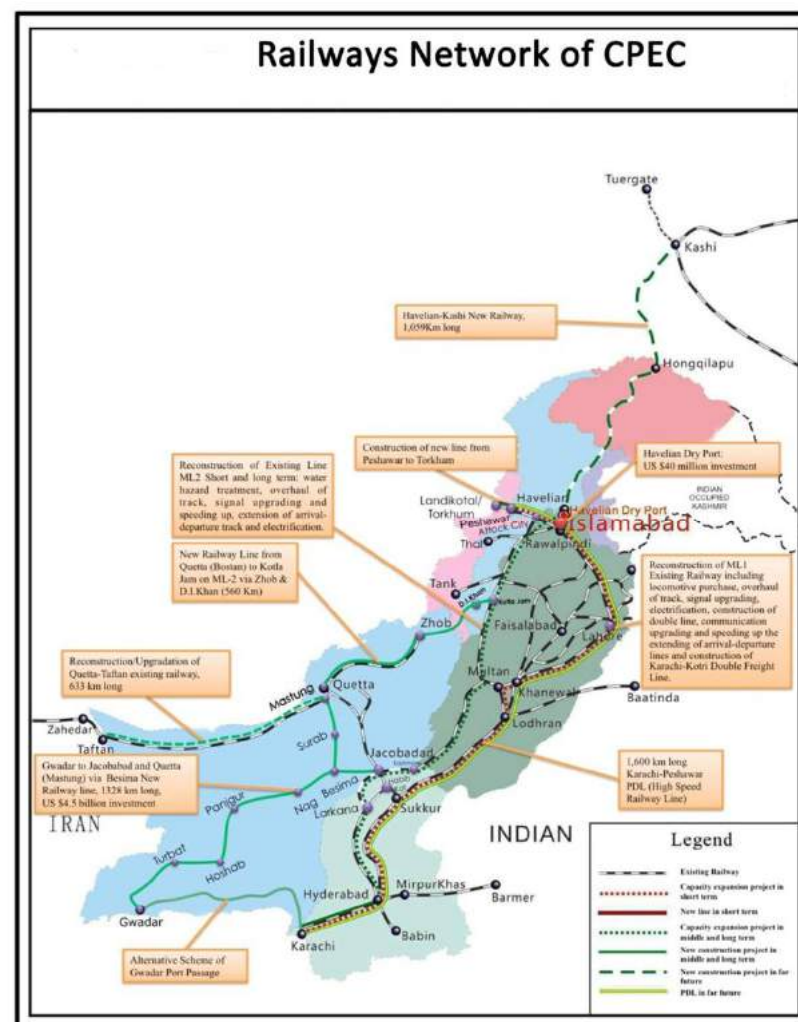
- 11 Nodes
- Several Alignments
- Khunjerab with Gwadar
- Corridor Potentials;
 - Facilitation Services
 - Tourism Development
 - Industrial Parks
 - Logistics Hubs
 - Mineral Parks
 - Petroleum storages



CPEC Rail Projects

(CP Joint Monographic Study) (2014-2030)

- ML1, 1820km
Peshawar-Karachi
(2018-2023)
- ML2 & ML3
- Railways potentials;
 - Cargo Clearance
 - Cargo Handling
 - Cargo Storage
 - Passenger Services
 - Dry-port
 - E-Cargo



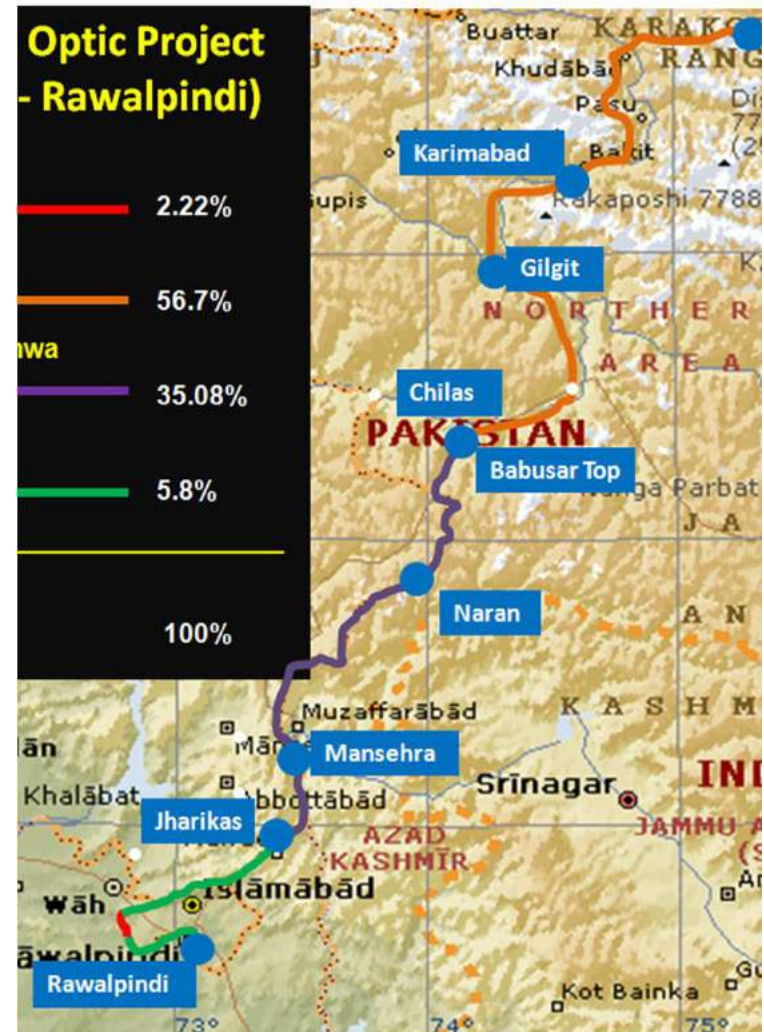
CPEC Urban Mass Transit Projects

- 4 Major Projects
- Potentials are;
 - Transportation through feeder routes
 - Park and Ride facilities
 - Passengers Refreshment Services
 - Advertisement inside & outside of the cart
 - E-services inside the cart and stations
 - Other innovative ideas??

No.	PROJECTS
1	Greater Peshawar Region Mass Transit
2	Quetta Mass Transit
3	Orange Line - Lahore
4	Karachi Circular Railway

CPEC Information Network Project

- 820km Optical Fibre link
- Reliable link concealed u/road
- Potentials are;
 - ICT Parks
 - ICT Enterprises
 - ICT HRD
 - Digitizing the whole economy step by step
 - Other innovative ideas??



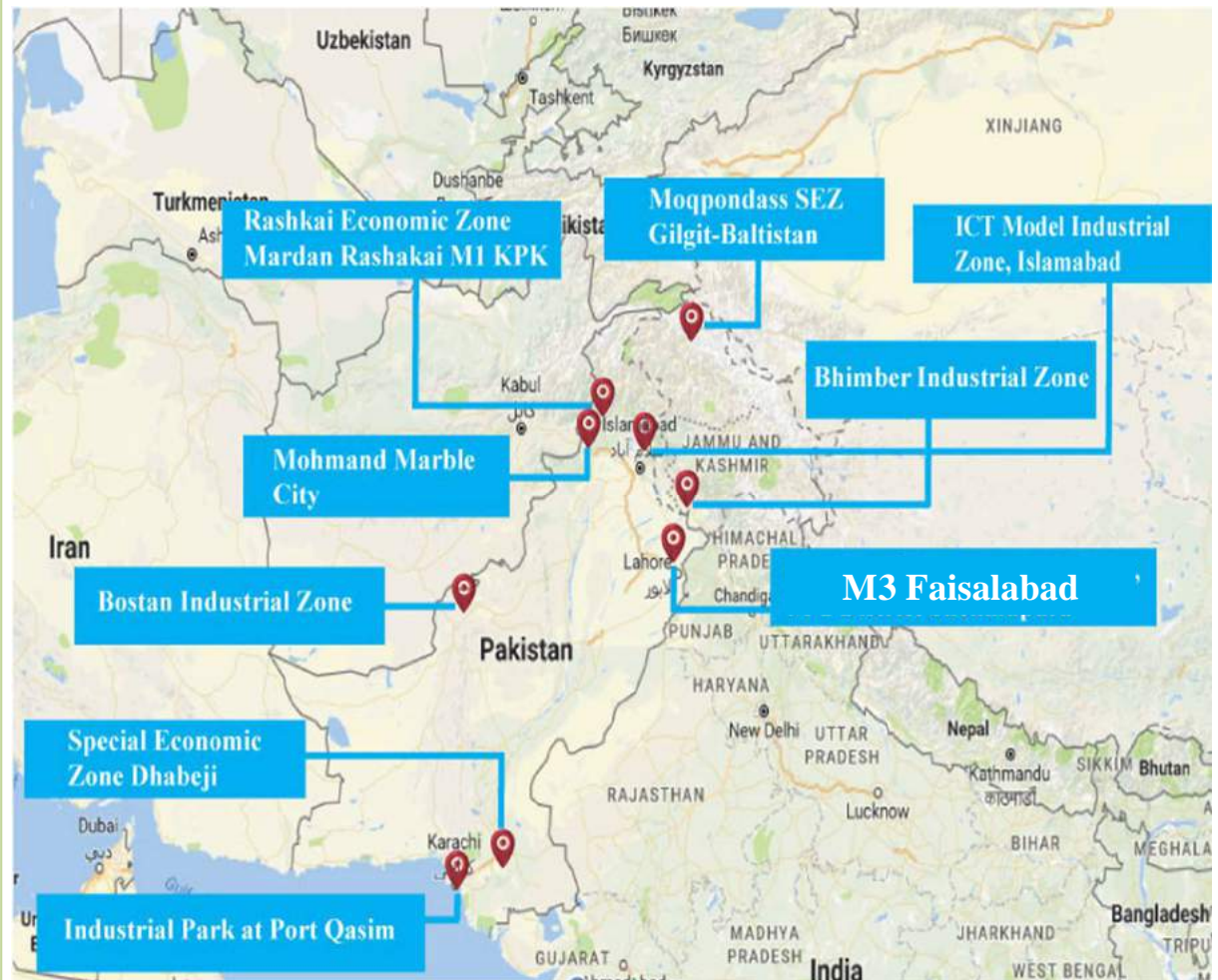
CPEC GWADAR Development

- Port and Smart Port City
- 12 Major Projects
- Huge Potentials;
 - Port Clearances/cargo H.
 - Logistics and Transport
 - Oil Storages
 - Real State, Construction
 - HR & HRD
 - Costal Tourism
 - Hospitality Industry
 - Ship building & Maintenance, Maritime



The SEZs under CPEC

- 9 SEZs across Pk
- Diverse Sectors
- Potentials;
 - Design & Dev. of the I/Park
 - Selection of Right Sector
 - Decision about effective Forward/Backward Linkages
 - JVs Making
 - HR & HRD



The CPEC Long Term Plan



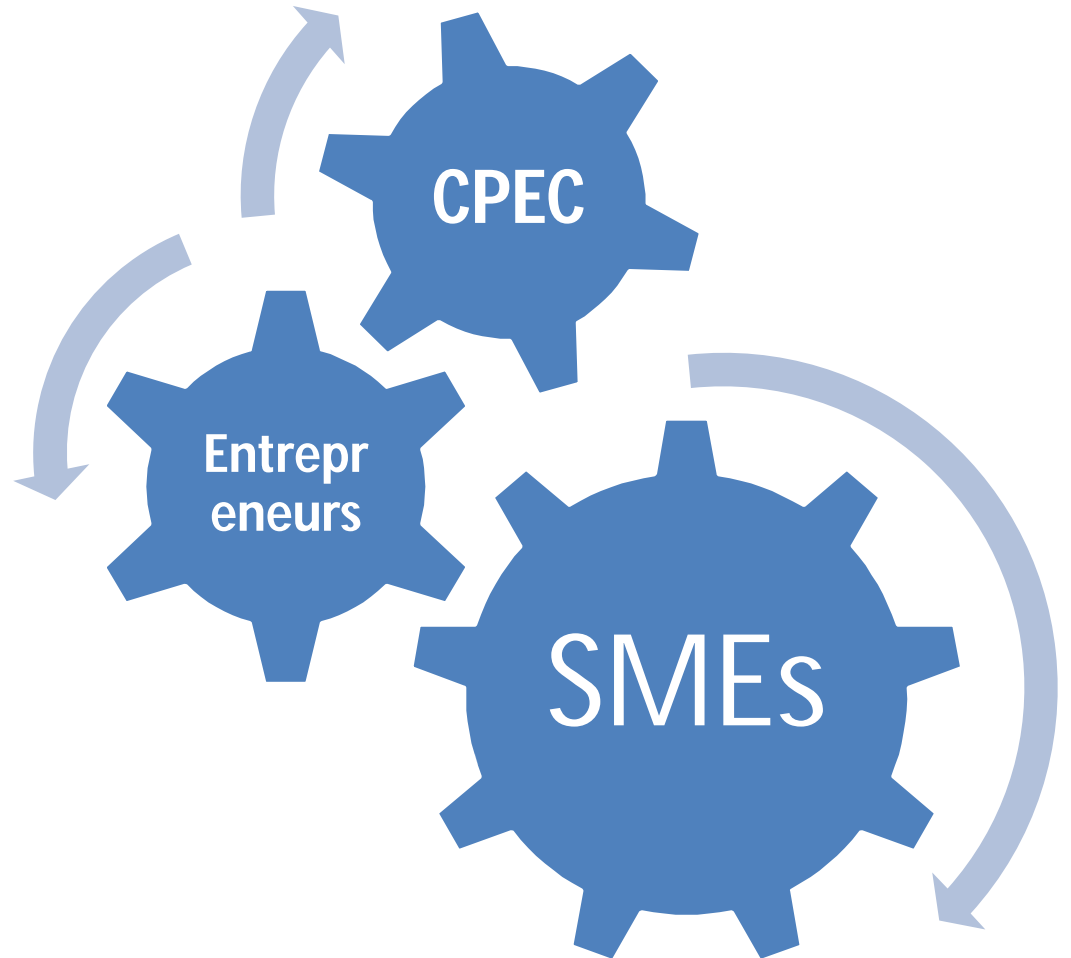
Suggestion 3

**Need to Proactively Plan for the
Current and Long Term Potentials
of CPEC by Entrepreneurs & SMEs**

The SMEs, Entrepreneurs & CPEC Nexus

■ Prospective Roles

- CPEC – Generating Opportunities
- SMEs – Existing Economic Reality
- Entrepreneurs - Agents to Connect SMEs with CPEC



Suggestion 4

*Strong and Proactive
Entrepreneurial Community* is
required to connect SMEs
with CPEC to make it a
Real Game Changer



CENTRE OF EXCELLENCE
China-Pakistan Economic Corridor

THANKS

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