

## **Conference Information Note (CIN)**

### **For Pakistan–China B2B Investment Conference on Home Appliances, Electrical Equipment & Battery Energy Storage Manufacturing**

Lahore, Pakistan 13 -14 April 2026

The Embassy of Pakistan in Beijing, in coordination with the Ministry of Industries & Production (MoIP) and relevant provincial authorities, is organizing **Pakistan–China B2B Investment Conference on Home Appliances, Electrical Equipment & Battery Energy Storage Manufacturing** in **Lahore** as the second China-specific and sector-focused B2B investment initiative following the highly successful China–Pakistan B2B Agriculture Investment Conference on 19 January 2026 in Islamabad.

Building on that proven model, the upcoming Conference will provide a structured platform for Chinese and Pakistani enterprises to explore **joint ventures, industrial relocation, technology transfer, OEM/ODM cooperation, and supply-chain partnerships** across three high-growth manufacturing tracks: **Home Appliances, Electrical Devices & Equipment, and Battery Energy Storage**.

In **home appliances**, Pakistan's market is estimated at **USD 4–5 billion annually**, with demand exceeding 1.5–2.0 million refrigerators, 1.3–1.6 million air conditioners, and over 4 million washing machines per year, driven by strong domestic consumption, urbanization, and export potential under Pakistan's preferential trade arrangements.

In **electrical devices and equipment**, Pakistan presents a **significant import-substitution opportunity**, with **USD 3.54 billion in electrical machinery imports in 2023** (around 86% sourced from China) alongside rising electricity demand, creating strong prospects for localization in transformers, switchgear, smart meters, cables, motors, inverters, EV chargers, and power electronics.

Meanwhile, rapid solar expansion — from below 2% in 2020 to about 24% in 2025 — is accelerating demand for **battery energy storage, with national storage demand projected to reach 8.75 GWh by 2030**. Supported by Special Economic Zone (SEZ) incentives and China Pakistan Economic Corridor (CPEC) connectivity, Pakistan offers Chinese enterprises a competitive platform for manufacturing, localization, and regional exports across South Asia, the Middle East, Africa, and Central Asia.

#### **Key Subsectors:**

##### **1) Home Appliances Assembly and Manufacturing**

- Refrigerators & Freezers
- Air Conditioners & HVAC (Cooling/Heating)
- Washing Machines & Dryers
- Kitchen Appliances (Microwave, Oven, Cooker Hood, Induction Cooker)
- Small Domestic Appliances (Rice Cooker, Blender, Kettle, Iron)
- Water Heaters & Water Dispensers
- Smart Home Appliances (IoT-enabled appliances)

##### **2) Electrical Devices & Equipment Manufacturing**

- Fans & Motors
- Power Cables & Wiring Systems
- Switches, Sockets & Electrical Accessories
- Transformers & Power Distribution Equipment
- Lighting Equipment (LED, Commercial & Industrial Lighting)
- Power Supplies & Chargers
- Industrial Electrical Control Panels

### 3) Battery Energy Storage Systems, Power Storage & Advanced Batteries Manufacturing

- Lithium-ion Batteries
- Lead-acid & Industrial Batteries
- Battery Energy Storage Systems (BESS)
- Solar + Storage Integrated Systems
- EV Batteries & Charging Solutions
- Residential Energy Storage
- Battery Management Systems (BMS)

#### **Format and programme (Lahore):**

Drawing on the successful experience of previous Pakistan–China B2B investment conferences, the Conference program will feature an inaugural session with high level participation from national and provincial leadership. The opening session will be followed by a full-day sector-wise B2B match-making meetings between Pakistani and Chinese enterprises and finally a concluding session, envisaging remarks by leaders and witnessing of MoUs and joint venture signing ceremonies. A detailed programme will be shared closer to the date of the Conference and at the venue in the form of a Conference Handbook. The preliminary outline of the programme is as under:

*12 April 2026* – Arrivals in Lahore, Pakistan

*13 April 2026* – Conference + Cultural event in the evening

*14 April 2026* – Site Visits

*15 April 2026* – Departure

#### **What to Expect:**

This Conference is designed as a **result-oriented industrial cooperation platform** with the following key features:

- Policy & Incentive Overview:** Direct engagement with Pakistan’s federal and provincial authorities to provide guidance on manufacturing investment policies, SEZ facilitation, regulatory frameworks, and CPEC-linked incentives.
- Investment-Ready Project Presentations:** Curated presentation of investment-ready projects and Pakistani company profiles across all three manufacturing tracks, enabling targeted partner identification.
- Curated B2B Matchmaking:** Structured, subsector-specific business matching sessions between Chinese and Pakistani enterprises, facilitating concrete discussions on joint ventures, technology transfer, OEM/ODM arrangements, and supply-chain integration.
- Site Visits:** Guided visits to relevant industrial clusters, and manufacturing facilities in and around Lahore and Gujranwala cities to assess on-ground investment conditions.
- Outcome-Focused Facilitation:** Active facilitation of substantive outcomes during and after the conference, including announcement and signing of Memoranda of Understanding and joint venture agreements, with structured post-conference follow-up.

#### **Practical Information & Registration:**

To facilitate participation from China, the Government of Pakistan will provide **3 nights hotel accommodation in Lahore, meals, local transportation, interpretation services**, and on-site coordination support for the duration of the Conference. Participants need to arrange their international travel on their own.

The Pakistan Embassy in Beijing along with its Consulates General in Chengdu, Guangzhou, Hong Kong and Shanghai will organize **online orientation sessions and pre-conference online B2B matchmaking webinars** for participating Chinese enterprises from 23 March, 2026 onwards and will notify relevant details to those companies that register for this conference and have concrete project proposals.

Registration for the Conference is now open. Please fill in and submit the **Initial Registration and Company Profile Form** online by **15 March 2026** via <https://wj.qq.com/s2/25853640/7dfb/> or QR code 1 and the **Participation Form** by **27 March 2026** via <https://wj.qq.com/s2/25854100/2078/>. These forms are also available from the Embassy website [www.pakbj.org](http://www.pakbj.org).

Relevant sector-specific **investment pitchbooks** (in Chinese and English) have been attached with the invitation letter and are also available on the Embassy website. Furthermore, a **project proposal form** has also been enclosed with the invitation letter and is also available on the Embassy website. This form may kindly be submitted at the time of initial registration by or before 15 March 2026. In addition, **detailed information on participating Pakistani companies, sector profiles, and project proposals** are currently under preparation and will be shared in due course.

**Sub-sector-specific investment profiles and the list of participating Pakistani enterprises will be shared** with registered participants in advance to support informed engagement and effective matchmaking.

A structured post-conference follow-up mechanism will be coordinated by the Embassy of Pakistan in Beijing as well as Pakistan Consulates in Chengdu, Guangzhou, Shanghai and Hong Kong, and MoIP and relevant provincial authorities in Pakistan, to facilitate site visits, regulatory coordination, and project-level engagement after the Conference.

The Embassy of Pakistan in Beijing is also working with Chinese Technical and Vocational Training institutions in home appliances, electrical equipment & devices manufacturing as well as battery energy storage manufacturing sector to develop proposals for skill and talent development. The Embassy plans to invite them to join the preparatory process as well as attend this Conference with a view to partnering with interested Chinese and Pakistani enterprises in these important sectors with offers of demand-based skills and talent development.

QR Code 1 (Initial Registration Form)



The focal person at the Consulate of Pakistan in Chengdu is as follows:

***Ms. Amiee Cai, Trade Development Officer, Tel: 18780286061 (same as wechat)***

***Email: amieecaix@gmail.com***

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# 会议说明

## 巴中家电、电气设备及电池储能制造 B2B 投资大会

2026 年 4 月 13-14 日  
拉合尔，巴基斯坦

巴基斯坦伊驻华大使馆同巴基斯坦工业和生产部(MoIP)及相关省政府，定于 2026 年 4 月 13 日至 14 日在拉合尔举办巴中家电、电气设备及电池储能制造 B2B 投资大会。继 2026 年 1 月 19 日在伊斯兰堡成功举办巴中巴基斯坦农业 B2B 投资大会之后，本次大会是第二场针对中国特定行业的 B2B 投资促进会。

借鉴以往成功模式，本次大会将为中巴企业提供一个结构化平台，围绕**家电、电气设备和电池储能**三大高增长制造领域，探索**合资合作、产业转移、技术转让、OEM/ODM 合作及供应链伙伴关系**。

在**家电领域**，受强劲的国内消费、城市化进程以及巴基斯坦优惠贸易政策下的出口潜力驱动，**巴基斯坦市场规模估计为 40 亿至 50 亿美元每年**，其中冰箱年需求量超过 150 万至 200 万台，空调 130 万至 160 万台，洗衣机超过 400 万台。

在**电气设备领域**，巴基斯坦呈现出巨大的进口替代机遇。**2023 年巴基斯坦电气设备进口额达 35.4 亿美元**（约 86%来自中国），加之不断增长的电力需求，为变压器、开关设备、智能电表、电缆、电机、逆变器、电动汽车充电桩及电力电子产品的本地化生产创造了广阔前景。

与此同时，太阳能的快速普及——从 2020 年的不足 2%增至 2025 年的约 24%——正加速对**电池储能**的需求，**预计到 2030 年，巴基斯坦全国的储能需求将达到 8.75 吉瓦时**。依托经济特区激励措施和中巴经济走廊的互联互通优势，巴基斯坦为中国企业提供了一个具备竞争力的制造、本地化生产以及面向南亚、中东、非洲和中亚地区出口的平台。

### 重点细分领域:

#### 1) 家电组装与制造

- 冰箱与冷柜
- 空调与暖通空调系统(制冷/加热)
- 洗衣机与干衣机
- 厨房电器（微波炉、烤箱、抽油烟机、电磁炉）
- 小型家用电器（电饭煲、搅拌机、电水壶、电熨斗）
- 热水器与饮水机
- 智能家居电器（物联网电器）

#### 2) 电气设备与装置制造

- 风扇与电机
- 电力电缆与布线系统
- 开关、插座及电气配件
- 变压器与配电设备
- 照明设备（LED、商业及工业照明）
- 电源与充电器
- 工业电气控制柜

### 3) 电池储能系统、储能及先进电池制造

- 锂离子电池
- 铅酸电池与工业电池
- 电池储能系统
- 太阳能+储能集成系统
- 电动汽车电池与充电解决方案
- 户用储能
- 电池管理系统

#### 大会形式与日程(拉合尔):

借鉴以往巴中 B2B 投资大会的成功经验，本次大会包括开幕式、分行业的巴中企业 B2B 对接会、闭幕式和签约仪式。开幕式将有国家和省级高层领导出席，开幕式后将进行全天，最后举行企业对接会。闭幕式拟请双方领导致辞并见证谅解备忘录和合资协议的签署仪式。详细日程将于会前及会场通过《大会手册》形式提供。初步日程安排如下：

**2026 年 4 月 12 日** — 抵达巴基斯坦拉合尔

**2026 年 4 月 13 日** — 大会 + 晚间文化活动

**2026 年 4 月 14 日** — 实地参观考察

**2026 年 4 月 15 日** — 返程

#### 参会收获:

本次大会旨在打造一个**注重实效的产业合作平台**，具备以下主要特点：

- 政策与激励措施解读：**与巴基斯坦联邦和省政府直接沟通，获取关于制造业投资政策、经济特区便利化措施、监管框架以及中巴经济走廊相关激励措施的指导。
- 投资项目推介：**精选推介三大制造领域的投资项目和巴方公司概况，助力精准寻找合作伙伴。
- 精准 B2B 对接：**组织中巴企业进行结构化的、分行业、针对性的商务对接会议，推动就合资、技术转让、OEM/ODM 合作及供应链整合等开展实质性讨论。
- 实地考察：**组织参观拉合尔及古杰兰瓦拉周边相关的产业集群和制造设施，实地评估投资环境。
- 注重成果促成：**积极推动大会期间及会后取得实质性成果，包括签署谅解备忘录与合资协议，并系统安排会后跟进。

#### 参会信息与注册报名:

为便利中方参会，巴基斯坦政府将为大会期间的参会代表提供**拉合尔当地 3 晚酒店住宿、餐饮、当地通勤、翻译服务**及现场协调支持。参会人员需自行安排国际差旅。

巴基斯坦驻华大使馆及其驻成都、广州、香港和上海总领馆将从**2026 年 3 月 23**

日起，为已注册并提交具体项目方案的中方企业组织线上说明会及会前线上 B2B 对接会，并会通知相关细节。

大会报名现已开放。请于 2026 年 3 月 15 日前通过链接 <https://wj.qq.com/s2/25853640/7dfb/> 或下方二维码在线填写并提交《初步报名信息及公司简介表》，并按要求于 2026 年 3 月 27 日前通过链接 <https://wj.qq.com/s2/25854100/2078/> 提交《参会确认表》。也可通过使馆网站 [www.pakbj.org](http://www.pakbj.org) 获取上述表格。

细分行业投资手册(中英)与项目方案模板随附大会邀请函，也和通过大使馆网站查询。此外，项目方案可同初步报名表于 2026 年 3 月 15 日之前提交。关于参会巴方参会企业、行业概况及项目方案的详细信息正在搜集更新中，将适时分享。

细分行业投资概况及巴方参会企业名单将提前分享给已注册参会者，以支持项目洽谈与高校对接。

会后，将由巴基斯坦驻华大使馆、驻成都、广州、上海和香港总领馆，以及巴基斯坦工业和生产部及相关省政府协调建立系统化的会后跟进机制，便利实地考察、监管协调和项目实施。

巴基斯坦驻华大使馆正与中国职业技术培训机构开展家电、电气设备制造及电池储能制造领域的合作，共同制定技能与人才培养方案。使馆计划邀请这些机构参与筹备工作并出席本次大会，以期与有意向的中巴企业在这些重要领域开展合作，提供基于需求的技能与人才培养服务。

初步报名表二维码



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