

Al Nahal IT Park & Data Centre

An integrated digital infrastructure and human-capital precinct at Sindh Education City
Special Technology Zone, Karachi.

WHAT AL NAHAL IS

Three businesses on one campus

Data Centre

A carrier-neutral colocation facility built to international operating standards, designed for regulated enterprise, sovereign hosting and AI workloads.

Phase 1: 5–7 MW · In development

Enterprise Hub

A tax-advantaged, STZ-regulated business campus where international firms can base regional delivery, R&D and back-office operations next to the infrastructure they use.

Concept stage · Phased with the campus

Training Hub

A certification and screening engine producing work-ready technical talent — for the campus itself, and for export to labour-short economies, Japan first among them.

Curriculum designed · Partner-led delivery

Location Sindh Education City STZ, Karachi

Site 10 acres secured, 20 reserved

Framework Special Technology Zones Authority

WHY THIS IS RELEVANT TO JAPAN

Three different Japanese companies would come to this campus for three different reasons

01 Digital infrastructure operators

A market of more than 240 million people with no incumbent international data centre operator, immediately adjacent to India. A low-capital route to holding a position while the market is still open.

02 Technology and enterprise firms

A ten-year tax and customs exemption regime, a dedicated foreign-exchange repatriation account, and an English-speaking engineering labour pool at a fraction of regional cost — inside a zone purpose-built for it.

03 Employers facing labour shortage

A screened, certified, Japanese-language-prepared talent pipeline from a country that already holds a signed Specified Skilled Worker framework with Japan — and that has barely used it.

THE SITE

Sindh Education City — an established precinct, not an empty field

10

acres secured, payment completed. Land lease execution expected within two months of the site plan date.

20

further acres reserved for expansion, plus a 2.85-acre amenity and services block.

65

km fibre route to Karachi's subsea cable corridor, via the Malir Expressway alignment.

Already at Education City

Ziauddin University — operational, around 1,800 students on site daily.

Sindh Institute of Urology and Transplantation — grey structure complete, outpatient department already serving the local community.

Quaid-e-Azam Public School — fully functional.

Habib University — under construction.

Aga Khan University — land allotted, construction beginning March 2027.

The site sits inside the STZA-governed Education City zone, so the fiscal and regulatory framework applies at the plot itself. Karachi is Pakistan's subsea cable gateway, where the country's international bandwidth physically lands.

PILLAR ONE

The Data Centre

A 5–7 MW first phase designed to international operating standards, with modular expansion tied to contracted demand. Comparable in scale to first builds in Southeast Asia — not to a hyperscale campus.

Power

Dual-feeder grid arrangement with Government of Sindh and K-Electric for Education City, in progress on an 18–24 month horizon.

A 25 MW wind, solar and battery-storage structure under negotiation with K-Solar.

Connectivity

PTCL (SMW4, AAE-1) and Transworld (TW1, SMW5, SMW6, AAE-2, 2Africa) have both indicated willingness to enter the facility.

Carrier-neutral design with a meet-me room and exchange presence intended.

Standards

Designed toward Tier III and ANSI/TIA-942 with N+1 redundancy. These are design targets and a certification pathway, not certifications held today.

Built on a non-Chinese technology stack, for customers whose audit and supply-chain requirements demand it.

PILLAR TWO

The Enterprise Hub

A commercial campus for firms that want a regulated, tax-advantaged base in Pakistan without building one themselves — sitting on top of the infrastructure they are already consuming.

Regional delivery centres

Plug-and-play offices for engineering, support and shared-services operations serving the Gulf, South Asia and beyond.

Localisation without a subsidiary build-out

A route for international firms to establish compliant in-country operations under the STZA framework, with data held locally.

Innovation and testing space

Incubation, co-working and simulation environments for AI, fintech, IoT and industrial technology, with direct access to campus compute.

Where this stands today: a defined concept with STZA category alignment confirmed. Buildings are phased behind the data centre, and would be built against tenant commitment rather than speculatively.

PILLAR THREE

The Training Hub

Not a university. A certification and screening engine: three-to-twelve-month programmes built around internationally recognised credentials, more than half of it hands-on, with soft-skills and vocational counselling built in rather than bolted on.

Delivered by practitioners

A deliberately thin management layer.
Technical delivery is led by working industry practitioners, not academic staff.

The campus as a live laboratory

Trainees work inside a real operating data centre and enterprise environment — the closest Pakistan can get to German dual-education practice.

Employer-defined curricula

Programmes are specified with the employers who will hire the output, so what is taught tracks what is actually vacant.

The Hub serves the campus first — a data centre needs mission-critical operators, and Pakistan does not currently produce them. But its second market is larger, and it is the reason this deck is in front of JETRO.

Japan has already opened the door to Pakistan. Almost nobody has walked through it.

2019

Japan and Pakistan signed a Memorandum of Cooperation on Specified Skilled Workers in December 2019, following a Technical Intern Training memorandum in February of that year.

16

sectors now covered by the Specified Skilled Worker status, after four were added in March 2024 — including nursing care, construction, aviation, accommodation and logistics.

820k

workers targeted across FY2024–FY2028 under the March 2024 Cabinet decision, with a December 2025 proposal taking the combined ceiling past one million.

Pakistan is one of the signatory countries. It is not one of the significant supplying ones. The gap is not policy — it is the absence of credible in-country training, Japanese-language preparation and screening infrastructure.

THE BOTTLENECK

What has been missing, and what we would build

The problem as identified

Japanese-language testing and preparation capacity in Pakistan is thin, and sits largely outside the institutions doing technical training.

Vocational training is not specified to Japanese sector standards, so candidates fail the skills evaluation rather than the intent test.

The Memorandum of Cooperation was written partly to keep exploitative intermediaries out of the channel. That concern has not gone away, and it suppresses employer confidence.

What AI Nahal would add

Technical certification and Japanese-language preparation under one roof, on one campus, on one timetable.

Curricula specified with the receiving Japanese employer or sector body, so the skills test is designed into the programme rather than sat afterwards.

A single named corporate counterparty with audited accounts and a traceable ownership structure, accountable for candidate quality — not a broker network.

Pakistan's designated sending organisations under the framework are NAVTTC and NUTECH; AI Nahal would work alongside them, not around them.

Our certification tracks map onto Japan's designated sectors

AI Nahal track	Representative certifications	Corresponding Japanese sector
Healthtech	CPHIMS, Telehealth Coordinator, Biomedical Equipment Technician	Nursing and care work
Aviation	Ground handling, flight operations, EASA/GCAA Part 66 maintenance foundation	Aviation industry
Hospitality	Certified Hotel Administrator, Guest Service Professional, Revenue Management	Accommodation industry
Construction	PMP construction track, BIM Specialist, OSHA safety, LEED Green Associate	Construction industry
Logistics	CSCP, CLTD, warehouse and inventory management, Six Sigma Green Belt	Automobile transportation; industrial fields
Technology	AWS Solutions Architect, Azure Administrator, CCNA, CEH, data analytics	Electric, electronics and information industries

Each Japanese sector requires its own skills evaluation test plus JFT-Basic or JLPT N4 language proficiency. Language preparation would be added to each track.

FRAMEWORK

What Special Technology Zone status actually provides

Tax relief to 2035

Exemption from income tax on profits and gains, minimum turnover tax and Alternative Corporate Tax. The relief runs for ten years from the date the STZA licence is issued, within an outer limit of 2035 under the STZA framework.

Capital equipment relief

Exemption from customs duty and sales tax on imported plant, machinery, hardware, equipment and software — the single largest saving for a data centre, where almost all critical equipment is imported.

Foreign exchange account

A dedicated facility under the State Bank of Pakistan's Special Foreign Exchange Regulations for STZs, providing a documented route for holding and repatriating foreign currency.

Stated honestly: the exemption clock starts at licence issuance rather than at commercial operation, and the framework carries an outer limit of 2035, so part of the window is consumed during construction. We model the net effective benefit rather than the headline, and we would rather show you that calculation than have your team find it.

WHO IS BEHIND THIS

Sponsor and governance

The founder

Al Nahal is founded and personally sponsored by Irfan Feroz, a Director of Al-Feroz (Private) Limited.

He draws on direct experience delivering Dolmen Mall Clifton, Dolmen City REIT and Dolmen Mall Lahore — large, long-tenor commercial assets built and then held.

The group context

Al-Feroz holds an A+ long-term and A1 short-term rating from VIS with a stable outlook, zero interest-bearing debt across FY21–FY24, and FY24 accounts audited without qualification by A. F. Ferguson & Co.

To be precise: Al-Feroz is not a corporate parent or guarantor of Al Nahal. We state this ourselves rather than letting it be inferred.

Capital markets precedent

The founder's group sponsored Dolmen City REIT, Pakistan's first listed real estate investment trust.

That matters because it gives a credible route for domestic institutional capital to progressively take out foreign exposure as assets stabilise.

A full compliance pack — ultimate beneficial ownership, structure chart, audited accounts, anti-bribery policy and sanctions screening — is available on request.

WHERE THIS GOES

Committed, in progress, and aspiration

SECURED TODAY

The foundation

10 acres paid for inside the STZ. Site plan issued. Carrier interest confirmed in writing. Certification curricula designed.

IN PROGRESS

Phase 1, 2027–2028

A 5–7 MW data centre, first training cohorts, initial enterprise space. Grid arrangement, renewable structure, licensing and anchor customers are all live workstreams, not closed ones.

ASPIRATION

The campus at maturity

Expansion across the reserved 20 acres toward a substantially larger campus, a full enterprise district, and training throughput measured in thousands rather than hundreds a year.

Earlier AI Nahal material has circulated with larger headline capacity and investment figures attached. Those describe the long-run ambition for the site. The numbers in this deck are the current, evidenced position, and they are the ones we will stand behind in diligence.

SUPPLEMENTARY INFORMATION

The three verticals, at a glance

	Data Centre	Enterprise Hub	Training Hub
Investment sought	Phase 1: none. We seek technical collaboration only — validation of our engineering design and operating strategy. Phase 2: USD 50–100 million.	To be defined jointly with the Japanese partner, once the sector and business model are agreed.	To be defined jointly. The blueprint is deliberately open so that a partner can shape it.
Scale and capacity	Phase 1: 5–7 MW IT load. Phase 2: a further 10–15 MW. Longer term, a campus of up to 200 MW, conditional on a hyperscale anchor customer.	Scaled to partner requirement within the 30-acre campus, under the Special Technology Zone licensing framework.	Scope, size and sector focus to be determined in consultation with the partner organisation.
Timeline	The governing milestone is dual-feeder grid energisation to Education City. Target commissioning of Phase 1 in Q2 2028.	Follows partner selection. Enterprise buildings are phased behind the data centre.	Blueprint stage. First cohorts can precede the data centre, as the hub needs less infrastructure.
Government involvement	Common to all three. The campus sits inside Sindh Education City, a Government of Sindh project operating as a Special Technology Zone. The Sindh Investment Department has facilitated grid electricity provision with K-Electric. The project carries federal support and is recognised as a strategic project under the Special Investment Facilitation Council.		

A staged ask: capability first, capital later

PHASE 1 · 5–7 MW

Technical collaboration

We are not seeking investment at this stage. What we want is validation of our engineering design, resilience topology and operating strategy by an operator who builds to international standards.

Al Nahal funds and owns Phase 1 in full — land, shell, power infrastructure and base building.

PHASE 2 · +10–15 MW

USD 50–100 million

Once Phase 1 is delivered and operating, we would open an investment conversation on expansion — on terms discussed in advance, but exercised only against demonstrated performance.

A partner who has validated the design is the natural investor in the expansion of it.

LONGER TERM · ASPIRATION

Up to 200 MW

A campus of this scale is achievable on the land we hold, but only with a hyperscale anchor customer. We state it as an ambition conditional on that, not as a plan.

An international operating partner would be the credible route to such a customer.

Timeline. The governing milestone is dual-feeder grid energisation to Education City, which the Sindh Investment Department is facilitating with K-Electric. We are targeting commissioning of Phase 1 in the second quarter of 2028, and will confirm a firm date once the grid allocation is documented.

Where a Japanese partner could operate under the zone framework

The Special Technology Zone licence permits the sectors below. We are open to partnership across any of them, selected against both Pakistani domestic demand and export potential — and we would expect a partner to lead that choice rather than us.

IT and computing

Software development and SaaS; enterprise and cloud platforms; IT-enabled services, global capability centres and business process outsourcing; cybersecurity.

Emerging technologies

Artificial intelligence and data science; fintech and blockchain; biotech, medtech, telemedicine and digital diagnostics; agri-tech and food processing technology.

Advanced manufacturing

Electronics, semiconductors and smart hardware; robotics; aerospace and defence technology; industrial IoT and automation; renewable energy technology.

Ecosystem enablers

Venture capital and private equity vehicles; research, development and testing facilities; technology skills centres; incubators and accelerators.

Investment, scale and timeline would be determined jointly once a partner and a sector are selected. We have deliberately not pre-committed these, because the right answer depends on what the partner wants to build.

Deliberately unfinished, because a partner should finish it

We are developing the blueprint now. We have not fixed the scope, the throughput or the sector weighting, and we would rather determine those in consultation with a Japanese partner organisation than present a plan built around assumptions about what Japanese employers need.

What is settled

The model: short, intensive certification programmes of three to twelve months, delivered by practitioners, more than half hands-on, with soft skills and counselling built in.

The sectors we can already teach: healthcare technology, aviation, hospitality, construction, logistics and IT.

Our willingness to act as a single named, audited corporate counterparty accountable for candidate quality.

What a partner would shape

Which sectors to prioritise, and annual throughput by sector.

Curriculum specification against Japanese sector skills evaluation tests, and the Japanese-language preparation to be built into each track.

The commercial model, the investment required, and the placement and aftercare arrangements in Japan.

Because the Training Hub needs far less physical infrastructure than the data centre, first cohorts could begin well ahead of 2028. Of the three verticals, this is the one that can move quickest.

ENGAGEMENT

Four ways a Japanese company could work with us

01

Technical and Operating Partnership

Design review, operating standards and commissioning oversight for the data centre. No capital, and no balance-sheet exposure.

02

Tenancy or build-to-suit

We fund and own the land, shell and power infrastructure; you take a long lease of technical or enterprise space and operate under your own brand.

03

Talent partnership

Co-specify a certification track against your own hiring requirement, and take the output. The most immediate of the four, and the one needing least capital from either side.

04

Staged equity

A minority position taken at a later, defined gate, once demand and power are contracted. Available, but not what we are asking for now.

THE ASK

We are asking for introductions and a conversation, not a commitment

- An opportunity to brief JETRO's Managing Director on Pakistan as a market, and on this campus specifically.
- Introductions to Japanese companies for whom any of the three pillars is relevant, with a bias toward the talent pipeline, where the fit is clearest and the barrier lowest.
- Guidance on the right Japanese sector bodies and language-testing partners to design the Specified Skilled Worker tracks against.

Mehboob ul Haq

Chief Executive Officer, Al Nahal (Pvt.) Ltd.

mh@alnahal.com.pk

+92 300 8209679

www.alnahal.com.pk