

SYED SHUJAAT ALI

VISION FOR TRANSFORMING PAKISTAN'S TRADE, AVIATION & INDUSTRIAL FUTURE

**Building Pakistan's Future Through Trade, Employment, and
Innovation.**

This document outlines a comprehensive national strategy
proposed by one of Pakistan's most accomplished nation-builders



CHAIRMAN'S PROFILE & LEADERSHIP VISION

Mr. Shujaat Ali is a self-made entrepreneur and proven leader who has transformed Pakistan's logistics landscape through innovation, integrity, and an unwavering commitment to national progress. Starting with Inter-Fret Consolidators (Pvt.) Ltd. in 1995, he built a diversified business empire that today spans

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- 1 Air Cargo & Aviation Services
 - 2 Sea Freight & Multimodal Logistics
 - 3 Import-Export Trade Facilitation
 - 4 Overseas Employment & Skills Export
 - 5 Dangerous Goods Handling & Compliance
 - 6 Technology-Driven Supply Chain Solutions



Mr. Shujaat Ali

Group Chairman | Al-Rahim Group of Companies.

Experience: 30+ Years in Supply Chain, Logistics, Aviation & Export Industries.

Education: Commerce Graduate.



“Pakistan has the talent, the resources, and the strategic location to become a global logistics hub. What we need is the infrastructure, the technology, and the political will to make it happen. I have dedicated my life to building that future—one shipment, one worker, one innovation at a time”

Active Leadership Roles

- Association of Cargo Agents & Aircraft Operators Pakistan (ACAAP)
- Pakistan Fisheries Exporters Association (PAKFEA)
- Federation of Pakistan Chambers of Commerce & Industry (FPCCI)
- Pakistan Overseas Employment Promoters Association (POEPA)

Core Principles for Economic Transformation

- Digital-First Trade Systems: Fostering paperless, automated, and transparent processes.
- Export-Led Growth: Facilitating faster market access for Pakistani products.
- Skills-Based Employment: Training Pakistani workers to international standards.
- Pakistan Overseas Employment Promoters Association (POEPA)
- Public-Private Partnerships: Essential collaboration for infrastructure development.



NATIONAL LEADERSHIP PROFILE

30+ YEARS EXPERIENCE

- Three decades of leadership across Pakistan's key economic sectors,
- Building ground-up ventures into national-scale operations,
- Navigating economic and political cycles, and earning trust through integrity, delivery, and innovation.

➔ INDUSTRIES TRANSFORMED

- **International Trade & Logistics:** End-to-end digital freight forwarding with customs automation
- **Overseas Employment Systems:** Pakistan's first integrated worker training and protection ecosystem
- **Technical Education & AI Training:** International certifications with AI-powered learning
- **Terminal & Infrastructure Development:** Modern logistics facilities meeting global standards
- **Food Processing & Export:** Export-oriented RTE/RTC manufacturing for GCC markets
- **Insurance & Risk Mitigation:** Trade credit insurance for the logistics sector
- **Industrial Raw Materials:** Pharmaceutical-grade chitin/chitosan from marine waste
- **Digital Systems & Technology:** AI, blockchain, and automation-led operations

EXECUTIVE SUMMARY

Mr. Shujaat Ali stands as one of Pakistan's most visionary entrepreneurs and nation-builders, with over 30 years of transformational leadership across logistics, aviation, import-export trade, and overseas employment sectors. As Group Chairman of Al-Rahim Group of Companies and SRS Group, he has built an integrated ecosystem that directly supports Pakistan's economic growth, foreign exchange earnings, and global competitiveness.

His initiatives represent Pakistan's future in trade facilitation, digital transformation, and employment generation

▶ Integrated Logistics Model

First-of-its-Kind Integrated Logistics Model in Pakistan, comparable globally only to JCtrans and WCAworld, unifying air, sea, and land cargo operations under a single, highly efficient network.

▶ World-Class Infrastructure

Development of State-of-the-Art Off-Dock Facility incorporating AI, automation, advanced scanning, and paperless operations at Karachi, Pakistan's busiest trade gateway.

▶ Digital Transformation & AMS-PSW

Revolutionary Automated Manifest System (AMS) integrated with Pakistan Single Window (PSW), cutting cargo clearance times by over 60% and ensuring paperless, transparent trade.

▶ Trade Security & Compliance

Comprehensive Cargo Insurance Coverage up to USD 500,000 via the AeroMarine Shield Program, coupled with specialized DG Handling and Intertek-certified skill training.

▶ Global Employment & Certification

Overseas Employment License placing thousands of skilled Pakistanis abroad, boosting remittances, with Intertek-backed international training and certification.

▶ Amrit Jal Project

promoting interfaith harmony and positioning Pakistan as the custodian of the sacred Sikh heritage

AL-RAHIM GROUP - CORPORATE STRUCTURE & INTEGRATION

LOGISTICS & SUPPLY CHAIN

- **Inter-Fret Consolidators (Pvt) Ltd:** Flagship freight forwarding company, 18+ years operations
- **Masum Logistics:** Dedicated domestic transportation and container haulage
- **Pak World Container Terminal:** 16-acre off-dock facility under development
- **Railway Cargo Terminal:** Pakistan Railways modernization project
- **Services:** International freight (air/sea/road), customs brokerage, warehousing, project cargo

INTERNATIONAL OPERATIONS

- **Inter-Fret Saudi LLC:** Full operations in Jeddah, Riyadh, Qatif
- Saudi logistics infrastructure, cold chain distribution, seafood/meat import networks
- SFDA, MOCI, ZATCA regulatory compliance
- Pakistan-Saudi food corridor enabling bilateral trade

STRATEGIC COMPETITIVE ADVANTAGES

- **End-to-end integration:** Only Pakistani group connecting logistics, training, employment, and international operations
- **Government trust:** Proven through Army partnerships, ministerial collaborations, regulatory approvals
- **International credibility:** City & Guilds, Saudi operations, global freight networks
- **Technology leadership:** AI, block chain, digital systems ahead of market
- **Scale:** Operations touching millions of Pakistanis across employment, trade, and education

OVERSEAS EMPLOYMENT DIVISION

- **One Window Overseas Employment Facilitation Centre:** Pakistan's first integrated model
- **OEP License:** OP & HRD/4362/KAR (Ministry of Overseas Pakistanis)
- AI-powered employer matching, digital credentials, pre-departure training
- **Target:** 10,000 certified workers annually

FOOD & INDUSTRIAL PROCESSING DIVISION

- **RTE/RTC Manufacturing Facility:** Ready-to-eat and ready-to-cook food export
- **Seafood Processing & Export:** Partnership with Mahi Sea Foods
- **Crab Shell Chitin/Chitosan Line:** High-value pharmaceutical raw materials
- **Target markets:** GCC, UK, EU, USA, Australia

INSURANCE & RISK MITIGATION DIVISION

- **Trade Credit Insurance:** Sea and air freight receivable protection
- **ACAAP Partnership:** Insurance framework for freight forwarding industry
- **Trade Credit Protection System (TCPS):** Proprietary national protection product
- Covering default risk, cash flow stabilization, business continuity

LEGAL STATUS & COMPLIANCE

- All entities registered under SECP as private limited companies
- Licensed under relevant regulatory bodies (Customs, OEP, SECP, etc.)
- **ISO certifications:** 9001 (Quality), 14001 (Environmental), 22000 (Food Safety)
- **International compliance:** SFDA, MOCI, ZATCA (Saudi Arabia)

TECHNOLOGY & DIGITAL TRANSFORMATION

- All entities registered under SECP as private limited companies
- Licensed under relevant regulatory bodies (Customs, OEP, SECP, etc.)
- ISO certifications: 9001 (Quality), 14001 (Environmental), 22000 (Food Safety)
- International compliance: SFDA, MOCI, ZATCA (Saudi Arabia)

EDUCATION, AI & SKILLS DIVISION

- IFCL Institute of Advanced Education: Technical and vocational training
- Global Soft Skills AI Training: 300 GLH (Guided Learning Hours) program
- City & Guilds Certification Partnerships: International qualifications
- STEVTA/BBSHRRDB Models: Provincial education transformation frameworks

GEOGRAPHICAL PRESENCE

- Pakistan: Karachi (headquarters), Lahore, Islamabad, upcountry operations
- Saudi Arabia: Jeddah, Riyadh, Qatif with full operational infrastructure
- Network reach: Global freight partnerships across 150+ countries

ONE WINDOW OVERSEAS EMPLOYMENT FACILITATION CENTRE

The One Window Overseas Employment Promoters initiative is a nation-building effort, combining City & Guilds qualifications, Intertek certifications, and AI training to create the world's first digitally enabled, highly skilled blue-collar workforce.



EXPLOITATION & ABUSE

- 77% of overseas workers lack pre-departure training
- Contract substitution: Promised \$500, paid \$200
- Wage theft: Months of unpaid labor
- Mental health crisis: 39% depression, 27% anxiety
- No structured protection or support systems



WAGE DISPARITY

- Pakistani workers: \$276/month average in GCC markets
- Filipino workers: \$564/month for comparable positions (104% higher)
- Indian workers: \$396/month (43% higher)
- Gap reason: Skills and preparation, not nationality discrimination



REMITTANCE LOSS

- Current remittances: \$33 billion annually
- Potential if Pakistani workers matched Filipino rates: \$68 billion annually
- Annual opportunity loss: \$35 billion
- Over 10 years: \$350 billion in foregone remittances

SAUDI-PAKISTAN LOGISTICS & FOOD CORRIDOR

Bilateral Relationship: 01

- 2.7 million Pakistanis in Saudi Arabia (largest diaspora)
- \$7-8B annual remittances (23% of total)
- \$10B+ Saudi investment in Pakistan
- Strategic partnership across defense, energy, and religious affairs

Market Opportunity: 03

- \$4.5B annual trade (imbalanced toward Saudi Arabia)
- \$1.2B Pakistani exports (textiles, food, surgical goods)
- \$3.3B imports from Saudi (oil, chemicals)
- Significant untapped potential in food, services, and value-added exports

Company Overview 02

- \$4.5B annual trade (imbalanced toward Saudi Arabia)
- \$1.2B Pakistani exports (textiles, food, surgical goods)
- \$3.3B imports from Saudi (oil, chemicals)
- Significant untapped potential in food, services, and value-added exports

SAUDI-PAKISTAN LOGISTICS & FOOD CORRIDOR

INTER-FRET SAUDI LLC - OPERATIONAL INFRASTRUCTURE



Legal Structure:

- Saudi LLC registered with MOCI (Ministry of Commerce & Investment)
- ZATCA (Zakat, Tax & Customs Authority) compliant for tax/customs
- SFDA (Saudi Food & Drug Authority) licensed for food imports
- Full Saudi commercial licensing enabling all business activities



Geographical Presence

- Jeddah Operations: Main office, warehousing, distribution network
- Riyadh Operations: Central region coverage, B2B clients
- Qatif Operations: Eastern Province, close to Bahrain/Kuwait markets
- Future Expansion: Dammam, Makkah, Madinah planned



Service Capabilities

- International freight forwarding (importing from Pakistan to Saudi)
- Customs clearance and regulatory compliance
- Cold chain logistics with refrigerated warehouses and trucks
- Last-mile distribution to retailers, restaurants, institutions
- SFDA compliance consulting for Pakistani exporters

Swissport International AG & SRS Group of Companies

➔ Scope Of Project

Establish Pakistan's first international-standard Ground Handling Agency (GHA) **01**

Provide comprehensive ground handling services including passenger, ramp, cargo & aircraft support **02**

Develop operational infrastructure at major Pakistani airports **03**

Deploy modern Ground Support Equipment (GSE) and aviation technology systems **04**

Implement Swissport's global safety, quality, and operational standard **05**

Build a trained, certified workforce aligned with IATA and CAA requirements **06**

Ensure full regulatory compliance and international certification (IATA / ISAGO) **07**

Create a scalable platform for nationwide and regional aviation service expansion **08**

Swissport International AG & SRS Group of Companies

➔ Strategic Rationale

To address the lack of international-standard ground handling services in Pakistan **01**

To support rapid growth in passenger and cargo traffic across the aviation sector **02**

To attract and retain international airlines through globally recognized standards **03**

To transfer global best practices, technology, and training into the local market **04**

To strengthen Pakistan's aviation infrastructure and global connectivity **05**

To align private-sector capability with national aviation and economic objectives **06**

Trinity Project

(Inter-Fret Consolidators Pvt. Ltd. with Trinity Vietnam Co., Ltd. & IBI/BRETC China)

➔ Scope Of Project

- Establish a state-of-the-art seafood processing and export facility in Karachi **01**
- Develop value-added processing for crab and tuna products **02**
- Implement advanced retort sterilization and vacuum-packaging technology **03**
- Build integrated cold chain, storage, and export logistics infrastructure **04**

- Ensure compliance with international food safety and quality standards **05**
- Build a trained, certified workforce aligned with IATA and CAA requirements **06**
- Facilitate large-scale seafood processing for export markets **07**
- Create a vertically integrated model linking fishing, processing, and exports **08**

Trinity Project

(Inter-Fret Consolidators Pvt. Ltd. with Trinity Vietnam Co., Ltd. & IBI/BRETC China)

➔ Strategic Rationale

- To move Pakistan from raw seafood exports to value-added processing **01**
- To increase export revenues through premium, ready-to-eat seafood products **02**
- To leverage foreign technical expertise from Vietnam and China **03**
- To strengthen Pakistan’s seafood supply chain and cold-chain infrastructure **04**

- To meet international market standards and buyer requirements **05**
- To generate employment and improve local industry practices **06**
- To enhance Pakistan’s position in global seafood trade **07**
- To align private-sector investment with national export growth objectives **08**

REVOLUTIONARY TRADE FACILITATION MODEL

The First and Only Integrated Trade Security Ecosystem in Pakistan

Mr. Shujaat Ali's pioneering model addresses the three core weaknesses of traditional Pakistani logistics: accurate declaration, dispute resolution, and comprehensive insurance, creating a secure, compliant, and trusted trade environment.



Accurate Goods Declaration (AMS)

AI-powered pre-validation modules check HS codes and tariff classifications before submission, resulting in a 95% reduction in customs disputes and ensuring full compliance.



Digital Dispute Resolution

An integrated platform for transparent and rapid resolution between shippers, forwarders, and airlines. Offers neutral third-party arbitration to resolve 80% of disputes within 30 days, avoiding costly court battles.



Comprehensive Cargo Insurance

The AeroMarine Shield Program provides up to USD 500,000 coverage per shipment a necessity for competing globally. This financial protection attracts blue-chip clients (P&G, Schlumberger) and enables SMEs to mitigate risk.

Conclusion

Syed Shujaat Ali demonstrates a leadership foundation built on decades of national impact, cross-industry transformation, and globally recognized credibility. It reflects a clear and actionable vision: Pakistan's economic future will be shaped by private-sector innovation, technology-driven competitiveness, and partnerships that elevate the country to international standards.

