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DISRUPTIVE DISPATCH: NIC KARACHI FOCUSLINE



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TOP STORY OF THE MONTH













Pakistan Investor Summit 2026 — 13th Edition

The National Incubation Center Karachi hosted the 13th Edition of the Pakistan Investor Summit 2026 (a two-day event) at NIC Karachi and ITCN Asia, bringing together investors, venture capitalists, business leaders, startups, and national and international ecosystem stakeholders focused on investment opportunities and meaningful connections.

Project Director, Syed Azfar Hussain, inaugurated the summit by sharing his vision for connecting Pakistan's promising startups with the investment community through structured access to capital, expertise, networks, and strategic partnerships. The first day focused on investor engagement and startup-investor networking, featuring Investor Speed Networking sessions that provided founders with opportunities to present their businesses, engage in one-on-one discussions, and explore potential funding prospects. The summit also included virtual pitches by international startups ANTRAKS and Celsus AI, adding a global dimension to the event.

The summit featured an impressive lineup of speakers, including Baybars Altuntas of the World Business Angels Investment Forum, Areiel Wolanow of Finserv Experts, Dr. Wael Eldesouki Bedda of SKSEED, Faysal A. Ghauri Chief Digital Officer at Tracking, and Kashif Ul Haque, Country Head, Cisco Pakistan. The programme also included an Investor Fireside Chat, offering further insights into the investment landscape.

A key highlight was the signing of four MoUs with SKSEED, the Women Chamber of Commerce & Industry Korangi Karachi, the UK Pakistan Tech Forum, and the Commonwealth Entrepreneurs Forum, strengthening opportunities for collaboration.

Startup Success Blueprint

Sales Funnel: Acquiring Your First Customers



The Primary Track curriculum session focused on Sales Funnel: How to Acquire Initial Customers, featuring **Naveed H.**, CEO of Sugar Hill Consulting. Drawing on 30 years of experience in enterprise technology and go-to-market strategy, he guided founders through target audiences, prospecting, and key sales metrics. Practical role-playing exercises enabled participants to refine their sales techniques

Exploring the Future of the Digital Economy



Mohammad J. Sear, Vice Chairperson of the Pakistan Digital Authority, shared insights into how technology, AI, and digital businesses are transforming industries, careers, and entrepreneurship. The session explored digital transformation and AI-native governance, highlighting how businesses and governments can adapt to emerging changes. He also engaged with founders to discuss their products and ideas.





What Makes a Startup Story Newsworthy



NIC Karachi organised an insightful session on "What Makes a Startup Story Newsworthy" with **Talib Haider**, who brings over 20 years of experience in journalism, broadcast media, government communications, and corporate affairs. Through practical discussions and real-world examples, participants explored how journalists identify stories, what makes content newsworthy, and how startups can effectively communicate their products, people, achievements, and impact to strengthen their media visibility.

BUZZ Board

NIC Karachi Cohort 16 Induction



Action Hour Pitching provided aspiring founders with a platform to present their startup ideas, MVPs, and live products before a distinguished panel of industry leaders and ecosystem experts. The sessions enabled founders to showcase their progress, articulate their business vision, and gain valuable industry perspectives.

Through engaging presentations, insightful questions, constructive feedback, and meaningful discussions, participants explored product viability, business models, market opportunities, and growth strategies. The interactions helped founders identify areas for improvement, refine their solutions, strengthen their business propositions, and gain practical insights to advance their entrepreneurial journey.



News **Spotlight**



The Pakistan Investor Summit 2026 – 13th Edition, hosted at NIC Karachi, was covered by **Business Recorder,** highlighting its contribution to strengthening connections between startups, investors, venture capitalists, and key stakeholders across Pakistan's entrepreneurial ecosystem.

NIC Karachi Project Director, Syed Azfar Hussain, was invited as guest in the morning show hosted by Sidra Iqbal on Aaj TV. He shared insights of NIC Karachi's initiatives, opportunities for emerging founders, and the role of structured incubation support in transforming innovative ideas into scalable and sustainable businesses.



NIC Karachi Project Director Syed Azfar Hussain was featured on Aaj Pakistan, the morning show on **Aaj TV**, in a conversation with host Sidra Iqbal. He shared insights into NIC Karachi's initiatives, the opportunities available for emerging founders, and how incubation support helps transform innovative ideas into scalable ventures.

Outreach Activity





NIC Karachi welcomed a delegation from the **University of Sindh** for an interactive visit focused on innovation, entrepreneurship, and the startup ecosystem. The delegation explored how incubation transforms ideas into scalable ventures, followed by an engaging Q&A where students and faculty discussed startup development and opportunities to take academic projects beyond the classroom.

Startup Achievements



DilKeBaat Wins P@SHA Startup Category

Congratulations to **Dil Ke Baat**, founded by Taj Magsi, a proud NIC Karachi Cohort 14 startup, on winning the prestigious Startup Category at the Pakistan IT Industry Association (P@SHA) ICT Awards 2026. This recognition celebrates the startup's innovation, commitment, and entrepreneurial vision, highlighting the impact of emerging ventures in shaping Pakistan's technology landscape.



NIC Startups Shine at P@SHA ICT Awards 2026

NIC Karachi celebrates the outstanding achievements of its startups at the **P@SHA ICT Awards 2026**, securing recognition across multiple categories. Scitforte received two Gold Awards and a Merit Award, while Dil Ke Baat won the Startup Category. Eyecon AI, Safirrah, Lendverse, Porter Pakistan, and ComplySec also earned Gold and Merit Awards, underscoring the innovation, resilience, and growing impact of NIC Karachi startups within Pakistan's technology ecosystem.



NIC Startup 'Fortify' ERP and other Represents Pakistan at LEAP 2026

Fortify ERP, a SaaS-based ERP solution designed for real estate developers and builders along with other Startups, represented Pakistan at LEAP 2026 in Riyadh, one of the world's leading technology events. The startup was among **25 NIC Karachi ventures** participating in the global showcase. Supported by MoITT and Ignite, the initiative provided Pakistani startups with an opportunity to gain international exposure, explore new markets, and establish connections with global technology and business stakeholders.







Acceleration Sessions

Acceleration Cohort 4 Pitching Day

NIC Karachi, in collaboration with **Orbit Ventures**, convened a distinguished panel of industry experts to evaluate promising startups from Acceleration Cohort 4 as they prepare for their next phase of growth. The panel comprised Khushnood Aftab Shaikh (Viper Technology), Taha Kisat (Tech Exons), Abeer Saleem (Pakistan Dubai Chambers), Hussain Ali Talib (Unilever Pakistan), and Nida Athar (INNOVentures Global). Their valuable insights and expert feedback provided founders with strategic perspectives to strengthen their business models, accelerate growth, and maximise market potential.



Five Startups Join Acceleration Cohort 4

NIC Karachi welcomed five high-potential startups to its Acceleration Program, powered by **Orbit Ventures.** Selected for Acceleration Cohort 4: OSquare, METAWORKS, Securitanium, Cort Technologies, and Plouton AI were recognised for their innovative vision, growth potential, and ambition to scale. Through the program, the founders will gain access to hands-on mentorship from global experts, investor-readiness support, and practical opportunities to validate their business models and accelerate growth.

MOU's



NIC Karachi x NymCard Sign MoU

NIC Karachi welcomed the **NymCard** team for the signing of a Memorandum of Understanding (MoU), marking a step towards strengthening industry collaboration within Pakistan's evolving FinTech ecosystem. The partnership aligned NymCard's expertise in digital financial infrastructure with NIC Karachi's commitment to supporting startups, creating avenues for knowledge exchange, industry engagement, and strategic collaboration.



NIC Karachi x NOWPDP Partner for Inclusion

NIC Karachi signed a Memorandum of Understanding (MoU) with **NOWPDP**, reinforcing its commitment to promoting inclusion, accessibility, and equal opportunities for persons with disabilities. The partnership focused on creating opportunities for engagement, empowerment, education, and entrepreneurship by connecting the startup ecosystem with broader inclusion initiatives and enabling persons with disabilities to actively contribute to Pakistan's innovation landscape.



Pakistan's Startup Ecosystem for Govt of Sindh

NIC Karachi Project Director, Syed Azfar Hussain, conducted an insightful session on Pakistan's Startup Ecosystem for the senior management of the Services, **General Administration and Coordination Department (SGA&CD), Government of Sindh**. The session explored the dynamics of startup ecosystems, their enabling infrastructure, and supporting policy frameworks, drawing on examples from Pakistan and leading international ecosystems. It concluded with an interactive Q&A, allowing participants to exchange perspectives and discuss key aspects of ecosystem development.







BUZZ Board

Accelerating NIC Karachi!



Federal Minister for IT & Telecommunication **Ms. Shaza Fatima Khawaja** and Governor Sindh **Syed Nehal Hashmi** reaffirmed their commitment to advancing Pakistan's digital economy at the FinTech Roundtable 2026, organised by NIC Karachi with support from Ignite National Technology Fund under the Ministry of IT and Telecommunication. The discussion emphasised the need for stronger government-industry collaboration to unlock the country's IT export potential and expand access to digital financial services nationwide.









The inaugural **GLOBE Pakistan Summit 2026** was held in Islamabad, attracting more than 250 participants and facilitating engagement across trade, logistics, e-commerce, and entrepreneurship. Convened by TDAP, the summit provided a platform for industry leaders and international experts to explore emerging opportunities. NIC Karachi startups Conviyo, Fulflit, Aitisal, Munafah.AI, and Cervana AI participated in the summit, establishing valuable industry connections, exploring business prospects, and engaging with potential clients.





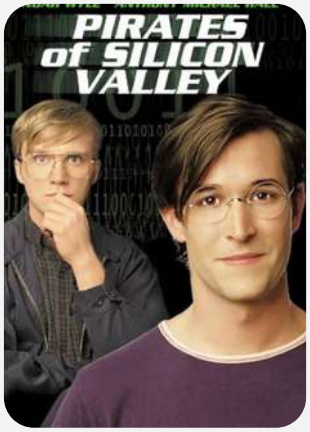


Exclusives: From us to you

You're safe. We'll help you find your next, best move.



What helps startups build a strong foundation for sustainable growth? Explore how customer validation, effective sales strategies, operational efficiency, and continuous innovation enable founders to strengthen their businesses, create lasting value, and navigate evolving market demands.



Must-Watch Startup Movie

This film explores the rise of **Apple and Microsoft**, highlighting the business rivalry between their founders, Steve Jobs and Bill Gates.

Top News

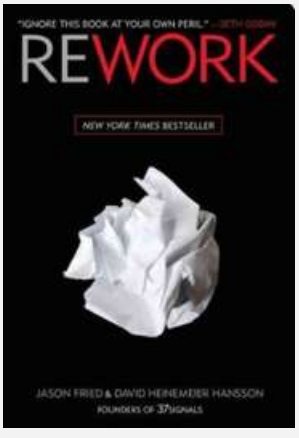
The Week's 10 Biggest Funding Rounds: AI, Defense And Space Tech Lead For Large Rounds

Planet Startups: November 3, 2026

ZymoChem wins $1M top prize at Startup World Cup 2026

Book Recommendation

Rework by Jason Fried and David Heinemeier Hansson challenges traditional business practices, offering a simpler approach to building and managing businesses. The book encourages entrepreneurs to focus on productivity, take action, and achieve more with fewer resources, while rethinking conventional ideas about planning, investment, competition, and workplace practices.



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