ENTERPRISE STRATAGEM

GREAT WALL BUSINESS MANAGEMENT SERVICES

MAPPING SUSTAINABLE FUTURE

www.enterprisestratagem.com

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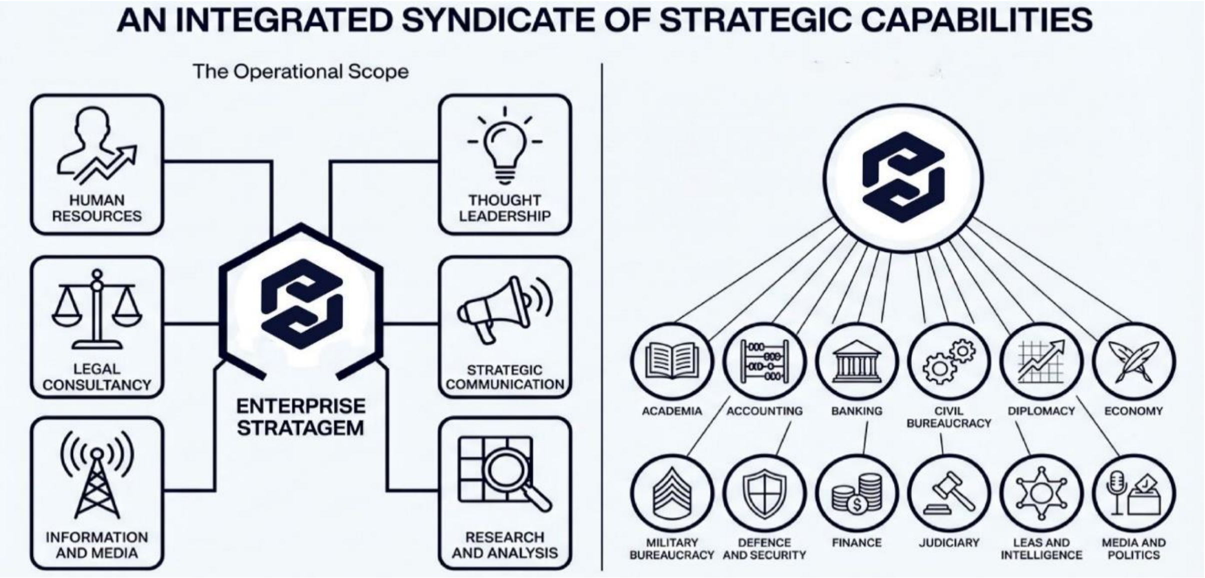
1 | ABOUT ENTERPRISE STRATAGEM

Enterprise Stratagem redefines management consulting with a comprehensive suite of customised services with cutting-edge, proprietary technologies across **Human Resources**, **Legal Consultancy**, **Information and Media**, **Research and Analysis**, **Strategic Communications**, and **Thought Leadership**. We are a strategic partner for Chinese enterprises determined to build legally secure, financially sound, and operationally resilient ventures in Pakistan since 2014.

Enterprise Stratagem is a syndicate of senior professionals, bringing cross-sector expertise and insider knowledge essential for high-stakes strategy, decisive outcomes, and for overcoming regulatory, operational, and market challenges.



We don't offer advice — we deliver outcomes. From legal foundations to securing profit repatriation, compliance to reputation, we engineer every step to protect, position, and grow your business with precision and measurable results. Learn more about us on our **website**.

2 | CHINESE ENTERPRISES AND THE PAKISTAN PARADOX

Pakistan sits at a unique convergence point. A 240-million-person consumption market, a strategic industrial corridor linking China to the Middle East and Africa, and a cost-advantaged manufacturing base with preferential access to 23+ markets. CPEC, SEZ/STZ frameworks, and 'Belt and Road Initiative (BRI)' alignment create preferential pathways for the Chinese businesses that treat Pakistan as an extension market — however, this is not the complete picture.

The same environment presents contradictory challenges such as opaque regulation, provincial divergence, complex tax enforcement, foreign exchange constraints, socio-economic considerations, political shifts, and significant cross-cultural operational friction between Chinese and Pakistani teams. It is simultaneously one of the highest-potential and highest-complexity markets for Chinese firms. This is the **Pakistan Paradox**: ***High potential + high execution volatility***.

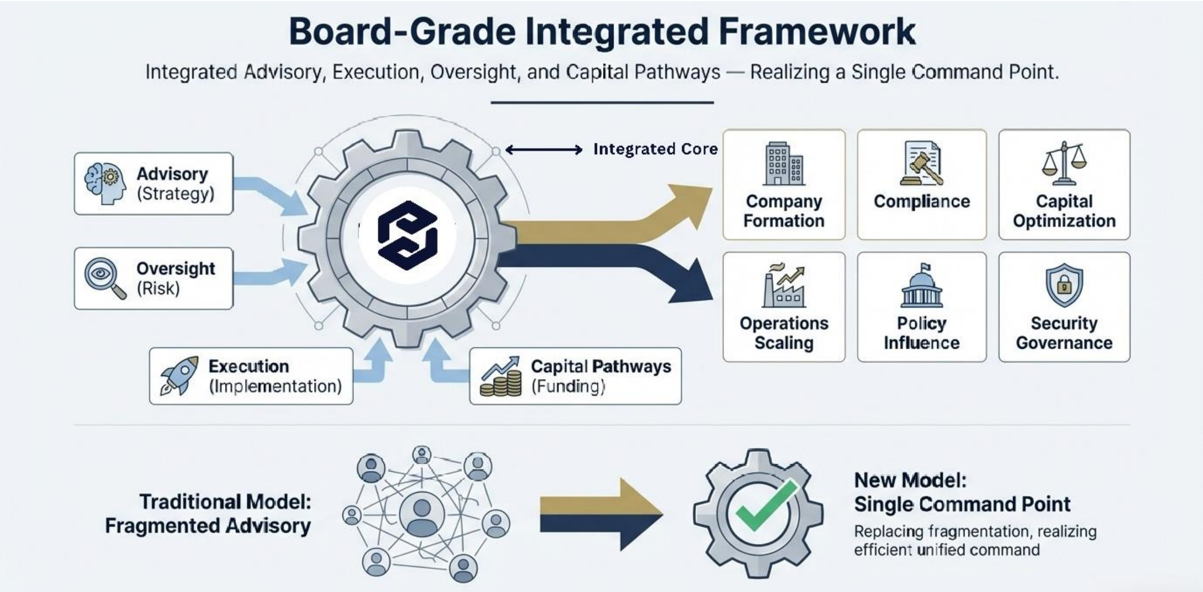
Standard market-entry methods usually don't work here. They assume stable, predictable conditions. In Pakistan, they fracture under pressure. The results are crippling delays, severe compliance penalties, and a collapse of investor confidence. This is the equation every Chinese enterprise must solve — a market too valuable to ignore, and too difficult to enter without a specifically designed operational framework.

Success is a function of design, not ambition. It requires building resilience, absolute control, and policy influence into the company's structure. Standard advisory is insufficient to construct such an architecture. In response to these exact demands, **Enterprise Stratagem** has designed and developed a framework for these specific purposes alone.

"**Great Wall Business Management Services**" is developed to resolve this paradox by hardwiring compliance, liquidity protection, operational resilience, and policy alignment into the enterprise from day one. Those that enter with a structured platform outperform on revenue velocity, time-to-scale, and investor perception.

3 | GREAT WALL BUSINESS MANAGEMENT SERVICES

"**Great Wall Business Management Services**" is a board-grade business enablement framework purpose-built for Chinese enterprises entering, operating, and expanding in Pakistan. It offers the only fully integrated China-focused market establishment and control system in Pakistan — combining advisory, execution, oversight, and capital pathway access into a single continuum. It integrates market entry, regulatory compliance, capital optimisation, operations scaling, influence systems, and security governance into a single, accountable service program.



Instead of fragmented advisors, delayed execution, and avoidable regulatory risk, clients gain a unified command and control framework that turns strategic intent into measurable performance results. Every deliverable is evidence-based, time-bound, and structured for investor, regulatory, and parent-company scrutiny across the full market lifecycle — from incorporation to large-scale industrial operations. Through five (05) coordinated service pillars, the framework transforms a new market operation into a resilient, profitable and expansion-ready business.

It delivers the only end-to-end Sino-Pak business enablement model in the market — integrating legal, tax, finance, operations, mobility, compliance, security, and government affairs under a single accountable governance framework.

This degree of control and discipline that we offer is not a universal requirement. It is a necessity only for leadership teams executing missions where the cost of failure is absolute. This defines our scope of work and our clientele / potential beneficiaries.

4 | OUR CLIENTELE PROFILES AND POTENTIAL BENEFICIARIES

"**Great Wall Business Management Services**" is designed for Chinese enterprises that require precision, protection, and performance in Pakistan — whether entering, scaling, restructuring, or acquiring. Enterprise Stratagem has designed it for four specific conditions.

4.1 | For Missions of Financial Consequence: When capital deployment is substantial and must be protected without compromise. Our framework installs the rigorous financial controls and treasury assurance required for ventures of scale.

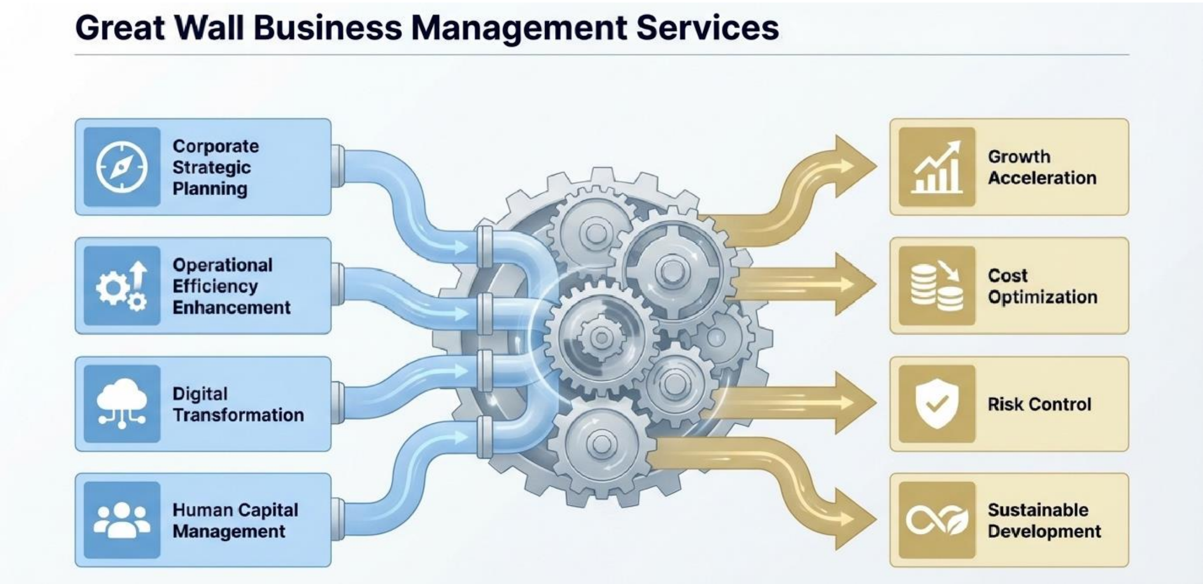
4.2 | For Operations Under Intense Regulatory Scrutiny: When the license to operate is conditional on mastering complex government oversight. We build the impenetrable compliance shield and secure the direct agency access needed for operations subject to the strict mandates of the SBP, SECP, and CPEC authorities.

4.3 | For Ventures Demanding Absolute Command of the Value Chain: When success is contingent on the flawless performance of a physical or digital supply network. We engineer the resilient logistics, supplier integrity systems, and operational security to ensure end-to-end control.

4.4 | For Engagements of Geopolitical Significance: When project outcomes carry reputational and diplomatic weight that extends beyond a balance sheet. This framework is the default for any enterprise whose market presence is subject to intense public and governmental examination.

While these principles define our scope of work, they are frequently applied to missions led by certain enterprise archetypes. The beneficiary profiles include:

- **State-Owned Enterprises**
- **Publicly-Traded / Listed Corporations**
- **Large-Scale Private Industrial Groups**
- **Privately Held Limited Liability Companies**
- **Startups, Scale-ups, and SMEs**



Across all profiles, the value remains constant — **clarity**, **control**, **compliance**, **capital preservation**, and **cumulative operational excellence**.

5 | GREAT WALL BUSINESS MANAGEMENT SERVICES — THE FIVE-PILLARED SERVICE OFFER

Enterprise Stratagem presents an end-to-end, controlled growth framework — "**Great Wall Business Management Services"** — from first legal presence to sustainable scale and market influence.

Each Pillar installs a distinct system of protections, controls, and growth mechanisms. This integrated structure eliminates the cross-functional fragmentation that typically cripples new ventures. A single, accountable partner directs the entire process from high-level strategy to on-the-ground execution.

The collective function of the Five Pillars is to convert corporate ambition into tangible, measurable assets: a defensible corporate structure, accelerated market entry, confirmed investor readiness, a distinct policy advantage, and an operational design built for rapid expansion.

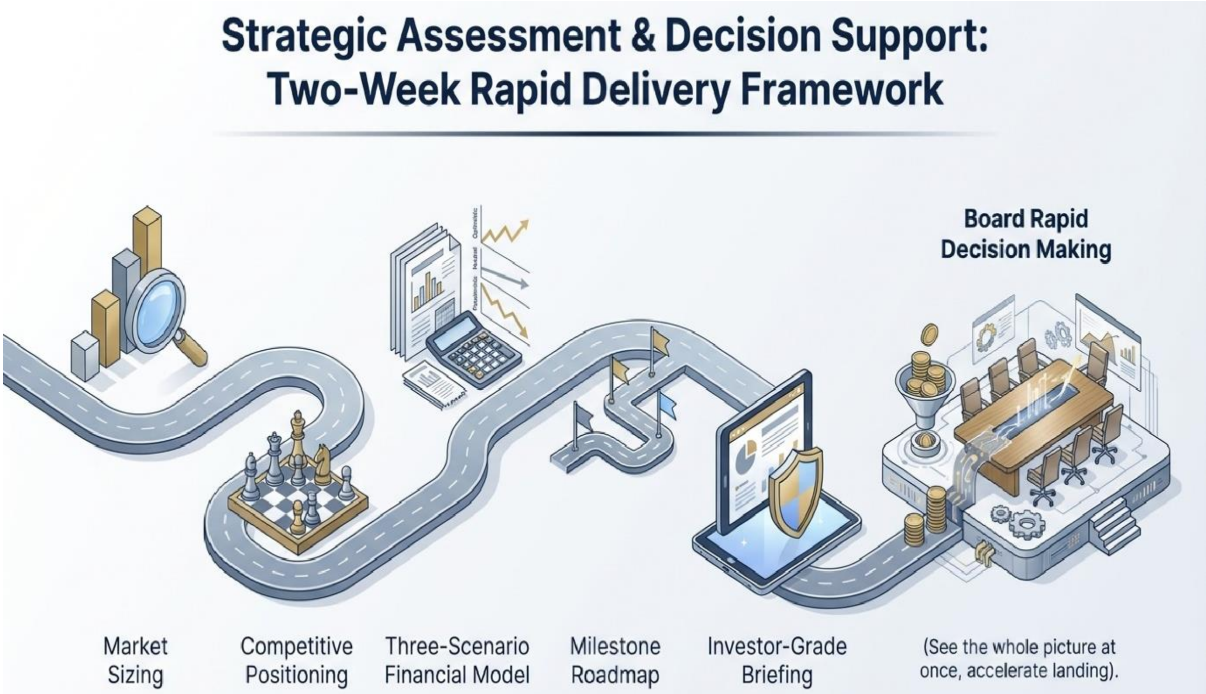
5.1 | PILLAR I — FORMATION, ENTRY, AND FOUNDATIONAL INTEGRITY

Pillar I establishes the legal, tax, governance, compliance, and operational foundation required to operate in Pakistan without exposure. It integrates entity formation, capital structure, regulatory licensing, tax setup, labour and employment law, expatriate mobility, ERP readiness, IP /

Trademark protection, and corporate governance systems — aligned with compliance standards required in Pakistan and China.

This ensures the business can withstand scrutiny from Securities and Exchange Commission of Pakistan (SECP), Federal Board of Revenue (FBR), Provincial Revenue Authorities (PRA, SRB, KPRA, BRA), Ministry of Interior (MoI), Board of Investment (BOI), State Bank of Pakistan (SBP), Employees' Old-Age Benefits Institution (EOBI), Social Security Institutions (SESSI/PESSI etc.), Pakistan Telecommunication Authority (PTA), Pakistan Customs, banks, investors, auditors, and sectoral regulators — while enabling executives to operate effectively from day one with compliant reporting and enforceable rights.

5.1.1 | Business Strategy Formation: Market entry strategy delivered in 14 business days: market sizing, competitive positioning, 3-scenario financial model, milestone roadmap, investor-grade briefings.



5.1.2 | Legal & Corporate Structuring (SECP, BOI): Signature-ready governance documents delivered in 10 business days: entity selection memo, shareholder agreement, governance matrix, tax pathway briefings, signature-ready execution pack.

5.1.3 | Company Incorporation & Registration (SECP, FBR, etc.): Complete incorporation, tax, and banking dossier prepared for submission within 20 business days: SECP/FBR filings, provincial tax registrations, bilingual incorporation dossier, mandatory NOCs, bank KYC pack.

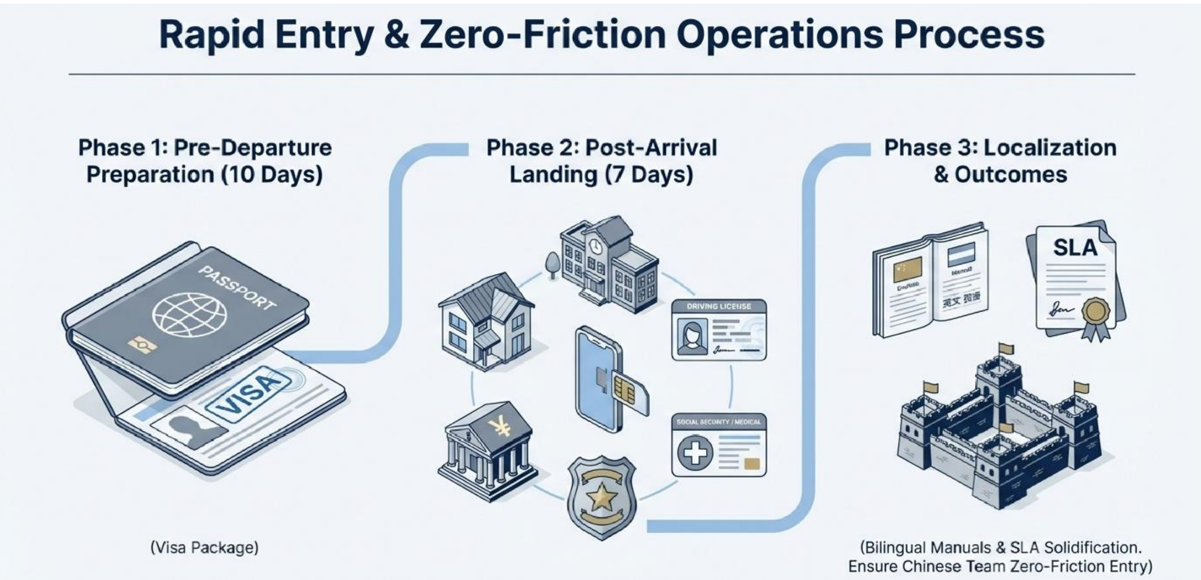
5.1.4 | Regulatory Licensing & Compliance (Sectoral, SBP, MoI, PTA, Customs): Initial license applications compiled and submitted within 7 business days: license trackers, application dossiers compilation, SBP/MoI/PTA/Customs submissions filed.

5.1.5 | Contract & Document Suite (Tri-lingual): Negotiation-ready core contract set delivered in 5 business days: supplier, vendors, partner, client, and employment templates; NDA; bilingual negotiation dossiers; acceptance checklist.

5.1.6 | Compliance & Monitoring System Setup: Compliance oversight system deployed in 12 business days: compliance calendar, role matrix, document vault, workflow automation, monthly dashboard, escalation triggers and matrix.

5.1.7 | IP / Trademark & Digital Asset Security: IP / Trademark / Logo filings lodged in 7 business days: IP portfolio map, trademark/copyright filings, monitoring dashboard, enforcement escalation protocols.

5.1.8 | Operational Risk & Crisis Controls: Enterprise risk register and validated response SOPs delivered in 10 business days: controls matrix, stress tests, incident runbooks, command chain, incident logs.



5.1.9 | Expatriate Mobility & Settlement (MoI, PTA, Police): Visa documentation pack delivered in 10 days; full settlement support protocol activated upon arrival (target 7 days for completion): immigration filing support, housing/school assistance, rents deeds drafts, local registration pack, SIM/PTA registration, bank account opening, police verifications, driving licence etc.

5.1.10 | Corporate Secretarial & Statutory Filing: System for monthly bilingual compliance reporting established: includes registry maintenance, board resolution templates, statutory filing protocols, and annual return procedures.

5.1.11 | Cross-Border Tax & AML Compliance (FBR, SBP): AML and cross-border compliance framework deployed in 14 business days: AML/KYC manual, screening workflows, due-diligence checklist, audit-readiness pack.

5.1.12 | Data Protection & Cyber Compliance: Data compliance pack delivered in 12 business days: data map, access controls, retention policy, breach log, escalation runbook.

5.1.13 | ERP/CRM Systems Discovery & Integration: End-to-end ERP/CRM enablement framework established: includes requirements mapping, vendor shortlisting, and an implementation roadmap. Deliverables include a requirements specification, fit-gap analysis, vendor comparison scoring, and a China HQ-aligned selection memo.

5.2 | PILLAR II — STRATEGIC PLANNING AND GROWTH ARCHITECTURE

Pillar II transforms the new entity into a competitive revenue machine supported by validated market intelligence, focused resource deployment, cross-cultural cohesion, targeted acquisition systems, brand trust, and partnership leverage.

Every commercial decision becomes data-driven and ROI-tested, using white-space mapping, customer economics, competitive positioning, and sales predictability. The result is a controlled commercial set-up aligned to Chinese and Pakistani stakeholder expectations, with explicit coverage of market intelligence, organizational design, risk planning, KPI systems, partnerships, customer acquisition, brand identity, CRM enablement, product/service strategy, advertising, and cross-cultural integration.

5.2.1 | Market Intelligence & Competitive Positioning: Executive-decision-ready intelligence (business / market) delivered in 12 business days: market sizing, competitor benchmarking, opportunity maps, positioning brief, decision checklist; intelligence refresh cycle ≤5 days post-request.

5.2.2 | Organizational Design & Resource Optimization: Cost-efficient structure proposal delivered within 18 business days: future-state org chart, RACI matrix, resourcing roadmap, cost-efficiency levers, ≥15% cost optimization opportunities identified, bilingual SOPs for cross-border alignment.

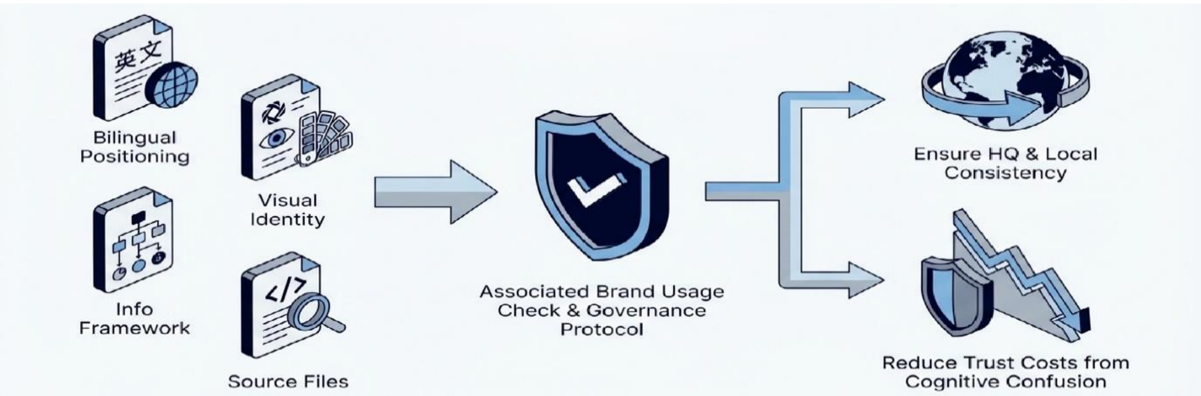
5.2.3 | Strategic Risk & Scenario Planning: Validated risk scenarios and tested dossiers / manuals delivered within 10 business days: risk register, controls matrix, incident runbooks, escalation protocols, quarterly stress-test readiness, insurance needs memo.

5.2.4 | KPI & Performance System Development: Performance dashboard deployed within 12 business days: KPI catalogue, real-time dashboards, variance alerts, governance cadence, monthly performance review notes.

5.2.5 | Partnership & Ecosystem Development: At least 3 qualified partners introductions made and initial meetings scheduled within 30-45 days: partner mapping, profiles, intro briefings, term sheet templates, 3 meetings scheduled on the calendar, feedback capture.

5.2.6 | Customer Acquisition & Experience System: Validated acquisition dossiers delivered within 16 business days: customer personas, funnel design, CAC/LTV baseline, 3 tactical experiments, activation plan (target ≤5 days post-approval), CX playbooks.

5.2.7 | Brand & Identity Development: Complete brand system delivered within 18 business days: positioning brief, visual identity kit, messaging framework, bilingual assets, editable source files, brand usage checks, governance protocols.



5.2.8 | Sales Pipeline & CRM Enablement: Operational CRM and playbooks deployed within 14 business days: pipeline schema, CRM workflows, automation rules, lead routing ≤1 hour, integration uptime ≥99%, activity cadences, territory planning.

5.2.9 | Product / Service Strategy Development: MVP roadmap delivered within 20 business days: feature backlog, MVP specification, pricing framework, prototype test cycle (target ≤10 days), value proposition scoring, localization requirements.

5.2.10 | Advertising, Marketing & Visibility Enablement: First campaign launched within 10 business days of final creative approval: media plan, creative briefs, tracking & attribution tags, Day-7 and Day-30 performance reports, brand safety checks.

5.2.11 | Cross-Cultural Business Integration & Mediation: Bilingual operating protocols delivered within 12 business days: bilingual communication SOPs, integration training materials, mediation procedure, socio-economic and cultural briefings, mediation response SLA (≤48 hours).

5.3 | PILLAR III — FINANCIAL MANAGEMENT AND OPERATIONAL EXCELLENCE

Pillar III installs capital discipline, financial transparency, and operational control. It establishes cash-flow resilience, treasury management for RMB/USD/PKR, debt optimization, grant/incentive acquisition, margin enhancement, and investor-readiness systems.

Through integrated ERP/finance processes, internal controls, and audit-prepared reporting, leadership gains real-time visibility of performance — enabling confident capital deployment and timely corrective action. This pillar covers Federal Board of Revenue (FBR: Income Tax, Sales Tax, Advance Tax, Withholding Tax), Provincial Revenue Authorities (PRA, SRB, KPRA, BRA), State Bank of Pakistan (SBP), Securities and Exchange Commission of Pakistan (SECP), Employees' Old-Age Benefits Institution (EOBI), Social Security Institutions (SESSI/PESSI), and commercial banks for treasury and compliance oversight.

5.3.1 | Investor-Readiness System: Investor-review-ready finance pack delivered within 10 business days: 3-scenario financial model, pitch deck, due-diligence binder, investor standards checklist, remediation of investor questions.

5.3.2 | Capital & Debt Structuring: Capital structure recommendation delivered within 12 business days: structure memo, modelled scenarios, term sheet guardrails, capital cost impact analysis; remodel turnaround ≤3 days.

5.3.3 | Grants, Rebates & Incentive Acquisition (BOI, SECP, FBR etc.): Top 3 high-probability grant applications prepared and submitted within 14 business days: grant eligibility matrix, application dossiers, compliance timeline, weekly progress reporting.

5.3.4 | Investor Network Access: 3 qualified investor introductions made within 10 business days of approval: curated investor targets, facilitated meetings, briefing packs, feedback capture within 72 hours.

5.3.5 | Cash Flow Stabilisation System: Actionable liquidity program and initial 13-week forecast delivered within 7 business days: 13-week cash forecast, stress tests, tactical cash actions, daily reporting for first 14 days, vendor credit term negotiation playbook.

5.3.6 | Profitability & Margin Uplift: Margin improvement actionable strategy delivered within 12 business days: unit economics, pricing and cost levers, EBIT impact estimates, procurement levers, 5-10% uplift target (subject to implementation).

5.3.7 | Outsourcing (BPO) Enablement: Vendor shortlist and draft SLAs delivered within 15 business days: process maps, vendor scorecard, transition plan, weekly KPI reporting post-handover, QA checkpoints.

5.3.8 | Cross-Border Treasury & Repatriation (SBP, Banks): FX risk and repatriation workflow configured within 10 business days: SBP compliance workflow, hedging options, weekly exposure monitoring, variance alerts, LC documentation guidance, mitigation of KYC hurdles.

5.3.9 | Tax Structure & Compliance Setup (FBR, Provincial): Initial tax compliance (Income Tax, Sales Tax, WHT, FED etc) baseline established and all registrations filed within 20 business days: FBR & provincial tax registrations, filing calendar, compliance dashboard, statutory submission tracking.

5.3.10 | Transfer Pricing Compliance (FBR): Transfer Pricing documentation outline delivered within 18 business days: benchmark framework, master/local file structure, delivery pacing aligned to FBR audit cycles, intercompany pricing guardrails.

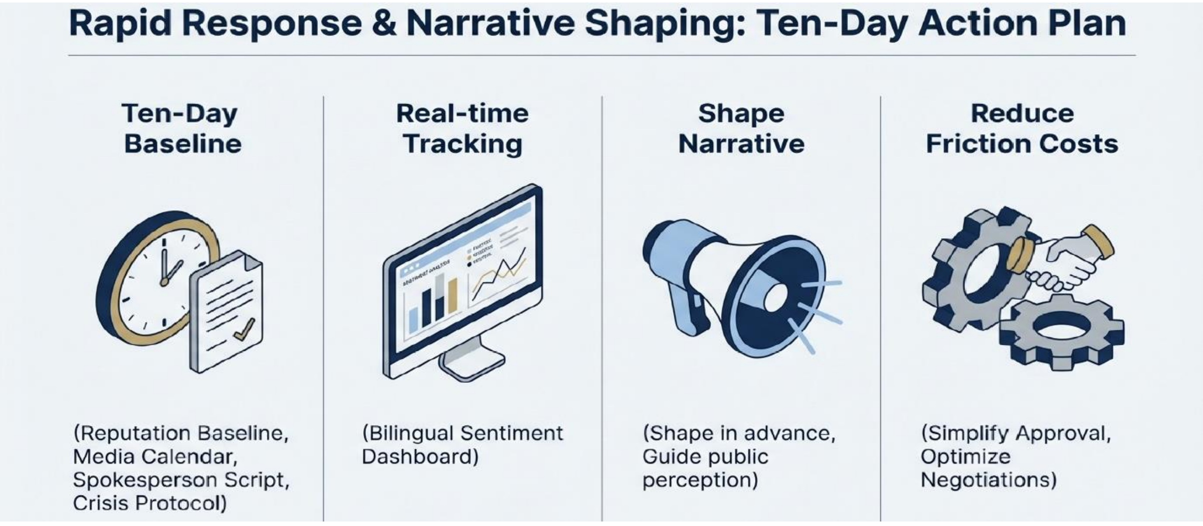
5.3.11 | Payroll & Employee Tax Management (FBR, EOBI, etc.): Payroll compliance system deployed within 10 business days: payroll system setup, filing protocols, monthly pay-run, statutory summaries, EOBI/SESSI registrations, employee tax deductions.

5.3.12 | Audit & Financial Reporting Readiness (SECP, FBR): Audit-prep pack delivered within 20 business days: trial balance review, audit binder, remediation plan (fix turnaround ≤5 business days), management letter response templates, SECP/FBR audit alignment.

5.4 | PILLAR IV — INFLUENCE ENGINEERING AND THOUGHT LEADERSHIP

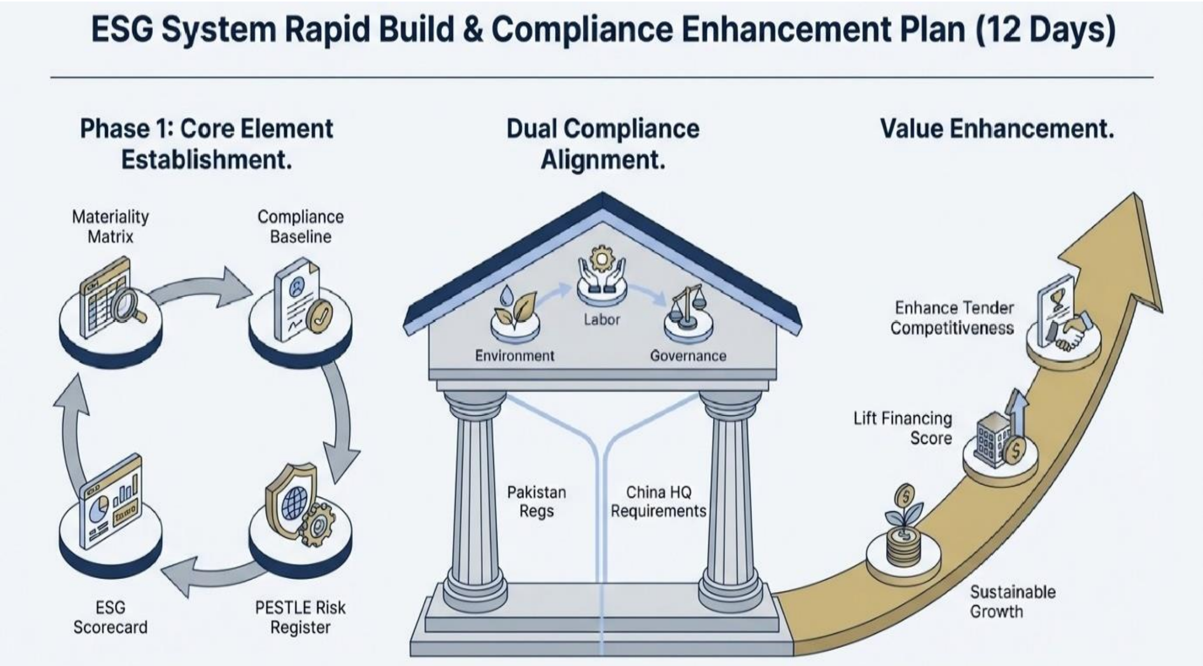
Pillar IV builds trust as a strategic asset — in media, government, and public perception. It aligns bilingual reputation management, ESG/PESTLE reporting, leadership visibility, and policy engagement to strengthen regulatory reception and reduce friction in approvals, incentives, and partnership negotiations.

Shaping the narrative early enables clients to secure influence proportional to the scale of their strategic impact. This pillar explicitly covers Environmental Protection Agency (EPA), National Electric Power Regulatory Authority (NEPRA), Oil & Gas Regulatory Authority (OGRA), Drug Regulatory Authority of Pakistan (DRAP), Pakistan Engineering Council (PEC), Ministry of Interior (MoI), provincial governments, and media/legal authorities — ensuring influence is backed by compliance, credibility, and resilience.



5.4.1 | Reputation & Perception System: Reputation audit and activation plan delivered within 10 business days: reputation baseline, media activation calendar, escalation scripts, spokesperson briefs, bilingual narratives, crisis response protocols, sentiment tracking dashboards.

5.4.2 | ESG & PESTLE Integration (EPA, Labour, etc.): ESG baseline and reporting program established within 12 business days: materiality matrix, compliance KPIs, PESTLE risk register, disclosure templates, monthly ESG scorecard, remediation protocols, alignment with EPA/HSE expectations.



5.4.3 | Executive Profile & Thought Leadership: Executive brand kit delivered and platform activation initiated within 12 business days: executive positioning profile, six-month content plan, keynote/article drafts, target of three secured placements per quarter, bilingual content delivery.

5.4.4 | Government & Policy Engagement (Federal, Provincial, BOI, SECP): Government Relations (GR) strategy delivered and first stakeholder outreach initiated within 15-30 business days: legislative insights, stakeholder map, advocacy briefs, target of ≥2 policy engagements per quarter, regulatory alerts (SLA ≤48 hours).

5.4.5 | Strategic Security & Crisis Management (MoI, Police, etc.): Security readiness assessment delivered and response hotline activated within 20 business days: threat assessments, travel/event protocols, incident response (SLA ≤2 hours), quarterly simulation reporting, police liaison scripts.

5.4.6 | Business & Media Dispute Defence (Courts, Media Regulators): Crisis legal action pack deployed within 48 hours of trigger: injunction templates, takedown notices, legal/media messaging, escalation pacing per jurisdiction, dispute resolution playbook, arbitration referral coordination.

5.4.7 | Stakeholder Governance & Board Communication: Board governance upgrade package delivered within 10 business days: board charter updates, compliance calendar, bilingual briefings, meeting packs (delivered 72 hours pre-session), records assurance, statutory alignment.

5.4.8 | Public Interest & Policy Positioning (Legislatures): Public stance memorandum delivered within 12 business days: legislative narrative, industry alignment positions, bilingual messaging, sentiment dashboard updates monthly, province-specific policy positioning.

5.5 | PILLAR V — SCALING SUSTAINABLE GROWTH AND STRATEGIC EXPANSION

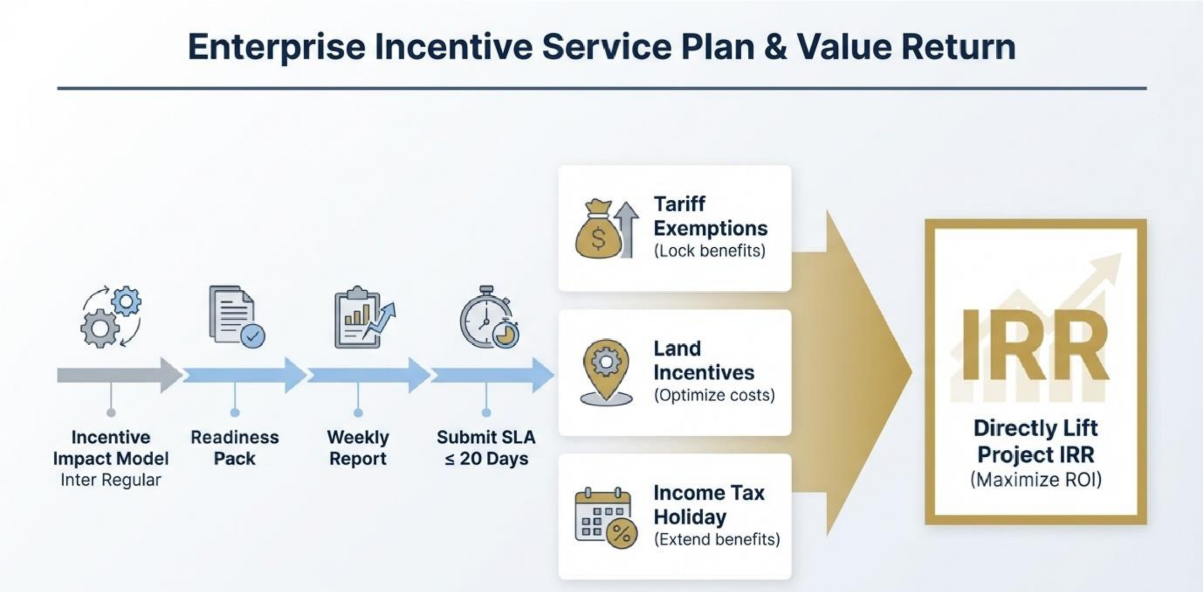
Pillar V equips the company to scale without structural strain. It delivers automation, AI-enabled demand forecasting, continuous compliance monitoring, business continuity planning (BCP) resilience, and SEZ/STZ/CPEC incentive pathways that increase returns while reducing operational risk.

Security governance and cross-border treasury execution are embedded to protect people, capital, and intellectual property as geographic and operational footprints expand. This pillar explicitly covers Special Economic Zones (SEZ), Special Technology Zones (STZ), CPEC authorities, State Bank of Pakistan (SBP), Pakistan Customs, provincial governments, municipal authorities, utilities regulators, and sectoral agencies (NEPRA, OGRA, DRAP, PEC etc.) to ensure scaling is compliant, resilient, and strategically aligned.

5.5.1 | Operational Scaling & Optimization System: Scaling blueprint and validated capacity model delivered within 18 business days: 12–24-month forecast, automation backlog, 30/60/90 rollout plan, pilot launch (target ≤30 days), capacity accuracy ±10% in first 3 months.

5.5.2 | Strategic Compliance & Continuity System: Continuity and compliance dashboards deployed within 12 business days: obligations register, control coverage report, compliance playbooks, alerts (SLA ≤24 hours), exception turnaround (SLA ≤5 days), quarterly drill reports, BCP for power/fuel/transport.

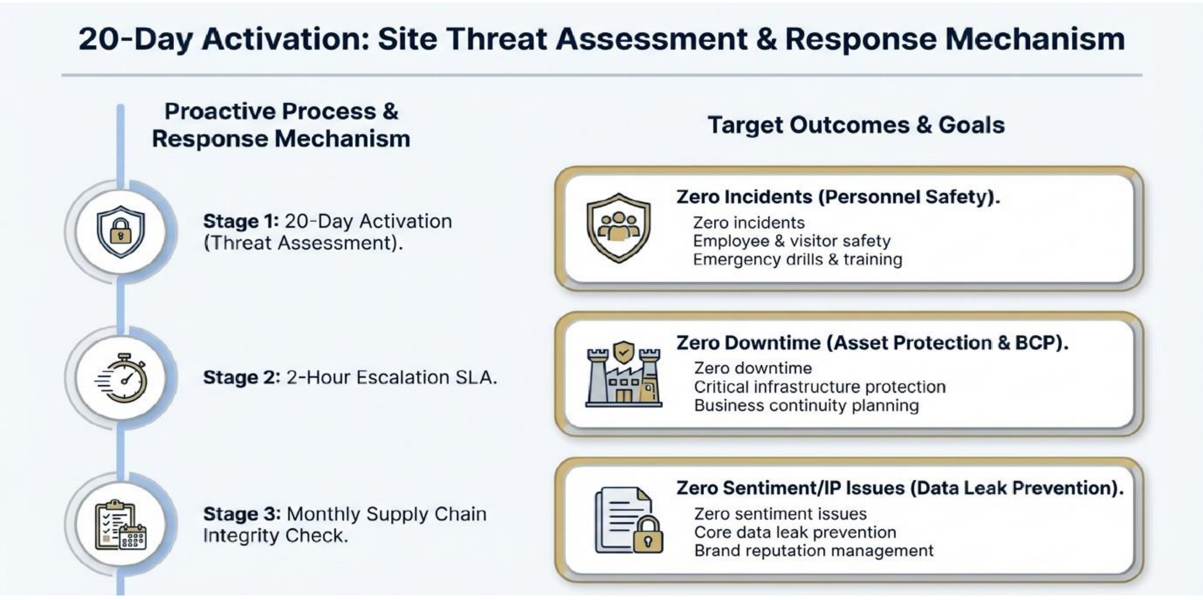
5.5.3 | Zone & Incentive Structuring (SEZ/STZ/CPEC): Complete incentive eligibility dossier prepared for submission within 20 business days: incentive impact model, agency-ready application pack (submission SLA ≤20 days), weekly status reporting, temporary import guidance.



5.5.4 | Business Expansion & New Market Activation: Actionable expansion strategy delivered within 15 business days: location viability analysis, resource model, risk triggers, pilot go-live plan (target ≤45 days post-approval), land acquisition support, zoning/utilities coordination.

5.5.5 | Internal Controls & Governance Scaling: Upgraded internal controls framework delivered within 15 business days: SOX-lite framework, RACI matrix, compliance workflows, ≥95% coverage of mapped risk, audit-ready records, fraud controls, statutory alignment.

5.5.6 | Expat Leadership Mobility & Continuity: Relocation readiness protocol executed pre-departure; settlement support activated upon arrival (target 7 days for completion): visa/work permit renewal support, family onboarding, settlement checklist, healthcare/insurance guidance, driving license conversion.



5.5.7 | Strategic Security & Business Continuity Oversight: 24/7 security liaison and oversight protocols activated within 20 business days: site assessments, response protocols, incident escalation (SLA ≤2 hours), monthly executive overview, supply chain integrity checks.

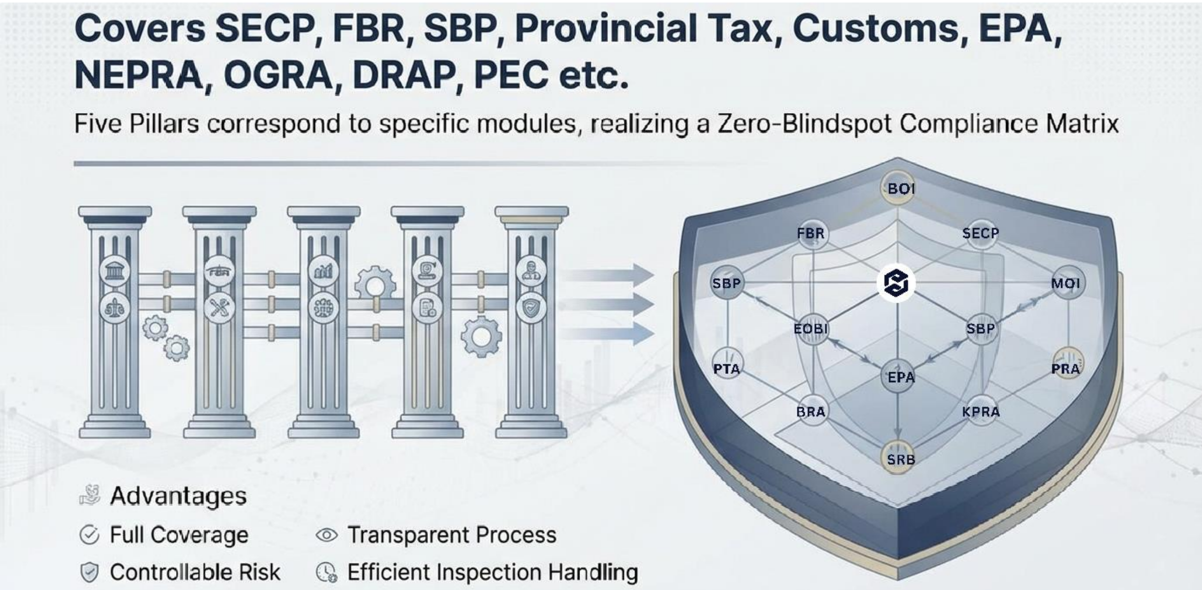
5.5.8 | Cross-Border Treasury Scaling: Scaled FX and repatriation corridor configured within 10 business days: SBP compliance playbook, hedging protocols, weekly exposure reporting, variance alerts, LC process guidance, customs clearance coordination.

6 | REGULATORY COVERAGE MAP AND STRATEGIC ASSURANCE FRAMEWORK

The following **"Regulatory Coverage Map"** captures Pakistan's entire regulatory landscape in a single, integrated structure. It aligns every authority — SECP, FBR, SBP, Customs, and provincial bodies — directly into the five service pillars of "**Great Wall Business Management Services**", ensuring no mandate, regulator, or exposure sits outside the operational design.

AUTHORITY	COVERED IN	SERVICE MODULE
6.1 | Securities & Exchange Commission of Pakistan (SECP)	Pillar I, Pillar III, Pillar IV	Incorporation & Governance, Corporate Structuring, Statutory Filing, Audit & Financial Reporting, Board Governance & Communication
6.2 | Federal Board of Revenue (FBR)	Pillar I, Pillar III	Tax Registration, Income/Sales/Withholding Tax Compliance, Transfer Pricing, Payroll & Employee Tax Management
6.3 | Provincial Revenue Authorities (PRA, SRB, KPRA, BRA)	Pillar I, Pillar III	Provincial Service Tax Registration & Compliance, Filing Calendar, Compliance Dashboard
6.4 | State Bank of Pakistan (SBP)	Pillar I, Pillar III, Pillar V	FX Permissions, Treasury & Cash Flow Management, Cross Border Repatriation, Hedging Protocols
6.5 | Board of Investment (BOI)	Pillar I, Pillar III	Investment Approvals, Grant & Incentive Acquisition, SEZ/STZ/CPEC Alignment
6.6 | Ministry of Interior (MoI)	Pillar I, Pillar IV, Pillar V	Visa & Work Permits, Expatriate Mobility, Security Oversight, Crisis Management
6.7 | Pakistan Telecommunication Authority (PTA)	Pillar I, Pillar V	SIM/Device Registration, Expat Connectivity, Digital Compliance
6.8 | Pakistan Customs	Pillar I, Pillar V	HS Code Advisory, Clearance Facilitation, LC Documentation, Import/Export Corridor Structuring
6.9 | Employees' Old Age Benefits Institution (EOBI)	Pillar I, Pillar III	Labour Registration, Payroll Compliance, Employee Benefits
6.10 | Social Security Institutions (SESSI/PESSI)	Pillar I, Pillar III	Social Security Registration, Employee Tax Deductions, Compliance Reporting

6.11 | Environmental Protection Agency (EPA)	Pillar IV	ESG Baseline, PESTLE Integration, Environmental Compliance Reporting
6.12 | National Electric Power Regulatory Authority (NEPRA)	Pillar IV, Pillar V	Sectoral Licensing, Utilities Compliance, Power Continuity Planning
6.13 | Oil & Gas Regulatory Authority (OGRA)	Pillar IV, Pillar V	Sectoral Licensing, Fuel Supply Continuity, Operational Resilience
6.14 | Drug Regulatory Authority of Pakistan (DRAP)	Pillar IV, Pillar V	Sectoral Licensing, Pharmaceutical Compliance, Safety Protocols
6.15 | Pakistan Engineering Council (PEC)	Pillar IV, Pillar V	Sectoral Licensing, Engineering Approvals, Project Certification
6.16 | Municipal Authorities (City/Provincial)	Pillar V	Land Title Registration, Zoning Approvals, Utilities Connections, Business Expansion Activation
6.17 | Labour Departments (Federal & Provincial)	Pillar IV	ESG/PESTLE Integration, Labour Compliance, HSE Expectations
6.18 | Courts & Media Regulators	Pillar IV	Business & Media Dispute Defence, Crisis Legal Action Pack
6.19 | Commercial Banks	Pillar I, Pillar III, Pillar V	Bank Dossier, Treasury Operations, FX Corridor Structuring, KYC Mitigation

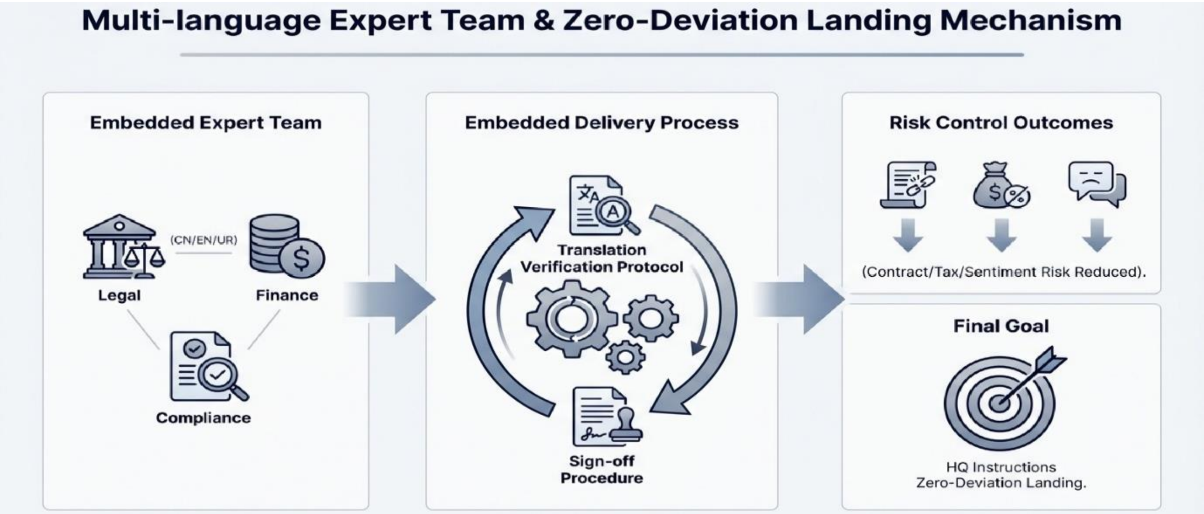


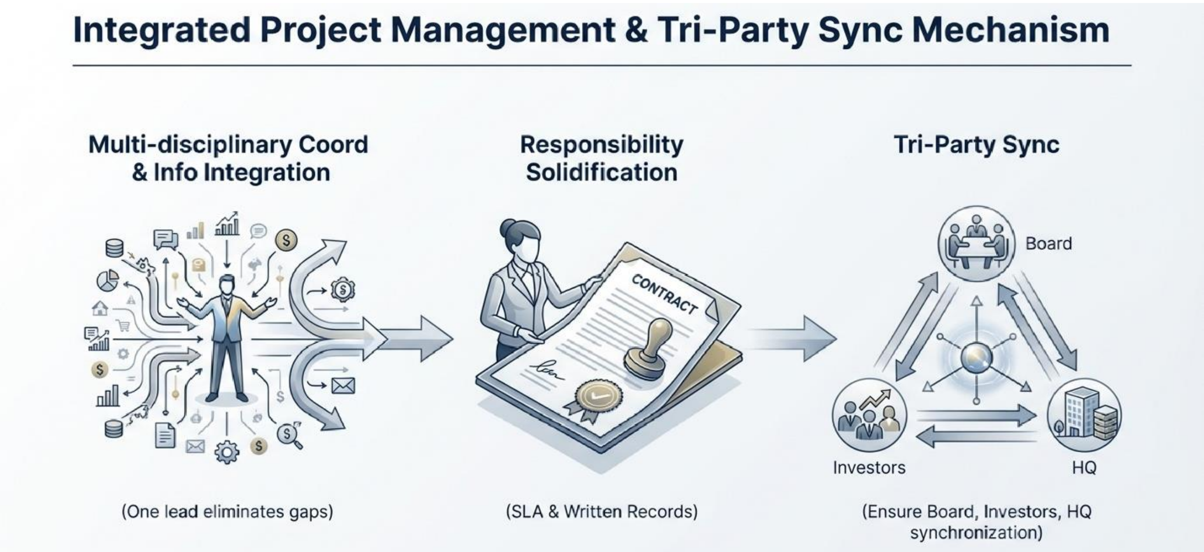
The map functions as a command matrix, demonstrating that the full compliance spectrum is accounted for and actively controlled. Its unified view of oversight forms a ‘great defensive wall’ that secures capital, operations, and reputation. It ensures that **Enterprise Stratagem** delivers enforceable compliance and strategic governance across the market environments.

7 | OUR KEY DIFFERENTIATORS AND VALUE PROPOSITION

"**Great Wall Business Management Services**" delivers actionable, evidence-based solutions for Chinese enterprises operating in Pakistan. We significantly reduce regulatory, financial, and reputational exposure through disciplined governance, measurable controls, and accountable delivery — each promise tied to documented assumptions, client inputs, and regulatory dependencies.

7.1 | China Aligned Design and Bilingual Capability: Built for Chinese headquarters reporting and operational practices, our teams include bilingual legal, finance, and compliance specialists who align local execution with HQ requirements. Translation and validation protocols, accuracy metrics, and sign off procedures are embedded to minimise misinterpretation.





7.2 | A Single Point of Command: One integrated program lead and governance structure coordinate all advisory disciplines and client touchpoints to reduce ambiguity and streamline decision making. Scope, responsibilities, and limits of accountability are specified in the engagement SLAs; where outcomes depend on client actions or third-party approvals, these dependencies are explicitly recorded.

7.3 | Board Grade Intelligence and Auditable Reporting: Unified, secure dashboards provide China standard visibility on performance, risk, and capital with defined baselines, measurement methods, and reporting cadence. All metrics, artifacts, and approvals are logged for board and investor review.

7.4 | Converts Strategy into Execution: We operationalize strategy through milestone gates, measurable KPIs, acceptance criteria, and continuous risk monitoring. Deliverables include remediation triggers and objective acceptance checks so strategy becomes verifiable execution.

7.5 | Operationalized Risk Reduction: Embedded controls, incident response playbooks, escalation protocols, and a transparent risk register are designed to materially shorten detection and remediation cycles and limit penalty exposure. Residual and uncontrollable risks are documented alongside remedial plans.

7.6 | Regulatory and CPEC Fluency with Compliant Engagement: Practical experience across relevant Pakistani authorities (monetary and payments; corporate and market regulation; tax; investment and CPEC related agencies) and pre-established, auditable channels of engagement and escalation. We secure authorized engagement protocols rather than implying preferential access.

7.7 | Cross Border Treasury, FX Governance, and Mobility: Treasury structures, capital controls navigation, and hedging playbooks address PKR/CNY/USD volatility and repatriation needs with stated assumptions and compliance checks. Executive and expatriate mobility services include visa workflows, duty of care protocols, and coordination with local authorities.

7.8 | End-to-End Operational Integrity and Productized Offerings: Modular execution across supply chain, logistics, supplier integrity, and operational security supports ventures that require tight control over value chains. Standardized suites (for example: Investor Readiness Pack; Launchpad Compliance Suite) come with timelines, SLAs, acceptance gates, and conditional guarantees tied to verifiable inputs.

7.9 | Confidentiality, Multidisciplinary Teams, and Commercial Alignment: Work occurs under strict NDAs and secure channels; senior practitioners in policy, legal, M&A, finance, PR, and operations align regulatory outcomes with commercial KPIs. Guarantees and fees are structured around verifiable metrics, with optional success linked fees where dependencies are demonstrable and auditable.

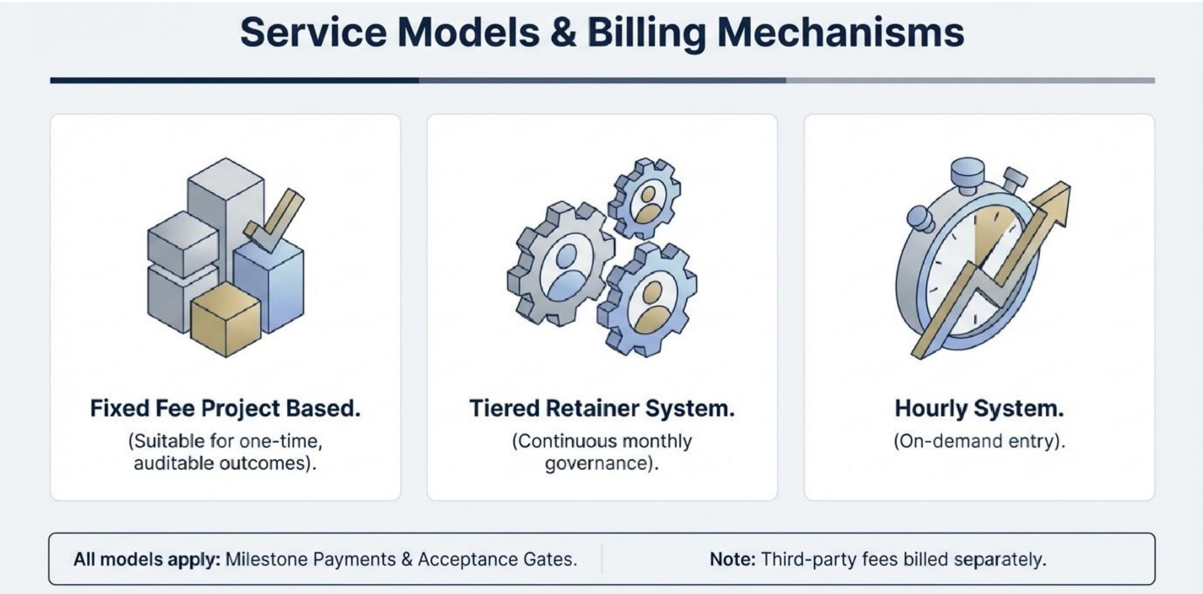
Clients gain a single point of command, bilingual execution clarity, board-grade intelligence, conversion of strategy into measurable execution, authorized engagement channels with regulators, time-bound delivery under objective acceptance criteria (subject to documented dependencies), and risk-managed mobility solutions for executives — all delivered with transparent assumptions, SLAs, and audit trails.

8 | CORE TEAM PROFILES

The key team combines financial governance, regulatory compliance, technology architecture, legal advisory, and operational resilience. The members of our key-team reflect proven capability in high-stakes, regulated environments aligned with the execution standards. To ensure operational integrity, we provide detailed professional profiles and deployment plans immediately upon formal collaboration. We welcome your inquiries for detailed profiles and engagement insights.

9 | BUDGETING, PRICING FRAMEWORK AND ENGAGEMENT MODEL

Our pricing for "**Great Wall Business Management Services**" is designed for flexibility and customization, offering three primary models. It aligns commercial exposure directly to measurable progress and acceptance gates. For clients who require specialized services, one-off or ad-hoc work, modular pricing options are available.



9.1 | Project Based (Fixed Fee): You need a single, auditable deliverable with predictable cost and fixed timeline (e.g., zone admission pack, incorporation, crisis response).

9.2 | Retainer (Tiered Ongoing): You require continuous advisory across pillars, priority access to experts, and alignment with monthly/quarterly governance (best for scaling, compliance, investor readiness).

9.3 | Special Tasks (On Demand): You need short, specialist interventions without ongoing commitment (e.g., legal review, speechwriting, discrete advisory, special tasks etc.).

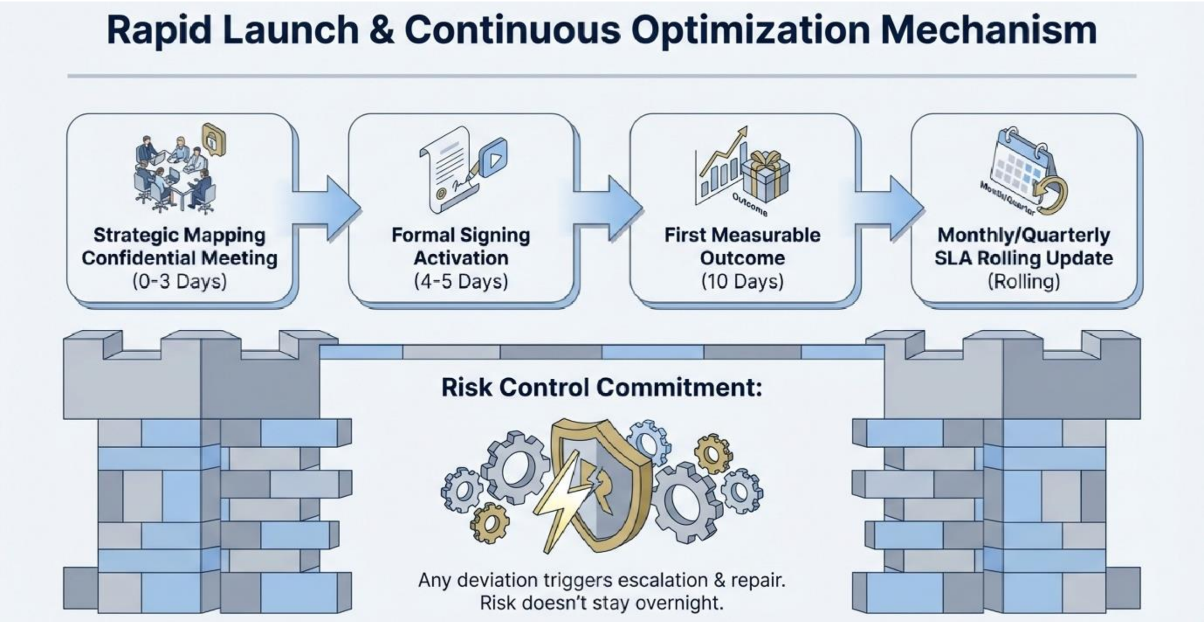
- Project based fees include milestone linked payments and acceptance criteria; retainer tiers include defined monthly deliverables and response SLAs.
- Third party costs (regulatory fees, filing charges, media spend) are billed separately with pre-approvals.

9.4 | Engagement Model

9.4.1 | Strategic Scoping Session (01-03 Days): A confidential session to map your needs to our Service Framework.

9.4.2 | Engagement & Activation (04-05 Days): Formalize the partnership and activate the relevant services.

9.4.3 | First Value Delivered (Within 10 Days): We begin executing, delivering the first measurable outcome.



10 | THE WAY FORWARD FOR CHINESE ENTERPRISES IN PAKISTAN

"**Great Wall Business Management Services**" is not a consultancy of aspirations — it is an operational engine built to protect capital, secure licenses, and deliver auditable outcomes where regulatory scrutiny, geopolitical sensitivity, and commercial scale converge. We bring integrated teams, bilingual capabilities, and program governance that translate board-level strategy into verifiable execution, with every commitment tied to measurable gates, documented assumptions, and transparent escalation paths.

Choose a partner that accepts clear accountability and prepares for every contingency. We coordinate across legal, finance, policy, and operations to shorten detection and remediation cycles, preserve capital, and keep your enterprise operational under pressure. Our dashboards, SLAs, and acceptance gates give headquarters and boards the visibility they require; our documented engagement protocols protect reputations and preserve options.

If your mandate demands precision, protection, and performance in Pakistan, Great Wall is ready to lead the program and own the delivery. We will set the controls, run the operations, and report the proof — you will receive defensible results, not promises. When you are ready to move from risk to resilient execution, we will be ready to start.

When you are ready to take control, build a business that lasts, and position yourself where others cannot go, Enterprise Stratagem is ready to move forward with you.

11 | CONTACT US

SCAN THE QR CODE VIA WECHAT TO CONTACT US OR BOOK A COMPLIMENTARY AND CONFIDENTIAL STRATEGIC SCOPING SESSION.

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