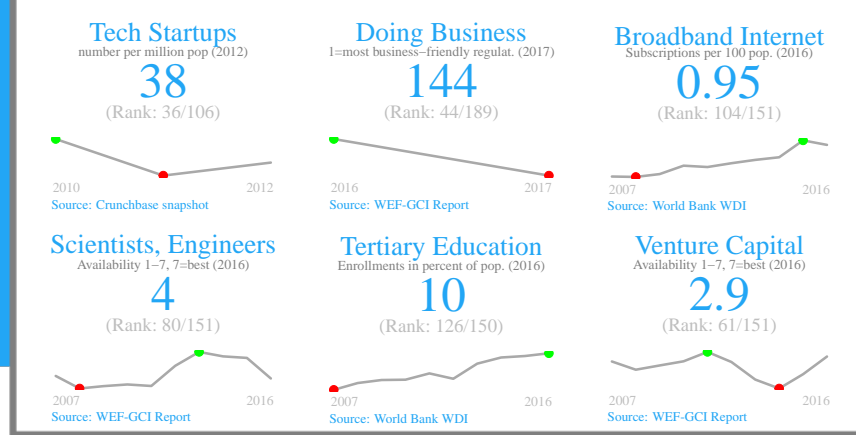


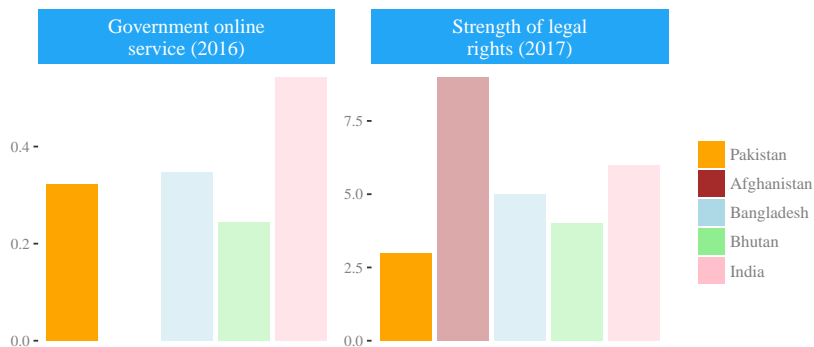
Pakistan

Country Snapshot



POLICY Laws, regulations, and government initiatives

GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

INVESTMENT FRIENDLINESS



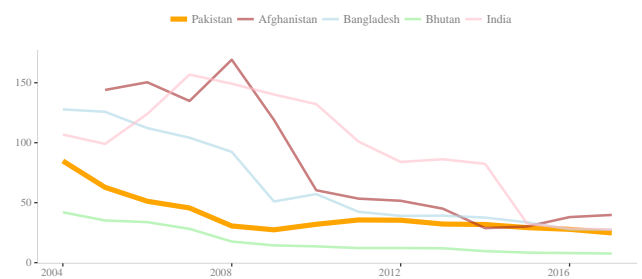
SOURCE: INVESTING ACROSS BORDERS

DOING BUSINESS 2017

	2016	DTF 2017	Change	2016	Rank 2017	Change
Ease of doing business index	49.48	51.77	2.29	148	144	4
Dealing with Construction Permits	58.56	59.07	0.51	150	150	0
Enforcing Contracts	43.49	43.49	0	156	157	-1
Getting Credit	30	50	20	134	82	52
Getting Electricity	43.73	42.05	-1.68	163	170	-7
Paying Taxes	53.74	53.4	-0.34	154	156	-2
Protecting Minority Investors	66.67	66.67	0	25	27	-2
Registering Property	39.22	40.7	1.48	173	169	4
Resolving Insolvency	40.9	43	2.1	85	85	0
Starting a Business	77.43	77.88	0.45	135	141	-6
Trading Across Borders	38.11	39.41	1.3	172	172	0

SOURCE: DOING BUSINESS

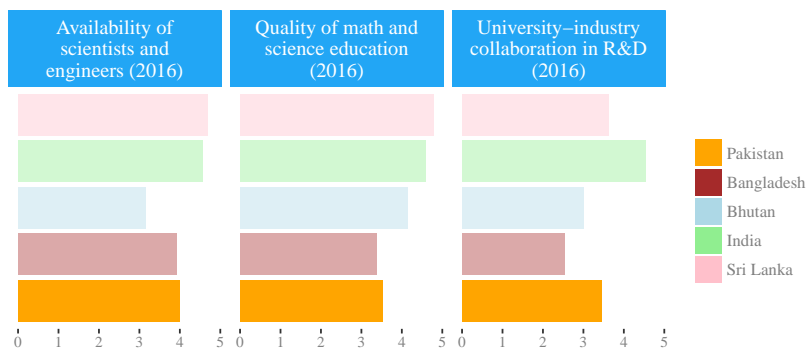
COST OF BUSINESS STARTUP PROCEDURES % of GNI per capita



SOURCE: WORLD BANK WDI

HUMAN CAPITAL State of educational institutions and access to skilled labor

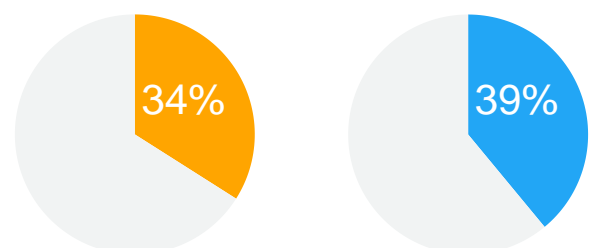
AVAILABILITY OF SKILLED LABOR AND EDUCATION (1-7, 7 = best)



SOURCE: WEF-GCI REPORT

POPULATION EMPLOYED IN SERVICES SECTOR (% total employed population)

Pakistan (2014) SAS (simple average, 2014)



SOURCE: WORLD BANK WDI

FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

FDI, Net Inflows

BoP, current US\$, as % GDP (2015)

0.36

(Rank: 154/195)



Investment in Telecoms w/ Private Part.

Millions, \$US (2014)

948

(Rank: 7/136)



Market Capitaliz. of Listed Companies

% of GDP (2011)

15

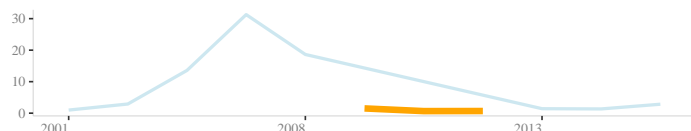
(Rank: 89/115)



SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

INFORMAL INVESTORS RATE (% of 18-64 population)

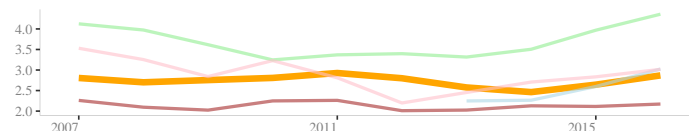
Pakistan Bangladesh India



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

VENTURE CAPITAL AVAILABILITY (1-7, best)

Pakistan Bangladesh Bhutan India Sri Lanka



SOURCE: WEF-GCI REPORT

MARKETS

Existence of early customers and distribution channels

FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

DIGITAL COMMERCE & INTERNET ACCESS

New business density

new registrations per 1,000 people ages 15-64 (2009)

0

(Rank: 136/137)

Ratio of online/in store purchases

Percentage (2016)

(Rank: /54)

Firms using email to interact with clients/suppliers (%)

% of firms (2010)

54.4

(Rank: 110/146)

Firms with their own Website

% of firms (2014)

46.9

(Rank: 57/143)

ICT service exports

% of service exports, BoP (2014)

25.9

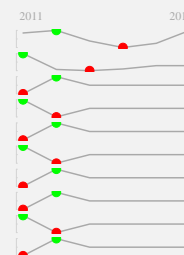
(Rank: 42/178)

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI

CULTURE

Societal attitudes toward entrepreneurship

	Avg 2003-2011	2011	2012	2013	2014	2015	2016
Company spending on R&D, 1-7 = best	3.0	3.2	3.3	3.1	2.9	3.0	3.3
Listed domestic companies, total, Number	630.0	621.0	555.0	550.0	557.0	NA	—
Perceived Capabilities, % of 18-64 population	49.4	42.6	48.7	NA	NA	NA	—
Fear of Failure Rate, % of 18-64 population	34.8	35.3	31.2	NA	NA	NA	—
Number of tech startups, number per million pop	40.2	32.2	37.9	NA	NA	NA	—
High Status Successful Entrepreneurship, % of 18-64 population	76.7	72.7	67.9	NA	NA	NA	—
Media Attention for Entrepreneurship, % of 18-64 population	54.4	47.7	50.8	NA	NA	NA	—
Total early-stage Entrepr. Activity (TEA), % of 18-64 population	9.1	9.1	11.6	NA	NA	NA	—
Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA	31.8	24.7	23.6	NA	NA	NA	—
New Product early-stage Entrepr. Activity, % of TEA	47.2	42.9	46.9	NA	NA	NA	—

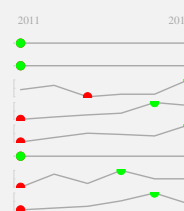


SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

	Avg 2003-2011	2011	2012	2013	2014	2015	2016
% firms identifying transportation as major constraint, % of firms	NaN	NA	NA	25.50	NA	NA	—
% of firms with an annual fin. Statem. reviewed by ext. audit., % of firms	NaN	NA	NA	37.50	NA	NA	—
Quality of electricity supply, 1-7 = best	2.42	2.17	2.27	2.01	2.07	2.07	2.39
Broadband Internet subscriptions, per 100 population	0.16	0.31	0.42	0.52	0.59	1.08	0.95
Internet bandwidth, kb/s/capita	2.17	2.17	4.75	7.25	6.55	5.68	11.91
Access to electricity, % population	91.40	NA	93.60	NA	NA	NA	—
ICT goods imports, % total goods imports	5.36	3.56	4.36	3.79	4.59	NA	—
Internet users, per 100 population	6.93	9.00	9.96	10.90	13.80	18.00	—



SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI