



# Issues Hampering the Corporatization of Businesses in Pakistan and the Road Ahead

By

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# Corporate Scenario in Pakistan



- Over 55,000 Registered Companies
  - > Listed 650
  - > Over 186 Multinationals (OICCI Members)
- Private Limited Companies  
*(Majority of the unlisted companies are family owned entities)*

# Corporate Culture of FoB's



## Orthodox style of doing business :

- To much dependence on family human capital.
- Munshism
- Lack of interest in funding growth through external capital.
- Ineffective Succession planning

# Strengths of Family Business



- High Commitment/dedication from family as business owners.
- Family members willingness to work harder and reinvest profits in to the business for long term growth.
- Willingness to pass on knowledge and experience.
- Family name and pride associated with the business.

# Why to Corporatize?



It Improves:

- Company's long term sustainability.
- Company's ability to raise external capital.
- Informed decision making resulting in :
  - > Diversification
  - > Expansion, domestically and internationally
  - > Growth potential