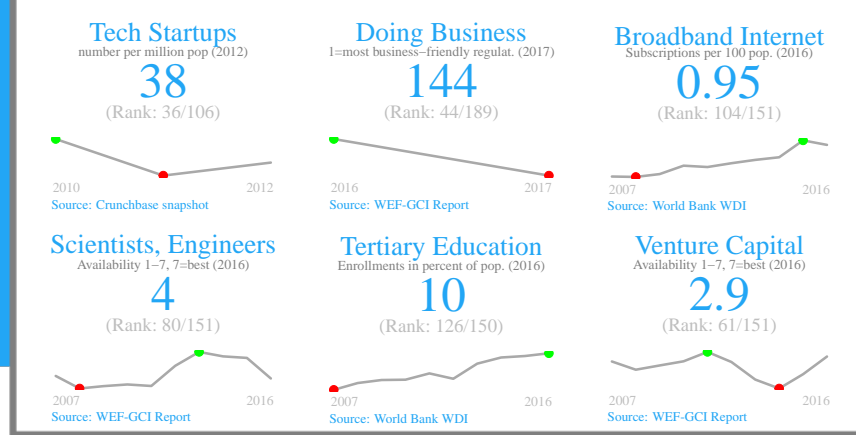


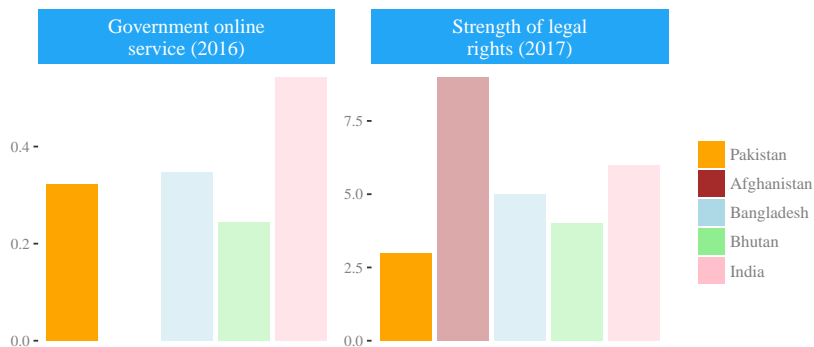
## Pakistan

## Country Snapshot



## POLICY Laws, regulations, and government initiatives

## GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

## INVESTMENT FRIENDLINESS



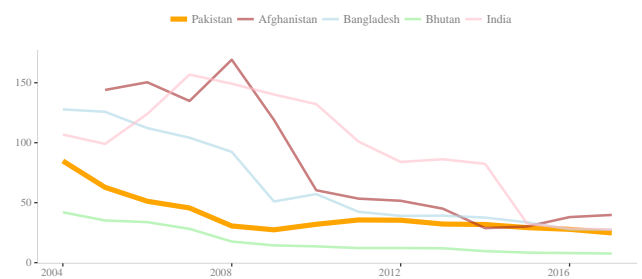
SOURCE: INVESTING ACROSS BORDERS

## DOING BUSINESS 2017

	2016	DTF 2017	Change	2016	Rank 2017	Change
<b>Ease of doing business index</b>	<b>49.48</b>	<b>51.77</b>	<b>2.29</b>	<b>148</b>	<b>144</b>	<b>4</b>
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

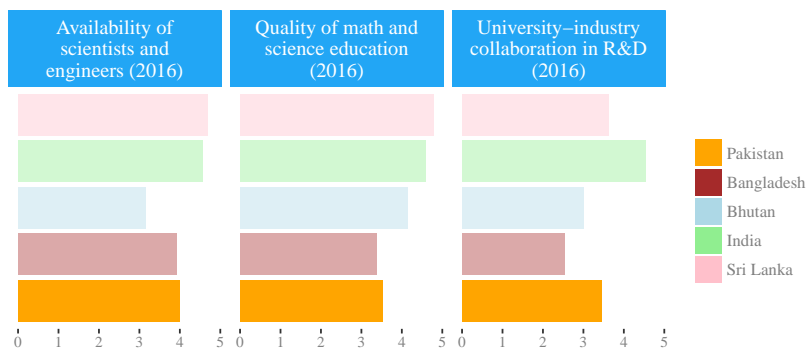
## COST OF BUSINESS STARTUP PROCEDURES % of GNI per capita



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)

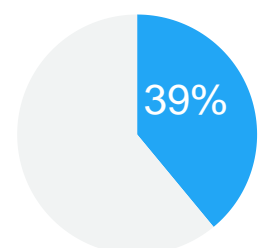
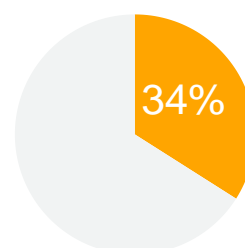


SOURCE: WEF-GCI REPORT

## 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**

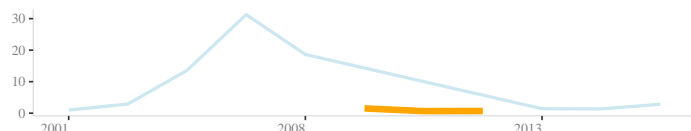
(Rank: 89/115)



SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

### INFORMAL INVESTORS RATE (% of 18-64 population)

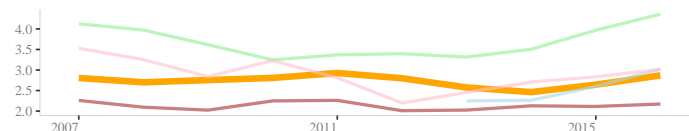
Pakistan Bangladesh India



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+)

Payments on internet (2014)-

**1.8**

Mobile phone transaction (2014)-

**0.6**

Mobile account (2014)-

**1.8**

Debit card (2014)-

**1.9**

Credit card (2014)-

**0.1**

Account on financial institution (2014)-

**1.7**

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**

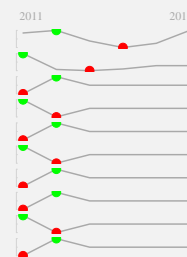
(Rank: 42/178)

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	—

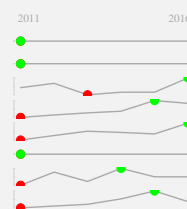


SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

## 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