



Ref: TLS-060516/1
06th May, 2016

To,
The Chairman
Pakistan Hosiery Manufacturers &
Exporters Association
Phma House, 37-H, Block 6,
P.E.C.H.S. Karachi

Subject: **Request for Feedback on Proposed SME Definition**

Dear Sir,

In current scenario, any single uniform definition of Small and Medium Enterprise (SME) does not exist in Pakistan. Various organizations have adopted different definition of SME as per their institutional perspective. Due to the absence of single SME definition, the policy-makers are facing the major problem while formulating policies and support programmes for the development of SMEs.

Considering the above stated fact, a consultative meeting on SME Definition was organized by SMEDA on April, 19, 2016 at SMEDA Head Office, Lahore. The objective of the meeting was to delineate upon developing a consensus on a single national SME definition. Representatives of public and private sector stakeholders attended the meeting.

A healthy discussion took place during the meeting and a proposed SME definition was developed as stated below:

Enterprise Category	Number of Employees	Total Annual Sales (Rs. Million)
Cottage Industry	Family Unit	Up to 5
Micro Enterprises	1 to 10	0 to 10
Small Enterprises	11 to 50	11 to 150
Medium Enterprises	51 to 250	151 to 1000
Large Enterprises	251 and Above	Above 1000



We request your valuable feedback on the proposed SME definition, so we may consolidate views from relevant stakeholders and submit a proposed unanimous SME definition to the Government of Pakistan.

Feedback may be sent to following SMEDA Official:

Mr. Feroz Ahmed
Manager, Legal & Training Services-Sindh
SMEDA, Ministry of Industries & Production
Government of Pakistan
5th Floor, Bahria Complex-II,
M.T. Khan Road,
Karachi
Tell: 021-111-111-456
Email: feroz@smeda.org.pk

We would also like to meet you & your executive committee on suitable date for you to give a detailed presentation of SMEDA-Sindh activities.

Looking forward for your cooperation.

Best Regards,

for 
Mukesh Kumar
Provincial Chief - Sindh