

DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE

**VOL.2
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DEC' 2025**



INSIDE THIS ISSUE

**PITCHING & NETWORKING EVENT
AT NIC KARACHI**

TRAILBLAZERS OF COHORT 14

DECEMBER AT NIC KARACHI

TOP STORY OF THE MONTH



NIC Karachi Hosts High-Impact Startup Pitch Day

An incredible day of pitching, networking, and ecosystem building at NIC Karachi.

Founders from Cohorts 13 & 14 took the stage to pitch their ideas, connect with industry leaders, and explore real opportunities for collaboration and growth. With 100 startup pitches, 10 industry representatives and an average of 10 meaningful meetings per representative, the energy, momentum and intent to build was truly inspiring.

A big thank you to our industry supporters and ecosystem champions, including Shamim Rajani, Partner and COO of Genetech Solutions, Qamar Ahmed Hafeezi, CEO of Aciano Technologies, Muhammad Jawaad Paracha, Sameer Parvez, Information Technology Business Development Manager at Muller & Phipps Pakistan (Private) Limited, Asif Jafri, Founder of Kistpay (Private) Limited, Muhammad Taqi Haider, Manager Investments at Accelerate Prosperity - An AKDN Initiative, Imran Batoaq, Head of Sales at YOTTABYTE and all others who joined us to mentor, guide and back our founders.

Moments like these reinforce the power of collaboration and community in strengthening Pakistan's startup ecosystem. Here's to more connections, conversations and conversions ahead.

Cohort 14

Startup Spotlight

Beecortex develops locally designed inspection robots to modernize Pakistan's industrial asset integrity operations. By replacing imported systems with cost-effective, serviceable robotics, Beecortex improves safety, reduces downtime, and eliminates human exposure in hazardous inspections across oil, gas, and industrial sectors.

Founders: Muhammad Shafay, Muzammil Jawed

Industry: Industrial Automation | Robotics



Farokht is Pakistan's homegrown content-commerce platform empowering creators, shoppers, and small businesses through community-driven digital retail. By offering a secure, culture-rooted alternative to social commerce, Farokht enables verified sellers, scam-free shopping, and seamless discovery-to-purchase experiences for local brands.

Founder: Hina Bibi

Industry: E-Commerce | Content Commerce | Women-Led

Cohort 14

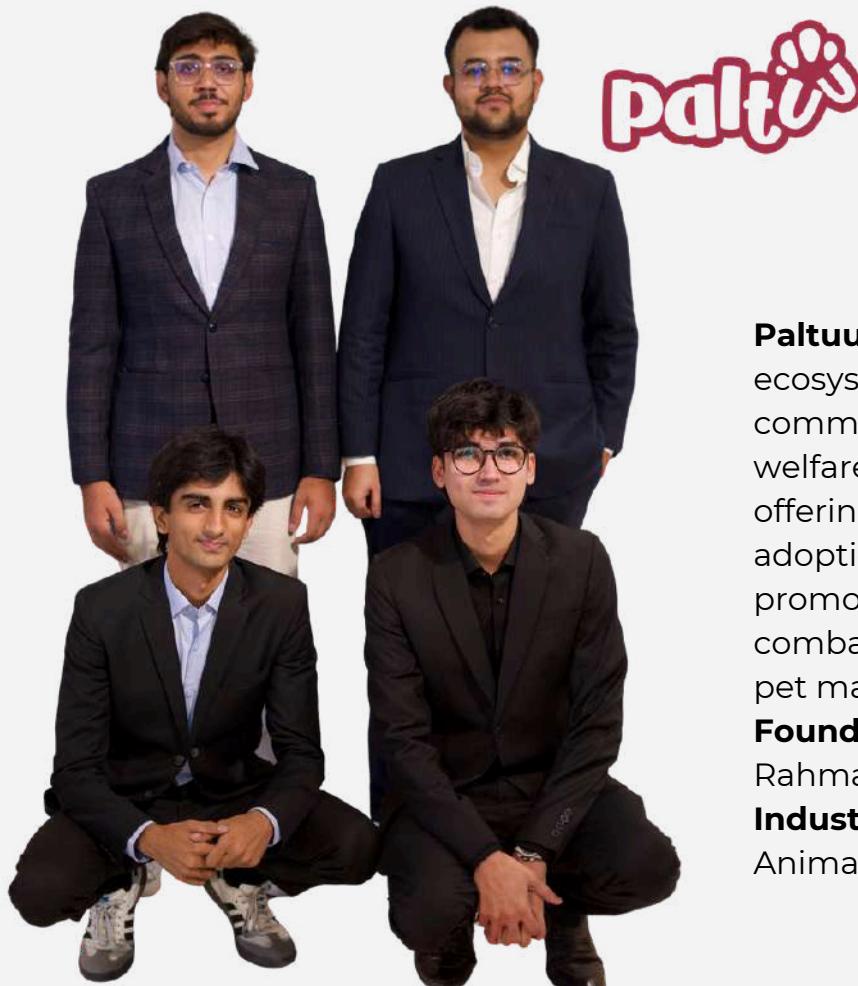
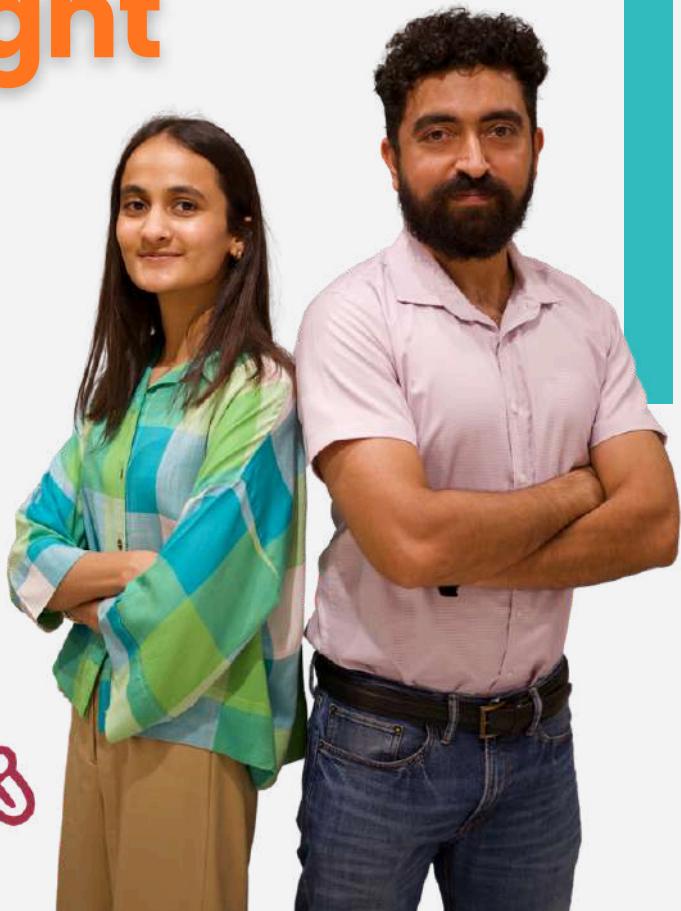
Startup Spotlight



Munafah.ai delivers AI-powered international business development agents that help SMEs find the right global buyers and automate exports. By replacing manual lead generation with research-driven buyer matchmaking, Munafah.ai enables faster, affordable, and scalable global growth for businesses.

Founders: Rameen Yahya Baig, Owais Afzal Kothari

Industry: SaaS | AI-Powered Export & Business Development | Women-Led



Paltuu.pk is Pakistan's first integrated pet ecosystem, combining ethical pet e-commerce, safe adoption, and animal welfare into one trusted platform. By offering verified products, transparent adoption, and shelter support, Paltuu.pk promotes responsible pet ownership while combating illegal breeding and unsafe pet markets.

Founders: Aawaiz Ali, Syed M. Shuja Ur Rahman, Syed Ashhal Hassan

Industry: E-Commerce | Pet Care & Animal Welfare

Startup Success Blueprint

Session 1: Own Your Narrative, Lead with Purpose

Sundas SaifUllah, CEO & Founder of Zonash Warraich/Brandmafia, led an empowering Women-Led Track session, helping founders shape authentic narratives, build influence, and lead with clarity, confidence, and purpose in their startup journeys.



Session 2: You Don't Have to Do It Alone

Amneh Shaikh-Farooqui, Founder of polly and other stories, conducted a powerful Women-Led Track session on building sustainable founder journeys, guiding participants to leverage ecosystems, partnerships, and strategic confidence to grow without burnout.



Session 3: Understanding Financial Technologies

Muhammad Masroor, Healthcare & Financial Services Expert and Digital Transformation Specialist, held a FinTech-focused session at NIC Karachi, helping Cohort 14 founders understand emerging financial technologies, global trends, and disruptions shaping Pakistan's digital finance ecosystem.



Session 4: Customer Discovery

Muhammad Ammar Hassan, Founder of BuyPass.ai, steered a hands-on Customer Discovery session at NIC Karachi, guiding Cohort 14 founders on market validation, segmentation (TAM, PAM, SAM, SOM), customer interviews, and building evidence-driven, customer-first startup strategies.



Startup Success Blueprint

Session 5: Growth Hacking for Startups

Zayaan Bawany, Co-Founder & CEO of TicketWala, imparted a practical Growth Hacking session at NIC Karachi, sharing data-driven growth strategies, experimentation frameworks, and real-world scaling lessons to help Cohort 14 founders identify channels, track the right metrics, and build sustainable, growth-first startups.



Session 6: Industry Analysis

Maheen Salman, CEO of Global Innovatrix Pvt. Ltd., led an in-depth Industry Analysis session at NIC Karachi, guiding Cohort 14 founders on industrial sector challenges, Industry 4.0 trends, ESG considerations, and identifying high-potential, market-aligned opportunities for scalable innovation.



Session 7: All About Fundraising

Riaz Ahmed, Project Lead for Climate Strategy at Techapolis, conducted a practical Fundraising session at NIC Karachi, guiding founders on investment thesis development, pitch decks, cap tables, investor storytelling, and mock pitches to fundraise with clarity, confidence, and strategy.



Session 8: Solution Design & Value Proposition Alignment

Sana Shaharyar, Director of Click Chain Academy, steered a hands-on session on Solution Design & Value Proposition Alignment at #NICKarachi, guiding founders to connect purpose with product, refine market-fit strategies, and build user-centric, scalable solutions.



The Latest at NIC Karachi

Exploring New Innovation Partnerships



NIC Karachi x WE Asia

NIC Karachi has signed an MoU with Women Entrepreneurs of Asia (WE Asia) to amplify women-led innovation across Pakistan's startup ecosystem.

The collaboration will spotlight NIC Karachi's incubated and graduated women founders through podcasts, audio-visual content, and success stories, sharing their journeys, challenges, and breakthroughs.



NIC Karachi x Linked Things

NIC Karachi has signed an MoU with YOTTABYTE to strengthen Pakistan's cybersecurity ecosystem. The partnership will provide NIC Karachi startups and participants with advanced training, hands-on labs, certification programs, mentorship, and co-hosted workshops, bootcamps, and hackathons—building future-ready cyber talent, fostering innovation, and advancing a safer, more resilient digital Pakistan.



NIC Karachi x UIT

NIC Karachi signed the First Addendum to its MoU with UIT University, extending collaboration for another year.

The partnership enhances student and faculty access to hands-on learning, capacity-building programs, and startup exposure—bridging academia and industry, nurturing future founders, and strengthening Pakistan's talent pipeline for a more innovative, knowledge-driven economy.

The Latest at NIC Karachi

Exploring New Innovation Partnerships



NIC Karachi x Pak Suzuki

NIC Karachi signed an MoU with Pak Suzuki Motor Company Limited to strengthen industry-startup collaboration.

The partnership enables startups to access mentorship, joint innovation programs, and industry engagement opportunities, fostering knowledge exchange, practical exposure, and sustainable innovation adoption, building a stronger, future-ready entrepreneurial ecosystem in Pakistan.



Karachi International Books & Ed-Tech Fair 2026

NIC Karachi joined as a Strategic Partner for the Karachi International Books & Ed-Tech Fair 2026. The collaboration enables NIC Karachi to foster learning, innovation, and entrepreneurship by connecting startups, educators, and innovators—driving knowledge exchange, EdTech solutions, and future-ready talent for a smarter, more connected Pakistan.



Driving Innovation Through Collaboration

NIC Karachi hosted Saudi Market Opportunities in collaboration with LEAP (Tahaluf), guiding startups on scaling into Saudi Arabia.

The session provided real founder insights, market realities, and actionable pathways, while NIC Karachi-incubated startups gain exclusive LEAP discounts—unlocking global exposure, partnerships, and market entry opportunities for accelerated growth.

The Latest at NIC Karachi



Global Entrepreneurship Insights Session

Tariq Khan, President of OPEN Global, conducted an engaging session at NIC Karachi, sharing global perspectives on scaling startups, accessing international networks, and leveraging cross-border opportunities. Founders gained firsthand insights into connecting with investors, mentors, and partners worldwide, empowering them to expand, collaborate, and grow their ventures on a global stage.



Scaling Social Enterprise Insights

Maulana Bashir Farooq Qadri, Founder of Saylani Welfare International Trust, led an inspiring session at NIC Karachi, sharing timeless principles on integrity, compassion, and purpose-driven entrepreneurship. Founders learned how character, consistency, and service can drive sustainable ventures, creating meaningful impact while building businesses rooted in honesty and social good.



Exploring MENAP Market Opportunities

Sara ZRI, Founder of Wasssl, in an exclusive 1:1 session at NIC Karachi, is guiding Cohort 14 startups on navigating MENAP markets, understanding regional dynamics, and identifying high-potential expansion pathways. Founders gained clarity on market-entry strategies, ecosystem realities, and growth roadmaps — empowering them to scale confidently beyond borders.

The Latest at NIC Karachi



Unlocking Pakistan's Fishing Potential

Dr. Shahid Mirza, Managing Director of Korangi Fisheries Harbour Authority, led an in-depth session at NIC Karachi, highlighting the economic value, global trends, supply-chain challenges, and innovation opportunities in Pakistan's fishing sector, empowering founders to explore tech-enabled solutions and scale ventures within the blue economy.



Mastering Media Presence Skills

Durdana Ansari OBE, Honorary President at the Royal Air Force Air Cadets, led a masterclass at NIC Karachi on "Media Presence for Founders," guiding participants on voice control, on-camera confidence, and handling tough questions — equipping founders to communicate ideas with clarity, credibility, and impact.



Silicon Valley Growth Insights

Zain Jeewanjee, Founder & CEO of i23 Insurance Agency & Upmatic, led an open-mic session at NIC Karachi on "Global Growth Blueprint," sharing Silicon Valley lessons on scaling startups, navigating international markets, leveraging AI and cloud technologies, and building founder mindset, leadership, and long-term vision.

The Latest at NIC Karachi



Unlocking Pakistan's Fishing Potential

Students from Salim Habib University visited NIC Karachi for an immersive learning experience, exploring entrepreneurship, startup building, and the resources and support NIC provides to nurture ideas into scalable, impactful ventures — sparking curiosity, ambition, and a passion for innovation among the next generation of founders.



Exploring Startups With Students

Students from Hamdard University visited NIC Karachi to explore entrepreneurship, learn about incubation, mentorship, and startup growth, and experience firsthand how ideas transform into impactful ventures — inspiring the next generation of founders.



Launching Wellfolks WellWomen Initiative

NIC Karachi hosted the launch of Wellfolks WellWomen – Empower Her Initiative, a purpose-driven series supporting women's growth, leadership, wellbeing, and skills development, inspiring confidence and future success.

NIC Karachi x Orbit Ventures Acceleration Program

Session 1: Fundraising 101



Hiruy Ephrem, Senior Associate at Orbit Ventures, led a Fundraising 101 session, equipping founders with investor insights, fundraising fundamentals, and early-stage capital strategies to build confident, fundraising-ready startups.

Session 2: Elevator Pitch 101

Session 2: Elevator Pitch 101



Kelly Pang, Senior Program Manager at Orbit Ventures, conducted an Elevator Pitch 101, helping founders craft clear, compelling, and high-impact pitches tailored for investors, partners, and key stakeholders.

Session 3: Elevator Pitch 102



Kelly Pang, Senior Program Manager at Orbit Ventures, held Elevator Pitch 102, guiding founders through hands-on pitch refinement, live feedback, and delivery techniques to help them communicate their startup stories with clarity, confidence, and investor-ready impact.

Session 4: Product Demo



Kelly Pang, Senior Program Manager at Orbit Ventures, steered a Product Demo session coaching founders on designing and delivering impactful product demonstrations that highlight value, usability, and differentiation—helping startups engage investors and users with clarity, credibility, and conversion-focused storytelling.

The Latest at NIC Karachi

Hands-On AI Agent Workshop

NIC Karachi hosted Road to DevFest 2026 #2 × Code to Create in collaboration with GDG Kolachi, exploring AI development with Gemini 3 and the Agent Development Kit (ADK). Raheel Siddiqui, Senior AI Engineer at Mozaik, guided participants through building, testing, and deploying intelligent agents, equipping them with practical skills and real-world insights.



Rethinking Nutrition for Founders

NIC Karachi hosted Un-Diet Me, Please, an honest and energizing session on food, health, and self-awareness for founders. Taha Ahmed, Founder of Kalorist & Project FoMo, debunked diet myths and shared science-backed nutrition strategies tailored for busy startup lives. The session created a safe space for founders to build sustainable habits, prioritize wellbeing, and nurture healthier, more resilient teams.



BUZZ Board

We love connecting our startups with industry legends

NIC Karachi made a strong mark at invest2innovate's Build Up 2025, the first-ever founder-first conference focused on financial, operational, and mental wellbeing. Our founders actively engaged in sessions designed to build resilience, clarity, and sustainable growth practices. Representing NIC Karachi were founders from Sajiero, Healthtunes, Asaanghar, Saheli, Tawha, B-Fit Revo, Beecortex, Stellisys (Fifth Thought), ComplySec, and Sports Vector — proudly showcasing the strength of our startup community.



NIC Karachi proudly represented its ecosystem at +92Disrupt by Katalyst Labs, where founders including FulFlit, Aitisal, Cort Technologies, Farokht, Paltuu, Three Shelves, SOCByte, and Electric Ark engaged with investors, industry leaders, and peers, exchanging ideas and showcasing their journeys. NIC Karachi also announced a milestone partnership with LMKR and Alfaalah Investments to launch an Angel Investment Fund, providing founders with structured access to capital. Moments like these highlight our commitment to visibility, networking, and real-world growth opportunities for startups across Pakistan.



BUZZ Board



Team NIC Karachi had an incredible experience at the Higher Education Commission's TDF Impact Showcasing (TIS'25) in Islamabad, proudly representing our work and impact at the NIC Karachi booth. Engaging with students, innovators, ecosystem partners, and stakeholders, we shared startup journeys, exchanged ideas, and highlighted how NIC Karachi supports founders from ideation to scale. The energy, curiosity, and meaningful conversations throughout the event reflected the strength and vibrancy of Pakistan's innovation ecosystem. Thanks to HEC's Technology Development Fund (TDF) for creating such a collaborative and inspiring platform.

Accelerating NIC Karachi!

Team NIC Karachi proudly contributed as judges at the Young Leaders Conference (YLC) 2025. Our team evaluated the high-energy Shark Tank-style segment, where young leaders from across the country pitched innovative business ideas. Founders received actionable feedback and mentorship to refine their concepts and strengthen leadership thinking.



NIC Karachi was proud to join the inauguration of the Beaconhouse International College (BIC) Foundry at their Karachi Campus, marking a key step in fostering innovation, entrepreneurship, and student-led startups. Led by Syed Azfar Hussain, Project Director, our team engaged with BIC's leadership and students, highlighting the importance of mentorship, industry exposure, and platforms that turn ideas into impactful ventures. Initiatives like BIC Foundry are vital for nurturing the next generation of innovators and building a stronger entrepreneurial ecosystem in Pakistan.

BUZZ Board

Accelerating NIC Karachi!



NIC Karachi had the pleasure of visiting the Department of Business Administration at Salim Habib University as Industry Experts for their Final Year Project Poster Presentations. It was inspiring to see talented students showcase their innovative ideas and well-prepared projects. Our team provided mentorship, practical feedback, and guidance to help them refine their concepts. A heartfelt thank you to the faculty and SHU team for the warm welcome and this meaningful opportunity.

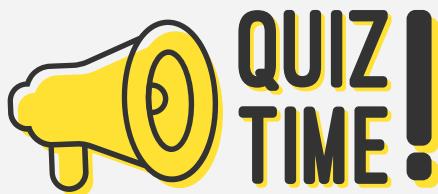
Coaching Session



NIC Karachi hosted a focused Funding & Growth Strategy coaching session for startups Stellisys, Sports Vector, and Sparktrum, led by Riaz Ahmed, Project Lead at Techapolis. The session equipped founders with practical frameworks to strengthen business fundamentals, refine growth pathways, and enhance investment readiness. Through interactive discussions and expert guidance, startups gained clarity on aligning strategy with sustainable growth while preparing to secure funding. A big thank you to Riaz Ahmed for sharing his expertise and helping our founders sharpen their roadmap for scaling with purpose.

Exclusives: From us to you

This 2020s Songs Quiz Will Reveal Which "Zootopia" Character You Are



Schedule short mental check-ins during your day. Pause for a minute to notice how you're feeling, take a few slow breaths, and reset—small moments of awareness can prevent stress from building up and help you stay grounded.

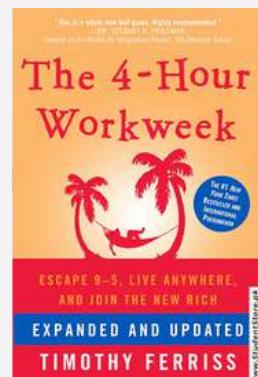


Movie Recommendation

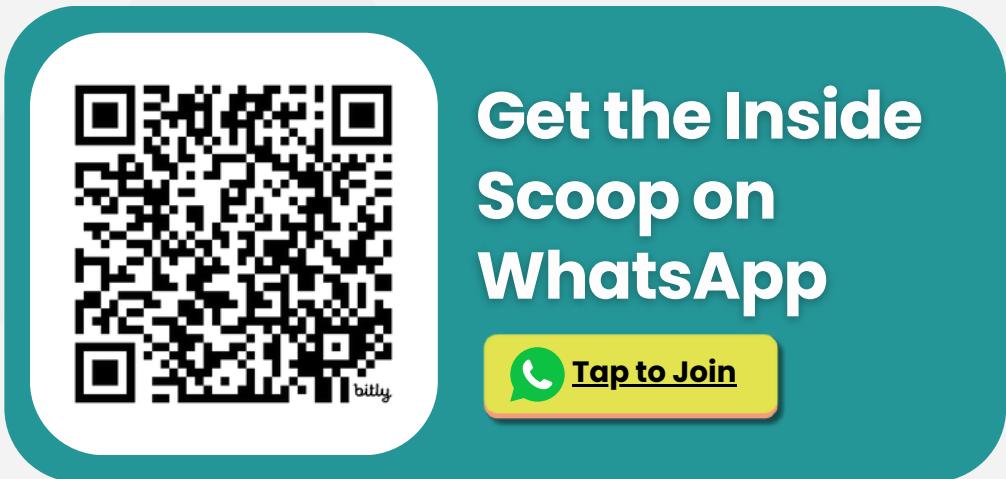
Startup.com offers a raw, honest look at ambition, friendship, and the harsh realities of building a startup, revealing how pressure, money, and rapid growth can test both businesses and relationships.

Book Recommendation

The **4-Hour Workweek** challenges founders to rethink work, time, and freedom, showing how smart systems, automation, and unconventional thinking can help build businesses that scale without burning out.



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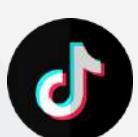
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