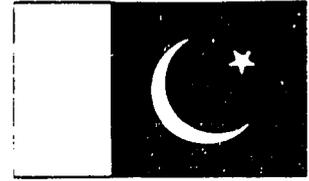




The Multilateral
Investment Guarantee Agency

PAKISTAN
13234



The Government of Pakistan

PAKISTAN INVESTMENT PROMOTION CONFERENCE
Islamabad, November 17-20, 1991

*DIRECTORY OF
POTENTIAL FOREIGN INVESTORS*

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- United States of America

A & G Incorporated
3630 W Gaerry Avenue
Santa Ana, CA 92704 US

Telefax: 1-714-662-0398
Telephone: 1-714-751-2445

Representative(s)/Title(s):

Mr. Rauf Gajiani, President
Mr. Waqar Ali Khan, General Manager

Company Highlights:

Type of Company: Manufacturer and Other
Sector/Product(s): Sportswear Textile, and Pharmacy
Year Established: 1977
Gross Annual Sales: US\$90 million
No. of Employees: 100

Business Interests in Pakistan:

Sole Ownership/Joint Venture

ABB TRAF0-BB GmbH
Brenecketal, P.O. Box 14 80
D-5790 Brilon, Germany

Telefax: 49-2961-797-290
Telephone: 49-2961-797-126

Representative(s)/Title(s):

Mr. Kjell Martin Studsrod, Vice President Marketing

Company Highlights:

Type of Company:	Manufacturer/Distributor
Sector/Product(s):	Transformers
Year Established:	1940
Gross Annual Sales:	US\$80 million
No. of Employees:	340

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, and Marketing Arrangements

Abaith Confection
17 bis, rue des Noyers
93300 Aubervilliers
France

Telefax: 33-1-48-34-48-80
Telephone: 33-1-48-34-18-90

Representative(s)/Title(s):

Mr. Choudhary Anrangzeb

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Jeans/Garments
Year Established: 1980
Gross Annual Sales: US\$2 million
No. of Employees: 30

Business Interests in Pakistan:

Sole Ownership/Joint Venture and Marketing Arrangements

Companies manufacturing Jeans/Garments

Abdul Rauf Sheikh
Carnaby Centre
54 Oakwood Park Road, Southgate
N14 6QA London UK

Telefax: 44-71-287-2636
Telephone: 44-71-734-1425

Representative(s)/Title(s):

Mr. Abdul Rauf Sheikh

Company Highlights:

Type of Company: Investment and Import of Leather Garments
Sector/Product(s): Leather
Year Established: 1981
Gross Annual Sales: US\$5 million
No. of Employees:

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Abu Dhabi Fund for Arab Economic
Development
P.O. Box 814
Abu Dhabi, United Arab Emirates

Telefax: 971-2-728-890
Telephone: 971-2-725-800

Representative(s)/Title(s):

Mr. Ali Safar, Legal Advisor

Company Highlights:

Type of Company: Development Finance Institution
Sector/Product(s):
Year Established: 1972
Gross Annual Sales:
No. of Employees: 100

Business Interests in Pakistan:

Adamjee Insurance Co., Ltd.
Adamjee House, Chundrigar Road
P.O. Box 4850
Karachi, Pakistan

Telefax: 922-1-241-2627
Telephone: 922-1-241-2623

Representative(s)/Title(s):

Mr. Mohammed Choudhury, Managing Director
Mohammed Hanif Adamjee, Chairman

Company Highlights:

Type of Company: Financial Services
Sector/Product(s): Insurance
Year Established: 1954
Gross Annual Sales: US\$42 million
No. of Employees: 2,500

Business Interests in Pakistan:

Joint Venture

AEG Pakistan and AEG
Aktiengesellschaft, Germany
177/4 Fowlers Lines, IEP Building
3rd Floor
Sharaf Faisal, GPO Box 474,
Karachi, Pakistan

Telefax: 92-221-778-2718
Telephone: 92-221-778-2717

Representative(s)/Title(s):

Mr. Syed Khurshid Pervez, Managing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electrical and Electronic Engineering Products
Year Established: 1962
Gross Annual Sales: US\$10 million (AEG Pakistan), US\$ 8.8 million (AEG Germany)
No. of Employees: 430 (AEG Pakistan), 76,500 (AEG Germany)

Business Interests in Pakistan:

Joint Venture

Agras Ltd. and Agras Inc.
6348 N. Maplewood Avenue
Chicago, IL 60659 US

Telefax: 1-312-725-0737
Telephone: 1-312-465-6962

Representative(s)/Title(s):

Mr. Riaz A. Shakir, President
Ms. Teresa Sobczyk
Mr. Farid Rahman
Mr. Azimghani

Company Highlights:

Type of Company: Manufacturer, and Investment Banking/Financial Services
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Ahmad Brothers Co. (Chartered
Accountants)
131 Heston Road
Hounslow, Middlesex, TW5 ORD UK

Telefax: 44-81-628-73958
Telephone: 44-81-570-2695

Representative(s)/Title(s):

Mr. Sajjad A. Ahmad

Company Highlights:

Type of Company:	Consultant
Sector/Product(s):	
Year Established:	1982
Gross Annual Sales:	US\$500,000
No. of Employees:	10

Business Interests in Pakistan:

Marketing Arrangements

AIDI INVESTMENT DEVELOPMENT GROUP
918 16th Street, N.W., # 407
Washington, DC 20006 US

Telefax: 1-202-429-0615
Telephone: 1-202-331-9299

Representative(s)/Title(s):

Dr. Ghassan Aidi, Chairman and Chief Executive Officer

Company Highlights:

Type of Company: Consultant/Investment (Trade)
Sector/Product(s):
Year Established: 1981
Gross Annual Sales: US\$15.0 million
No. of Employees: 39

Business Interests in Pakistan:

Sole Ownership/Joint Venture

A.K. Bin Habib GmbH + Co. KG.
(2) Hamburg-11
Am Sandtorkai - 35/36
Germany

Telefax: 49-40-365-777
Telephone: 49-40-373-545

Representative(s)/Title(s):

Mr. A.K. Bin Habib, Managing Director

Company Highlights:

Type of Company: Importer of Pakistani carpets
Sector/Product(s):
Year Established: 1960
Gross Annual Sales: US\$30 million
No. of Employees: 8

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Joint Venture in Textiles (garments, etc.)

Alam Group
P.O. Box 4641
Kampala, Uganda

Telefax: 256-41-234-301
Telephone: 256-41-234-000/2

Representative(s)/Title(s):

Mr. Abid Alam, Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Steel/Timber
Year Established: 1965
Gross Annual Sales: US\$20 million
No. of Employees: 982

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Cement Industry, Steel and Towel Industries

Al Hadid
Nadim Fashion Fabric
Al Hadid Meat Ltd.
232 Upper Tooting Road
SW 17, London UK

Telefax: 81-682-1810
Telephone: 81-767-2588/0835

Representative(s)/Title(s):

Mr. Nadeem Nasir, Sales Manager

Company Highlights:

Type of Company: Manufacturing/Wholesale/Retailer
Sector/Product(s):
Year Established: 1985
Gross Annual Sales: US\$40 million
No. of Employees: 21

Business Interests in Pakistan:

Diamond Textile, Gulistan Weaving Mills, Nishat Fabric Ltd., Pioneer Farm, Horizons
Leather, Royal Leather (Pvt) Lahore

Allied Trading and Consulting, Inc.
Division of M.I. Corporation
700 N Washington Street
Alexandria, VA 22314 US

Telefax: 1-703-519-7015
Telephone: 1-703-683-8073

Representative(s)/Title(s):

Mr. Ihsanul Haq, President

Company Highlights:

Type of Company: Consultant
Sector/Product(s): International Trade, Joint Venture, Real Estate Investment
Year Established: 1975
Gross Annual Sales: US\$2.5 million
No. of Employees: 40

Business Interests in Pakistan:

Joint Venture, Marketing Arrangements, Thermal Power Generation, Cotton Spinning,
Citrus Fruit Concentrate

Indus Fronts Products, Delta Apparel (PVT), Ltd., Diamond Textile (PVT), Ltd., M. A.
Tariq Nawaz Chemical Industries, Ltd., Morning Enterprises, Ltd., Private Power
Cell, Pearl Paper, Ltd. (Karachi)

American Life Group
USA or Adamjee Insurance Co, Ltd.
Adamjee House, Chundrigar Road
P.O. Box 4850, Karachi
Pakistan

Telefax: 92-21-241-2627
Telephone: 92-21-241-2623

Representative(s)/Title(s):

Mr. Abbas Khalaf, President for Africa and M.E. and Director of the Board
Mr. Bruce Dozier, Vice President and Member: Management Council

Company Highlights:

Type of Company: Financial Services
Sector/Product(s):
Year Established: US\$1.3 billion
Gross Annual Sales:
No. of Employees: Joint Venture in Financial Services and Life Products

Business Interests in Pakistan:

Meet with members of the Pakistan government bureaucracy and political leadership prior to commencing any activity. Willing to enter into a Joint Venture wherein American Life contributes 50 percent of paid-up capital in US Dollars

American Pacific Computers
22-B Abbey Estate
Mt. Pleasant, Alperton
Wembley HAO ITS UK

Telefax: 44-81-903-6632
Telephone: 44-81-863-6677

Representative(s)/Title(s):

Mr. Kassim Manji, Chairman

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Computer Leasing and Peripherals
Year Established: 1989
Gross Annual Sales: US\$20 million
No. of Employees: 15

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

Any electronic/computer firm

A. & N. Trimmings Ltd.
5-7, Cyril Road
Birmingham B10 055 UK

Telefax: 44-21-766-6878
Telephone: 44-21-771-4040

Representative(s)/Title(s):

Mr. Mohammad Ashraf, Managing Director

Company Highlights:

Type of Company: Wholesaler
Sector/Product(s):
Year Established: 1976
Gross Annual Sales: US\$3.5 million
No. of Employees: 5

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Franchising

A/S Eccolet Sko
Industrivej 5
6261 Bredebro
Denmark

Telefax: 45-747-10360
Telephone: 45-747-11625

Representative(s)/Title(s):

Mr. S.G. Hattab, Vice President

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Shoes
Year Established:	1963
Gross Annual Sales:	US\$150 million
No. of Employees:	7,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements

Asea Brown Boveri AG
Kallstadter Str. 1
P.O. Box 100351
D-6800 Mannheim 1, Germany

Telefax: 49-621-381-8018
Telephone: 49-621-381-4325

Representative(s)/Title(s):

Mr. Helmut Rimmler, Area Manager

Company Highlights:

Type of Company: Manufacturer (Electromechanical)
Sector/Product(s):
Year Established: 1900
Gross Annual Sales: US\$4 billion
No. of Employees: 35,000

Business Interests in Pakistan:

Build, Own, and Transfer Schemes

Asian Finance and Investment
Corporation, Ltd.
24th Floor, Pacific Star Bldg.
Makati Avenue. Makati
Metro Manila, Philippines

Telefax: 632-816-3209
Telephone: 632-817-3806

Representative(s)/Title(s):

Mr. S. Shankar, Senior Vice President
Mr. Aftab A. Qureshi, Vice President, Operation

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1989
Gross Annual Sales:
No. of Employees: 26

Business Interests in Pakistan:

Business opportunities emerging out of Pakistan's ongoing privatization and liberalization of investment.

AST Research, Inc.
16215 Acton Parkway
Irvine, CA 92718 US

Telefax: 1-714-727-8585
Telephone: 1-714-727-7930

Representative(s)/Title(s):

Mr. Javed Khan, Director Business Development

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Computers
Year Established: 1980
Gross Annual Sales: US\$750 million
No. of Employees: 3,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

Attorney
2025 Broadway
Suite 17 J
New York, NY 10023

Telefax: 1-212-362-7589
Telephone: 1-212-362-6454

Representative(s)/Title(s):

Mr. Wasim B. Salimi, Attorney at Law

Company Highlights:

Type of Company: Investment Banking/Financial Services and Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Confirmed

Automobiles Peugeot
75 Avenue de la Grande Armee
75116 Paris, France

Telefax: 33-1-40-66-52-51
Telephone: 33-1-40-66-53-80

Representative(s)/Title(s):

Mr. Tabone, Area Manager of Central Asia
Mr. Le Chatelier

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Automobiles
Year Established:
Gross Annual Sales: US\$482 million
No. of Employees: 82,300

Business Interests in Pakistan:

Bactrian Associates
3723 Morrison Street, N.W.
Washington, D.C. 20015 US

Telefax: 1-202-966-1040
Telephone: 1-202-966-1040

Representative(s)/Title(s):

Ms. Betsy Amin-Arsala, President

Company Highlights:

Type of Company: JV Brokerage
Sector/Product(s):
Year Established: 1991
Gross Annual Sales:
No. of Employees: 6

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Franchising

Crescent Group, Dewan Sugar, Indus Fruit, Milk Pak, Ltd., Farm Aids, Sangiir Sugar,
Shanar, Punjnad Rice

Bajabure Industrial Complex, Ltd
(Member Bello Investment Group)
Mubi Road, P.O. Box 506
Yola, Nigeria

Telefax: 234-075-25234
Telephone: 234-075-24008

Representative(s)/Title(s):

Mr. Mohammed M. Bello, Manager Director

Company Highlights:

Type of Company: Manufacturer and General Trading
Sector/Product(s): Foam, Polythene
Year Established: 1978
Gross Annual Sales: US\$2 million
No. of Employees: 200

Business Interests in Pakistan:

Marketing Arrangements

Diamond Groups of Industries, Chashma Sugar Mills, Ltd., Nawaz Chemical, Co., Al-Qadir Textile Mills

Banque Paribas
3, rue d'Antin
75002 Paris, France

Telefax: 33-1-42-98-15-26
Telephone: 33-1-42-98-13-13

Representative(s)/Title(s):

Mr. Rinino-Meffreys

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees: Projects Financing and Privatization

Business Interests in Pakistan:

Ministry of Finance, Central Bank of Pakistan, WAPDA

BAS Group of Industries
66 Meadow View Drive
Pomona, CA 91766 US

Telefax: 1-714-622-6061
Telephone: 1-714-622-1916

Representative(s)/Title(s):

Mr. Farooq Bajwa, Chairman

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electronics
Year Established: 1985
Gross Annual Sales: US\$200 million
No. of Employees: 3,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture

BASF Pakistan (Private), Ltd.
46-A, Block 6, P.E.C.H.S.
P.O. Box 3171
Karachi 75400, Pakistan

Telefax: 92-21-436-566
Telephone: 92-21-436-566, 439-171

Representative(s)/Title(s):

Mr. Heinrich von Oppen, Managing Director

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Chemicals
Year Established:	1970
Gross Annual Sales:	US\$12 million
No. of Employees:	177

Business Interests in Pakistan:

Joint Venture

Bawazir and Co. Ltd.
International House, Ltd.
P.O. Box 62956
Nairobi, Kenya

Telefax: 254-11-314-339
Telephone: 254-11-224-401/2

Representative(s)/Title(s):

Mr. Ashaq Hussain, General Manager
Mr. A.M. Rashid

Company Highlights:

Type of Company: Export-Import
Sector/Product(s):
Year Established: 1977
Gross Annual Sales: US\$25 million
No. of Employees: 300

Business Interests in Pakistan:

Ittefaq Group, Saigol Group, Fisheries, Horticulture, Leather Garments, Polyester Fibre

Behin Sanaat Co.
No. 9, 4th Floor
Farhang Hosseini Street
Vall Asr Avenue
Teheran, Iran

Telefax: 98-21-640-9336
Telephone: 98-21-640-9337

Representative(s)/Title(s):

Mr. Tariq Ehsan, Chairman and Managing Director

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Consultant
Sector/Product(s):
Year Established: 1982
Gross Annual Sales: US\$12 million
No. of Employees: 28

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Marketing Arrangements

Pioneer Farms, other companies for farms projects, and Diamond Tyres

Bell Atlantic International, Inc.
1300 N. 17th Street, Suite 1620
Arlington, VA 22209 US

Telefax: 1-703-351-4523
Telephone: 1-703-351-4542

Representative(s)/Title(s):

Mr. Richard Ramlall, Director, Strategic Investments
Mr. Winifred Chao, Director

Company Highlights:

Type of Company:
Sector/Product(s): Telecommunications
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Privatization, and Telecommunications

Better Homes Ltd.
68 Uxbridge Road
W7 3SU London UK

Telefax: 44-81-566-2846
Telephone: 44-81-566-3464

Representative(s)/Title(s):

Mr. Nisar Ahmad Bhattee, Managing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s):
Year Established: 1986
Gross Annual Sales: US\$10 million
No. of Employees: 5

Business Interests in Pakistan:

Sole Ownership

Boeke AS
Broeke House
Gronningen-21
1270 Copenhagen-K
Denmark

Telefax: 33-128-800
Telephone: 33-330-807

Representative(s)/Title(s):

Mr. Ingo Kuhl, Managing Director

Company Highlights:

Type of Company: Manufacturer, Investment Banking/Financial Services and
Consultant
Sector/Product(s): Manufacturer
Year Established: 1956
Gross Annual Sales: US\$50 million
No. of Employees: 40

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Franchising, Marketing Arrangements

BRGM (Bureau de Recherches
Geologiques et Minieres)
B.P. 6009
45060 Orleans Cedex 2
France

Telefax: 33-38-64-39-63
Telephone: 33-38-64-34-71

Representative(s)/Title(s):

Mr. Lezier Jean-Claude, Area Manager, Asia

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees: 1,500

Business Interests in Pakistan:

Cabinet Mitchell-Heggs and Assomies
9, rue d'Anjou
75008 Paris, France

Telefax: 33-1-47-42-72-15
Telephone: 33-1-42-65-13-04

Representative(s)/Title(s):

Mr. Christopher K. Mitchell-Heggs, Partner

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Provision of legal advice and financial engineering for joint venture with French companies

Carter Capital, Inc.
1000 Center Place
Suite 100
Norcross, GA 30093 US

Telefax: 1-404-368-1081
Telephone: 1-404-368-8159 or 8167

Representative(s)/Title(s):

Ms. Bernadette C. Hudson, President

Company Highlights:

Type of Company: Telecommunications
Sector/Product(s):
Year Established: 1987
Gross Annual Sales: US\$1 million
No. of Employees: 8

Business Interests in Pakistan:

Telecommunications Systems

Citibank Nordic
Industri Hus
Copenhagen - V
Denmark

Telefax: 33-328-873
Telephone: 33-155-550

Representative(s)/Title(s):

Mr. Mukkaram Sattar, Vice President
Mr. Edward Allen Holmes, M.D.

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees: Marketing Arrangements and Other

Business Interests in Pakistan:

Possibilities in privatization program

C. Itoh and Co., Ltd.
5-1 Kita-Aoyama 2-Chome
Minatoku, Tokyo
Japan

Telefax: 81-3-349-77395
Telephone: 81-3-347-77371

Representative(s)/Title(s):

Mr. Ryugo Kotegawa, Deputy General Manager Middle East Department
Mr. Yoshiaki Miyake, Business Consultant Department
Mr. T. Iwana, General Manager, Islamabad Office

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1858
Gross Annual Sales: US\$151,143 million
No. of Employees: 7,108

Business Interests in Pakistan:

Sole Ownership/Joint Venture

C. Itoh and Co., Ltd.
Islamabad Liaison Office
19, Blue Area, Saleem Plaza
Islamabad, Pakistan

Telefax: 92-51-823389
Telephone: 92-51-818751

Representative(s)/Title(s):

Mr. Fontana Trang

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1858
Gross Annual Sales: US\$151,143 million
No. of Employees: 7,108

Business Interests in Pakistan:

Sole Ownership/Joint Venture

C. Itoh and Co., Ltd.
Karachi Liaison Office
4th Floor Shaheen Commercial Complex
M.R. Kayani Road
Karachi, Pakistan

Telefax: 92-21-568-1580
Telephone: 92-21-520370

Representative(s)/Title(s):

Mr. Teruaki Ishiguro, General Manager

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1858
Gross Annual Sales: US\$151,143 million
No. of Employees: 7,108

Business Interests in Pakistan:

Sole Ownership/Joint Venture

C. Itoh and Co., Ltd.
Lahore Liaison Office
19 Davis Road
Al-Malik Plaza 2nd Floor
Lahore, Pakistan

Telefax: 92-42-364996
Telephone: 92-42-364997

Representative(s)/Title(s):

Mr. Katsuhiko Koyama, General Manager

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1858
Gross Annual Sales: US\$151,143 million
No. of Employees: 7,108

Business Interests in Pakistan:

Sole Ownership/Joint Venture

C.M.A. Hotel Group, Ltd.
Stanley House Hotel
19-23 Belgrave Road
Victoria, London SW1V 1RB UK

Telefax: 44-71-834-8439
Telephone: 44-71-828-1542

Representative(s)/Title(s):

Mr. Syed Jamal Shah, Managing Director
Mr. Muslim Sheikh, Financial Director

Company Highlights:

Type of Company: Investor
Sector/Product(s): Group of Hotels
Year Established: 1978
Gross Annual Sales: US\$637,115
No. of Employees: 50

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Commission of the European
Communities
Wetstraat 200
1049 Brussels
Belgium

Telefax: 32-2-235-9723
Telephone: 32-2-236-0996

Representative(s)/Title(s):

Mr. Depypere, Administrator

Company Highlights:

Type of Company: International Organization
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Provision of information on European joint venture partner network

Communications International, Inc.
1000 Center Place
Norcross, GA 30093

Telefax: 1-404-662-8133
Telephone: 1-404-447-1830

Representative(s)/Title(s):

Mr. Joseph Profit, Sr., President CEO
Mr. Daniel Mitchell, Executive V.P.
Mr. Essie Bakhtiarnejad, Assistant to President

Company Highlights:

Type of Company: Manufacturer/Consultant
Sector/Product(s): Microwave Radio, Telecommunications Systems Integrator
Year Established: 1978
Gross Annual Sales: US\$30 million
No. of Employees: 300

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Telecommunications Systems

Continental AG. West Germany
GPO Box 2805
Karachi 0102, Pakistan

Telefax: 92-21-241-8781
Telephone: 92-21-241-7571

Representative(s)/Title(s):

Mr. Sergey Frank, Representative Director

Company Highlights:

Type of Company: Conglomerate
Sector/Product(s): Rubber Tyres, Chemicals
Year Established: 1900
Gross Annual Sales: US\$5 billion
No. of Employees: 42,000

Business Interests in Pakistan:

Sole/Ownership/Joint Venture, and Marketing Arrangements

CMS Enhancements Pte Ltd.
Block 5006 Ang Mo Kio Avenue 6
04-05/08 Industrial Park II
Singapore 2036

Telefax: 65-482-1169/481-1487
Telephone: 65-482-1165

Representative(s)/Title(s):

Mr. Khurahid A Farooquee, Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Computer Peripherals
Year Established: 1987
Gross Annual Sales: US\$ 150 million
No. of Employees: 65

Business Interests in Pakistan:

Joint Venture

CMS, Trigem Computer Corporation
2722 Michealson Drive
Irvine CA 92715 US

Telefax: 1-714-259-0570
Telephone: 1-714-222-6001

Representative(s)/Title(s):

Mr. Jim Faroquee, President, CEO

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Computer Perepherals
Year Established: 1983
Gross Annual Sales: US\$130 million
No. of Employees: 500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Corporate Location Magazine
22, Towcester Road
Old Stratford, Milton Keynes UK

Telefax: 44-908-560-470
Telephone: 44-908-560-555

Representative(s)/Title(s):

Mr. Richard Thomas, Publisher

Company Highlights:

Type of Company: Publishing
Sector/Product(s):
Year Established: 1986
Gross Annual Sales: US\$6 million
No. of Employees: 37

Business Interests in Pakistan:

Marketing Arrangements

DEG - German Investment and
Development Company
Belvederestr. 40
D-5000 Koln 41, Germany

Telefax: 49-221-498-6290
Telephone: 49-221-498-6488

Representative(s)/Title(s):

Mr. Wolf-Dieter Melzer, General Manager

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1962
Gross Annual Sales:
No. of Employees: 250

Business Interests in Pakistan:

Financing of Investments

Delta Engineering
2301 St. Laurent
Ontario K1O 4J7
Canada

Telefax: 613-521-8533
Telephone: 613-521-0348

Representative(s)/Title(s):

Mr. Paul Fritz-Wemeth, International Marketing Representative

Company Highlights:

Type of Company: Engineering
Sector/Product(s): 1963
Year Established: US\$2 million
Gross Annual Sales: 22
No. of Employees: Joint Venture

Business Interests in Pakistan:

Depa Foreign Trade and Marketing
Company
Istanbul, Turkey

Telefax: 90-1-166-8560
Telephone: 90-1-174-6970/5 lines

Representative(s)/Title(s):

Mr. Refik Onsekizoglu, General Manager

Company Highlights:

Type of Company: International Trading House
Sector/Product(s):
Year Established: 1978
Gross Annual Sales: US\$50 million
No. of Employees: 66

Business Interests in Pakistan:

Trade House Activities, Technology Transfers and Turnkey Projects

Detroit Diesel Overseas Corporation
(x)
Detroit Diesel Area Office
c/o GM Portugal - Estr. Nac. Aboboda
2775 Parede, Portugal

Telefax: 351-1-244-5001
Telephone: 351-1-244-5000

Representative(s)/Title(s):

Mr. Aurelio Dos Santos Alves, Zone Manager, Middle East/Central Africa
Mr. Rod Thomspon, Sales Representative

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Diesel Engines
Year Established: 1938
Gross Annual Sales: US\$2 billion
No. of Employees: 3,500

Business Interests in Pakistan:

Marketing Arrangements

Bela Engineering, Pak Engineering, Co.

Ekarat Marketing Co. Ltd.
1070 Sukhumvit 101/1
Prakanong, Bangkok 10260
Thailand

Telefax: 66-2-398-6991, 398-2903
Telephone: 66-2-393-0437

Representative(s)/Title(s):

Mr. Narong D., Export Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Transformers
Year Established:
Gross Annual Sales: US\$60 million
No. of Employees: 1,200

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, and Marketing Arrangements

ELFI S.A.
79, rue du General Leclerc
B.P. 63
78403 Chatou, France

Telefax: 33-1-34-80-59-89
Telephone: 33-1-34-80-59-70

Representative(s)/Title(s):

Mr. I.K. Osmany, Director General

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Central Heating Equipment/Hot Water Boilers, Commercial Refrigerators
Year Established: 1971
Gross Annual Sales: US\$300 million
No. of Employees: 2,500

Business Interests in Pakistan:

Joint Venture, Marketing Arrangements

Elpro AG Berlin
1140 Berlin
Rhinstraße 100
Germany

Telefax: 49-542-0972
Telephone: 49-546-12611

Representative(s)/Title(s):

Mr. Bahrke Reinard, Director (Production)
Mr. Schmolke Hans Jürgen, Chief Executive Officer

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Engineerer Electrotechnic
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Marketing Arrangements and Project Oriented Cooperation

Energy supply equipment manufacturer - engineering products and machinery specialists

Enviro-Bond Tackless, Inc.
4160 Midland Avenue
Toronto, Ontario M1V 4S6
Canada

Telefax: 1-416-298-9706
Telephone: 1-416-298-2752

Representative(s)/Title(s):

Mr. Nayyer N. Mirza, Vice President

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Carpet Supplies
Year Established:	1988
Gross Annual Sales:	US\$5 million
No. of Employees:	12

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Euro-America Shipping & Trade, Inc.
1815 H Street, N.W.
Suite 910
Washington, D.C. 20006 US

Telefax: 1-202-857-8391
Telephone: 1-202-463-6373

Representative(s)/Title(s):

Mr. Tufail Ahmad, President

Company Highlights:

Type of Company: Shipping and Trading
Sector/Product(s):
Year Established: 1979
Gross Annual Sales: US\$4 million
No. of Employees: 4

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Invest in export-oriented manufacturing facility such as textile/leather/electronics

Fashion Gate
Otto-Hahn-Strabe 44 A
6072 Dreieich, Germany

Telefax: 37-51-610-333-166
Telephone: 37-51-610-336-032

Representative(s)/Title(s):

Mr. Sajjad Hussain Naqvi, Manager

Company Highlights:

Type of Company: Textile (wholesale)
Sector/Product(s): 1986
Year Established: DM7 million
Gross Annual Sales: 8
No. of Employees: Sole Ownership/Joint Venture

Business Interests in Pakistan:

Food Int. Campaign and Medi
Disinfectant
Rijswijkseweg 43/c
251 6ED, The Hague
The Netherlands

Telefax: 31-70-356-9490
Telephone: 31-70-02503/36392

Representative(s)/Title(s):

Mr. Iqbal Habib, Executive Director Marketing

Company Highlights:

Type of Company: Distributors of Foods and Cosmetics
Sector/Product(s):
Year Established: 1984
Gross Annual Sales: US\$2.5 million
No. of Employees: 10

Business Interests in Pakistan:

Marketing Arrangements

Brooke Bond Pakistan, Ltd.

Fourways Investment Pty., Ltd.
P.O. Box 456
Enfield NSW 2136
Australia

Telefax: 61-2-716-6952
Telephone: 61-2-798-9194

Representative(s)/Title(s):

Mr. Muhammad Anwar Khalil Hookmani, Managing Director

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s): Importer and Exporter
Year Established: 1987
Gross Annual Sales: US\$2.5 million
No. of Employees: 12

Business Interests in Pakistan:

Sole Ownership/Joint Venture

F.L. Smidth and Co., Ltd.
77, Vigerslev Alle
DK-2500 Valby, Copenhagen
Denmark,

Telefax: 45-363-01820
Telephone: 45-361-81000

Representative(s)/Title(s):

Mr. Soren Iversen, Executive Vice President
Mr. Petter Mathisen, Sales Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Cement-making machinery, Engineering
Year Established: 1882
Gross Annual Sales: US\$400 million
No. of Employees: 1,600

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Cement companies

F.M.E. Flexible Manufacturing
Engineering S.P.A.
Via Petro Cossa 1
Milan 20122, Italy

Telefax: 39-2-760-21862
Telephone: 39-2-760-21464/602-3268

Representative(s)/Title(s):

Mr. Elio Pasqualini, Commercial Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): High-Tech Machine Tools, and Technological Services and Training
Year Established: 1932
Gross Annual Sales: US\$300 million (Mandelli Group)
No. of Employees: 2,200 (over 35 companies)

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Marketing Arrangements

Foreign Investment Consultants
Services
Rm 705 Kangbyun Manshinkoa
3124 Mapodong
Mapoku, Seoul

Telefax: Korea
82-2-719-2149
Telephone: 82-2-713-1255/6

Representative(s)/Title(s):

Mr. Se Chang Choi, President

Company Highlights:

Type of Company: Consultant
Sector/Product(s): Trading
Year Established: 1987
Gross Annual Sales: US\$5.5 million
No. of Employees: 25

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements, Consulting and Arranging,
Korean Used-Machine Trading

Textile Industry, Dyeing Plant, Shoes

Gavlick Machinery Corporation
100 Franklin Street
P.O. Box 370
Bristol, CT 06010 US

Telefax: 1-203-589-0863
Telephone: 1-203-589-2900

Representative(s)/Title(s):

Mr. Richard E. Gavlick, President

Company Highlights:

Type of Company: Consultant, and Traders/Investors
Sector/Product(s):
Year Established: 1957
Gross Annual Sales: US\$20 million
No. of Employees: 20 plus 40 Associates

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements, and Valuation/Consulting

GEC Alsthom International, Liason
Office
43/1 FCC Gulberg
Lahore, Pakistan

Telefax: 92-42-870-783
Telephone: 92-42-872-782

Representative(s)/Title(s):

Dr. Asad Asghar Ali

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electrical engineering
Year Established: 1989
Gross Annual Sales: US\$8.3 billion
No. of Employees: 79,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Interested in meeting with representatives from companies dealing with power generation equipment and power transmission and distribution equipment.

GEC Alsthom Turbine Generations,
Ltd.
Lichfield Road
Stafford ST17 4LN UK

Telefax: 44-785-56651
Telephone: 44-785-223211 Ext. 4000

Representative(s)/Title(s):

Mr. James B. Andrews, Managing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Turbine Generators
Year Established: 1989
Gross Annual Sales: US\$8,503 million
No. of Employees: 7,900

Business Interests in Pakistan:

Joint Venture

Descon Engineering (Pvt), Ltd. Lahore

GEC Alsthom, S.A.
130 Avenue Leon Blum
Lyon, France

Telefax: 33-72-12-07-40
Telephone: 33-72-34-34-08

Representative(s)/Title(s):

Mr. Bernard Gadaix, Manager Technical Cooperation and Licensing Department
T and D Division

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electric Switchgear
Year Established:
Gross Annual Sales: US\$7,800 million
No. of Employees: 79,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements

Emco Industries, Pakistan Switchgear, Ltd, Pakistan Electron, Ltd.

GEC Alsthom
1, Avenue des 3 Chevres
Belfort, France

Telefax: 33-84-55-14-04
Telephone: 33-84-55-12-59

Representative(s)/Title(s):

Mr. Denel Pierre-Richard, Ingenieur, Transfert de Technology

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electro-Mechanical
Year Established: 1989
Gross Annual Sales: US\$8,335 million
No. of Employees: 79,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Companies dealing with power generation equipment

General Electric Technical Services
Co., Inc.
Flat # 8, 2nd Floor
Al-Malik Complex, Blue Area
Islamabad, Pakistan

Telefax: 92-51-821-143
Telephone: 92-51-828-925 or 822-
299

Representative(s)/Title(s):

Mr. C. Bradford Irvine, National Executive

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s):
Year Established:
Gross Annual Sales: US\$51 billion
No. of Employees: 297,000

Business Interests in Pakistan:

Marketing Arrangements

Gherzi Textil Organization
28, Gessnerale, 8021 Zurich,
Switzerland

Telefax: 41-1-211-2294
Telephone: 41-1-211-0111

Representative(s)/Title(s):

Mr. Keith Stuart-Smith, Director of Marketing and Business Planning

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1929
Gross Annual Sales:
No. of Employees: 350

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements

All Textile Groups

Ghulam Gems
402 Orchard Road
03-07, Delfi Orchard
Singapore 0723

Telefax: 65-733-7722
Telephone: 65-732-3636/732-7272

Representative(s)/Title(s):

Mr. Tilat Pasha, Managing Partner

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Gemstones
Year Established:	1975
Gross Annual Sales:	US\$3 million
No. of Employees:	12

Business Interests in Pakistan:

Joint Venture, and Marketing Arrangements

Ghulam Murtaza and Sons
P.O. Box 965
Bahrain

Telefax: 973-245-239
Telephone: 973-245-239

Representative(s)/Title(s):

Mr. Ijaz A. Murtaza, Partner

Company Highlights:

Type of Company: Importers of Textiles, Ready-Made Garments
Sector/Product(s):
Year Established: 1947
Gross Annual Sales:
No. of Employees: 40

Business Interests in Pakistan:

Sole Ownership/Joint Venture and Franchising

Gohar International
P.O. Box 18
1170 AA Badhoevedorp
The Netherlands

Telefax: 31-20-659-8898
Telephone: 31-20-659-8179

Representative(s)/Title(s):

Mr. Osman Gohar Khan Tareen, Managing Director

Company Highlights:

Type of Company: Financial Services, Consultant
Sector/Product(s):
Year Established: 1977
Gross Annual Sales: US\$1 million
No. of Employees: 4

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Interested to meet with the representatives of industries requiring consultancy services for feasibility analysis, turn-key projects, export marketing, locating joint-venture partners, etc.

Gulf Distributors, Inc.
10235 W. Little York, Suite 105
Houston, Texas 77040, USA

Telefax: 713-937-0492
Telephone: 713-937-0488

Representative(s)/Title(s):

Mr. Haroon R. Shaikh, CPA

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Computer components
Year Established: 1984
Gross Annual Sales: US\$1.4 million
No. of Employees: 8

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Habib Bank AG Zurich
P.O. Box 4931
Bergstrasse 21
8022 Zurich, Switzerland

Telefax: 44-1-252-4375
Telephone: 44-1-252-4330

Representative(s)/Title(s):

Mr. H.M. Habib, Joint President

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1967
Gross Annual Sales: US\$1 billion
No. of Employees: 900

Business Interests in Pakistan:

Licensing

Habib, Ltd.
453 Hansver Road
Graham, NC 27253 US

Telefax: 1-919-584-9375
Telephone: 1-919-229-5732

Representative(s)/Title(s):

Dr. Nisar Ahmad Chatha, President
Dr. Aftab Ahmad Chatha, Vice President

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Textile and Agro-base
Year Established: 1958
Gross Annual Sales:
No. of Employees: 600

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements
Chemicals and Acrylic Fiber, Pharmaceutical Products

Habib Nigeria Bank Ltd.
18 Wall Road
P.m.B 2180 Kaduna
Nigeria

Telefax:
Telephone: 234-62-211-226

Representative(s)/Title(s):

Mr. Alhaji Fararu Bello, General Manager

Company Highlights:

Type of Company: Banking, Investment Banking/Financial Services
Sector/Product(s): 1983
Year Established: US\$16 million
Gross Annual Sales: 589
No. of Employees: Joint Venture, and Marketing Arrangements

Business Interests in Pakistan:

Medical Aid International (Lahore), Horizon Leather (Lahore), Medi Pak Ltd. (Lahore)

Hayashi Co., Inc.
177 Hayashi Boulevard
C-32-CO Kita
Stekimachi Nerika-CV
Tokyo

Telefax: 81-3-991-3955
Telephone: 81-3-991-3131

Representative(s)/Title(s):

Mr. Hiroyuki Hayashi, President

Company Highlights:

Type of Company: Import General Merchandise
Sector/Product(s):
Year Established: 1971
Gross Annual Sales:
No. of Employees: 14

Business Interests in Pakistan:

Marketing Arrangements

Henley Limited
216 D.O.H.S.
1, Gujranwala, Canat
Pakistan

Telefax: 92-431-50-232
Telephone: 92-431-61-686 and 61-
687

Representative(s)/Title(s):

Mr. F.J. Malik, Director
Mrs. F.F. Malik, Shares Holder

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Ready-made garments, soap
Year Established: 1986
Gross Annual Sales: US\$2.5 million (in Kenya)
No. of Employees: 106

Business Interests in Pakistan:

Joint Venture

Any textile manufacturers, textile processors

Hold-Trade (Nigeria) Ltd.
Plot PC 14 NCWS House
Ahmed Onibudo Street
Victoria Island, Lagos
Nigeria

Telefax: 234-1-870-798
Telephone: 234-1-870-82, 872-741

Representative(s)/Title(s):

Mr. Aliyu Dasuki, Group Chairman
Mr. Tariq Fuad, Chief Executive

Company Highlights:

Type of Company: Engineering, Drilling, Airline, Trading and Consultants
Sector/Product(s):
Year Established: 1983
Gross Annual Sales: US\$200 million
No. of Employees: 3,400

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Export Credit of Machinery and Equipment from Pakistan

Honda Motor Co., Ltd.
No. 1-1, 2-Chome
Minami Aoyama, Minato-Ku
Tokyo 107 Japan

Telefax: 81-3-342-30511
Telephone: 81-3-342-31155

Representative(s)/Title(s):

Mr. Mituso Ishihara, General Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Automobile Motorcycle Power Products
Year Established: 1948
Gross Annual Sales: US\$30 billion
No. of Employees: 85,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Impact Investment Bank, Ltd.
245 Park Avenue, 14th Floor
New York, NY 10167 US

Telefax: 1-212-272-5710
Telephone: 1-212-272-7318

Representative(s)/Title(s):

Mr. Muhammad Saleem, President

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$2 million
No. of Employees: 10

Business Interests in Pakistan:

Innovative Products Developments
1670 O'Connor Drive
Toronto, Canada M4A 1W4

Telefax: 416-285-8272
Telephone: 416-285-7989

Representative(s)/Title(s):

Mr. W.V. Martinek, Director

Company Highlights:

Type of Company: Marketing and Development OD Products
Sector/Product(s): 1953
Year Established: US\$5 million
Gross Annual Sales: 50
No. of Employees: Joint Venture, Marketing Arrangements

Business Interests in Pakistan:

IQBAL-EDV-Systems GmbH
Heiser Weg 51
2855 Hollen, Germany

Telefax: 49-47-48-3238
Telephone: 49-47-48-3055

Representative(s)/Title(s):

Mr. Ahmad Iqbal, President

Company Highlights:

Type of Company: Manufacturer, and Consultant
Sector/Product(s): Computer and Software
Year Established: 1982
Gross Annual Sales: US\$5 million
No. of Employees: 35

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

Dynamics Industries, Karachi

John Govett and Co., Ltd.
Govett Oriental Investment Trust PLC
Shackleton House, 4 Battle Bridge
Lanc
London SE1 2HR, England

Telefax: 44-71-408-0035
Telephone: 44-71-631-3058

Representative(s)/Title(s):

Mr. Charles Fowler, Director

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1925
Gross Annual Sales: US\$3 billion
No. of Employees: 90

Business Interests in Pakistan:

Fund to be invested in Pakistan

International Development
Enterprises
5348 Signal Hill Drive
Burke, VA 22015 USA

Telefax: 703-250-1412
Telephone: 703-323-0297

Representative(s)/Title(s):

Dr. Arun K. Chatterjie, Chairman

Company Highlights:

Type of Company: Investment Banking/Financial Services and Consultant
Sector/Product(s):
Year Established: 1983
Gross Annual Sales:
No. of Employees: 13

Business Interests in Pakistan:

Sole Ownership/Joint Venture and Franchising

Interested in companies dealing with drinking water purification; construction of low-cost housing; and project management training.

International Business, Inc.
4540 W. 34th Street, Suite A
Houston, TX 77092 US

Telefax: 1-713-681-3017
Telephone: 1-713-681-2045

Representative(s)/Title(s):

Mr. Sultan Mahmood, President
Mohammad Hayat Khan, Chairman

Company Highlights:

Type of Company: Investment Banking/Financial Services and Consultant
Sector/Product(s):
Year Established: 1989
Gross Annual Sales: US\$4 million
No. of Employees: 120

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Franchising, and Marketing Arrangements

Industrial Bank of Pakistan, Pakistan Industrial Credit and Investment Corporation,
Textile and Sugar Industry

International Inv. Corp.
3419 Via Lido Ste 322
Newport Beach, CA 92663 US

Telefax: 1-714-643-1274
Telephone: 1-714-722-5383

Representative(s)/Title(s):

Mr. Mark H. Henery, President

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Consultant
Sector/Product(s):
Year Established: 1982
Gross Annual Sales:
No. of Employees: 6

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Franchising, and Other

Hotels

INTRAG, Inc.
15 Clark Road
Wellesley, MA 02181 US

Telefax: 1-617-235-2313
Telephone: 1-617-235-8516

Representative(s)/Title(s):

Mr. Peter G. Bos, Chairman

Company Highlights:

Type of Company: Developer-Energy: Private Power
Sector/Product(s):
Year Established: 1983
Gross Annual Sales:
No. of Employees: 3

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Iran Khoshnoor Co., Ltd
2nd Floor, Amini Building
Avenue Ferdowsi
Teheran 11446
Iran

Telefax: 98-21-673-899 Att. 0111-
109
Telephone: 98-21-310-662, 312-442

Representative(s)/Title(s):

Mr. Mohammad Afzal, Managing Director

Company Highlights:

Type of Company: Manufacturer, Consultant and Other
Sector/Product(s): Electro Mechanical, Artificial Limbs (in process)
Year Established: 1979
Gross Annual Sales: US\$5 million
No. of Employees: 5

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

Medi Aid International, Industrial Chemicals Ltd., Chemi Group of Industries, Faruki Pulp Mills, Textile Chemical Ind., Alsons Industries, Ltd.

IVA Industrie-Vertretung und
Anlagenplanungs GmbH
Im Meerfeld 87
4130 Moers 3
Germany

Telefax: 49-028-417-3038
Telephone: 49-028-417-3035

Representative(s)/Title(s):

Mr. Bruno Preuschoff, President
Mr. Lothar Upelj, M+S Director

Company Highlights:

Type of Company: Manufacturer, Other and Power Plants Planing and Building of Industry
Sector/Product(s):
Year Established: 1985
Gross Annual Sales: US\$12 million
No. of Employees: 85

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements, and Power plants, including possible financing

Mechanical Slaughter House, Mechanical Manufacturing e.g. Steel Structures.

Jivan Products Co., Ltd.
(Jivan Group of Companies)
22 Soi Ekamai 2
Sukhumvit 63 Road (Ekamai Rd.)
Bangkok, Thailand 10110

Telefax: 66-2-381-1798/391-9713
Telephone: 66-2-391-0066

Representative(s)/Title(s):

Mr. Asoke Thakur, Managing Director

Company Highlights:

Type of Company: General Trading and Real Estate
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$25 million
No. of Employees: 22

Business Interests in Pakistan:

Sole Ownership/Joint Venture

5 Star Hotels and Tourism Services

Links International Inc.
4401 Dustin Road
Burtonsville, MD 20860 US

Telefax: 1-301-725-4266
Telephone: 1-301-776-0666

Representative(s)/Title(s):

Mr. Mirza Hussain Ali Baic, Vice President

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

K. Nawani Company, Ltd.
414-416 Surawong Road
Bangkok, Thailand

Telefax: 66-2-237-7660
Telephone: 66-2-235-6373/235-6374

Representative(s)/Title(s):

Mr. Kittu Nawani

Company Highlights:

Type of Company: Five Star Hotel, Duty Free Shop
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$5 million
No. of Employees: 25

Business Interests in Pakistan:

Sole Ownership

Kabana Export Company, Ltd.
1147/2 New Road
Bangkok 10500, Thailand

Telefax: 662-233-5984
Telephone: 662-233-4562

Representative(s)/Title(s):

Mr. Mushtaq Khan, Executive Chairman

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Leather
Year Established:	1985
Gross Annual Sales:	US\$2.0 million (approx.)
No. of Employees:	51

Business Interests in Pakistan:

Sole Ownership

Kampsax International A/S
Stamholmen 112
DK-2650 Hvidovre
Copenhagen, Denmark

Telefax: 45-367-72829
Telephone: 45-367-71070

Representative(s)/Title(s):

Mr. Ulf Blach, Deputy Managing Director
Mr. Jens Vestgaard, Senior Economist
Major Qamar Zaman, Area Director

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1917
Gross Annual Sales: US\$37 million
No. of Employees: 450

Business Interests in Pakistan:

Sole Ownership/Joint Venture

SGT Infrastructure projects

Kanwar Textilindustri AB Sweden
Metallvagen 8
931 36 Skelleetea
Sweden

Telefax: 46-910-399 09
Telephone: 46-910-564 46

Representative(s)/Title(s):

Mr. Kanwar Mansoob Ahmad, Chief Executive

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Home Textile
Year Established: 1985
Gross Annual Sales: US\$10 million
No. of Employees: 30

Business Interests in Pakistan:

Sole Ownership

Kay Aviation BV
Dirk van de Broek Building, 2nd
Floor
Saturnusstraat 21 B
2132 HB
Hoofddorp, The Netherlands

Telefax: 31-250-311-372
Telephone: 31-250-334-616

Representative(s)/Title(s):

Mr. Akber Khan
Mr. Zia R. Khan, Developer

Company Highlights:

Type of Company: Financial Services, Consultant
Sector/Product(s): Power Plant and Food, Processing Industry, Complete Packages
Year Established: 1986
Gross Annual Sales: US\$ 15 million
No. of Employees: 15

Business Interests in Pakistan:

Joint Venture

Companies interested in Joint Venture to finance, own and operate power plants,
desalination and food processing plants

Kay Jay
Schoonstersland 53
7951 HN Staphorst
The Netherlands

Telefax: 31-522-53959
Telephone: 31-522-53384

Representative(s)/Title(s):

Mr. Khalil R. Khan, President

Company Highlights:

Type of Company: Representative
Sector/Product(s):
Year Established: 1977
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Marketing Arrangements

Kelam Bijouterie-Joallerie
27 Avenue de la Liberation
Barriere du Medoc
33110 Le Bouscat, France

Telefax: 33-1-45-62-80-41
Telephone: 33-56-02-95-62

Representative(s)/Title(s):

Mr. Maleck Rassoul, President

Company Highlights:

Type of Company:
Sector/Product(s):
Year Established: 1984
Gross Annual Sales: US\$5 million
No. of Employees: 10

Business Interests in Pakistan:

Jewellery Making

Kemira Group
Porkkalankatu 3
Helsinki, Finland

Telefax: 358-0-694-6167
Telephone: 358-0-132-11

Representative(s)/Title(s):

Mr. Matti Loikkansen, Works Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Chemicals
Year Established: 1920
Gross Annual Sales: US\$3 billion
No. of Employees: 14,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements

Khyber International
Vesterfarimagsgade - 3
1606 Copenhagen V
Denmark

Telefax: 45-3-33-933-799
Telephone: 45-3-33-146-363

Representative(s)/Title(s):

Mr. M.M. Khan, President
Mr. Safir Ahmad, Project Manager

Company Highlights:

Type of Company: Trading/Aviation
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$12 million
No. of Employees: 25

Business Interests in Pakistan:

Joint Venture

Koh-I-Noor
14, rue Sausser Leroy
75017 Paris, France

Telefax: 33-1-45-62-80-41
Telephone: 33-1-56-51-17-55

Representative(s)/Title(s):

Mr. Irshad Ali Sajid, President

Company Highlights:

Type of Company:	Other
Sector/Product(s):	
Year Established:	1988
Gross Annual Sales:	US\$10 million
No. of Employees:	20

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Interested in Five Star Hotels

Korea Towel Industry Cooperative
20-20, Chumgmu-ro, Chung-Gu
Seoul, Korea

Telefax: 82-2-277-0896
Telephone: 82-2-275-9381/2

Representative(s)/Title(s):

Mr. Lee In-Yung, Executive Managing Director

Company Highlights:

Type of Company: Cooperative
Sector/Product(s):
Year Established: 1964
Gross Annual Sales:
No. of Employees: 68

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Towel and 100 percent Cotton Yarn Industry

Investment in Towel and 100 percent Cotton Yarn Industries

Krupp M&K MaschinenbauGmb H
Falckensteiner Str. 2-4
2300 Kiel 17, Germany

Telefax: 49-431-399-5562
Telephone: 49-431-399-5564

Representative(s)/Title(s):

Mr. Peters Jens, Sales Manager, Diesel Power Plants
Mr. Klauss Nakonzer, Export Sales Manager, Locomotives

Company Highlights:

Type of Company: Diesel Engineering, Locomotives
Sector/Product(s):
Year Established: 1896
Gross Annual Sales: US\$ 500 million
No. of Employees: 2600

Business Interests in Pakistan:

Pakistan Railway, Engineering

Lal Qila
88, Avenue Emile Zola
75015 Paris, France

Telefax: 33-1-45-62-80-41
Telephone: 33-1-45-75-68-40

Representative(s)/Title(s):

Mr. Saghaer Ahmed, President

Company Highlights:

Type of Company: Other
Sector/Product(s):
Year Established: 1983
Gross Annual Sales: US\$20 million
No. of Employees: 40

Business Interests in Pakistan:

Other

Interested in Five Star Hotel

Leyden Limited
Level 9, One Pacific Place
88 Queensway
Hong Kong

Telefax: 852-868-1605
Telephone: 852-522-6858

Representative(s)/Title(s):

Mr. Haroon Hasan, Director

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1991
Gross Annual Sales:
No. of Employees: 3

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Lloret Trading
C/San Buenaventura, 38
17310 Lloret De Mar
Costa Brava, Spain

Telefax: 34-72-368-165
Telephone: 34-72-365-801

Representative(s)/Title(s):

Mr. A.D. Raja, Managing Director

Company Highlights:

Type of Company: Import-Export Distribution and Services
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$2 million
No. of Employees: 36

Business Interests in Pakistan:

Joint Venture, Import-Export

Thomson Consumer Electronics
Marketing Asia Pte Ltd.
171 Kallang Way #05-01/02
Singapore 1334

Telefax: 65-743-3239
Telephone: 65-743-3273

Representative(s)/Title(s):

Mr. Olaf Muller-Teut, General Manager, Marketing & Sales, East Asia
Mr. Lawrence Han Ah Lak, Sales Operation Manager, Marketing & Sales, East Asia

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Consumer Electronics
Year Established: 1893
Gross Annual Sales: US\$6.1 billion
No. of Employees: 52,000

Business Interests in Pakistan:

Joint Venture, Licensing, and Marketing Arrangements

Technical cooperation and/or joint venture with a Pakistani partner for consumer electronics (VCR, TV, Audio, etc.)

Tokyo Onyx Stone Co., Inc.
2-24-12 Minahi Adyaha
Minato-ku, Tokyo
Japan

Telefax: 81-3-347-09555
Telephone: 81-3-347-09511

Representative(s)/Title(s):

Mr. Hiroshi Ishida, President
Ms. Maud Javed, Pakistan Representative

Company Highlights:

Type of Company: Import Onyx Stone
Sector/Product(s):
Year Established: 1979
Gross Annual Sales:
No. of Employees: 562

Business Interests in Pakistan:

Marketing Arrangements

Persian Bokhara Carpets, Co. Ltd.
591/17 Sukhumvit Road
Bangkok 10110, Thailand

Telefax: 662-258-5091
Telephone: 662-258-5065

Representative(s)/Title(s):

Mr. Azmut Hayat Butt, Managing Director

Company Highlights:

Type of Company: Consultant/Indentors
Sector/Product(s): General Trading
Year Established: 1976
Gross Annual Sales: US\$500,000
No. of Employees: 5 and General contractors

Business Interests in Pakistan:

Joint Venture, Marketing Arrangements, and Assoc. of Binladin Group

Pirre Boutique
Le Meridien President Hotel
Gaysorn Road, Bangkok 10330
Thailand

Telefax: 66-2-256-9974
Telephone: 66-2-252-1818/253-0444
Ext. 2415

Representative(s)/Title(s):

Mr. Suljit Ahuja, President
Mr. Pira Singh, Director
Mr. Somboon Srinarula, Advisor
Mr. Mukand Singh, Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Garment
Year Established: 1975
Gross Annual Sales:
No. of Employees: 300

Business Interests in Pakistan:

Joint Venture

Prime Diversified Services (a full
service financial company)
24 Tewkesbury Drive
Wyomissing Hills, PA 19610 US

Telefax: 1-215-670-8071
Telephone: 1-215-670-2618

Representative(s)/Title(s):

Dr. Zia Mahmood, Ph.D, President

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1983
Gross Annual Sales: US\$9.15 million
No. of Employees: 12

Business Interests in Pakistan:

Joint Venture, Acquity Loan

Tulip Leather, Lahore, Royal Leather, Lahore, Pioner Farms, Gujranwala, M.A. Tariq,
Islamabad, M/s Sialkot Diaries, Sialkot, Fruit and Vegetable Dehydration, Hand Tools

POS Pilot Plant Corp./Nuvotech
Ventures International
118 Veterinary Rd.
Saskatoon, Saskatchewan
S7N 2R4, Canada

Telefax: 306-975-3766
Telephone: 306-975-7066, 975-3761

Representative(s)/Title(s):

Mr. Janos Mikle, Director Technical Services/VP Market Development

Company Highlights:

Type of Company: Consultant, and Technology Commercialisation
Sector/Product(s):
Year Established: 1977
Gross Annual Sales: US\$3.5 million
No. of Employees: 60

Business Interests in Pakistan:

Joint Venture, and Licensing

Procter and Gamble Pakistan (Pvt)
Ltd.
4th Floor, Central Hotel Building
Mereweather Road
Karachi, Pakistan

Telefax: 92-321-221-349
Telephone: 92-321-520-191

Representative(s)/Title(s):

Mr. Sperjohn Benjamin, Finance Manager
Mr. S. Qaisar Shareef, Country Manager, Pakistan

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Health and Skin Care and Household Products
Year Established: 1991
Gross Annual Sales:
No. of Employees: 33

Business Interests in Pakistan:

Procyon International
Suite 300E, 4801 Woodway Drive
Houston, Texas 77056 US

Telefax: 1-713-977-7042
Telephone: 1-713-977-8054

Representative(s)/Title(s):

Mr. S. Anwer Hussain, President

Company Highlights:

Type of Company: Consultant/Investment Finance
Sector/Product(s):
Year Established: 1990
Gross Annual Sales: US\$1 million
No. of Employees: 2

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Buyouts of State-owned enterprises in the hydrocarbon and petrochemical industries

Puhan Industrial, Co.
Room # 600, Haechon Bldg. 831
Yeoksam-dong, Kangnam-Gu
Seoul, Korea

Telefax: 82-2-556-4786/557-4519
Telephone: 82-2-556-6182/4

Representative(s)/Title(s):

Mr. Kim Kyung-Soo, Marketing Director

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Towel
Year Established:	1976
Gross Annual Sales:	US\$30 million
No. of Employees:	157

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Towel and 100 percent Cotton Yarn Industry

Quick Trip Supermarkets
Pakistan 7-Eleven USA
3975 Wilshire Blvd.
Los Angeles, CA 90010 US

Telefax: 1-213-473-4662
Telephone: 1-213-380-5904/478-0388

Representative(s)/Title(s):

Mr. Shahnez Saville, Owner

Company Highlights:

Type of Company: Retail, Fast Food, Groceries
Sector/Product(s): Retail
Year Established: 1976
Gross Annual Sales: US\$2.8 million
No. of Employees: 60

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Investment Banking/Financial Services companies

R & S Renewable Energy Systems B.V.
Croy 49, 5653 LC
Eindhoven, The Netherlands

Telefax: 31-40-550625
Telephone: 31-40-520155

Representative(s)/Title(s):

Mr. J.W. Hendriks, Area Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Solar Cells
Year Established: 1984
Gross Annual Sales:
No. of Employees: 90

Business Interests in Pakistan:

Marketing Arrangements

Rieber and Son A/S
Nostegt. 58
5011 Bergen
Norway

Telefax: 47-5-967-486
Telephone: 47-5-967-485

Representative(s)/Title(s):

Mr. Arne H. Rustad, Technical Director
Mr. Arne G. Ogden, Export Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Vinyl floor tiles, packaging materials, road marking,
thermoplastic compound, paints
Year Established: 1839
Gross Annual Sales: US\$600 million
No. of Employees: 3,000

Business Interests in Pakistan:

Licensing

Rolf Weber Co.
Rosentr 5,
D-2943 Esens, Germany

Telefax: 49-494-118-199
Telephone: 49-497-123-68

Representative(s)/Title(s):

Mr. Rolf Weber, General Manager
Mrs. Waltraud Franke, Assistant

Company Highlights:

Type of Company: Consultants
Sector/Product(s):
Year Established: 1990
Gross Annual Sales:
No. of Employees: 2

Business Interests in Pakistan:

Jewellery Processing

Saba Energy Ltd.
3030 Bow Valley Sq. II
205 5th Avenue S.W.
Calgary, Alberta
Canada

Telefax: 403-237-6474
Telephone: 403-234-9000

Representative(s)/Title(s):

Dr. Waseem Sayed, Vice President (International)
Mr. Nazrul Islam, Manager of Operations

Company Highlights:

Type of Company:
Sector/Product(s): Oil and Gas Exploitation and Production
Year Established: 1988
Gross Annual Sales: US\$2.5 million
No. of Employees: 30

Business Interests in Pakistan:

Joint Venture

Oil and Gas Development Corp (OGDC), Pakistan Oil Ltd (POL), Sui Northern Gas Pipeline (SNGPL)

SABAT International
Amstel 2
1017 AA Amsterdam
Holland

Telefax: 31-20-638-0808
Telephone: 31-20-622-2265

Representative(s)/Title(s):

Mr. Javed Sana, Managing Director
Mr. M.S. Bajwa, Manager Marketing

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Gas Water Heaters
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Licensing

Satoma Kenya, Ltd.
P.O. Box 84611
Mombasa, Kenya

Telefax: 254-11-803-279 c/o
Rafiki Enterprises
Telephone: 254-11-432-703/4, 432-
411

Representative(s)/Title(s):

Mr. Walter O. Magotsi, Executive Chairman

Company Highlights:

Type of Company: Health Institutions
Sector/Product(s): Drugs and Medical Equipment
Year Established:
Gross Annual Sales:
No. of Employees: 130

Business Interests in Pakistan:

Purchase and Manufacture of Drugs and Medical Equipment

Saudi Binladin Group - Binladin
Trading Co.
P.O. Box 1555
Dubai, United Arab Emirates

Telefax: 971-2-664-876
Telephone: 971-2-609-714

Representative(s)/Title(s):

H.S.H. Hassan Binladin
Mr. Riffat Saeed, Managing Director
Mr. Azmat Hyat Butt

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Oil industry, power generation, and other industrial products
Year Established: 1950
Gross Annual Sales: US\$5.6 billion
No. of Employees: 50,000

Business Interests in Pakistan:

Joint Venture

Agro-based industries and oil and petrochemical industry.

Saudi Binladin Group
P.O. Box 8918 Jeddah 21421
Saudi Arabia

Telefax: 966-2-669-0009
Telephone: 966-2-660-0033

Representative(s)/Title(s):

Sheikh Mohammad Binladin, Executive Vice Chairman
Mr. Hassan Binladin, Executive Vice President
Mr. Akbar Moawalla, Financial Advisor
Mr. Yusuf Suleimanji, Financial Advisor
Mr. Azad Iqbal, Group Legal Counsel

Company Highlights:

Type of Company: General Contractors
Sector/Product(s):
Year Established: 1931
Gross Annual Sales: US\$2 billion
No. of Employees: 30,000

Business Interests in Pakistan:

General Interest

Saudi Binladin Group Industrial and
Electromechanical Projects (BEMCO)
P.O. Box 3143
Jeddah 21471
Saudi Arabia

Telefax: 966-2-660-9432
Telephone: 966-2-660-2441

Representative(s)/Title(s):

Mr. Henry Sarkissian, Executive Board Member

Company Highlights:

Type of Company: Contracting
Sector/Product(s):
Year Established: 1931
Gross Annual Sales: US\$2 billion
No. of Employees: 30,000

Business Interests in Pakistan:

Electro-Mechanical Business

SEPL Solar Electric Power and
Lighting Co., B.V.
Croy 49, 5623 LC Eindhoven
5600 AA Eindhoven, The Netherlands

Telefax: 31-40-550626
Telephone: 31-40-525465

Representative(s)/Title(s):

Mr. J. van Rooyen, Managing Director
Mr. Khalil R. Khan

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Solar Cells
Year Established:	1990
Gross Annual Sales:	
No. of Employees:	10

Business Interests in Pakistan:

Marketing Arrangements

Scantus Ab.
Carl Krooksoatan
25225 Helsinborg
Sweden

Telefax: 46-42-110-925
Telephone: 46-42-181-330

Representative(s)/Title(s):

Mr. Sven Klang, Managing Director
Mr. Bent Johanesson, Director
Mr. Jarl Plato, Engineer

Company Highlights:

Type of Company: Manufacturer, Investment Banking/Financial Services,
Consultant
Sector/Product(s): Investment, Construction
Year Established: 1971
Gross Annual Sales: US\$60 million
No. of Employees: 80

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Franchising, Marketing Arrangements
Invest in State Owned Companies and Joint Ventures

Shin Kwang Machinery Co., Ltd.
41 Bloc-4 Lot, Namdong Industrial
Estate
620-3, Namchon-dong
Namdong-Gu, Incheon City
Seoul, Korea

Telefax: 82-2-32-439-8105
Telephone: 82-2-32-439-8101

Representative(s)/Title(s):

Mr. Jung Dong-Bok, President
Mr. Cho Myeong-Sun, Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Plastic Processing Machinery
Year Established: 1980
Gross Annual Sales: US\$5.5 million
No. of Employees: 60

Business Interests in Pakistan:

Joint Venture, Marketing Arrangements

Siemens Pakistan Engineering Co.,
Ltd
Ilaco House, Abdullah Haroon Road
P.O. Box 7158
Karachi, Pakistan

Telefax: 92-21-568-4679
Telephone: 92-21-568-4959

Representative(s)/Title(s):

Mr. Bakhtiyar Saeed, General Manager

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Electrical goods
Year Established: 1954
Gross Annual Sales: US\$70 million
No. of Employees: 1,200

Business Interests in Pakistan:

Sidley and Austin
875 Third Avenue
New York, NY 10022 USA

Telefax: 1-212-906-2021
Telephone: 1-212-906-2350

Representative(s)/Title(s):

Mr. James D. Johnson, Partner
Mr. David L. Ridi, Partner
Mr. Mahboob Mahmood, Associate

Company Highlights:

Type of Company: Law Firm
Sector/Product(s):
Year Established: 1866
Gross Annual Sales:
No. of Employees: 700 Attorneys and 1,200 other staff

Business Interests in Pakistan:

Structuring joint ventures, privatization and project financings and legal services in connection therewith

Pakistan Telephone and Telegraph, Water and Power Development Authority, Crescent Group, Sapphire Group, Nishat Group, Pakistan Packaging, Ltd., Pearl Paper, Ltd., Ansari Sugar Mills, Ltd., Ramzan Sugar Mills, Millat Tractor, Ltd., Pak-Arab Fertilizer (Pvt.), Ltd., Intrag (Kabirwala combinet cycle power plant), Tenaska Hawkins (combination cycle power plant)

SLT Labinstrumnts Gmbh
Untersbergstrasse 1a
5082 Groedig/Salsburg
Austria

Telefax: 43-662-624-62770
Telephone: 43-662-624-63438

Representative(s)/Title(s):

Prof. Dr. Siddigi, Export Sales Manager
Mr. M.M. Haq

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Laboratory Equipment
Year Established: 1982
Gross Annual Sales: US\$15 million
No. of Employees: 80

Business Interests in Pakistan:

Licensing, Marketing Arrangements

Diagnostic Equipment Dealer/Manufacturer

SNC-Lavalin International, Inc.
2, Place Felix-Martin
15th Floor
Montreal, Quebec
H2Z 1Z3, Canada

Telefax: 514-866-0419/866-0795
Telephone: 514-866-1000 Ext. 7224

Representative(s)/Title(s):

Mr. Kalman F. Benko, Senior Vice President, Asia

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: US\$800 million
Gross Annual Sales: 6,000
No. of Employees: Joint Venture, Marketing Arrangements

Business Interests in Pakistan:

Al-Noor Group, Crescent Group, Sapphire Group, Major Agro-Industrial companies for technology

Société Générale
11 Bis rue Scribe
75009 Paris
France

Telefax: 33-1-40-98-44-14
Telephone: 33-1-40-98-23-30

Representative(s)/Title(s):

Mr. Jacques Peter, General Manager Asia Department
Mrs. Ishrat Abid, Manager, Trade Promotion
Mr. Claude Delbos, General Manager (Pakistan)
Mr. Mohammed Azimuddin, Manager, Marketing

Company Highlights:

Type of Company: Investment Banking Services
Sector/Product(s): Bank
Year Established: 1864
Gross Annual Sales:
No. of Employees: 35,000

Business Interests in Pakistan:

Investment Financing

Song Wol Towel Co., Ltd.
3-1, Sajig-dong, Dongrae-Gu
Pusan City, Korea

Telefax: 82-51-505-1130
Telephone: 82-51-503-5001/4

Representative(s)/Title(s):

Mr. Park Bounq-Uck, President
Mr. Park Nam-Soo, Marketing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Towel
Year Established: 1974
Gross Annual Sales: US\$25 million
No. of Employees: 649

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Towel and 100 percent Cotton Yarn Industry

States General, Ltd.
3-5 Minami-honmachi Chuo-Ku
Osaka, Japan

Telefax: 816-252-0578
Telephone: 816-252-2292

Representative(s)/Title(s):

Mr. A. H. Adnan, President

Company Highlights:

Type of Company: Manufacturer of Machinery and Coordinate Projects, Supply Raw Materials and Arrange Technical Know-How
Sector/Product(s):
Year Established: 1960
Gross Annual Sales: US\$40 million
No. of Employees: 14

Business Interests in Pakistan:

Joint Ventures to Supply Machinery and Know-How

Petrochemical Projects, Power Cable, Telephone Cable, Milk Plant, Animal Breeding Animal Feed, PVC, Plastics Yarn & Textile Plant

Steeltech
6361 Palmer Drive, N.W.
Canton, Ohio 44718 US

Telefax: 1-216-497-0014
Telephone: 1-216-497-0005

Representative(s)/Title(s):

Dr. Ing. Aziz Ahmed, President

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1991
Gross Annual Sales: US\$300,000
No. of Employees: 3

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Sumitomo Corporation
G.P.O. Box 2069
Islamabad, Pakistan

Telefax: 92-51-824-974
Telephone: 92-51-822-241

Representative(s)/Title(s):

Mr. Masakatsu Nito, General Manager, Islamabad Office

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1945
Gross Annual Sales: US\$140 billion
No. of Employees: 8,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Sumitomo Corporation
1st Floor, Palace Cinema Building
Civil Lines
Karachi 75530
Pakistan

Telefax: 92-21-514-660
Telephone: 92-21-515-801

Representative(s)/Title(s):

Mr. Michihiko Shimokura, General Manager, Karachi Branch

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1945
Gross Annual Sales: US\$140 billion
No. of Employees: 8,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Sumitomo Corporation
2-2 Hitotsubashi 7-Chome
Chiyoda-ku, Tokyo
Japan

Telefax: 81-3-321-75809
Telephone: 81-3-321-77736

Representative(s)/Title(s):

Mr. Yoshiaki Yoshitake, Manager
Overseas Planning and Coordination Department

Company Highlights:

Type of Company: Trading House
Sector/Product(s):
Year Established: 1945
Gross Annual Sales: US\$140 billion
No. of Employees: 8,500

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Sweet Homes Realty
7002-F Little River Turnpike
Annandale, VA 22003 US

Telefax: 1-703-941-6382
Telephone: 1-703-941-8989

Representative(s)/Title(s):

Mr. Khalid M. Shafi, Realtor

Company Highlights:

Type of Company:

Sector/Product(s):

Year Established:

Gross Annual Sales:

No. of Employees: 45

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Other

Ittefaq Group of Industries, Rawal Textiles Milles Ltd., Saigol Group of Industries

Stork Group of Companies
W. de Körverstraat 43a
5830 AA Boxmeer
The Netherlands

Telefax: 885-576-353
Telephone: 885-588-111

Representative(s)/Title(s):

Mr. Peter Thijssen, Area Sales Manager
Mr. Abbas Mooraj, Representative of Stork in Pakistan

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Text. Print. and Finish. m/c
Year Established: 1886
Gross Annual Sales: US\$1.7 billion
No. of Employees: 16,500

Business Interests in Pakistan:

Joint Venture

Tanzil (UK), Ltd.
2-C Cricklewood Lane
London NW2 IEX UK
United Kingdom

Telefax: 44-81-208-0264
Telephone: 44-81-450-7526/452-6924

Representative(s)/Title(s):

Mr. Alam Rawal, Accountant/Export Manager
Mr. Mohammed Pervez

Company Highlights:

Type of Company: Machinery Exporters
Sector/Product(s):
Year Established: 1972
Gross Annual Sales: US\$2-3 million
No. of Employees: 8

Business Interests in Pakistan:

Investment Advisory Service for Overseas Pakistanis in UK

Lyall Put chemical and fertilizer, Kohat Cement Ltd., Charidur Hazara Phosphate Fertilizer (Pvt) Ltd., Pakistan Switch Gears, Ltd.

Technology Connection Holding, Ltd.
48, rue Boissiere
75116 Paris
France

Telefax: 33-1-47-55-42-48
Telephone: 33-1-47-55-40-80

Representative(s)/Title(s):

Dr. B. K. Sinha, Chairman
Mr. Saleem Khan, Dir. Tech.

Company Highlights:

Type of Company: Holding Company
Sector/Product(s): Investment Banking/Financial Services
Year Established: 1978
Gross Annual Sales: US\$380 million
No. of Employees: 9

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Partial Venture Capital

Ministry of Water and Power, WAPDA, KEBC

Templeton International, G&H
10 Collyer Quay, #05-04 Ocean Bldg.
Singapore 0104

Telefax: 65-534-5274
Telephone: 65-534-0476

Representative(s)/Title(s):

Dr. Mark Mobius, Managing Director

Company Highlights:

Type of Company: Fund Management
Sector/Product(s):
Year Established: 1986
Gross Annual Sales: US\$15,922 million
No. of Employees: 621

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Stock Market Investment

The Industrialization Fund for
Developing Countries (IFU)
4, Bremerholm
DK-1069 Copenhagen K
Denmark

Telefax: 45-333-22524
Telephone: 45-331-42575

Representative(s)/Title(s):

Mr. Peter Gorm Christiansen, Area Manager

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1968
Gross Annual Sales: US\$170 million
No. of Employees: 55

Business Interests in Pakistan:

Joint Venture

Pakistani Companies that have identified potential Danish joint venture partners

The Old World Trading Company, Inc.
4065 Commercial Drive
Northbrook, IL 60062-1851 US

Telefax: 1-708-559-1329
Telephone: 1-708-559-2000

Representative(s)/Title(s):

Mr. Riaz H. Waraich, Managing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s):
Year Established:
Gross Annual Sales: US\$500 million
No. of Employees:

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Lucky Development Co., Ltd.
Yokjon Building, 543
Namduemunro 5-ka
Chung-Gu, Seoul
Korea

Telefax: 82-2-774-6610
Telephone: 82-2-728-2411

Representative(s)/Title(s):

Mr. Choo Ji-Suk, Executive Managing Director

Company Highlights:

Type of Company: General Construction
Sector/Product(s):
Year Established: 1969
Gross Annual Sales: US\$740 million
No. of Employees: 1,400

Business Interests in Pakistan:

Construction and Land Development

Oil and Gas Development, Construction and Land Development

Minden International Co., Ltd.
55 Groundfloor, B.I.S. Bldg.
119 Mahesak Road
Bangkok 10500, Thailand

Telefax: 662-237-1589
Telephone: 662-234-2622

Representative(s)/Title(s):

Mr. Syed Riaz Ali Shah Gilani, Managing Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Auto parts
Year Established: 1986
Gross Annual Sales: US\$1.9 million
No. of Employees: 35

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Menno Travel Service of MN
4111 Central Avenue, N.E.
Suite 107
Minneapolis, MN 55421 US

Telefax: 1-612-788-2536
Telephone: 1-612-788-6288

Representative(s)/Title(s):

Mr. Steven Sawatsky, President

Company Highlights:

Type of Company: Travel and Importing
Sector/Product(s): 1985
Year Established: US\$3,500 million
Gross Annual Sales: 12
No. of Employees: Importing and Manufacturing

Business Interests in Pakistan:

Mining Investments Thailand, Ltd.
518 Premier House
Jogreycont Pl. London SWD 15B UK

Telefax: 44-71-222-2638
Telephone: 44-71-799-1455

Representative(s)/Title(s):

Mr. Victor James McKeigh, Chairman of Directors

Company Highlights:

Type of Company: Mining
Sector/Product(s):
Year Established: 1987
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements, Investment

Invest Financial Sector and Mining

Monitor Company
25 First Street
Cambridge, MA 02141 US

Telefax: 1-617-252-2100
Telephone: 1-617-252-2000

Representative(s)/Title(s):

Mr. Feroze Khan, Consultant

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1982
Gross Annual Sales: US\$50 million
No. of Employees: 200

Business Interests in Pakistan:

Foreign Investment Facilitation

M. Jamil Al Dalawi, Co.
P.O. Box 1522
Jeddah 21441
Saudi Arabia

Telefax: 966-2-647-4549
Telephone: 966-2-647-0000

Representative(s)/Title(s):

Sheikh Hassan Jamil Dahlawi, Senior Vice President

Company Highlights:

Type of Company: Ceramics, Investment Banking Services, Trading, Electronics,
Building Material
Sector/Product(s):
Year Established:
Gross Annual Sales: US\$175 million
No. of Employees: 800

Business Interests in Pakistan:

In related Business Fields, and Chemicals

Mallick Electronics
P. O. Box 653
Bahrain

Telefax: 973-253-117
Telephone: 973-213-040/213-179/714-
731

Representative(s)/Title(s):

Mr. Abdul Kalam Mallick, Proprietor

Company Highlights:

Type of Company: Trading/Marketing, Importer/Exporter, and Sales Service
Sector/Product(s):
Year Established: 1951
Gross Annual Sales: US\$650,000
No. of Employees: 8

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Marketing Arrangements

Maximisation Trade Intern'l Inc.
1 Ladbrooke Road
Etobicoke, Ontario M9R 2A7
Canada

Telefax: 416-240-0357
Telephone: 416-240-8662

Representative(s)/Title(s):

Mr. Nissar A. Nayaik, President

Company Highlights:

Type of Company: Consultant, and Chemicals Distribution
Sector/Product(s):
Year Established: 1984
Gross Annual Sales: US\$500,000
No. of Employees: 2 (plus several Associates)

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Marketing Arrangements, and Trading

Interested in developing contacts with companies in the following sectors:
chemicals, ceramics, agro-based products, companies interested in seeking export
representatives, agents: marketing and management consultancy

Merchant
P.O. Box 92921
Long Beach, CA 90809 US

Telefax: 1-213-595-2305
Telephone: 1-213-6007140

Representative(s)/Title(s):

Mr. Kulsum Merchant, MD

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Consultant
Sector/Product(s): Involved in Community Services in the USA
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Joint Venture, Licensing, Franchising, Marketing Arrangements

Joint Venture Health Services

Meeco International Co., Ltd.
P.O. Box 6984
Dar-Es-Salam, Tanzania

Telefax: 255-51-32217
Telephone: 255-51-20967

Representative(s)/Title(s):

Mr. Kuljeet Singh Nahal, Managing Director

Company Highlights:

Type of Company: Systems Engineering
Sector/Product(s): Telecommunications and Software Development
Year Established: 1978
Gross Annual Sales: US\$4 million
No. of Employees: 29

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Pakistan companies actively engaged in computers and telecommunications systems

M.E.F.T. Singapore Private Ltd.
1 Scotts Road 23-08 Shaw Centre
Singapore 0922

Telefax: 65-732-3215
Telephone: 65-235-2366

Representative(s)/Title(s):

Mr. Irshad Ullah Khan, Chairman

Company Highlights:

Type of Company: Investment Banking/Financial Services, Consultant,
Fisheries/Construction and Trading
Sector/Product(s):
Year Established: 1991, Associate companies established in 1968
Gross Annual Sales:
No. of Employees: 35

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Franchising, Marketing Arrangements, Trading

Winter Canal Hydro-Power Project, Bela Engineering Ltd., Horizons Leather Ltd.,
Punjad Rice Mills, Royal Leather, Lahore, M/S Qayam Sea Food Ltd.

Mitsubishi Corporation
6-3 Marunouchi 2-chome
Chiyoda-Ku, Tokyo
Japan

Telefax: 81-3-321-08061
Telephone: 81-3-321-02582

Representative(s)/Title(s):

Mr. Yohei Mimura, Chairman
Mr. Tamotsu Kanetake, Assistant General Manager

Company Highlights:

Type of Company: Trading Co.
Sector/Product(s):
Year Established: 1950
Gross Annual Sales: US\$139,905 million
No. of Employees: 9,429

Business Interests in Pakistan:

Multi Trade
Vestervangsvei 61 lejl. 21
8800 Viborg, Denmark

Telefax: 45-86-82-51-30
Telephone: 45-86-62-87-11

Representative(s)/Title(s):

Mr. Amir Hussain Shah, Consultant - Export/Import

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

M/s. Milk Ways, Ltd., Lahore, Pak Ghee Industries, Lahore, Farm Aids, Ltd., Lahore,
Indus Fruit Products, Pioneer Farms Ltd., Gujranwala Welmaxiut, Ltd., Chakwal,
Faruki Pulp Mills, Ltd., Gujrat Reliance Cotton Spinning, Ferozwatwan

Nash Holdings Ltd.
C.I.G. Co. Ltd
Alsace Co., Ltd.
Sidox Co., Ltd
and other associated companies
C/O 213/3, 4th Floor
Asoke Towers Commercial Building
Bangkok, Thailand

Telefax: 66-2-259-1946
Telephone: 66-2-259-1938/45

Representative(s)/Title(s):

Mr. Ashraf M. Fancy, Managing Director, Director/Shareholder

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Companies ranging from mining, manufacturing, chemicals,
trading, shipping, pharmaceuticals, etc.
Year Established:
Gross Annual Sales: US\$45 million
No. of Employees: 900

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Financial Markets

National Printers LLC
P.O. Box 3422 Ruwi
Muscat, Sultanate of Oman
In Lahore:

418, Block W, Phase 3, LCCH Society
Lahore Cantt, Pakistan

Telefax: 968-797-832/92-42-306-
733 (Lahore)
Telephone: 968-707-192, 709-844/92-
42-891-597 (Lahore)

Representative(s)/Title(s):

Mr. Iftikhar Ahmad Malik, Managing Director

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Printing
Year Established:	1975
Gross Annual Sales:	US\$3 million
No. of Employees:	150

Business Interests in Pakistan:

Joint Venture

Brook Bond Pakistan, Ltd, Farm Aids, Ltd., Milk Pak, Ltd., Alsons Industries, Ltd., Collapsible Tube Co. Pvt., Ltd., Technoplast, Yuasa Battery (PAK), Ltd., Medi Pak, Ltd., Sapcol International, Wazir Industries (PVT), Ltd., Sharaf Ansar

Newpak PLC
P.O. Box 5218
Kaduna, Nigeria

Telefax: 234-62-210-893
Telephone:

Representative(s)/Title(s):

Mr. Salisu A. Bayero, Managing Director and Chief Executive

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Paper Conversion
Year Established: 1985
Gross Annual Sales: US\$1 million
No. of Employees: 70

Business Interests in Pakistan:

Joint Venture, Develop Consultancy and Management Company

Paper and Paper Board Converters, Pulp and Paper Manufacturing Companies, Factory Management Companies

New Zealand Trade Development Board
CU Building 74/1-A Lalazar
M.T. Khan Road
P.O. Box 4895
Karachi, Pakistan

Telefax: 92-21-551-959
Telephone: 92-21-551-071/802

Representative(s)/Title(s):

Mr. Moin M. Fudda, Trade Representative and Honorary Consul for New Zealand

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Dairy Farming/Hi Tech Farm Produce Processing and Canning
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Joint Venture

Any suitable Pakistani entrepreneur/business house either presently in these fields or who may have an active interest therein

Nichimen Corporation
13-1 Kyobashi 2-Chome
Chuo-Ku, Tokyo 104
Japan

Telefax: 81-3-327-78349
Telephone: 81-3-327-78312

Representative(s)/Title(s):

Mr. Hiroshi Matsuno, General Manager, Market
Development Department for Asia and Oceania

Company Highlights:

Type of Company: Trading Firm
Sector/Product(s):
Year Established: 1892
Gross Annual Sales: US\$46 billion
No. of Employees: 2,865

Business Interests in Pakistan:

Open to variety of prospects

NIF Management Singapore Pte Ltd.
4 Shenton Way # 21-03 Shing Kwan
House
Singapore 0106

Telefax: 65-224-6153
Telephone: 65-227-8121

Representative(s)/Title(s):

Mr. Laurence Chan, Portfolio Manager

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1990
Gross Annual Sales:
No. of Employees: 5

Business Interests in Pakistan:

Private companies which will be listed on the stock exchange shortly

Any Existing private company with foreign participation

Nigerian Industrial Development
Bank, Ltd.
NIDB House
63-71 Broad Street
P.O. Box 2357
Lagos, Nigeria

Telefax: 234-1-667-074, 666-733
Telephone: 234-1-662-251, 663-739

Representative(s)/Title(s):

Mr. Gabriel Kayode Ajayi, Assistant General Manager

Company Highlights:

Type of Company: Investment Banking/Financial Services
Sector/Product(s):
Year Established: 1964
Gross Annual Sales:
No. of Employees: 673

Business Interests in Pakistan:

Joint Venture, Marketing Arrangements

Dobagh (Pvt) Ltd., Central Engineering Services, Interhom, International Ceramics, Ltd., Sheikh Wahiduddin, Ltd. Synthetic Products, Insecta Pakiatan Ltd., Textile Chemical Industries, Syed Bhais, Facto Sugar Milk, Horizons Leather (Pvt), Fine Particle Board

Nordic Power Invest
Box 34
S-10120 Stockholm
Sweden

Telefax: 46-8-249-771
Telephone: 46-8-677-6550

Representative(s)/Title(s):

Mr. Zia H. Noorzoy, Senior Advisor, International Financing

Company Highlights:

Type of Company: Power Project Design, Construction, Financing and Ownership
Sector/Product(s):
Year Established: 1990
Gross Annual Sales: US\$5 billion
No. of Employees: 5,000

Business Interests in Pakistan:

Representatives for Ministry of Water and Power, Industry and WAPDA

Oman National Electronics
P.O. Box 531
Dubai, United Arab Emirates

Telefax: 971-213-284
Telephone: 971-284-774

Representative(s)/Title(s):

Mr. Zamir Uddin Sabri, Managing Director

Company Highlights:

Type of Company: Investment Banking/Financial Services, and Trading
Sector/Product(s):
Year Established: 1970
Gross Annual Sales: US\$200 million
No. of Employees: 300

Business Interests in Pakistan:

Sole Ownership/Joint Venture, and Franchising

Orientalia/Khyber International
City 2 Nr. 391
2630 Tastrup, Denmark

Telefax: 42-522-704
Telephone: 42-522-650

Representative(s)/Title(s):

Mr. Tahir Ahmad, Managing Director

Company Highlights:

Type of Company: Consultant
Sector/Product(s):
Year Established: 1973
Gross Annual Sales: US\$4.5 million
No. of Employees: 15

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing, Marketing Arrangements

Leather Industry and Textile Industry

Otis Elevator Company (S) Pte, Ltd.
50 Jalan Sultan
13-05/13-10 Jalan Sultan Centre
0719 Singapore

Telefax: 65-297-2646
Telephone: 65-298-7733

Representative(s)/Title(s):

Mr. Gerald Huang, Finance Director

Company Highlights:

Type of Company: Engineering/Construction
Sector/Product(s):
Year Established: 1981
Gross Annual Sales: US\$30 million
No. of Employees: 230

Business Interests in Pakistan:

Supply, Install, Maintain Lifts, Escalators and Dumbwaiters

General Contracts for Building Architect/Developers

Paladin Ltd.
45/F, Office Tower
Convention Plaza
1 Harbour Road, Wanchai
Hong-Kong

Telefax: 852-0-829-6164
Telephone: 852-0-829-6180

Representative(s)/Title(s):

Ms. Lilian Oung, Director/Shareholder
Mr. M.H. Qureshi, P.A. to Miss Lilian Oung

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Synthetic Yarn
Year Established: 1967
Gross Annual Sales: US\$5.7 billion
No. of Employees: 5,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Nishat, Dawood

Pepsico Foods International
400 Frito-Lay Tower Exchange Park
Dallas, Texas 75025

Telefax: 1-214-956-3781
Telephone: 1-214-956-3761

Representative(s)/Title(s):

Mr. Nirmal K. Tripathy, Assistant Controller

Company Highlights:

Type of Company:	Manufacturer
Sector/Product(s):	Snack Foods
Year Established:	1974
Gross Annual Sales:	US\$3 billion
No. of Employees:	60,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing

Toyota Tsusho Corporation
4-7-23 Meieki, Nakamura-Ku
Nagoya, Japan

Telefax: 81-52-584-5640
Telephone: 81-52-584-5620

Representative(s)/Title(s):

Mr. Tsukazaki
Mr. Takazou Yamada, Assistant General Manager

Company Highlights:

Type of Company: Trading Company
Sector/Product(s):
Year Established: 1948
Gross Annual Sales: US\$16 trillion
No. of Employees: 1,700

Business Interests in Pakistan:

Sole Ownership/Joint Venture
Procon Engineering (RVT) Ltd.

Toyota Tsusho Corporation
3-16 Kudan-Minami 2-chome
Chiyoda-Ku, Tokyo, Japan

Telefax: 33-230-8016
Telephone: 33-230-8290

Representative(s)/Title(s):

Mr. Yoshihiro Tsukazari, Director

Company Highlights:

Type of Company: Trading Company
Sector/Product(s):
Year Established: 1948
Gross Annual Sales: US\$16 trillion
No. of Employees: 1,700

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Any Companies wishing to start business with our company

3M
3M Center Building
220-4W-01-01 St. Paul
Minnesota, MN 55144 US

Telefax: 1-612-733-2090
Telephone: 1-612-736-0167

Representative(s)/Title(s):

Mr. John Marshall, Director, Business Development (International)

Company Highlights:

Type of Company: Manufacturer (over 60,000 products)
Sector/Product(s):
Year Established: 1902
Gross Annual Sales: US\$13 billion
No. of Employees: 89,000

Business Interests in Pakistan:

Sole Ownership/Joint Venture, Licensing

T.S.A. Traders
Unit 6B, Allbright Estate, Ferry
Lane, Raiham
Essex RM13 9BU UK

Telefax: 4027-24663
Telephone: 4027-26227

Representative(s)/Title(s):

Mr. Tariq Imam, Managing Partner

Company Highlights:

Type of Company: Consultant
Sector/Product(s): Suppliers of Complete Manufacturing Lines
Year Established:
Gross Annual Sales: US\$3 million
No. of Employees: 10

Business Interests in Pakistan:

Sale Ownership/Joint Venture

United Nations Industrial
Development Organization
Vienna International Centre
P.O. Box 300
A-1400 Vienna, Austria

Telefax: 43-1-230-8260
Telephone: 43-1-21131/4828

Representative(s)/Title(s):

Mr. Frantisek Svarc, Officer-in-Charge
Industrial Investment Programme for Asia/Pacific

Company Highlights:

Type of Company: UN - Specialized Agency
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Advising Pakistani companies on UNIDO assistance in the mobilization of investment resources

Representatives of any Pakistani company which might be interest in utilizing UNIDO assistance

UNIDO (United National Industrial
Development Organization)
Investment Promotion Service
Lowenstrasse 1
CH-8001 Zurich
Switzerland

Telefax: 41-1-211-4180
Telephone: 41-1-221-2320

Representative(s)/Title(s):

Mr. Grabik Viktor, Deputy Director

Company Highlights:

Type of Company: International Organization
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

UNIDO IPS
P.O. Box 10 20 65
Unter Sachsenhausen 10-26
5000 Koln, Germany

Telefax: 49-221-120-456
Telephone: 49-221-120-451

Representative(s)/Title(s):

Dr. Peter Failor, Industrial Promotion Officer
Asia and Pacific Region

Company Highlights:

Type of Company: UN Organization
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Union Carbide Chemicals and Plastics
Co., Inc.
39 Old Ridgebury Road
Danbury, CT 06817-0001 US

Telefax: 1-203-794-2851
Telephone: 1-203-794-2260

Representative(s)/Title(s):

Mr. Scott L. Wallace, Licensing Manager
Mr. Navaid Burney, Financial Associate

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Plastics
Year Established: 1920
Gross Annual Sales: US\$7.0 billion
No. of Employees: 30,000

Business Interests in Pakistan:

Licensing

United Construction Co., Ltd.
175, Visut Kasat Road
Bangkok, Thailand

Telefax: 662-282-8239
Telephone: 662-281-2458

Representative(s)/Title(s):

Mr. Prasert Footrakul, Managing Director
Mr. Boonchuen Chompooming, Chief Engineer

Company Highlights:

Type of Company:
Sector/Product(s):
Year Established: 1961
Gross Annual Sales: US\$30 million
No. of Employees: 500

Business Interests in Pakistan:

Marketing Arrangements

Visionet Systems/AgroFood Systems
Manufacturing, Inc.
246 Hempstead Drive
Somerset, NJ 08873 US

Telefax: 1-908-214-9206
Telephone: 1-908-214-9215

Representative(s)/Title(s):

Mr. S.M. Manj, Senior Vice President

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Dairy/Fruit
Year Established: 1985 (VSI), 1981 (ASMI)
Gross Annual Sales: US\$0.75 million (Visionet), US\$2,3 million (ASMI)
No. of Employees: 7 (Visionet), 21 (ASMI)

Business Interests in Pakistan:

Sole Ownership/Joint Venture

U.S. Department of Commerce
14th and Constitution, N.W.
Room 2029B
Washington, D.C. 20230 US

Telefax: 1-202-377-5330
Telephone: 1-202-377-2954

Representative(s)/Title(s):

Ms. Cheryl McQueen, Desk Officer for Pakistan

Company Highlights:

Type of Company: Government Agency
Sector/Product(s):
Year Established:
Gross Annual Sales:
No. of Employees:

Business Interests in Pakistan:

Helping U.S. companies conclude joint venture projects

Western Canada Water
1900 - 1500 West Georgia Street
Vancouver, B.C.
Canada V6G 2Z8

Telefax: 604-681-5286
Telephone: 604-681-3445

Representative(s)/Title(s):

Mr. Sohail Sebuktigin Kiani, Asia/Pacific (Finance) Adviser
Mr. Gerard Lenoski, Director, Corporate Affairs and International Marketing

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Bottled/Bulk "Pure" Water
Year Established: 1985
Gross Annual Sales: US\$10.5 million
No. of Employees: 60

Business Interests in Pakistan:

Joint Venture/Technology Transfer

Shahnawas Group (Shezan International Limited), Haji Dossa Enterprises, The Hashoo Group

Yoo Chang Hydraulic Co., Ltd.
6 Block 14 Lot Euband-Dong
Kimhae, Kyeong-Nam
Korea

Telefax: 82-2-551-0916
Telephone: 82-2-551-0914/5

Representative(s)/Title(s):

Mr. G.S. Heo, President
Mr. J.H. Woo, Managing Director
Mr. Y.W. Lee, Overseas Sales Director
Mr. J.K. Han, Production Director

Company Highlights:

Type of Company: Manufacturer
Sector/Product(s): Hydraulic Machinery
Year Established: 1983
Gross Annual Sales: US\$100 million
No. of Employees: 300

Business Interests in Pakistan:

Sole Ownership/Joint Venture

Eiroz and Co.

AUSTRALIA

Mr. R. Selvendre
3, Sion Ckse, Waterford
Perth W, Australia 6152
Telefax: 61-9-313-2619
Telephone: 61-9-450-1499

Field of Interest:

Manufacturing of commercial vehicles.

M/s. Boral Concrete Products
57-69 Tattersall Road
P.O. Box 196
Blacktown, N.S.W. 2148
Sydney, Australia
Telefax: 61-2-831-2412
Telephone: 61-2-622-7111

Field of Interest:

Material of shale stone and sand mining.

Mr. James W. Ashton
Managing Director
Millamolong Pty, Ltd.
Mandurama N.S.W.
2792 Sydney, Australia
Telefax: 61-63-675120
Telephone: 61-63-675127

Field of Interest:

Textiles, woolen and blending.

Mr. Akram Malik
Managing Director
Kybong, Gympie
Sunshine Coast
4570 Old, Australia
Telefax: 61-74-835316
Telephone: 61-74-835240

Field of Interest:

Liquid fertilizer from fish waste, fertilizer from sewage sludge, angora rabbit wool farm (only for export of wool).

AUSTRIA

Dr. Hansjorg Tenng
General Manager
Verbund-Plan Consulting Engineering
March Aurel-Str. 4
A-1010 Vienna, Austria
Telefax: 43-1-533-480148
Telephone: 43-1-533-48010

Field of Interest:

Hydro Power plants thermal power plants, etc. Would like to hold about 50 percent equity. Needs local partner.

Dr. Lasser
ILF Engineer
Austria
Telefax: 512-633-3363
Telephone: 512-633-330

Field of Interest:

World leading engineering consultants, particularly with regard to the tunneling and under ground construction of pipelines. Would like to held 50 percent equity. Needs local partner.

Dr. Wilhelm Muhlocker
Jenbacher Energie Railway Systems
A-6200 Jenbach
Austria
Telefax: 524-422-91555
Telephone: 524-42291 Ext. 399

Field of Interest:

Combined heat and power plant with natural gas engines. Would like to hold 50 percent equity. Needs local partner. Do not have anybody in mind locating local partner.

Mr. Moser Scniep
Styer Nutzfahrzeuge Ag.
Austria
Telefax: 725-22754-63680
Telephone: 725-225351

Field of Interest:

Joint venture in a truck project.

Mr. Karl Schiep
Project Manager
M/S HBV Hannes Drechsler
Austria
Telefax: 7252-68650
Telephone: 7252-25351

Field of Interest:

BAHRAIN

Mr. Fazal Hussain
Electronic and Technical Services
205 Qasim Al Mehzah Avenue
Manama 302, Bahrain
Telefax: 973-233820
Telephone: 973-255900

Field of Interest:

Mr. Mubarak J. Kanoo
M/s. Yusuf Bin Ahmed Kango
P.O. Box No.45
Manama, Bahrain
Telefax: 973-246093
Telephone: 973-254081

Field of Interest:

Tourism industries; interested in establishing relations with manufacturers and exporters of safety products such as gloves and overall, etc.

Mr. Mohammad Bin Sheikh Eshaq
P.O. Box No. 1055
Manama, Bahrain
Telefax: 973-534948
Telephone: 973-534787/534812

Field of Interest:

Open to any investment prospects.

Mr. Samer Aljishi
Managing Director
Bahrain Fiberglass International, Ltd.
P.O. Box 26197
Manama, Bahrain
Telefax: 973-727615
Telephone: 973-727063

Field of Interest:

High technology composites engineering and manufacturing in Pakistan. Marine craft, airport furniture. Interested in local partner.

Mr. Abdul Ali Al A'Ali
Jaffar Representing
P.O. Box No. 33771
Isa Town, Bahrain
Telefax: 973-785016
Telephone: 973-783959/785015

Field of Interest:

Garments, Cotton cloth, aluminium products and auto spare parts.

Mr. Mohsin Haji
(Lai Group)
P.O. Box NO. 33771
Isa Town, Bahrain
Telefax: 973-785016
Telephone: 973-783959/785015

Field of Interest:

Garments, cotton cloth, aluminium products and spare parts.

Mr. Mohammad Razaque
P.O. No. 23171
Muharraq, Bahrain
Telefax: 973-534270
Telephone: 973-259092

Field of Interest:

Polyurethane, synthetic leather making, plant-fibre, glass products and glass reinforced concrete products manufacturing.

Mr. Mohammad Usman
BFG
P.O. Box No. 26197
Manama, Bahrain
Telefax: 973-727615
Telephone: 973-727063

Field of Interest:

Fabrication of aluminium doors and window. Mfg of Pack and stain paper.

Mr. Ahmed Zayani
P.O. Box 1303
Manama, Bahrain
Telefax: 973-291212
Telephone: 973-255533

Field of Interest:

Investment opportunities in industrial manufacturing venture.

Mr. Ali Mohammad Jabery
P.O. Box 22150
Muharraq, Bahrain
Telefax: 973-341695
Telephone: 973-340002

Field of Interest:

Electrical household appliances, audio-video products, furniture and carpets retail.

Sheikh Nabil A. Nassief
Managing Director
Faysal Islamic Bank of Bahrain
Bahrain
Telefax:
Telephone:

Field of Interest:

Mr. Mansoor A.S. Sadary
P.O. Box 10
Manama, Bahrain
Telefax: 973-210093
Telephone: 973-253381

Field of Interest:

Interested in mineral water, aluminum, food or furniture, and light industry projects.

BELGIUM

Mr. Albitar
OSIMEX
Boulevard des Invalides 190
1160 Brussels, Belgium
Telefax: 32-2-675-3066
Telephone:

Field of Interest:

Fish and shrimp processing. Interested in a joint venture in the agro-industry.

Mr. F. Mainquet
W.I.S.A.
Waterfarming International Square
De Meeus 25
1040 Brussels, Belgium
Telefax:
Telephone:

Field of Interest:

Fish shrimp processing.

Mr. De H.F. Schuller
N.V. Sopex
St. Katelijnevest 54
2000 Antwerpen, Belgium
Telefax:
Telephone:

Field of Interest:

Cement.

Mr. M.F. Boustani
Basse Sambre
E.R.I. Place de la Grace 13
5780 Mousier S/Sambre, Belgium
Telefax:
Telephone:

Field of Interest:

Cement.

Veritas
Square de Meeus 30
1040 Brussels, Belgium
Telefax:
Telephone:

Field of Interest:

Cement.

Dr. H. Delathouwer
Belcotect Wetstraat 155
1040 Brussels, Belgium
Telefax:
Telephone:

Field of Interest:

Cement.

Dr. H. F. Fransen
Infatech Esdoornstraat 3
2330 Merksplas, Belgium
Telefax:
Telephone:

Field of Interest:

Poultry.

Dr. H.P. Van Bosstraeten
Ovobel Bilkske 93
8000 Brugge, Belgium
Telefax:
Telephone: 32-2-50/333547/334548

Field of Interest:

Poultry.

Dr. H.L. Lambermont
Machinekonstruktie De Mts-Pr.
Pattijnstraat 1
8701 Izegen-Kachtem, Belgium
Telefax:
Telephone:

Field of Interest:

Fibre board.

Mr. J.F. Brion
Conti Lines
Klipperstreat 15 B
2030 Antwerp, Belgium
Telefax: 32-3-342-1191
Telephone:

Field of Interest:

Packaging, Leather, Tannery, Leather Products, PVC Resin, PC Board/Electronics
Chips and Components.

Mr. Zafar Ansar
Sai Investment 6A
Brussels, Belgium
Telefax: 32-3-777-0318
Telephone: 32-3-344-7598

Field of Interest:

Chemical plant, oil refinery, dry ice plant, cement, tile, garment,
manufacturing, air transportation and tourism.

Mr. Abu Rasa
Director
Euro-Pakistan Economic Chamber
Sogaf Consulting
Ghent, Belgium
Telefax: 32-91-608-295
Telephone:

Field of Interest:

Gem stone mining.

BRUNEI

Haji Sabli Arsad
Block B-14
Light Industrial Building
Beribi Km 4
Jalan Gadong Box 21
Bandar Seri Begqwan
Negara, Brunei
Telefax: 651-819
Telephone:

Field of Interest:

CANADA

Mr. Don S. Dalgleish
President and General Manager
Aloro Fewster Drive
Mississauga,
Ontario L4W 1A2, Canada
Telefax:
Telephone:

Field of Interest:

Joint venture in Pakistan for production of Frozen Pizza for the Middle East and Pakistan market.

Mr. George Aylard
49 - 1255, Wain Rdn R.R. 4
Sidney, B.C. VBL 4R4
Canada
Telefax:
Telephone:

Field of Interest:

Live stock project with export potential

Mr. A. Abbas Zaidi
Dr. G. Nabi and Associates
220 Duncan Mills Road
Suite 619, North York
Ontario M3B 3J5, Canada
Telefax: 416-444-5178
Telephone: 416-444-5560

Field of Interest:

Tufted carpet manufacturing to be located in Hattar industrial estate. Would like to explore mini. hydro plant, juice concentrates pack, modern medical pathological Lab., etc.

Mr. Nissar A. Nayaik
President
Maximization Trade International Inc.
1 Ladbrooke Road
Ontario M9R 2A7, Canada
Telefax: 416-240-0357
Telephone: 416-240-8662

Field of Interest:

Sole ownership/joint venture marketing arrangement.

Mr. M. Khalid Usman
M/S Hennah Ventures, Inc.
Toronto, Canada
Telefax: 613-238-7296
Telephone:

Field of Interest:

Plastic project in Gadoon Amazai.

DENMARK

Mr. Haldor Topsoe
President
Holder Tops A/S
Nymollevej 55
DK-2800 Lyngby
Denmark
Telefax: 45-272-999
Telephone: 45-272-000

Field of Interest:

Fertilizer/Power generation.

Mr. G. Pigga Serra
Managing Director
Holder Tops A/S
Nymollevej 55
DK-2800 Lyngby
Denmark
Telefax: 45-272-999
Telephone: 45-272-000

Field of Interest:

Fertilizer/Power generation.

Mr. Niels Van Wyhe
Director
Koge Stormolle A/S
P.O. Box No. 49
DK-4600 Koge
Denmark
Telefax: 53-683-464
Telephone: 53-683-413

Field of Interest:

Production of disinfectants for animals. Vit-cleaning of cereals/grains/feed.

Mr. Bengt Lingren
President
Termofrost A/S
Int. House Bella Center
DK-2300 Copenhagen S.
Denmark
Telefax: 31-519-636
Telephone: 35-520-211

Field of Interest:

Light engineering, manufacturer of insulated glass refrigerator for foodstuff.

Mr. Jan Petersen
Managing Director
Termofrost A/S
Int. House Bella Center
DK-2300 Copenhagen S.
Denmark
Telefax: 31-519-636
Telephone: 35-520-211

Field of Interest:

Light engineering, manufacturer of insulated glass refrigerator for foodstuff.

Mr. Mads Ovlisen
Managing Director
Novo Nordisk Denmark A/S
Aslaskvej 3
DK-2880 Bagsvaerd
Denmark
Telefax: 44-490-875
Telephone: 44-490-533

Field of Interest:

Medicines/Pharmaceuticals.

Mrs. Ingelise Saunders
Novo Nordisk Denmark A/S
Aslaskvej 3
DK-2880 Bagsvaerd
Denmark
Telefax: 44-490-875
Telephone: 44-490-533

Field of Interest:

Medicines/Pharmaceuticals.

Mr. Bent J. Le Fevre
Chairman
Superfos A/S
Frydenlundsvej-30
2950 Vedbael
Denmark
Telefax: 45-42-892-827/45-42-894-240
Telephone:

Field of Interest:

Production of plastic containers for retailing of milk, cooking oil, beverages and ancilliary products.

PAKISTAN

Mr. Pentti Pulkkinen
Labsystems Ltd. (Finland)
Pakistan Liaison Office
House 5, St.77 E-7
Islamabad, Pakistan
Telefax: 51-823-431
Telephone: 51-824-692

Field of Interest:

Manufacturing and marketing of bio-medical products to labs for diagnosis, research and industrial applications.

FINLAND

Mr. Esko Tikkanen
Project Coordinator
Planmeca
Asentajankatu 6
00810 Helsinki, Finland
Telefax: 358-0-759-05555
Telephone: 358-0-759-05500

Field of Interest:

Manufacturing of dental equipment.

Mr. Nazar Suleri
Dansk Skrue-og Moetrik Fabrik
Hedeager 9
2605 Broendby
Denmark
Telefax: 42-96-7272
Telephone: 42-96-9972

Field of Interest:

Electro-mechanical industry based on steel produced in Pakistan.

Mr. Islam Nasim Sheikh
Dankoeb Husumvej
2700 Broenshoej
Denmark
Telefax: 33-33-0634
Telephone: 33-28-0206

Field of Interest:

Food products.

FRANCE

Mr. Jean Hardy
BSN
7 Rue de Teheran
75381 Paris Cedex 08
France
Telefax: 331-44-352-537
Telephone:

Field of Interest:

Food processing/beverages.

Mr. Pierre Guichet
President
Alcatel Cit
10 Rue Latecoere
78141 Velizy Cedex
France
Telefax: 331-30-678-100/30-698-088
Telephone: 331-30-678-326

Field of Interest:

Telecommunications switching.

Mr. Jacques Raoult
Aéroport De Paris (ADP)
Orly Sud 103
94396 Orly Aerogare Cedex
France
Telefax: 331-49-751-391
Telephone:

Field of Interest:

Airport design and operations.

Mr. Patrick Piov
Merlin Gerin
38050 Grenoble Cedex
France
Telefax: 331-76-605-660
Telephone:

Field of Interest:

Electrical equipment, power transmission.

Mr. Jean Pierre Desgeorge
President
GEC Alsthom International
38 Av. Kleber
75795 Paris, France
Telefax: 47-552-386
Telephone: 47-552-360

Field of Interest:

Power generation.

Mr. Dominique Vermeil
Regional Director
GEC Alsthom International
38 Av. Kleber
75795 Paris, France
Telefax: 47-552-386
Telephone: 47-552-360

Field of Interest:

Power generation.

Mr. P.R. Denel
Regional Director
GEC Alsthom International
38 Av. Kleber
75795 Paris, France
Telefax: 47-552-386
Telephone: 47-552-360

Field of Interest:

Power generation.

Mr. Hubert Zeegers
Head, Exploration Department
Brom Av. De Dundry B.P. 6009
45060 Orleans Cedex 2
France
Telefax: 33-38-643-518
Telephone: 33-38-6-3-076

Field of Interest:

Mining.

Mr. Fauve
Director International
Electricite de France
30 Rue Jacques Bert
75858 Paris Cedex 17
France
Telefax: 40-42-7026
Telephone: 40-42-7229

Field of Interest:

Power generation project.

Mr. Bernard Pache
President
Charbonnage de France
Tour Alber Ler, 65 Av. de Colmar
922507 Rueil Malmaison Cedex
France
Telefax: 47-513-133
Telephone: 47-529-252

Field of Interest:

Coal mining/power generation.

Mr. Marc Vienot
President, International Dept.
Societe Generale
29 Bd Haussmann
75009 Paris, France
Telefax: 40-987-555
Telephone: 40-984-171

Field of Interest:

Investment banking.

Mr. Weydert
Director, International Dept.
Societe Generale
29 Bd Haussmann
75009 Paris, France
Telefax: 40-987-555
Telephone: 40-984-171

Field of Interest:

Investment banking.

Mr. Claude Lambert
Senior Vice President
Gegelerc
13 Rue Anlonin Raynaud
92309 Levallois-Perret Cedex
France
Telefax: 331-47-487-055
Telephone: 331-47-487-360

Field of Interest:

Power generation.

Mr. Tahir Bhatti
93 Rue Reaumur
75002 Paris
France
Telefax:
Telephone:

Field of Interest:

Fashion designing and up-market clothes.

GERMANY

Dr. M. Saeed Chaudhry
Begasweg 8
D-8000 Munchen-71, Germany
Telefax: 49-89-563778
Telephone: 49-89-795726

Field of Interest:

Managing Director
Hoechst AG
Postfach 800320
D-6230 Frankfurt am Main 80
Germany
Telefax: 49-69-303665
Telephone: 49-69-3050

Field of Interest:

Managing Director
Siemens AG
Postfach 101212
D-8000 Munchen 1
Germany
Telefax: 49-89-2342121
Telephone: 49-89-2340

Field of Interest:

Mr. K.M. Wolf
BASF Aktiengesellschaft
D-6700 Ludwigshafen, Germany
Telefax: 49-621-6042525
Telephone: 49-621-600

Field of Interest:

Mr. Tariq Durrani
M/S Ferrostaal Aktiengesellschaft
Postfach 10 12 65
D-4300 Essen 1, Germany
Telefax: 49-201-18182822
Telephone: 49-201-81801

Field of Interest:

Mr. Steinberg
Messrs. DMS Dieselmotoren und Geratebau Gmbh
Barbarastrasse-9
8-3300 Schoenebeck
Germany
Telefax: 49-938-6030
Telephone:

Field of Interest:

Mr. Lothar Upeij
Director
Industrie Vertretung und Anlagenplanungsges Mbh
Im Meerfeld 87
4130 Moers 3
Germany
Telefax: 49-2841-73038
Telephone: 49-2841-73035-36

Field of Interest:

Mr. Konrad Jahncke
General Manager
Jahncke Fruchtsafte Asseler
Strasse 90, W-2168
Drochtersen-Assel
Germany
Telefax: 4148-1011/15-5444
Telephone: 414-1011/15

Field of Interest:

Leading processors of fresh fruits and fruit concentrates. Would like assistance in locating local partner.

Mr. Peer Duwe
Sales Manager
Jahncke Fruchtsafte Asseler
Strasse 90, W-2168
Drochtersen-Assel
Germany
Telefax: 4148-1011/15-5444
Telephone: 414-1011/15

Field of Interest:

Leading processors of fresh fruits and fruit concentrates. Would like assistance in locating local partner.

HONG KONG

Mr. A.J. McKirdy
Vice President, Operations
Dow Chemical Pacific Ltd.
43/F, Sun Hung Kai Centre
30 Harbour Road
Wanchai, Hong Kong
Telefax: 852-838-2706/838-2019
Telephone: 852-832-7343

Field of Interest:

Chemicals.

Mr. Robert H. Burns
Chairman
Regent International Hotels
New World Centre
15/F, West Tst, Kowloon
Hong Kong
Telefax: 852-721-4400
Telephone: 852-366-3361

Field of Interest:

Hotels.

Mr. Mohammad Hanif
Managing Director
Amsua Trading Co. Ltd.
Suite A&H, 3rd Floor, Alpha House
Kowloon, Hong Kong
Telefax: 852-724-2438
Telephone: 852-721-3225

Field of Interest:

Considering investment in spinning unit/dyeing printing unit.

Mr. Gulzar Ahmad
Managing Director
M/s. Star International Trading Co.
GPO Box 11196
Hong Kong
Telefax: 852-845-1695
Telephone: 852-525-8333

Field of Interest:

Textile dyeing and printing.

Mr. S.E. Stroxnd
Amoco Chem. Far East
Lt. 16th Floor
Great Eagle Centre
23 Harbour Road
c/o Interconti agen lt
Box 12262
Hong Kong
Telefax: 852-532263
Telephone:

Field of Interest:

Setting up a plant to manufacture terephthalic acid.

INDONESIA

Mr. L.N. Mittal
P.T. Ispat Indo Corporate
Ghase Plaza Tower
4th Floor, Ji Jend Sudirman Kay
21 Jakarta, Indonesia
Telefax: 62-21-570-1387
Telephone:

Field of Interest:

Interested in joint venture in iron and steel.

Mr. Hashim S. Djojahaki Kusumo
P.T. Prima Comexindo Trading
Ghase Plaza, 23rd Floor
Ji Jend Sudirman, Jakarta
Indonesia
Telefax: 62-21-571-0323
Telephone:

Field of Interest:

Interested in joint venture in textile and general trading.

IRAN

Mr. M. Sane Pour
Head, Chemical & Wood Ind. Group
Mostoozafan Foundation
Mirdamad Blv. No. 341
Tehran, Iran
Telefax:
Telephone: 98-21-268-711

Field of Interest:

Chemical and wood industry.

Mr. Amokhri Mokri
Advisor to Mostoozafan Foundation
Mirdamad Blv. No. 341
Tehran, Iran
Telefax:
Telephone: 98-21-268-711

Field of Interest:

Plastics.

Mr. Tariq Ehsan
Behin Sannat No. 9
Farnang Hosseini St. Vali Asr Ave.
P.O. Box No. 15875-3414
Tehran, Iran
Telefax:
Telephone: 98-21-640-9336/7

Field of Interest:

Water and power plus heavy engineering plants, equipment, agriculture and farming, ag-based industries, food processing industry, medium-size chemical plants.

JAPAN

Mr. Shun Imaizumi
Director
Komatsu Ltd.
2-3-6, Akasaka Minato-ku
Tokyo-107, Japan
Telefax: 813-3587-2003
Telephone: 813-3278-5561

Field of Interest:

Mr. Tsuruzo Yagi
Counsellor
Yagi Tsusho Ltd.
2-1, Imbashi 3-Chome Chuo-ku
Osaka-541, Japan
Telefax: 81-6-277-1817
Telephone: 81-6-277-6818

Field of Interest:

Mr. Hitoshi Okuda
Manager, Export Sales Department
3 Repragrap Prod. Mrkt. Division
Minolta Camera Co. Ltd.
3-13, 2-Ch, Azuchi-Machi, Ch-ku
Osaka, Japan
Telefax: 81-6-271-2286
Telephone: 81-6-271-2653

Field of Interest:

Mr. Yoshifumi Umeno
Export Division
Marukin Shoyu Co. Ltd.
Marukin Toyo Bldg, 9th Floor
8-93, Kyamachibori, 1-Chome Nishi-ku
Osaka-550, Japan
Telefax: 81-6-444-4365
Telephone: 81-6-444-4231

Field of Interest:

Mr. Mitsunobu Sakaguchi
Senior Staff, International Security
Coordination (Osaka) Dept.
Marubeni Corp.
5-7, Hammachi 2-Chome
Chuo-ku, Osaka
Japan
Telefax: 81-6-266-4280
Telephone: 81-6-266-3492

Field of Interest:

Mr. Hiroshi Ogawachi
Manager, International Dept.
The Kofuku Bank Ltd.
2-57, Tasabori, 5-Chome, Nishi-ku
Osaka-530, Japan
Telefax:
Telephone: 81-6-447-5035

Field of Interest:

Mr. Yasuo Iguchi
Senior Administrative Officer
Osaka Trade & Invest. Information Service Office
Bank of Tokyo Ltd.
3-2, Kitahama, 4-Chome, Chuo-ku
Osaka, Japan
Telefax:
Telephone: 81-6-228-0227

Field of Interest:

Mr. Yoshio Tanaka
Manager, Administration Dept.
S. Ates General Ltd.
8-5, Minamihommachi Higashi-ku
Osaka-541, Japan
Telefax: 81-6-252-0578
Telephone: 81-6-252-2242

Field of Interest:

Mr. Shigeaki Nakano
Tex Mach & Plant Sec. 1
Plant & Proj. Division
Nichimen Corporation
2-2, Nakanoshima, 2-Chome, Kita-ku
Osaka-530, Japan
Telefax: 81-6-223-5331
Telephone: 81-6-223-4810

Field of Interest:

Mr. S. Ikeguchi
Manager, Overseas Tex Eng. Service
Nitto Baseki Co. Ltd.
4-4-10, Kuraibashi, 4-Chome, Chuo-ku
Osaka, Japan
Telefax: 81-6-2085021
Telephone: 81-6-2084984

Field of Interest:

Mr. Hitoshi Goto
Yarn & Grey Fabric Dept.
Yarn Sec. Nisshinbo Ind. Inc.
2-4-2, Kitakyahaji-Machi, Chuo-ku
Osaka-541, Japan
Telefax: 81-6-267-5087
Telephone: 81-6-267-0581

Field of Interest:

Mr. Takehiko Kobayashi
Coordinator, Manager
Sanyo Electric Co. Ltd.
18, 2-Chome, Keihanhondori
Mariguchi City, Osaka-570
Japan
Telefax: 81-6-994-5463
Telephone: 81-6-994-3524

Field of Interest:

Mr. Tadayoshi Niitsuma
Deputy Manager
Osaka Coordination Team
Affiliate Domestic Dept.
Nissho Iwai Corp.
5-8, Imbashi, 2-Chome, Chuo-ku
Osaka-541, Japan
Telefax: 81-6-209-2129
Telephone: 81-6-209-2162

Field of Interest:

Mr. Harwaki Nakata
President
Houei Co. Ltd.
6-6-1, Hakozaki-Futo, Higashi-ku
Fukuoka-812, Japan
Telefax: 81-92-633-6227
Telephone: 81-82-633-3933

Field of Interest:

Textile/wooden products/furniture, ceramic/stone products, machinery parts,
jewelry/general merchandise/paper products.

Mr. Koji Imoto
Vice President
Imoto Hamono Co. Ltd.
38 Tomoe Bessho-Cho, Miki
Hyogo 673-04, Japan
Telefax: 81-7948-3-2929
Telephone: 81-7948-2-2311

Field of Interest:

Mr. Meiko Minamoto
Overseas Sec.
Dojindo Laboratories
2025-5, Tabaru, Mashiki-Machi
Kamimashiki, Kumamoto 861-22
Japan
Telefax: 81-96-286-1525
Telephone: 81-96-286-1515

Field of Interest:

Mr. Yoshiko Nakai
Assistant Manager
ATC Corp, Sakaisuji Bldg 1-8-8
Bakuro-Machi, Chuo-Ku
Osaka 541, Japan
Telefax: 81-6-266-3899
Telephone: 81-6-266-3888

Field of Interest:

Mr. Takeshi Kawano
President
Dalwa Wiper Co., Ltd.
786 Sanda, Atsugi Kanazawa 243-02
Japan
Telefax: 81-462-413-464
Telephone: 81-462-412-444

Field of Interest:

Textiles.

Mr. K. Takida
Taiyo Printing Ink MFG Co., Ltd.
2-11-21, Hanaten-Nishi, Joto-Ku
Osaka 536, Japan
Telefax: 81-6-962-6473
Telephone: 81-6-962-0958

Field of Interest:

Chemicals/Drugs.

Mr. Yasumasa Ebi
Director, Marketing and Con. Office
EPDC
15-1, Ginza 6-chome, Chuo-ku
Tokyo 104, Japan
Telefax: 813-3546-9533
Telephone: 813-3546-2211

Field of Interest:

Power generation.

KENYA

Mr. Ebrahim Hassan Ali Moledina
Managing Director
UNEXIMP, Ltd.
P.O. Box No. 30637
Nairobi, Kenya
Telefax:
Telephone:

Field of Interest:

Project for agro-based industry which include tea blending and allied projects, processed food packing, etc. Joint venture with a Pakistani.

Mr. Ashraf Savani
Managing Director
Consolidated Finance, Co.
P.O. Box No. 30359
Nairobi, Kenya
Telefax: 254-2-330-830
Telephone: 254-2-223-922/340-988

Field of Interest:

Industries, banking and property.

Mr. Salim Manji
Managing Director
House of Manji, Ltd.
P.O. Box No. 78032
Linkoni Road, Industrial Area
Nairobi, Kenya
Telefax: 254-2-541-694
Telephone: 254-2-555-944

Field of Interest:

Food manufacturing.

KOREA

Mr. Kim Sang-Soo
Director
Sungmoon Electronics Co. Ltd.
441-6, Sangdaewon-dong, Joongwon-gu
Sung Ayang City, Kyunggi-do Province
Seoul, Korea
Telefax: 82-342-410756
Telephone: 822-2317492

Field of Interest:

Joint venture in metalized film for capacitors.

Mr. Kim Young-Soo
Executive Director
Halla Engineering and Heavy Industries Ltd.
Korea
Telefax: 822-554-1592
Telephone: 822-559-1860

Field of Interest:

Joint venture in shipbuilding, heavy equipment and industrial projects.

Mr. Han Sang-Bong
Managing Director
Halla Engineering and Heavy Industries Ltd.
Korea
Telefax: 822-554-1592
Telephone: 822-559-1860

Field of Interest:

Joint venture in shipbuilding, heavy equipment and industrial projects.

Mr. C.J. Park
Chairman
C.J. Marine Co., Ltd.
Room 102, Wookyung Bldg.
561-9, Shinsa-dong, Kangnam-gu
Seoul, Korea
Telefax: 822-557-4408
Telephone: 822-517-4372

Field of Interest:

Joint venture in shipping.

Mr. W.Y. Yeo
President
C.J. Marine Co., Ltd.
Room 102, Wookyung Bldg.
561-9, Shinsa-dong, Kangnam-gu
Seoul, Korea
Telefax: 822-557-4408
Telephone: 822-517-4372

Field of Interest:

Joint venture in shipping.

Mr. B.R. Cho
President
Juria Electronics Corp.
822-5, Anyang 2-Dong, Anyang City
Kyunggi-do, Province
Seoul, Korea
Telefax: 82-343-490316
Telephone: 82-343-490465

Field of Interest:

Joint venture in electronics parts.

Mr. H.K. Kang
President
Hae Sung Precision Ind.
437 Dangjon-dong, Kunpo City
Kyunggi-do Province
Seoul, Korea
Telefax: 82-343-583665
Telephone: 82-343-583661

Field of Interest:

Joint venture in molding and injection.

Mr. S.J. Lee
President
Hanjin Electronics Ind.
425-1, Doonchon-dong, Kangdon-gu
Seoul, Korea
Telefax: 822-474-8598
Telephone: 822-486-9114

Field of Interest:

Joint venture in electronics parts and auto parts (compressor).

Mr. Kim Yang-soo
President
Namil Chemical Corporation
25-1 Song-Gokri
Hyangnam-Myun, Hwasung-gun
Kyungii-do Province
Seoul, Korea
Telefax: 82-339-526110
Telephone: 82-339-526711

Field of Interest:

Joint venture in sponge items and electronics parts.

Mr. Han Ki-Chan
President
Hyun Dai Leather Co. Ltd.
456, Moknae-Dong, Ansan City
Kyunggi-do Province
Seoul, Korea
Telefax: 82-339-526110
Telephone: 82-339-526711

Field of Interest:

Joint venture in leather garments.

Mr. Choi Sung-Rim
President
Han Sung Co. Ltd.
94-1, Hogue-dong, Anyang City
Kyunggi-do Province
Seoul, Korea
Telefax: 822-2139609
Telephone: 822-2139601

Field of Interest:

Joint venture in metalized film capacitor.

Mr. Choi Sun-Yong
President
Dae Sun World Co. Ltd.
946-18, Daechi 3-Dong, Kanganm-gu
Seoul, Korea
Telefax: 822-561-1268
Telephone: 822-568-9212

Field of Interest:

Joint venture in finished leather for upholstery.

Mr. Yoo Jin
General Manager, Karachi Branch Office
Hyundai Corporation
140-2, Kye-Dong, Chongpo-gu
Seoul Korea
Telefax: 822-746-1092
Telephone: 822-746-1889

Field of Interest:

Trade, joint venture, technology transfer, and investment.

Mr. Lee Woo-Yeon
General Manager, Karachi Branch Office
Samsung Corporation
250 Taefyungro 2-ka, Chung-gu
Seoul, Korea
Telefax: 822-751-3440
Telephone: 822-751-2181

Field of Interest:

Trade, joint venture, technology transfer, and investment.

Mr. Ki Ho-Sik
General Manager, Overseas Proj. Dept.
Samyangsa
263 Yunji-Dong, Chung-gu
Seoul, Korea
Telefax: 822-740-7841
Telephone: 822-740-7011

Field of Interest:

Trade, joint venture, technology transfer, and investment.

Mr. H.W. Pak
General Manager, Karachi Branch Office
Lucky Goldstar International Corporation
Twin Tower Building, Yoido-dong
Seoul, Korea
Telefax: 822-787-7038
Telephone: 822-787-7129

Field of Interest:

Trade, joint venture, technology transfer, and investment.

THE NETHERLANDS

Mr. A. Van Nieuwenhoven
President
Lorbaan 27, Grashoek
P.O. Box 7171
5980 AD Pannigen
The Netherlands
Telefax: 47-607-7133/495-51430
Telephone: 47-607-1892

Field of Interest:

Artificial insemination of animals and agriculture application.

Drs. Ing. P.G. Helder
Managing Director
Hovertrans BV
Noordeinde 164
2514 Gr. The Hague
The Netherlands
Telefax: 31-70-365-8471
Telephone: 31-70-365-8471

Field of Interest:

Projects for Hovercraft manufacturing in Pakistan, specialized in design and construction of light weight products in epoxy and fibre composites.
Interested in Joint Venture and with high tech.

Mr. J. van Gemertov
Managing Director
GEMCO Esp-5
5691 NJ Son
The Netherlands
Telefax: 31-499-076-654
Telephone: 31-499-074-646

Field of Interest:

Transfer of technology for industrial development.

Mr. Hans Visser
GEMCO Esp-5
5691 NJ Son
The Netherlands
Telefax: 31-499-076-654
Telephone: 31-499-074-646

Field of Interest:

Transfer of technology for industrial development.

Mr. C.A. Stacy
Director
Stacey Kunststoffen Industries
Energiestraat 6
Industrieterrein, 6851 El Huissen
The Netherlands
Telefax: 31-85-252829
Telephone: 31-85-252829

Field of Interest:

Advanced fiber and plastics technology.

Mr. De Havenaar
Inham Refrigeration BV
Pieter Zeemanweg 16
Postbus 359
3300 AJ Dordrecht, The Netherlands
Telefax: 31-78-178382
Telephone: 31-78-551966

Field of Interest:

Sales plus transfer of technology in chilling and freezing plants for agriculture.

Mr. A.A. Olyslager
Director
Friesland Frico Domo
Tesselschadestraat 31
8913 HA Leeuwarden, The Netherlands
Telefax: 31-58-993298
Telephone: 31-58-992579

Field of Interest:

Has an ongoing joint venture in Pakistan with Chaudhry Dairies.

Mr. P. Prins
Director
Prins Engineering BV
Veerdijk 54, 1531 AC Wormerveer
The Netherlands
Telefax: 31-75-280-264
Telephone: 31-75-281-025

Field of Interest:

Engineering products.

Mr. L.B.M. Bennes
Director
Development Finance Org.
Bezuidenhoutseweg 62
The Hague, The Netherlands
Telefax: 31-70-347-1733
Telephone: 31-70-341-9641

Field of Interest:

Investments in projects in Pakistan.

Mr. Jan Hak
President
H&H Holding BV
Pavallelweg 70 NL
4283 GS Ciessen, The Netherlands
Telefax:
Telephone:

Field of Interest:

Suppliers of technology for potato and vegetable processing.

SAUDI ARABIA

Mr. Hohd Abdullah Al Zamil
Chairman
Al Zamil Refrigeration Industries
P.O. Box 294
Dhahran Airport 31932
Saudi Arabia
Telefax: 966-857-7208
Telephone: 966-891-3786

Field of Interest:

Electronic industry and tire and tubes manufacturing.

Sheikh Ahmed Abdullah Al Zamil
President
Al Zamil Refrigeration Industries
P.O. Box 294
Dhahran Airport 31932
Saudi Arabia
Telefax: 966-857-7208
Telephone: 966-891-3786

Field of Interest:

Electronic industry and tire and tubes manufacturing.

Sheikh Ahmad Mohammad Baroom
President
Al-Sayed Abdallah M. Baroom
Jeddah, Saudi Arabia
Telefax: 966-2-651-9181
Telephone: 966-2-651-2222

Field of Interest:

Mr. Mahmoud J. Hassougbah
Group Vice President, Industry and Commerce
Dallah Group of Companies
Jeddah, Saudi Arabia
Telefax: 966-2-665-0258
Telephone: 966-2-671-0000

Field of Interest:

Mr. Fuad Abdullah Alomar
Vice President, Finance
Islamic Development Bank
P.O. Box 5925
Jeddah, Saudi Arabia
Telefax: 966-2-636-6871
Telephone: 966-2-636-1400

Field of Interest:

Banking, foreign trade, financing investment in member countries.

Sheikh Yousaf Naghi
Naghi Motors Corporation
Jeddah, Saudi Arabia
Telefax: 966-2-653-0948
Telephone: 966-2-653-4683

Field of Interest:

Joint venture in export oriented light to medium size engineering automotive and paper product industries.

Mr. Mohammad M. Awwad
General Manager
Islamic Development Company of the Gulf
P.O. Box 7707
Jeddah, Saudi Arabia
Telefax: 966-2-651-2492
Telephone: 966-2-651-2496

Field of Interest:

Investment in Islamic countries.

Mr. Saleh A. Kamil
President
Dallah Group of Companies
P.O. Box 430
Jeddah, Saudi Arabia
Telefax: 966-2-665-0258
Telephone: 966-2-671-0000

Field of Interest:

Dealing in O&I projects and Islamic banking.

General Manager
The Sanola Co.
P.O. Box 14455
Jeddah, Saudi Arabia
Telefax: 966-2-648-4199
Telephone: 966-2-647-7333

Field of Interest:

Expansion of edible oil and ghee business by investing in refining and packing in Pakistan.

Dr. Mahmood Hassan Mohammad Bin Hamad
Vice Chairman
Suleiman Al-Turki Al-Sudairi Co.
P.O. Box 1195
Jeddah, Saudi Arabia
Telefax: 966-2-643-9279
Telephone: 966-2-642-4096

Field of Interest:

Economic consultancy for local and foreign investors.

SINGAPORE

Mr. Neil Franks
Marc Rich and Co. Private, Ltd.
1 Raffles Place, 54-00, OUB Centre
Singapore
Telefax: 65-532-6757
Telephone: 65-532-2533

Field of Interest:

Construction of oil terminal.

Mr. Rudy Mendez
Director
Capsule Tech (Far East) Private, Ltd.
80 Marine Parade Road
13-03 Parkway Parade
Singapore
Telefax: 65-348-3188
Telephone: 65-348-2507

Field of Interest:

Halal gelatin production/gelatin capsules plants.

Mr. Irshadullah Khan
Chairman
Middle East Finance and Trading
1 Scotts Road
Shaw Centre 23-08
Singapore
Telefax: 65-732-3215
Telephone: 65-734-3232

Field of Interest:

Fisheries, construction.

Mr. Ali Hussain
Chairman
Conics Technology
Blk. 3015A, UN Road 1 #04-13
Kampong, Industrial Estate
Singapore 1440
Telefax: 65-747-1844
Telephone: 65-747-0177

Field of Interest:

Mr. S. Nasim
Bylander Meinha RDT Partnership
162 Bukit Merah
Central 04-3555
Singapore 1
Telefax: 65-274-0788
Telephone: 65-273-5255

Field of Interest:

Textile and electronics.

SWEDEN

Mr. Joachim Platzer
President
M/S Nordic Power Invest AB
P.O. Box 34
S-10120 Stockholm, Sweden
Telefax: 46-8-249771
Telephone: 46-8-248100

Field of Interest:

Low cost energy projects.

SWITZERLAND

Mr. Abbas Gokal
Marco Trade SA
United House 10
Cours de Rive
1211 Geneva, Switzerland
Telefax: 41-22-736-1439
Telephone: 41-22-736-1920

Field of Interest:

Shipping, industrial ventures in textile/agro-based industries.

TURKEY

Mr. Pinar Aran
President
Aritas Hilmi Pasa Cad
Irem Apt. No. 30 Kat 3 D 7-8
81090 Kozyatagi
Istanbul, Turkey
Telefax:
Telephone:

Field of Interest:

Mr. Urhan Ozsoy
Executive Director
Turkelye Sise Ve Cam Fabri AS
Camhan Barbaros Bulvari 125, Besiktas
Istanbul, Turkey
Telefax:
Telephone:

Field of Interest:

THAILAND

Mr. Prachai Leophairatana
Chief Executive Officer
Thai Petrochemical Industries MD
M/S Hong Yiah Seng Co.
Bangkok, Thailand
Telefax: 662-224-8029
Telephone: 662-224-0035

Field of Interest:

Petrochemicals fianance, etc...

Mr. Victor Mcveigh
c/o Cig Co. Ltd.
4th Floor, Asoke Tower Commercial Bldg.
Bangkok 10110, Thailand
Telefax: 662-259-1946
Telephone: 662-259-1941

Field of Interest:

Mr. Turgut Kaya
President
Fakoilaclari AS
4 Levent
Buyykdere Cad 205
Istanbul, Turkey
Telefax:
Telephone:

Field of Interest:

Mr. Brian Damrell
General Manager
Netas Alemdag Cad
81244 Umraniye
Istanbul, Turkey
Telefax:
Telephone:

Field of Interest:

Mr. Salim Yasar
President
Yasar Holding Selcuk Yasar
Sehit Fethi Bey Cad
120 Izmir, Turkey
Telefax:
Telephone:

Field of Interest:

Mr. Mehmet Hattaci
President
Hima Hi Drolik Kasap SOK
10/5 Esentepe
Istanbul, Turkey
Telefax:
Telephone:

Field of Interest:

Mr. Adil Gurel
Gurel Makina Imalat Ihracat
Ithalat TIC AS
Turkey
Telefax: 90-199-19848
Telephone: 90-199-14540

Field of Interest:

Mr. Bulend
Member of Board of Directors
M/S Hema Hidro Lik Makina
Sanayii Ve Ticharet AS
Turkey
Telefax:
Telephone:

Field of Interest:

UNITED ARAB EMIRATES

Mr. Sajjad Ahmad
Arab Emirates Investment Bank Ltd.
P.O. Box 5503
Dubai, UAE
Telefax: 9714-274351
Telephone: 9714-222191

Field of Interest:

Mr. Nicholas P. Popich
Managing Director
Canamerican Holdings Ltd.
P.O. Box 11003
Dubai, UAE
Telefax:
Telephone:

Field of Interest:

Mr. Mirza Ghulam Mustafa
Bin Ham Group of Companies
Al Ain P.O. Box 1479
UAE
Telefax:
Telephone:

Field of Interest:

Contracting firm (water and sewerage plants and textile business).

Mr. Nasimuddin Mirza
United Group International
P.O. Box 6812
Abu Dhabi, UAE
Telefax: 971-2-334638
Telephone: 971-2-334202

Field of Interest:

Trading/project/liaison.

UNITED KINGDOM

Mr. David Fernie
Commercial Manager
Davy McKee, Ashmore House
Stockton-on-Tees
TS18 3RE, UK
Telefax: 44-671683
Telephone:

Field of Interest:

Lakhra coal project.

Mr. Mustafa Gokal
Gulf Trading and Shipping Co. Ltd.
Cardrey House
60-Bunhill Row
London EC14 8JD, UK
Telefax:
Telephone: 44-71-2511600

Field of Interest:

Shipping industry.

Mr. Khalid
Hilal Meat Packers
Bally H Aunisco Ha.
Mayo, Ireland
Telefax:
Telephone:

Field of Interest:

Deep sea fishing, sugar, electronic tech., T.E. tiles.

Mr. Ibrahim Samad
Samad Carpets
161 Knightsbridge
London SW1, UK
Telefax:
Telephone: 44-71-5846902

Field of Interest:

Engineering.

Mr. Tariq Azim Khan
Express Shipping and Trading Co.
294 High Road, Leyton
London E10, UK
Telefax: 44-81-519-6070
Telephone: 44-81-558-0017

Field of Interest:

Electronic products.

UNITED STATES OF AMERICA

Mr. Aziz Valliani
Vice President, R&D Eng.
Altos Computer Systems
2641 Orchard Parkway
San Jose, CA 95134, USA
Telefax: 408-434-0273
Telephone: 408-432-6200

Field of Interest:

Mr. Anwear Syed
Medical Services Inc.
7595 Blending Drive
P.O. Box 11149
St. Louis, MO 63135 USA
Telefax:
Telephone:

Field of Interest:

Plant to refurbish medical treatment.

Mr. Ghayor Khan Ghori
Pharmaplan USA, Inc.
7508 Orchard Lane, Suite 5
Woodridge, IL 60517 USA
Telefax:
Telephone:

Field of Interest:

Pharmaceutical manufacturing plant. Prefers a joint venture with an established and reputable Pakistani Co.

Mr. Zafar Jafri
President of Telo
Electronic, Inc.
924 Borregars Ave.
Sunnyvale, CA 94089 USA
Telefax: 408-7456542
Telephone: 408-7457772

Field of Interest:

Joint venture; assembling, surface mount, and in-circuit testing.
