

ANNUAL REPORT

IBA CENTER FOR

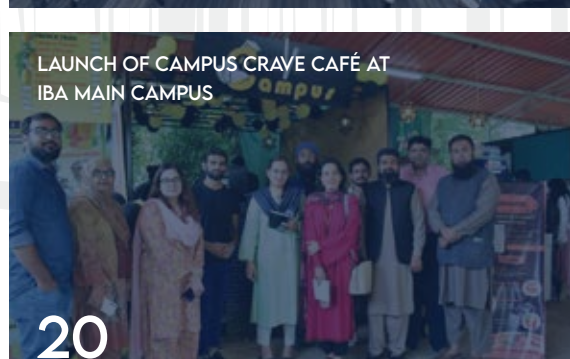
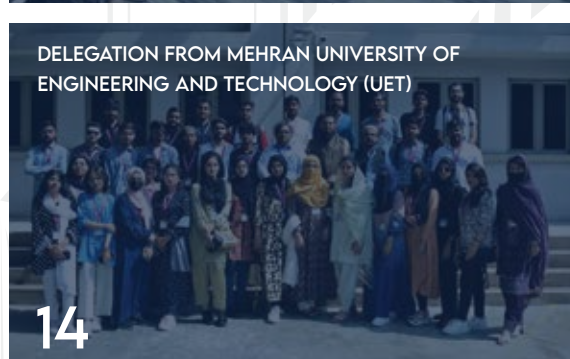
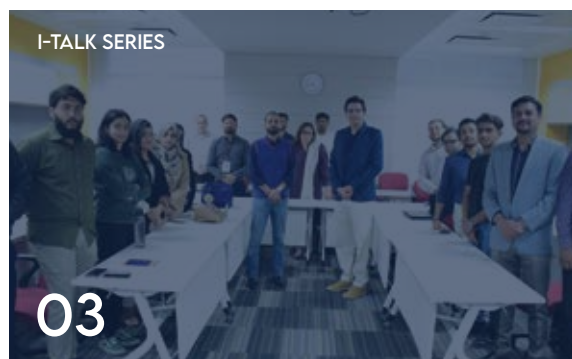
ENTREPRENEURIAL DEVELOPMENT

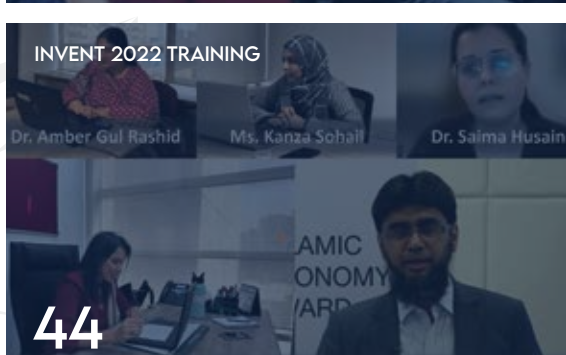
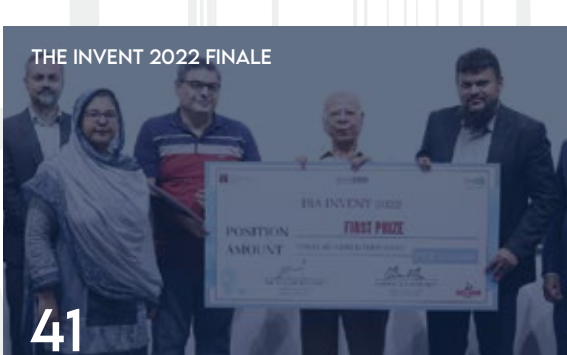
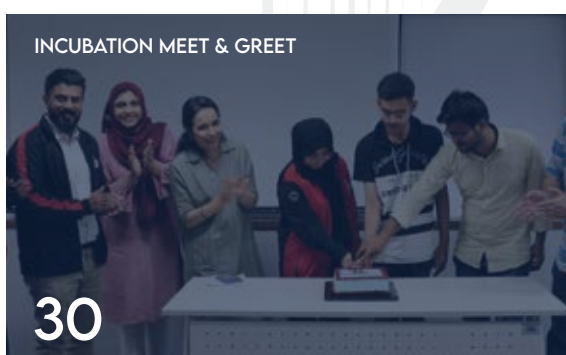
JANUARY, 2023 TO DECEMBER, 2023



Empowering Entrepreneurs for Tomorrow

CONTENTS





IBA CED CONCLUDES THE CERTIFICATE IN ENTREPRENEURSHIP COURSE (CIE-14) AT IBA KARACHI

30TH DECEMBER, 2023

The Certificate in Entrepreneurship (CIE 14) Course at IBA Center for Entrepreneurial Development (CED) has successfully concluded, spanning three months of immersive exploration into entrepreneurship, management, creativity, and innovation. Participants, guided by experienced trainers, gained a comprehensive toolkit for navigating the dynamic entrepreneurial landscape. Congratulations to all participants for becoming part of the IBA Center for Entrepreneurial Development family. A heartfelt thank you to our esteemed judges and guests including; Ali Asad Hemani, Jaffer Family Foundation United Global Initiative, Ms. Rozina Imtiaz, Delhi Punjabi Saudagran Foundation, Mr. Ghayas Uddin, Co-founder Valeem, Mr. Irfan Abdullah, DPSF, Mr. Saadat Ali Hashmi, DPSF. The certificate ceremony coincided with an inspiring exhibition featuring 13 entrepreneurial cases, adding vibrancy to the journey with a total of 100 participants, special guests, and judges in attendance.



ENTREPRENEURSHIP CLINIC FOR THE STUDENTS OF IBA KARACHI

26TH DECEMBER, 2023

IBA Center for Entrepreneurial Development organized the Entrepreneurship Clinic for the students of IBA Karachi. The program is created to provide students an opportunity to delve into the realms of Artificial Intelligence, Business Planning, Technology, Market Analysis, Team Building, Leadership, Product/Service Development & Innovation, Problem-Solving, and Decision-Making. It was an honor to host Mr. Rafae Bhatti Data Privacy Attorney and CISO at Tilla who contributed to this programme, as a coach/mentor all the way from Silicon Valley, United States of America. Current Student and Alumni from IBA met Mr. Rafae and had one-on-one sessions with personalized support and guidance. CED team pays their regards and presented souvenir to Mr. Bhatti.



I-TALK SERIES

26TH DECEMBER, 2023

IBA CED organized an I-Talk series on 16th December, 2023. A big thank you to Dr. Bhatti for sharing invaluable insights on the intersection of Cybersecurity and generative AI. Navigating data protection laws and fortifying cybersecurity frameworks has never been more crucial. Session was attended by IBA Students, Alumni, IBA CED Alumni & Incubatees.



REWIRE & RESKILL PROGRAM'S FOCUS GROUP

21TH DECEMBER, 2023

IBA CED organized a Rewire & Reskill Program's Focus Group Discussion at City Campus on December 21, 2023. Bringing together IBA Alumni, Incubatees, IBA Staff, and CED Alumni, it was a transformative journey towards career excellence. Special thanks to moderators Mahwish Owais & Owais Zaidi for their expert guidance! Let's continue this collaborative journey towards success.



ENTREPRENEURSHIP CLINIC FOR THE STUDENTS OF IBA KARACHI

07TH DECEMBER, 2023

IBA's Center for Entrepreneurial Development launched the Entrepreneurship Clinic, a new initiative for IBA Karachi students. The program covers key aspects like Business Planning, Technology, Market Analysis, and more. We were glad to host Mr. Hamza Abdul Rauf, Co-Founder of Telemart, as a mentor. Current IBA students had one-on-one sessions for personalized guidance. The CED team extends their regards and presented a souvenir to Mr. Rauf.



EARLY-STAGE FUNDRAISING FOR UNIVERSITY STARTUPS

21TH NOVEMBER, 2023

Dr. Thanh Huynh from Coventry University (CU) UK, a beacon of startup success, shared invaluable insights on Early-Stage Fundraising for University Startups and Spinoffs on November 21, 2023. The session, attended by students, incubatees, and aspiring entrepreneurs, created an inspiring atmosphere of knowledge. CU guests generously discussed startup collaborations and funding opportunities, opening doors for international students and incubators to join CU's network of venture capitalists.



07 DELEGATION FROM COVENTRY UNIVERSITY (CU) TO IBA CED

21TH NOVEMBER, 2023

Happy to host a distinguished delegation from Coventry University (CU) at IBA CED. Our discussions centered on enhancing collaborative efforts and academic exchange to shape future leaders through university education. The delegation explored our dynamic incubation center, witnessing firsthand the entrepreneurial strides of our Incubatees. Notably, CU guests shared valuable insights on startup collaborations and funding opportunities, creating new possibilities for international students and incubates.



CED CELEBRATES GLOBAL ENTREPRENEURSHIP WEEK

16TH NOVEMBER, 2023

IBA Karachi concluded a spectacular Global Entrepreneurship Week (GEW) 2023 in collaboration with Global Entrepreneurship Network (GEN) Pakistan, showcasing a week-long celebration of entrepreneurship, innovation, and economic vitality. Dr. Lalarukh Ejaz, Director of the Center for Entrepreneurial Development (CED), welcomed participants to an extravaganza that transcended boundaries.



The week commenced with a captivating workshop, "Boosting Entrepreneurship in University Education," featuring esteemed trainers Dr. Sanna Ilonen and Mr. Joachim Ramström from the University of Turku, Finland. Noteworthy contributions from IBA CILET added to the workshop's success. Day two featured Mr. Roman Ermoshin, Director APAC at inDrive, leading a thought-provoking session on "Accelerating Change: Leadership's Role in Technology Adoption and Brand Building." The discussions covered the gig economy, social responsibility, continuous IT learning, and the pivotal role of data.



An exciting highlight, IVENTURE, a Student Entrepreneurship Development (SED) initiative by CED, showcased 22 startups during the first two days, adding vibrancy to the event. Day three included engaging panel discussions on government policies, investment readiness, and women empowerment. Dr. Akbar Zaidi, ED IBA Karachi, commended CED's efforts in managing GEW 2023 and highlighted the challenges and opportunities faced by startups.



The grand finale, INVENT'23 – IBA CED Startup Pitch Competition, witnessed fierce competition among the top 10 finalists from Karachi, Hyderabad, Peshawar, and Quetta. Banna Leather, Bigger Brick, and HK Automations emerged as champions, presenting groundbreaking solutions, winning cash prizes of PKR 500,000, PKR 300,000 and PKR 200,000, respectively. In a captivating conclusion, Dr. Lalarukh Ejaz extended a warm closing, emphasizing the entrepreneurial spirit, fostering connections, and paving the way for a future brimming with innovation and success. The journey of INVENT marked a pivotal chapter in IBA Karachi's entrepreneurial legacy, reaffirming the institute's role as a dynamic force in driving entrepreneurship in Pakistan. This four-day odyssey, featuring workshops, masterclasses, and a riveting startup competition, exemplified IBA CED's commitment to fostering entrepreneurship and collaboration. The fervor of GEW 2023 resonated beyond IBA's borders, leaving an indelible mark on the entrepreneurial landscape. Stay tuned for more groundbreaking initiatives as IBA CED continues to lead the charge in shaping the future of entrepreneurship.



IBA CED & IBA ORIC COLLABORATES FOR INNOVATION OPEN MIC

8TH NOVEMBER, 2023

IBA CED, in collaboration with IBA ORIC, has arranged the Innovation Open Mic. It is designed to foster an innovation journey for the community.



MASTERING THE ART OF STARTUP VALUATION

8TH NOVEMBER, 2023

IBA CED organized a guest speaker session on "Mastering The Art of Startup Valuation" at the IBA city campus. Mr. Noaman Abdul Majid, a seasoned Chartered Accountant with extensive financial advisory and strategy expertise, addressed around 50 participants, including IBA students, incubatees, and CED students. Ms. Kanza Sohail expressed gratitude to Mr. Noaman, and participants presented a token of appreciation.



IBA CED & GLOBAL ENTREPRENEURSHIP NETWORK (GEN) PAKISTAN SIGNED AN MOU TO PROMOTE GEN'S INITIATIVE OF NATIONAL INTERNSHIP PROGRAM

26ST OCTOBER, 2023

IBA CED has entered into a strategic partnership with the Global Entrepreneurship Network (GEN) Pakistan through a signed MoU. This collaboration aims to leverage GEN's National Internship Program to create an extensive network of corporate entities, spanning SMEs to large-scale companies. The initiative aligns with the United Nations' Sustainable Development Goals, notably SDG-8 (Decent work & economic growth) and SDG-17 (Partnerships for the goals), contributing to the macroeconomic objective of achieving full employment.



PERSONAL BRANDING ON LINKEDIN FOR ENTREPRENEURS

26ST OCTOBER, 2023

The session on "Personal Branding on LinkedIn For Entrepreneurs" aimed to empower IBA students, incubatees, and alumni by imparting essential skills for cultivating a compelling online presence. By understanding the nuances of personal branding on LinkedIn, participants gained the tools to enhance their professional visibility, foster valuable connections, and advance their entrepreneurial journeys.



UNLOCKING THE SECRETS OF ENTREPRENEURIAL FINANCE MASTERCLASS

21ST OCTOBER, 2023

The masterclass delved into the fundamentals, offering crucial insights for students, aspiring entrepreneurs, and visionary business leaders. Led by expert trainer Dr. Sana Tauseef, the session covered essentials like entrepreneurial finance basics, financial literacy, goal setting, valuation, and insider perspectives on venture capital evaluation. Certificates were awarded to 21 participants who attended the session.



DELEGATION FROM MEHRAN UNIVERSITY OF ENGINEERING AND TECHNOLOGY (UET)

19TH OCTOBER, 2023

A delegation of 40 members from Mehran University of Engineering and Technology (UET) visited IBA CED. Led by Ms. Kanza, Program Lead of Incubation, the group learned about fostering an Entrepreneurial Mindset and explored the IBA CED Incubation facility. The visit provided a glimpse into the journeys of incubatees, enhancing the visitors' understanding of entrepreneurship.



CERTIFICATE IN ENTREPRENEURSHIP BATCH 14

06TH OCTOBER, 2023

IBA CED successfully launched the 14th batch of the Certificate in Entrepreneurship. Dr. Amber Gul, Program Lead for Training & Development, extended a warm welcome to the participants, providing them with a comprehensive overview of the program. The ceremony was enriched by the presence of esteemed partners, the Delhi Punjabi Saudagran Foundation (DPSF) and the Jaffer Family Foundation (JFF), who contributed significantly to the event. Ms. Kanza Sohail led an engaging session on Entrepreneurial Mindset, fostering experiential learning among the participants. The orientation session concluded on a high note with a Hi-tea.



IBA CED AND GEN PAKISTAN JOIN FORCES FOR GLOBAL ENTREPRENEURSHIP WEEK 2023

14TH SEPTEMBER, 2023

IBA CED is excited to announce its partnership with Global Entrepreneurship Network (GEN) Pakistan for Global Entrepreneurship Week 2023. This historic collaboration was officially sealed on September 14, 2023, through the signing of a Memorandum of Understanding (MoU) in an online ceremony. This partnership signifies a momentous occasion as two influential organizations in the realm of entrepreneurship and innovation come together. IBA CED and GEN Pakistan are poised to reshape the global landscape of entrepreneurship, fostering innovation, creativity, and the entrepreneurial spirit across borders.



IBA CED's commitment to celebrating and promoting entrepreneurship during Global Entrepreneurship Week (GEW) 2023 is further solidified through this partnership. The week-long event will feature a diverse array of activities, including the prestigious Invent'23, CED flagship startup pitch competition, entrepreneurship teaching pedagogy & research workshops, panel discussions led by industry experts, and inspiring startup showcases. This collaboration aims to unite industry leaders, educators, researchers, and aspiring entrepreneurs for a week of empowerment, growth, and collaboration.

GRADUATION CEREMONY OF THE CIE PROGRAM'S BATCH XIII

14TH SEPTEMBER, 2023

Graduation ceremony of the Certificate in Entrepreneurship (CIE) Program's Batch XIII was held on September 14, 2023, at the IBA Main campus. Ms. Kanza Sohail, CED Incubation Lead & Faculty Member, IBA formally welcomed all the participants and the guests on behalf of Director CED, Dr. Lalarukh Ejaz. The certificates were distributed to all of the participants with a brief introduction and story of their venture launched during this program. The representative of JFF, thanked IBA CED for the fruitful collaboration and successful completion of CIE. This ceremony ended with a group photograph of all the participants and guests followed by Lunch.



CUSTOMER RELATIONSHIP MANAGEMENT FOR ENTREPRENEURS

6TH SEPTEMBER, 2023

IBA CED hosted an informative session on “Customer Relationship Management for Entrepreneurs” exclusively for incubatees and students. The session was conducted by Mr. Mohammad Afzal Khan. This interactive session provided invaluable insights and strategies to help emerging entrepreneurs build and maintain strong customer relationships. Attendees learned about the importance of CRM in business growth, effective tools and techniques, and real-world case studies of successful CRM implementation. The session ended on an enthusiastic note with a group photo capturing the participants' positive energy and excitement.



ROADSHOW OF SHELL TAMEER AWARDS

06TH SEPTEMBER, 2023

IBA CED hosted an informative and engaging roadshow of “Shell Tameer Awards” which was facilitated by Mr. Imran Azeem, the esteemed Head of Training and Development at Shell Live WIRE. During the roadshow, participants had the chance to gain insights about Shell Tameer Awards i.e., introduction, benefits, eligibility criteria, categories, important dates, and success stories. About Shell Tameer Award: It is a nationwide competition, to recognize, celebrate and reward young talent making significant contribution in the national entrepreneurship space.



LAUNCH OF CAMPUS CRAVE CAFÉ AT IBA MAIN CAMPUS

06TH SEPTEMBER, 2023

IBA Center for Entrepreneurial Development (CED) has incredibly supported Campus Crave Café for enhancing campus dining experience under the umbrella of its Student Entrepreneurship Development initiative. Located near OBS Courtyard on the Main Campus, Campus Crave Café offers a diverse menu, including delicious breakfasts, mouthwatering sandwiches, burgers, and refreshing beverages, ensuring there's something for everyone.



CELEBRATING CED'S SUCCESS STORIES

26TH AUGUST, 2023

On August 26, 2023, IBA CED hosted a special meetup - "Celebrating CED's Success Stories."

Our accomplished incubatees gathered to share their entrepreneurial journeys, highs, lows, and insightful suggestions for enhancing the IBA CED incubation program.

Dr. Lalarukh Ejaz – Director IBA CED kicked off the event by welcoming the participants and highlighting recent updates about the center. With pride, she acknowledged the achievements of our incubatees and lauded their valuable contributions.

Souvenirs were shared as tokens of appreciation. Joined by Ms. Kanza Sohail – Program Lead IBA CED Incubation, the event buzzed with enthusiasm. The day wrapped up with a group photo and a delightful networking lunch.

Stay tuned for more inspiring stories and impactful initiatives as we continue nurturing innovation and fostering success together!



IBA CED CELEBRATES IBAZAAR 2023 AT IBA ORIENTATION GALA (O'GALA'23)

18TH AUGUST, 2023

On the third day of the IBA Orientation Gala 2023, a highlight was the IBAZAAR, a magnificent entrepreneurial festival meticulously arranged by the IBA Center for Entrepreneurial Development (IBA CED) in collaboration with the Office of Student Affairs (OSA) at the City Campus. This event aimed to celebrate the remarkable innovation and creativity demonstrated by both current students and alumni. The IBAZAAR bragged an impressive array of over 55 exhibits, showcasing a diverse range of ventures spanning from eco-friendly initiatives and technological marvels to cutting-edge fashion, health, and beauty startups.

One of the noteworthy occurrences during the festival was the launch of a book titled "Midnight Crises," written by a teenage entrepreneur who had participated in the Entrepreneurship Summer School 2023 program. The book's release was tied to the young entrepreneur's startup, "Wonder Tales." A special acknowledgment was given to all the participants and displays at the IBAZAAR, which added significant value to the event. The hope is that this festival will play a pivotal role in inspiring the incoming students to tap into their entrepreneurial potential, thus making valuable contributions to IBA's flourishing startup ecosystem. Dr. Lalarukh Ejaz, Director, CED and Maheen Ghauri, Dean, OSA also interacted with the enthusiastic newcomers.



IBA CED LAUNCHES IBA MERCHANDISE SHOP (ISHOP) AT IBA ORIENTATION GALA (O'GALA'23)

17TH AUGUST 2023

Dr Akbar Zaidi, Executive Director IBA Karachi, Dr Lalarukh Ejaz, Director CED and Maheen Ghauri, Dean Student Affairs graced the iSHOP launching ceremony. iSHOP is a university merchandise shop having merchandise produced by IBA students and managed by IBA students to be launched during O'Gala and continue its operations, thereafter. IBA Center for Entrepreneurial Development (CED) collaborates with Office of Student Affairs (OSA) for the iSHOP painting activity.



IBA CED LAUNCHES IVENTURES AT IBA ORIENTATION GALA (O'GALA'23)

17TH AUGUST 2023

Dr Akbar Zaidi, Executive Director IBA Karachi, Dr Lalarukh Ejaz, Director CED and Maheen Ghauri, Dean Student Affairs graced the iShop launching ceremony. IVENTURES is a Student Entrepreneurship Development (SED) initiative led by Center for Entrepreneurial Development (IBA CED). IBA CED IVENTURES invites current IBA students to become part of our exclusive IVENTURES, to demonstrate their entrepreneurial prowess in form of a showcase. IBA Center for Entrepreneurial Development (CED) collaborates with Office of Student Affairs (OSA) for the IVENTURES showcasing



IBA CED KIOSK AT IBA ORIENTATION GALA (O'GALA'23)

16TH AUGUST 2023

IBA Center for Entrepreneurial Development (CED) is delighted to participate in the IBA Orientation Gala (O'Gala'23) for the new batch of students. During the event, IBA CED aims to provide an insightful orientation about entrepreneurship programs and showcase the diverse activities conducted by the center. The focus areas include incubation, training, and development, & student enterprise development. By supporting student-led enterprises and sustainably fostering youth entrepreneurship, IBA CED empowers young minds to explore their entrepreneurial potential.



IBA CED CELEBRATES INDEPENDENCE DAY

14TH AUGUST 2023



8TH IBA CED INTERNATIONAL ENTREPRENEURSHIP SUMMER SCHOOL 2023 - IESS CONCLUDES!

27TH JULY 2023

In a month-long voyage of ingenuity & entrepreneurship, the 8th IBA CED International Entrepreneurship Summer School 2023 (IESS) came to a triumphant close on July 27, 2023. With the participation of 105 students, the event proved to be a breeding ground for countless innovative ideas. From the initial stages of prototyping to the electrifying Rocket Pitch Presentations, #IESS2023 demonstrated the true essence of entrepreneurial spirit. The Rocket Pitch Presentations, in particular, left an indelible mark as emerging entrepreneurs fearlessly unveiled their projects, casting a captivating vision for the future and leaving the audience spellbound.



UNLOCKING ENTREPRENEURIAL INSIGHTS: HIGHLIGHTS FROM (IESS) FACULTY SESSIONS

26TH JULY 2023

The International Entrepreneurship Summer School (IESS) recently concluded with an enriching experience that featured an impressive roster of faculty members, both internationally and nationally acclaimed. Demonstrating its commitment to fostering innovation and entrepreneurial excellence, IESS offered participants a unique opportunity to learn from a diverse panel of experts. These faculty sessions covered a wide spectrum of entrepreneurial insights, providing a holistic understanding of the entrepreneurial landscape. With a blend of international and national perspectives, IESS not only showcased the global reach of entrepreneurship but also celebrated the wealth of talent within our own borders. This harmonious collaboration between faculty members created a dynamic learning environment, leaving an indelible mark on the entrepreneurial journey of all involved.



ENTREPRENEURIAL INDUSTRIAL TRIP TO FEROZE1888 MILLS LIMITED

24TH AUGUST 2023

IESS students enjoyed a thought-provoking Entrepreneurial Industrial Trip to Feroze1888 Mills Limited. Feroze1888 Mills Limited is one of the leading Manufacturers and Exporter of specialized Yarn & Textile products not only in Pakistan but across the globe. Feroze1888 Mills Limited representative from the HR department briefed students about the company and factory management and showed different departments. All students received goody bags including products from the factory.



30 INCUBATION MEET & GREET

17TH JULY, 2023

IBA CED organized a Meet & Greet session for CED incubatees on Monday 17th July 2023 where they shared learnings, ideas, issues and achievements related to their startups. Mr. Jawwad Farid engaged the participants in his thought-provoking talk where he passionately delved into the interactive discussion by highlighting crucial elements for startup success. A special cake cutting ceremony was held to celebrate the success of IBA-PMNIA training program winners including Mr. Mahad Arif (Calcix), Ms. Zainab Brohi (Khud Muhafiz) and Ms. Nayab (Bhaan).



IBA CED TRAINEES HAVE ACHIEVED REMARKABLE SUCCESS AT PRIME MINISTER INNOVATION AWARD SINDH

With the invaluable guidance and support from IBA CED, three of our talented trainees secured a spot in the prestigious top ten and received a fund of 1 million PKR. This accomplishment highlights the pivotal role that IBA CED plays in nurturing entrepreneurial talent and fostering innovation. And let's not forget our 40 incredible runner-ups who also received a well-deserved fund of 500,000 PKR. Join us in congratulating our extraordinary champs! This is a moment of immense pride for our IBA CED, showcasing our commitment to empowering entrepreneurs and driving positive change.

IBA Institute of Business Administration Karachi
Leadership and Ideas for Tomorrow

AMAN-CED

We are ecstatic to
Congratulate
our Trainees on their win
on *Prime Minister's National Innovation Award Sindh*

M. Mahad Arif
Calcix
International

NAYAB RAZA
Bhaan

Zainab Brohi
Bint e Ahan

who won **PKR 1 million** and marked their spot among **top 10 winners**

ced.iba.edu.pk IBA.CED iba_ced IBA_C_E_D IBA Aman Center for Entrepreneurial Development (CED)

WORKSHOP ON BUILDING A CUSTOMER PROFILE FOR A NEW PRODUCT OR SERVICE

08TH JULY, 2023

IBA CED hosted an incredible workshop on Building a Customer Profile for a New Product or Service on 8th July, 2023. Dr. Mohammad Azam Ali, Assistant Professor IBA facilitated the workshop. In just two hours, participants delved into the concepts and practical skills needed to develop a customer profile that drives success. They explored customer jobs, pains, and gains, and how they shape a value proposition. They discovered the secrets to winning over customers with irresistible offerings. They were engaged in dynamic role-playing exercises to practice our interview techniques and mastered the art of mapping customer insights based on interview data.



8TH IBA CED INTERNATIONAL ENTREPRENEURSHIP SUMMER SCHOOL 2023

07TH JULY, 2023

The 8th IBA CED International Entrepreneurship Summer School 2023 kicked off on 7th July, 2023 with an inspiring inauguration by the Director CED, Dr Lalarukh Ejaz. Around 100 participants joined this one month training program at IBA CED. Participants were briefed on the course outline and program details by Program Lead, Dr Imran Khan which was, followed by individual and group pitching sessions.



34 ENTREPRENEURSHIP SUMMER SCHOOL FOR TEENS 2023

3RD JULY, 2023

The IBA CED Entrepreneurship Summer School for Teens 2023 has officially launched on 3rd July 2023. The eight-day Entrepreneurship Summer School is designed to provide a comprehensive overview of entrepreneurship, mobile app development, and leadership & team building through sports for teenagers aged 13 to 19 years. IBA CED welcomes enthusiastic participants who are ready to embark on an incredible journey of entrepreneurship. The Entrepreneurship Summer School for Teens' graduation ceremony is an emotional moment of pride and gratitude. The talented young entrepreneurs presented their remarkable products, leaving their attending parents feeling absolutely delighted and amazed by their creativity and achievements. The heartfelt gratitude expressed by the parents was truly touching, as they saw their children's potential unlocked during the program. It's a testament to the transformative power of entrepreneurship education and the unwavering support of our mentors and team.



ENTREPRENEURSHIP SUMMER SCHOOL (ESS) FOR KIDS 2023

10TH JUNE, 2023

The IBA CED Entrepreneurship Summer School (ESS) for Kids 2023 was launched on Saturday, June 10, 2023 at IBA Main Campus. Director IBA CED, Dr. Lalarukh Ejaz welcomed all the kids, parents, and other guests. She highlighted that IBA CED is committed to inculcate entrepreneurial mindset among Pakistani youth so that they can solve our socio-economic problems. During the eight days journey, kids learned entrepreneurial mindset with a flavor of graphic designing, basic electronics, game development through pico and leadership through sports under the leadership of Dr. Imran Khan. Our talented young bakers have poured their hearts and creativity into these delightful treats, offering an array of homemade goodies. The ESS for Kids 2023 was a resounding success, leaving an indelible mark on the young participants and their families. We are immensely grateful to all the parents, mentors, and guest speakers who supported and inspired our seven days kidpreneurs throughout this journey. Their unwavering encouragement and guidance played an instrumental role in shaping their confidence and fostering their entrepreneurial dreams.



MOU WITH KARAKORAM INTERNATIONAL UNIVERSITY

05TH MAY, 2023

The Institute of Business Administration (IBA) and Karakoram International University (KIU) signed an MoU on 5th May 2023. The objective of this MOU is to establish collaboration between IBA-CED and ORIC, Karakoram University for entrepreneurship related joint training and research projects. The MoU was signed by Dr. S Akbar Zaidi, Executive Director IBA and Dr. Attaullah Shah, Vice Chancellor, KIU. Dr. Lalarukh Ejaz, Director IBA-CED represented CED and Dr. Rehmat Karim, Director KIU Hunza Campus, represented ORIC department.



CERTIFICATE DISTRIBUTION AND MOU SIGNING CEREMONY

29TH APRIL, 2023

The Certificate Distribution Ceremony of IBA-Saudagran Entrepreneurship Program (ISEP) batch-2 was held at IBA City Campus on Saturday, April 29, 2023 in which 32 successful participants received their certificates. The event was also marked for Launching the Third Batch of ISEP and an MOU was also signed by IBA CED and DPSF in this regard. Dr. Lalarukh Ejaz, Director, IBA CED, and Mr. Khurram Yahya, Secretary General, DPSF, signed the agreement.



IBA ALUMNI MR. M HASSAN KHAN RAISED \$3.7 MILLION SEED FUNDING FOR TRAX LOGISITICS

30TH MARCH, 2023

We would like to congratulate Muhammad Hassan Khan, CEO of Trax, a logistics-based startup for the digital economy, who raised \$3.7 million in seed funding from a consortium of strategic investors. The round was co-led by US-based Amaana Capital, making its second direct investment into Pakistan, and UAE-based Tricap Investments. PNO Ventures committed to the round along with angel investors including Omer Ismail (CEO of One, a Walmart-backed fintech) and Jahanzeb Sherwani (a Silicon Valley tech entrepreneur).

Alumni Achievement

**Muhammad
Hassan Khan**

CEO - TRAX

IBA CED Alumni,
IBA MBA, Class of 2018
IBA BBA, Entrepreneurship

successfully raises
\$3.7 million for his
Logistics Startup



THE POWER OF WOMEN ENTREPRENEURS UNLOCKED AT THE IBA KARACHI

15TH MARCH, 2023

The Institute of Business Administration (IBA), Karachi's Center for Entrepreneurial Development (CED) organized a summit on 'Unlocking The Power of Women Entrepreneurs', collaboratively with CLICK, Sindh Investment Department and IBA's Alumni Affairs Department at the J.S. Auditorium, IBA City Campus. The Chief Guest at the event was Ms. Shazia Marri, Federal Minister for Poverty Alleviation and Social Safety, and Chairperson, Benazir Income Support Programme. Dignitaries from The World Bank, the Sindh Investment Department (SID), and other organizations attended the event. The women entrepreneurs shared their life experiences, their struggles and challenges, and what enabled them to become changemakers.



CED STAFF WENT ON UNIDO TRAINING

31ST FEBRUARY , 2023

United Nations Industrial Development Organization (UNIDO)'s Poverty Alleviation and Inclusive Development across Rural Sindh (PAIDAR) organized a two months training program on Cluster Development Methodology in between January – February 2023 at NED University Karachi. Two CED staff members; Asghar Azmi and Misbah Amin attended the capacity building training. PAIDAR is a five-year programme, implemented by UNIDO, which aims to contribute to sustainable poverty reduction and improve the livelihoods of poor communities including women and youth in Sindh province.



THE INVENT 2022 FINALE

25TH FEBRUARY, 2023

IBA Center for Entrepreneurial Development (CED) and IBA Center for Excellence in Islamic Finance (CEIF) successfully concluded the IBA INVENT 2022 Finale on Saturday 25th February 2023. 11 startups presented their final pitches before a panel of judges from academia and industry. Dr. Ishrat Husain, Professor Emeritus, IBA; graced the prize distribution ceremony as Chief Guest. The panel awarded the first prize of PKR 300,000 to Renee' Bath and Beauty, second prize of PKR 200,000 to Chiragh Education Technologies and third prize of PKR 100,000 to Edversity.



42 BOOTCAMP: PRIME MINISTER'S NATIONAL INNOVATION AWARD

06TH TO 10TH FEBRUARY, 2023

A 5-day bootcamp on pitching for business ideas for Prime Minister's National Innovation Award was held at IBA CED from Feb 6-10 2023 for participants from Sindh. The CED trainers and coaches trained the participants about improving their pitch decks for the grand finale of Prime Minister's National Innovation Award.



IBA ALUMNI MR. ALI REHAN AND MR. GHAYAS UDDIN SUCCESSFULLY RAISED PRE-SEED FUNDING FOR VALEEM

14TH FEBRUARY, 2023

Dr. Lalarukh Ejaz – Director IBA-CED, welcomed the guests, speakers, and all the participants. She congratulated the "Valeem" for successfully raising pre-seed funding from a US-based angel investor. Mr. Ali Rehan and Mr. Ghayas uddin - Co-founders of Valeem and IBA alumni, appreciated the integral role played by IBA-CED in Valeem's success and thanked the IBA-CED team for their continued support in Valeem's journey.



44 INVENT 2022 TRAINING

13TH JANUARY, 2023

IBA-CED and IBA-CEIF jointly conducted the 4-day online training of Invent 2022 for the selected 59 startups of Invent 2022 from 13th till 16th January 2023. Day one and four of the training were conducted by the trainers from IBA-CED including Miss Kanza Sohail, Dr. Saima Husain and Mr. Sohaib Ahmed. Day two and three of the training were conducted by the trainers from IBA CEIF including Mr. Ahmed Ali Siddiqui, Mr. Jawad Tahsin, Mufti Abu Bakr and Mr. Shariq Ahmed Khan.

