

Embassy of Pakistan
Commercial Section
Beijing

Activity Report
July, 2018

1. Overview of Bilateral Trade

Trade (US\$ Million)	June 2017	June 2018	Change %age
Pakistan's Exports	138,632	173,776	25.35%
Pakistan's Imports	1,606,718	1,449,226	-9.80%
Source: China Customs			

2. Trade/investment promotion activities and business networking

Following business meetings were held during the month of July, 2018:

❖ **Meeting with China New Energy Chamber of Commerce**

Participants

Mr. Wang Tianshuo

Senior Business Developer International Liaison Department

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Main Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Mr. Wang had a meeting at embassy. Firstly, Mr. Wang introduced his association. China New Energy Chamber of Commerce (CNECC) was initiated by new energy companies in private sector in January 2006, which is one of 29 organizations administrated by All-China Federation of Industry and Commerce (ACFIC). Approved by the State Council and officially registered in Ministry of Civil Affairs in October 2011, CNECC becomes a nationwide legal community. As a non-profit organization, CNECC consists of enterprises, communities and individuals involved in the new energy related to manufacturing,

construction, operation as well as service, etc. Till now, it includes more than 800 members in the fields of solar, wind, biomass, geothermal, hydro, and other renewable energies. Members also covers energy storage and distribution, energy saving and efficiency, carbon emission reduction and trading, etc. The core members of CNECC includes Hanergy Holding Group, LONGi Green Energy, Hi-Tech Wealth, Jiangsu Sunrain Solar Energy, Jiangsu Akcome, Trina Solar, Tongwei Group, Rayspower, Astronergy, China Sunergy, which are all top leaders in the new energy industry in China and abroad.

Mr. Wang mentioned that they always cooperated with embassy like when embassy had roadshows in Beijing, they facilitated to invite their relevant members. Previously, embassy planned to hold BOI roadshow past several months, CNECC also helped inform many relevant companies, but it was canceled at the end. Mr. Badar said many thanks for continuously support and cooperation. However, because of Pakistan side reason, we had to delay the activity. Hope they could support and understand about this situation. Mr. Wang said they would wait for commercial section update information. Meanwhile, Mr. Wang would like to know more update investment policies and then later could bring more investors to Pakistan market based on all relevant information. Mr. Badar introduced SEZ policies to them and said would make lists for upcoming good projects to them in the future.

❖ **Meeting with M/s Jumore**

Main Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Ms. Han Weina and Mr. Yang Tao had a meeting at embassy. JUMORE Holdings Group is a large conglomerate combining supply chain service, financial service and e-commerce. With business scope covering all categories of goods and services in the industrial value chain, JUMORE aims to assist enterprises in sectors of minerals, metals, energy, chemicals, agricultural products, machinery, manufactured goods, consumer products and food with synergetic online and offline transaction, as well as coordinated development.

Furthermore, JUMORE, through cooperating with global top-level service providers, supplies its customers with all-round services in terms of e-commerce, finance, logistics, foreign trade, big data, consultancy, certification and options, etc.

Meanwhile, Ms Han also introduced that they also would like to become a financial solution platform in order to help companies which could utilize the capital organization resources in order to make sure contractors could collect capital from their clients on time. Mr. Badar said this was a good platform for two countries' companies. Mr. Han invited him to visit their company and show him the working system in order to have better understanding. Mr. Badar said he would also help connect with some Pakistani relevant companies for their cooperation.

❖ Meeting with Council for Promoting South-South Cooperation

Participants:

Mr. Liang Guining

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Institute of Overseas Investment and Economic Cooperation

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Council for Promoting South-South Cooperation

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International Investment and Trading Network

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Main Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Mr. Liang and Ms. Cheng and Ms. Yang had a meeting at embassy. During the meeting, Mr. Liang said that China and

Pakistan had long-term friendship between each other, especially under One Belt One Road Initiative direction, two countries had more business relationship afterwards. Council for Promoting South -South Cooperation (CPSSC) had already participated several times embassy activities and introduced many relevant companies joined into embassy business events.

CPSSC is a national social organization of an association nature established with approval of the Chinese government. It is subject to the guidance of the Ministry of Foreign Affairs for its operation. Its purpose is to promote Chinese enterprises to “go global”, serve as a go between for cooperation with fellow developing countries, and provide information and consultancy services.

Hope two organization could cooperate with each other for further activities and council will also assist the promotion of investment. Meanwhile, council hope to invite counsellor participate their seminar in September. Mr. Badar said definitely would go if time is available and hope two sides could join hand together in order to promote more and more projects to relevant members in the future.

❖ **Brief on White Paper over relationship of China and the World Trade Organization**

Mr. Badar U Zaman, Commercial Counsellor was invited by MOFCOM to participate in the briefing of a White Paper on China and the World Trade Organization relationship, organized by the Department for WTO Affairs, MOFCOM on Thursday July 5, 2018. The conference was chaired by Mr. Hong Xiaodong, Director General of Department for WTO Affairs, MOFCOM.

There were more than 59 different embassies, 10 associations and Hong Kong as well as Macau representatives, total around 100 people participated this event.

Mr. Hong Xiaodong introduced that China joined WTO in the year of 2001, this is also the 40th year China started the historic process of reform and opening-up. Accession to

the WTO has boosted China's development and benefited the rest of the world. In the area of substantively reducing import tariffs, China has fulfilled all of its tariff reduction commitments, reducing the average tariff level from 15.3 percent in 2001 to 9.8 percent by 2010.

China also tries aggressively to achieve liberalization in trade. In the area of fulfilling commitments on trade in services, China has extensively opened up the services market, and is continuously reducing restrictions. In the area of foreign investment policies, China has twice adjusted policies in order to make easy procedures. Since 2002, China has already made huge contribution for global economic growth that accounted for 30 percent in overall global economic growth.

China always encourages to liberalize and facilitate trade and investment by opening up more and more opportunities for other countries into Chinese market. If there is any dispute, China is actively handling trade disputes with other WTO members as well. However, China firmly opposes unilateralism and protectionism. Only through equal consultation and joint efforts can win-win results be achieved for all.

June 29, 2018

Dear Colleagues,

You are cordially invited to the briefing of a *White Paper on China and the World Trade Organization*, organized by the Department for WTO Affairs, Ministry of Commerce of China, which will be held at **on Thursday July 5, 2018**. The conference will be chaired by Mr. Hong Xiaodong, Director General of Department for WTO Affairs, MOFCOM.

Best Regards,

Please find the enclosed registration form for the conference. Please send back the form before July 2, 2018.

Department for WTO Affairs,
Ministry of Commerce
P. R. China

❖ **Briefing on a *White Paper on China and the World Trade Organization***

(Agenda)

Date: Thursday, July 5, 2018

Venue: Meeting Room on the second floor of No.1 Building (East Wing), MOFCOM

Language: Chinese, with English interpretation

Agenda

I Registration (**9:00, the ground floor of No.1 Building, MOFCOM**)

II Briefing on a White Paper on the China and WTO (9:30, the second floor of No.1 Building, MOFCOM)

III Q&A (10:30, the second floor of No.1 Building, MOFCOM)

Registration Form

Please kindly email this registration form back to xxx@mofcom.gov.cn by July2, 2018.

Name	Title	Organization	Email	Tel	Fax	Vehicle Plate No.

Contact person: 请填写你司联络人

Name:

Tel:

Email:

❖ **Meeting with Council for Orient Group**

Participants:

Mr. Chen Gang' Chairman of Orient Group Investment Holdings Co., Ltd

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Mr. Guo Hecai (Adrian Kwek), Project Management Department Director

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Mr. Sun Jiang, Assistant President, China Development Orient Urban Development and Investment Group

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Main Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Ms Zhen Ying, Trade Development Officer visited Orient Group office. Mr Chen Gang, Vice President and his team received Mr. Badar and Ms. Zhen. First of all, they showed the office of Orient Group and made introduction video. Orient Group is founded in 1978, the first year of China's economic reforms and opening-up, Orient Group is a top investment and holding corporation, mainly invested in and engaged in financial industry, modern agriculture industry, port transportation industry, development of new-type urbanization industry, information security industry, energy industry, resource and commodities industry.

For Pakistan market situation, in late 2010, UEG entered into an agreement with British Petroleum Co., Ltd. (BP) to acquire the entire working interest of its oil & gas assets in Pakistan through the company's wholly-owned subsidiary United Energy (Pakistan) Co., Ltd (UEP). UEP is engaged in exploration, development and production of oil & gas business. By the end of 2016, UEP owned 9 onshore oil and gas concession blocks in Pakistan, covering a total acreage of approximately 9000 square kilometers, with gross production surpassing 80 thousand barrels.

In February 2014, the National Energy Administration formally incorporated the Pakistan wind power project into the priority implementation project of the China-

Pakistan Economic Corridor. The signing of the project related agreements were witnessed by the State President Xi Jinping, Prime Minister Li Keqiang and then Prime Minister of Pakistan Sheriff. In August 2017, Vice Premier of the State Council Wang Yang and the Prime Minister of Pakistan Abbasi jointly unveiled the project.

Mr. Chen Gang also mentioned that for further project in Pakistan market, they were under planning. The total acquisition cost for future project will be 0.9 billion dollar and achieve 20 million tons of oil capacity per year. Mr Badar shared that Orient Group could also consider about other projects maybe refinery plant, agriculture sectors like sugar, rice, mango, meat and corn as well as fish farming business. All sectors will have potential opportunities in the future because of the cost effective and diversified resources. Meanwhile, Mr. Badar suggested Orient Group could consider to purchase one e-commerce company and enter IT sector for establishing their complete business chain in Pakistan market. Mr. Chen agreed with Mr. Badar and would like to arrange one more meeting between chairman and Mr. Badar for further detailed discussion later.

❖ Meeting Minutes of 7th Summit Forum of China International Engineering Procurement Alliance on Supply-Demand Cooperation-Fair on Project Investment & Financing, Subcontracting and Equipment & Material Procurement

Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Ms. Zhen Ying, Trade Development Officer was invited by China Association of International Engineering Consultants (CAIEC) for the 7th Summit Forum of China International Engineering Procurement Alliance on Supply-Demand Cooperation-Fair on Project Investment & Financing, Subcontracting and Equipment & Material Procurement in Wuhan on July 13th 2018.

Under the direct leadership and care of the Ministry of Commerce and relevant leaders, “the Summit Forum of China International Engineering Procurement Alliance on Supply-Demand Cooperation”, successfully held six times, has supplied services for

more than 3000 contractors, more than 1000 suppliers, more than 100 investment and financing institutions and embassies/consulates, nearly 4000 persons, with the purchase intention reaching about RMB 70 billion Yuan.

This Wuhan conference was participated in by about 250 domestically and internationally famous general contractors, Chinese top 100 design institutes, large state-owned investment and financing institutions, foreign embassies/consulates in China and excellent suppliers in various industries, totally about 500 persons.

With the increasing effects and influences of the Summit, the Fair has become a channel for suppliers and buyers to gradually realize the access-tendering-bidding-procurement process and set up closer strategic partnerships and made great substantial achievements in pushing forward integrated development of enterprises' overseas investment, engineering contracting and international trade.

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❖ Meeting with MOFCOM

Participants:

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Meeting Agenda

Mr. Badar U Zaman, Commercial Counsellor and Ms. Zhen Ying, Trade Development Officer was invited by MOFCOM Asian Department for meeting on 12th July, 2018 to have a meeting with them. MOFCOM China was thanked for this meeting. For China International Import Expo, secretary MOFCOM Pakistan wrote a letter for making the event successfully, however, China side told Pakistan side the space was not enough and embassy faced a lot of stress. Embassy also tried to push the matter through Ministry of Foreign Affairs. Our side followed the timeline and we didn't want to negotiate like a lawyer because of the close relationship between two countries.

Mr. Liu mentioned that in CIIE starting period, China MOFCOM had communication with China Embassy in Pakistan, also Pakistan Embassy in Beijing and Shanghai Consulate. In all these procedures, he would like to say thank you for support and cooperation from all relevant departments. During the application period, TDAP provided letter of interest to participate CIIE in April. Then, China MOFCOM had connections everyday with Pakistan side and noted that application form should be provided as earliest for booth reservation. However, until June, they received the application form which CIIE had already over capacity. Previously, CIIE only had 210000 sqm space, until now it has been increased to 270000 sqm. From Pakistan side information, Pakistan has agreed to be the country of honor to participate Expo and high level leader also agreed to attend the event. Two weeks ago, Mr. Liu and Mr. Wang especially visited Shanghai to explain the situation and the influence of future between two countries if Shanghai CIIE Bureau could not make appropriate booth allocation to Pakistan side. Now, Shanghai CIIE Bureau could provide 99 sqm to Pakistan side which are 45 sqm in food sector, 18 sqm in consumption sector and 36 sqm in medical sector. This is the highest effort from them could do. He had to explain that all enterprises already signed the contract and made payment. For the space of 99 sqm, TDAP does not provide application forms until now. China side would keep follow the situation, if there is any company cancel, they will make priority management for Pakistan.

In September, all booth construction should be started. For country pavilion, China side does not receive any feedback from Pakistan until now. Design of Pakistan Pavilion should be selected first, then decoration company could provide quotation, finally both sides sign the contract. If Primer Minister could participate the Expo, then he will attend the ceremony and visit international hall. If there is no good design to show Pakistan Pavilion, it will influence the image of all leaders because Pakistan is one of the country of honor. Thus, except commercial booths, both side could do country pavilion first.

During the meeting, Mr. Badar also explained some difficulties about China tariff on Pakistan products and China reduced the tariff on Asia-Pacific countries, Mr. Liu said that as I mentioned earlier, China and Pakistan is a long-term friend. Hope Pakistan high leader visit the Expo after election. For further discussion on several matters, both sides could through many ways to communicate each other, do not be sensitive at this period as the policy just published by China. Asian Department will be available and facilitate for all matters from Pakistan side and try their best to solve the matters.

❖ Meeting with AQSIQ

Main Meeting Agenda

Mr. Tang, Director of Import and Export Food Security Bureau welcome Mr. Badar to visit the office of AQSIQ. Mr. Tang mentioned that since China Customs and AQSIQ merged together, previously the list would be published on AQSIQ official web, but in the future, it will be published on China Customs. Because of the all-weather friendship between China and Pakistan, except Pakistan, all registration work for AQSIQ prefer sending experts to do on-spot supervision work before, but for 33 companies in Pakistan, China side didn't send the expert to there. Since past several months, the office received many requests from different resources for registration remaining 84 rice companies, thus, AQSIQ is considering about the 2nd phase for rice enterprises registration work. Hope Pakistan side could provide the relevant documents as earliest and give a sequence list for registration. Then, AQSIQ will consider about the remaining list registration work.

Mr. Badar thanks for the effort of AQSIQ for bilateral trade. For current trade situation, Pakistan export to China only 1.5 billion USD goods, China export to Pakistan more than 15.5 billion USD goods, sometimes industry people said Pakistan open the large market but China was narrow. Mr.

Tang said that for rice sector, compared with Vietnam and Thailand, Pakistan was the 3rd import country of China, however there was big gap between first two countries even Pakistan had already registered 33 companies. Mr. Badar mentioned that there were around 2000 registered rice companies in Pakistan, however the scale of them was not such big because of the historical reason. The second reason was also because of quota of rice product in China. Tariff within quota of rice product is 3%, however, out of quota was 65%, average tariff of rice from Pakistan last year was 55%. Thus, how Pakistan company compete with domestic or other countries' products. Mr. Tang said he totally understood this matter, hope in the future find opportunities to discuss with MOFCOM and NDRC to solve the matter. Pakistan products could also try to satisfy the local habit, more sticky rice is more popular in China. Actually, Pakistan products will have good potential opportunities in Chinese market.

Mr. Badar agreed with Mr. Tang and said that would provide the relevant documents as earliest after communicating with Pakistan side. Hope could keep in touch with Mr. Tang for future communication and facilitation.

❖ **Meeting with Kangjie Sanitation Group**

Main Meeting Agenda

Mr. Badar and Ms. Feng Xiaojie from Kangjie Sanitation Group had a meeting at embassy. Kangjie Sanitation Group is a large high-tech sanitation enterprise with State Grade A Qualification of Sanitation and Grade A Qualification of Road Cleaning, which has 5 branches including Sanitation, Equipment, Garment, Real Estate and Information Media. It professionally provides the projects of urban and rural roads cleaning and municipal solid waste collection, transportation and disposal, and urban-rural sanitation integration services. At the present, Kangjie has more than 500 million Yuan of sanitation assets; over 3,000 sets of machinery and mechanical equipment; over 50,000 employees including over 350 various professional technicians. Now, via market competition, Kangjie has taken over 400 Sanitation Projects in 12 provinces (such as Shandong, Anhui, Hebei, Jiangsu, Henan Provinces) and more than 80 cities in China successively. Its total contract amount in China alone is up to 12.8 billion Yuan. Nowadays, Kangjie has one project in south and east zone of Karachi, Pakistan. 2000 tons of garbage has already collected in those areas. They mainly focused on landfill project, not relevant to energy recycle used in power plant yet.

Mr. Badar said that any facilitation if need from this office was free to contact us, if there was any update of the project and information, could also share with this office and follow it up. Ms. Feng also invited Mr. Badar to attend their event and headquarter. Mr. Badar said would find opportunities to achieve it.

❖ **Meeting with M/s. China Boqi Electric Power**

Participants

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Main Meeting Agenda

Mr. Badar and Mr. Gu Lidong and Mr. Wang Ying had a meeting at embassy. First, Mr. Gu introduced China Boqi and showed the company introduction video to them. China Boqi, the full company name is China Boqi Environmental (Holding) Co., Ltd., whose core company, Beijing Boqi Electric Power SCI-TECH Company Ltd. was founded in June 2002, in Beijing. China Bqoi is a professional company providing environmental protection solutions on flue gas desulfurization and denitrification, as well as pursuing solid waste disposal and water pollution treatment, clean energy and energy saving projects.

China Boqi now is following some projects in Pakistan market. Currently, they would like to connect with local project potential partners for further discussion. Mr. Badar provided them the list of projects and contacts for their further follow up and he said that later they need to visit all offices of power plant when they visit Pakistan. If there is any facilitation need from this office could contact us.

❖ **Meeting Minutes of Tencent**

Participants

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Main Meeting Agenda

Mr. Badar, Commercial Counsellor and Ms. Zhen Ying Trade Development Officer arranged the meeting and accompanied with Mr. Tariq Bajwa, Governor of State Bank of Pakistan visited Tencent and had a meeting with their technical and management team. Pakistan delegates thanks for their short time arrangement for this meeting and hope could learn experiences from their side. Mr. Zhong warmly welcomed the Pakistan delegation and introduced company. Tencent is

founded in November, 1998, Tencent is a leading provider of Internet value added services in China. Tencent has maintained steady growth under its user-oriented operating strategies. On June 16, 2004, Tencent Holdings Limited went public on the main board of the Hong Kong Stock Exchange. Presently, Tencent provides social platforms and digital content services under the “ Connection ” Strategy. Tencent’s leading Internet platforms in China – (QQ Instant Messenger), Weixin/WeChat, QQ.com, QQ Games, Qzone, and Tenpay – have brought together China's largest Internet community, to meet the various needs of Internet users including communication, information, entertainment, financial services and others. As of December 31, 2017, the monthly active user accounts of QQ was 783 million while its peak concurrent user accounts reached 271 million. Combined MAU of Weixin and WeChat was 989 million. The development of Tencent has profoundly influenced the ways hundreds of millions of Internet users communicate with one another as well as their lifestyles. It also brings possibilities of a wider range of applications to the China’ s Internet industry.

In addition, information security management department team member also introduced the details of Wechat py. Wechat pay is normal way for everyone in China, main center of Wechat pay based in Shenzhen. There are around 300 million people use Wechat pay and it is covered into 19 countries. Most customers like 64% are less than 30 years old. Wechat pay is not only for payment service but also for social aim, thus, there are many functions support social actions. Meanwhile, small and media businessmen can also easily use payment service receive small capital from customers. For the cooperation in overseas market, Wechat pay find local third party like bank, telecom companies and so on and Tencent provides support policies on finance sector.

Mr. Malik explained that Pakistan had more than 270 million people and 55 million people use 3G or 4G smart phone. There were only 5 to 6 companies in Pakistan had the online payment license and the service only focused on simple capital transfer from one person to other person. Pakistan must be very good potential market in the future. Mr. Badar also suggested that Wechat pay also focused on the foreign customers who had no Chinese bank account. Those people also would like to use this kind of service and population of this category is large. Tencent said this was a good idea and would consider about it in the future how to cover more and more potential users.

After the meeting, both sides took pictures together and Tencent group welcomed Pakistan side visited their Shenzhen headquarter in the future.

❖ **Meeting with Yiyang Tea Park Visit**

Mr. Badar, Commercial Counsellor and Ms. Zhen Ying Trade Development Officer visited Yiyang, Hunan Province from 27th to 29th July, 2018 invited by Municipal Government of Yiyang in order to promote their tea product into overseas market. Hunan Province lies in south-central China. Hunan is named after its location at the south of Dongting Lake. It covers an area of 211,800 square kilometers (81,776 square miles), 2.2% of the total of the whole country. It is adjacent to Jiangxi Province in the east, Chongqing Municipality and Guizhou Province in the west, Guangdong Province and Guangxi Autonomous Region in the south, and Hubei Province in the north. Pakistan delegation visited Yiyang City and Anhua City for dark tea product.

Dark tea is one of the six basic types of tea, belongs to the fermented tea, main product for brick, eight black brick, tile, blue bricks, like in ancient times, the domestic part of Shanxi, Shaanxi, Gansu, Suiyuan, Ningxia, Xinjiang, Tibet, Mongolia and other places, pressing brick part of the processing, in addition to the sold to the northwest, also exported to Russia, said "brick tea". Anhua dark tea is the ancestor of Chinese dark tea. It was recorded in the historical materials of the Tang Dynasty (856) as "canal river thin slice" and was once listed as a tributary of the imperial court.

Mr. Badar and his team accompanied by government staff visited 5 different dark tea companies within 2 days and understood their own special selling points, manufacturing procedures and culture of the dark tea. One of the company also exported products to Pakistan market, green tea and black tea. Mr. Badar exchanged all connections in companies and would like them to make more cooperation with Pakistan potential partners. He promised that later will introduce this special product to Pakistan market and facilitate them to find some good and reliable partners.

On 27th July, Mr. Zhang, mayor of Yiyang city received Pakistan delegation and had dinner with guests together. He also mentioned that warmly welcomed Pakistan delegation and many thanks for having interest on this product. Hope in the future could facilitate the trade between each other. Mr. Badar said that because it is the new product for Pakistan market, first they need prepare a video for public media promotion, they could Provide English version and then our side will

facilitate transfer it into Urdu version. Then, exporters could send small quantity to test the market. Mr. Zhang and his team agreed with his idea and said later would like to ask public promotion department and companies send relevant materials to Pakistan side.

Both side had good discussion and communication with each other, the trip provided deep understanding of dark tea and Hunan products. Pakistan delegation will facilitate to promote bilateral trade as earliest.

PICTURE GALLERY



**Visit of
Yiyang,
Hunan**

Province

**Meeting
with
Council
for**



Promoting South-South Cooperation

**Visit of
Yiyang,
Hunan**



Province



Real Estate Development by Orient Group

**Visit of
Tencent**



Company



Visit of Yiyang, Hunan Province

Visit of
Yiyang,
Hunan



Province