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OUR PURPOSE

We at Sialkot Chamber of Commerce & Industry are Committed to fulfill our member's requirements and strengthen our position as a quality managed organization.

OUR AMBITION

Our pledge is to provide best quality services through a member-driven, service oriented and dynamic management team. To meet this obligation, the Chamber will continue updating the employee's skill by training, acquisition of new technology and regular re-evaluation of it's services. The Chamber will continue to be the Advocacy & Lobbying body for its members getting relief and benefit by resolving issues relating to trade & industry.

ANNUAL GENERAL MEETING



ANNUAL GENERAL MEETING



MEMBERS OF EXECUTIVE COMMITTEE 2021-22



Mian Imran Akbar



Sheikh Zohaib Rafique Sethi



Mr. Qasim Malik



Mr. Qaiser Iqbal Baryar



Mr. Qaiser Ikram Dodhy



Mr. Asif Ali



Mr. Muhammad Ahsan ul Haq



Mr. Naeem Yousaf



Mr. Adnan Yousaf



Mr. Amer Majeed Sheikh



Ch. Jahangir Rashid



Mr. Shoaib Imtiaz

MEMBERS OF EXECUTIVE COMMITTEE 2021-22



Mr. Muhammad Idrees



Sheikh Sohail Zafar



Mr. Shahid Nadeem Mughal



Mr. Ahmed Imtiaz Khan



Mr. Aneel Sarfraz



Mr. Ali Amir Bhatti



Mr. Awais Ahmad



Mr. Saleem Akhtar Bhutta



Mr. Muhammad Shahbaz



Mrs. Shabnam Asif



Mrs. Gulzaib Waqas Awan



Tariq Mahmood Malik (SG)

PRESIDENT'S MESSAGE

Dear Members,

Sialkot Chamber of Commerce & Industry has always been at the forefront with its advocacy efforts in the best interest of the export sector of Pakistan in general and Sialkot in particular. For almost 4 decades, the premier trade body of the country has been voicing its opinions and playing its promised role in industrial development, economic growth, and sustainability. This Chamber is not just an organization but an institution wherein our collective efforts have given us the fruits of many successes. As the 39th President of SCCI, it is a moment of immense pleasure for me to present to you the Annual Report for 2022 an eventful year that brought many key developments to the existing projects as well as allowed us an opportunity to explore new horizons.

The year 2022 indeed posed several challenges for businesses across the country. We, at Sialkot Chamber, were fully cognizant of the varying dynamics and remained ever-ready to maneuver the industry through any situation as evident from a number of meetings with Government functionaries at both Federal and Provincial levels. I feel satisfied in mentioning that as always, you were our number one priority, and getting the best for our members has been at the very core of our strategy. From a number of issues getting resolved to a wide array of new services being offered to our members, Sialkot Chamber made sure we live up to your expectations with a resolve to continue our role as a catalyst of growth for our industry in the years to come.

As I assumed charge of the Presidency, I had a clear roadmap in mind with my targets set on getting the most burning issues of the industry resolved amicably and getting new projects and initiatives approved by the Government. Continuing the legacy of the Sialkot Chamber, this year also kept us busy working on various issues and projects including but not limited to the 5% Withholding Tax on Export Companies, Temporary import of Artificial Leather under SRO 492, Sales Tax on Export Processing





Mian Imran Akbar
President

Zone, Revocation of SRO 1275, University of Sialkot Industrial Zone, and Safe City Program.

This year at Chamber, we also focused on capacity building and enhancing the skillset of our members through our initiative of the Business Executive Course in collaboration with top Consultants and Trainers of Pakistan.

The following report highlights the key progress areas for the year 2022:

1. ISSUE OF DUTY-FREE IMPORT OF PU LEATHER UNDER SRO 492 RESOLVED

I am pleased to share with you that after strong advocacy and lobbying efforts of the Sialkot Chamber of Commerce & Industry, the Federal Board of Revenue allowed the import of PU Leather under the SRO 492 (I)/2009 vide their clarification C.No.11(17)DRD/2010(PT-I) issued on May 12, 2022. This was a breakthrough achievement of this Chamber as the deadlock was persisting for last many months.

Sialkot Chamber took up the issue with all the stakeholders including the Finance Minister, Commerce Minister, Chairman FBR, and Member Customs (Policy). In this regard, a delegation led by the undersigned had a meeting with the aforementioned Government functionaries and pleaded that Synthetic Leather or Polyurethane Leather is different from natural leather as it is made of elastomeric polymers and rubber and is completely identifiable after value addition.

We also informed the Government that the impact of barring duty-free PU Leather imports would be disastrous for the Football Manufacturing and Export Sector of Pakistan as the annual export earnings of the sector stand at USD 120 (M) which can peak at USD 200 (M) during the world cup season and all the business could be lost to China and India.

Moreover, the import of lining material was also allowed under the aforementioned SRO which would immensely benefit the Leather Sector. I remain thankful to Mr. Miftah Ismail, Finance Minister, Mr. Naveed Qamar, Commerce Minister, and Mr. Asim Ahmad, Chairman FBR for understanding the gravity of the situation and accepting our demands on merit. I would like to especially thank Khawaja Muhammad Asif, Federal Minister for Defence for his unwavering support extended to the Sialkot Chamber.

2. ISSUE OF 5% WITHHOLDING SALES TAX AGAINST PURCHASES FROM UNREGISTERED PERSONS

The issue of levy of 5% Withholding Sales Tax against unregistered purchases has been a disadvantage for the Corporate Sector of Sialkot. This Chamber has always maintained that 5% withholding Sales Tax on Exporter Companies against purchases from unregistered persons should be abolished with retrospective effect i.e., from July 1, 2019. As I took over the Presidency, this was the first issue I took up with the Government and I am pleased to share with you that we were successful in getting partial relief as leather and surgical sectors were made exempt from the levy of the aforementioned tax. This was indeed a huge development as we were able to break the deadlock thanks to the strenuous efforts of the team working on the project under my supervision.

The announcement was made by Mr. Miftah Ismail, Honorable Finance Minister in the National Assembly session held on June 24, 2022. We understand that the issue is of equal significance to other sectors and I would like to assure you that we are in continuous follow-up with the Government to extend the facility as ab initio for other sectors as well.

Here, I would like to thank and acknowledge the services of Mr. Ahmed Zulfikar Hayat, Chairman Departmental Committee on FBR/Taxation in getting the issue resolved for the industry.

3. ISSUE OF SALES TAX ON EPZ

Supply of goods or import of goods in Export Processing Zones has always been exempt from levy of Sales Tax through the Sixth Schedule of the Sales Tax Act. However, The Federal Government through the Finance Bill 2021 had omitted Entry No.102 of the Sixth Schedule of Sales Tax Act, 1990 withdrawing the Sales Tax Exemption to the units in EPZ. The Sales Tax exemption has been a major incentive for the investors of the EPZ and the foreign companies wishing to bring FDI to Pakistan.

Sialkot Chamber immediately took up the matter with relevant quarters at the Ministry of Finance, Federal Board of Revenue, and EPZA. Thankfully, the issue was resolved and the amendment was retracted to allow Sales Tax exemption to the units in EPZ.

4. SRO 1275 - REVOCATION OF MINIMUM EXPORT PRICE

I am pleased to share that after strenuous efforts and consistent follow-up of this Chamber, the Ministry of Commerce through its SRO 1275 (i)/2021 dated September 30, 2021, accepted a long-standing

proposal of the Sialkot Chamber for exemption of Minimum Price Fixation for Beauty and Single Use Instruments Sector by making an amendment in Export Policy Order 2020.

As per the amendment, the aforesaid order paragraph-14 and schedule-iv thereto shall be omitted (which exempts the HS Codes mentioned in SRO 243 (i)/2011, dated March 14, 2011, from the Minimum Price Fixation obligation.

The development proved to be a huge relief for the Beauty and Single Use sector to unleash its real potential.

5. SCCI BUSINESS EXECUTIVE COURSE

Training and enhancing the skill set of our members has been a domain of particular interest for the Sialkot Chamber. We take pride in coordinating and facilitating tailor-made workshops and awareness seminars on all the topics of interest to our members as we believe that sharing of knowledge is the key component of creating a conducive environment for the businesses.

I am pleased to share with you that this year we took the initiative of the Business Executive Course to train the new exporters and aspirants through several courses to equip them with correct and up-to-date knowledge of entering into the export business. I would like to thank Mr. Zohaib Rafique Sethi, Senior Vice President, for his support in the execution of the project. I am pleased to mention that a total of 10 courses have been offered till August 10, 2022.

6. ISSUE OF FREE SALE CERTIFICATE

Issuance of Free Sale Certificate had become a hassle for the exporters especially in the surgical sector as the District Health Office had stopped the issuance. The certificate is of paramount importance and a key requirement for foreign buyers. This Chamber was quick to take up the matter with the district administration and thankfully the office of the DHO Sialkot agreed and reinitiated the issuance of Free Sale Certificates.

7. FACILITATION DESKS FOR MEMBERS

Sialkot Chamber has been an avid supporter of offering one window services to its members. We understand that an average exporter has to deal with numerous departments for various services pertaining to their businesses. In order to make the whole process hassle-free and facilitate our members, we entered into arrangements with various Government Departments to offer their services under one roof of the Sialkot Chamber. I am pleased to mention that we

were successful in setting up the following facilitation desks for the members:

- a) GEPCO Facilitation Desk
- b) Municipal Corporation Sialkot's Facilitation Desk
- c) Customs Facilitation Desk
- d) Pakistan Single Window Facilitation Desk

8. PROJECT OF SAFE CITY

The project of Sialkot Safe City has been very close to my heart as I had announced it in my speech while assuming charge at the Annual General Meeting. At that time I had no idea when the project would be approved by the Government but I was firm with my resolve to set its foundations and enter it into the pipeline.

The prevailing security and traffic situation of Sialkot has necessitated that a sophisticated IC3 system is installed in the city especially considering the city's strategic importance. In this regard, I had several meetings with stakeholders at both provincial and federal levels. Thanks to the Almighty, the project was approved within my tenure as the Government of Punjab officially included it in its Annual Development Program at the cost of PKR 1.936 (B).

The initial amount for developing feasibility has been allocated with a major chunk of funding expected to be released this year.

9. LEATHER PROJECT UNDER TUSDEC

Sialkot Chamber has made concerted efforts with Technology Upgradation and Skill Development Company in taking initiatives for the betterment of our sectors. We believe that manufacturing process enhancement and technology benchmarking are two key components if we are to compete globally with our products. Last year a project of the state of an art dyeing facility was initiated for which necessary funds were allocated by TUSDEC. Along the same lines, this year we have initiated the project of CE Marking Lab in collaboration with TUSDEC. The lab would serve to localize the testing requirements of the leather sector by providing accredited testing services within Pakistan. Previously, the services of international labs were hired which proved to be an expensive undertaking for our exporters.

10. PAKISTAN ENGINEERING COUNCIL

To achieve strong export growth, the industry must work on its expansion, diversification of product lines, adoption of high-tech manufacturing solutions, and upgrading skills of its human resource at par with global standards. It is also significant that the industry

prepares itself for the ever-changing dynamics of the modern world and rapidly evolving social compliances.

If we are to take the Industry of Sialkot to the next level and double our exports in the years to come, it is imperative that we create an enabling ecosystem through which a skilled human resource in the shape of technologists in respective sectors can be produced through the collaboration of all stakeholders and synergy of industry and academia. I am pleased to mention that this year, both SCCI and PEC took cognizance of the matter and agreed to enter into a collaboration through which several initiatives would be taken including joint sectoral research, facilitation in final year projects for engineering students to develop indigenous solutions for industry and most importantly providing internships to Engineering Graduates in the industry of Sialkot.

Here, I would like to extend my heartiest gratitude to the Pakistan Engineering Council for pledging PKR 20,000 per intern for 6 months whereas PKR 10,000 would be paid by the interested company. Never before has a project of such magnitude been undertaken with such a lucrative financial offering creating a win-win situation for both the graduates and the industrialists.

It is indeed a good opportunity for the manufacturing sector of Sialkot to hire quality produce from the top-ranked engineering universities at subsidized rates whereas, the engineering graduates would be able to get the feel of the industrial dynamism prevalent in the value-added sectors of the city.

I firmly believe that this initiative would improve the skills set of graduates and aid in bridging the gap between industries and academia resulting in better employment opportunities for young engineers and manufacturing growth through process innovation and product development. I would like to thank Mr. Qasim Malik, Vice President of Sialkot Chamber for his dedicated efforts in the execution of the project.

11. SME FINANCING CLINICS

Access to finance has always been an important topic for Sialkot Chamber. It is a matter of delight that our hard work of several years was met with a green light from the Government and several financing schemes dedicated to the SME sector of Sialkot were introduced including the clean lending facility. However, we observed that the commercial banks were not implementing the schemes in their true spirit either due to lack of capability or will. Sialkot Chamber took up the matter with the State Bank of Pakistan and arranged several SME Financing Clinics aimed at providing awareness to the members and encouraging banks to process the application of SMEs. I am glad

that scores of our members benefitted from the initiative and successfully secured financing as per their needs.

12. EXPORT KNOWLEDGE COMPENDIUM

I still remember the days when I took up the export business as my professional career in my youth. It brings back so many memories of the struggle and hard work I had to put in to establish my business. But times have changed and global markets have evolved posing new challenges and adding to the complexity of the export business. I understand that it is extremely difficult for a new entrant to adapt to the same challenges and learn the tricks of the trade. On the other hand, it is our responsibility as the seniors of the industry to guide our youth so that they can make healthy career choices and establish themselves as the exporters of the future.

In view of the same, this year we planned on developing a holistic export knowledge compendium in the Urdu language to allow the new members to understand the art of export and all of its dynamics in a book form. The task is being executed in collaboration with the Government College Women University to convert all the practical knowledge of export into a book which would be offered to new members and youth aspiring for export business. The work on the project is in process and soon we would host a grand launch ceremony.

13. ISSUE OF PROPERTY TAX

The Punjab Government had levied a tax on properties other than agricultural land abutting National/ Provincial highways under section 10 of the Punjab Finance Act, 2019. The tax had resulted in an undue financial burden on the exporters of Sialkot as most of them belong to the SME category. It is pertinent to mention that due to a lack of proper industrial estates the industrial units have been dispersed within and outside the city and on roads including National and Provincial Highways.

Sialkot Chamber took up the matter with the Honorable Prime Minister Mian Muhammad Shehbaz Sharif and other key Government functionaries. Thankfully, our point was well taken by the Chief Secretary Punjab in a meeting held on June 16, 2022, wherein we emphasized that all Export Oriented Industrial units of Sialkot may kindly be exempted from the levy of tax under Section 10 of the Punjab Finance Act.

The Punjab Excise department has initiated necessary work to exempt the export factories from the levy of the aforementioned tax and soon a proper notification in said regard would be issued.

14. INFRASTRUCTURE PROJECTS

The city of Sialkot which is 0.5% of the total population of Pakistan and contributes 10% to the total Exports of Pakistan is in dire need of proper infrastructure and civic amenities. We cannot help but notice that we are being ignored in terms of development and infrastructure needs and civic amenity requirements remain un-attended giving an unhealthy and undeveloped look to Sialkot. It is also regretted that apart from the depleting condition of road infrastructure, the development projects that have been initiated are pending completion for years now.

Sialkot Chamber has always gone beyond its role as a business organization and has raised its voice at necessary forums for well being of the city. This year we were actively involved with the Punjab Government and I am glad to share the following updates in said regard:

- a) The Project of Sialkot-Pasur Road would be completed on priority. Funds of PKR 500 (M) have been allocated in the ADP 2022-23 and approval for further release has been taken by the Punjab Government. The Chief Secretary informed that new funds would be released after the exhaustion of the PKR 500 (M). The total project cost has been estimated at PKR 1.924 (B).
- b) The Government of Punjab has approved the carpeting of the 16 KM section of Sambrial to Wazirabad Road. Moreover, the project of Sambrial to Sialkot Airport Road would soon be executed.
- c) The project of widening of Muzaffarpur Railway Crossing would soon be initiated under the supervision of Secretary C&W.
- d) Feasibility on the creation of a link from Aimenabad Road to Lahore Sialkot Motorway has been ordered. Necessary funds for the project would be allocated after the study.
- e) The project of Sialkot Gymkhana would be initiated. The Honorable Chief Secretary agreed on the need for such a facility in Sialkot and promised early developments in this regard.
- f) The Chief Secretary Punjab also gave his nod for the establishment of E-Sahulat Markaz within the premises of the Sialkot Chamber. PITB would be executing the project after the feasibility study.

15. AMAZON TRAINING MODULE

Sialkot Chamber's Knowledge series is a remarkable initiative taken by the Research & Development wing to provide knowledge-based videos for the benefit and awareness of its members. The project was focused to identify trending topics of trade and record easy to understand videos. I am glad that this year we rolled out a complete course on Amazon which is available on our website and all social media platforms. I am sure that the series would continue in the future with more interesting topics.

16. ORACLE CLOUD INFRASTRUCTURE FREE TRAINING & CERTIFICATION PROGRAM

As I assumed the office of the President, I presented a vision to identify new sectors of export from Sialkot. Indeed the traditional sectors are a hallmark of the success of the city yet I have always believed that new sectors should be included in the everdiversified trading spectrum of the city to quadruple our exports in the years to come. On the other hand, we have a huge youth resource pool graduating from Universities that should be channelized and I believe that IT and Software Exports is one arena wherein our youngsters can create many laurels.

You would be pleased to note that the freelance industry of Sialkot is thriving at a steady pace and earning a decent foreign exchange but the sector remains unchannelized. This year we decided to explore the possibilities of developing the IT Export Sector of Sialkot and have met various stakeholders from the industry. As a first step, we entered into a major collaboration with Oracle, the world's top software company, and offered their free training and certification program on cloud infrastructure for the youth of Sialkot. The program was a huge success as many candidates enrolled themselves for the program. I am affirmative that with more concerted efforts IT exports of Sialkot will stand in line with other prominent sectors like Surgical, Sports, and Leather.

17. PROJECT OF INCUBATION CENTRE

As mentioned earlier, in order for us to develop new sectors like Information Technology, it is imperative that the necessary ecosystem is provided to the young minds with bright ideas where they can find investments and commercialize their products and services. It is high time that the city of Sialkot has such a setup that is backed by venture capitalists, mentors, and all the facilitative interventions to incubate the success stories of the future.

In this regard, this year we have decided to set up an incubation center in Sialkot so that projects related to the existing industry as well as new sectors could be

identified and incubated. In view of the same, we have had meetings with various industry experts including the CEO Nayatel, Management of the National Incubation Centre, and Ignite. I am hopeful that soon a state-of-the-art business incubation setup would be made available for entrepreneurs of the city.

18. ONLINE JOB PORTAL

Sialkot Chamber is always striving to bring new services for the ease of its members. In the same pursuit, I am pleased to share that SCCI developed an Online Job Portal wherein the members will be given access to numerous Resumes of willing candidates (fresh and experienced) while looking for eligible candidates for jobs in their factories.

It may be mentioned that previously the Resumes/ Curriculum vitae (CVs) were submitted to the Sialkot Chamber of Commerce and Industry in hard form, whereas the online portal will help employers to contact directly to the candidate through (email correspondence/chat facility available within the portal).

The Online Job Portal is live and would not only benefit the members but also the fresh graduates aspiring to become a contributing part of the Industry of Sialkot.

19. ISSUES PERTAINING TO EXPORT PROCESSING ZONE SIALKOT

The Export Processing Zone Sialkot has been a long-standing unresolved issue in the industry. Since its inception, it has failed to attract manufacturers to develop its projects due to stringent custom laws and management issues on the part of the Punjab Small Industries Corporation (PSIC). Throughout this year, the issue of EPZ was among our top agenda points as we had several meetings with the stakeholders including the Ministry of Industries, Federal Board of Revenue, Industries Commerce & Investment Department Punjab, Punjab Small Industries Corporation, and Export Processing Zone Authority. I am pleased to mention that the cancellation of plots would soon be reverted through a proper mechanism and the issues pertaining to Customs would be resolved within this year.

Moreover, expedited notification of BOM of Small Industrial Estate and Sialkot EPZ would be ensured by the Punjab Government.

20. THE UNIVERSITY OF APPLIED ENGINEERING AND EMERGING TECHNOLOGIES SIALKOT (UAEET)

As you know that the project of the University of Applied Engineering and Emerging Technologies (UAEET) was approved in 2021 as a result of strong lobbying and advocacy of this Chamber. I am pleased to mention that since the approval, this Chamber has been in continuous follow-up with the Provincial & Federal Governments for the earliest possible execution. I am pleased to share the following updates on the project:

- a) The Construction work for Phase-I of the project is in full swing by the contractor (CCECC-SALMAN JV). The phase is estimated to be completed by September 2024.
- b) Punjab and Federal Governments have released the initial funding of PKR 1.37 (B) to the Project Office.
- c) The Charter of the University of Applied Engineering and Emerging Technologies (UAEET) has been approved by the Cabinet and would be approved as an ordinance within this week.
- d) HR Positions have been advertised and soon a Project Director would be hired.
- e) The Project Office would soon start working within the premises of the Sialkot Chamber.
- f) Tenders for the main building have been awarded and construction is due to start immediately.
- g) Work on Pre-Fabricated Building is in progress that would allow the University to start its classes within this year (Fall 2022).
- h) MOUs have been signed with Foreign Universities including GDUT China, MCI Austria, FH Joanneum Graz, HUST China, and Johannes Kepler University.

The project is finally becoming a reality after years of struggle and efforts of the Sialkot Chamber. We are affirmative that after completion, the University is going to change the fate of the region by heralding a new era of industrialization. I would especially like to thank all the political leadership for their taking patronage of the project and commitment to this goal.

21. SIALKOT INDUSTRIAL ZONE

Sialkot Industrial Zone, the project for the future expansion of the city was conceived by the business leaders of Sialkot in 2016 and since then many headways had been made. I must appreciate the Former President Sialkot Chamber who actively followed up on the project until the baton was handed over to me.

Throughout my tenure and among all the meetings held, this has been the top agenda point. Although the project was principally approved and announced by the Prime Minister, no proper development could be made by the Government of Punjab. I am grateful to the Almighty's Blessings that the project of Sialkot Industrial Zone has officially been initiated as the tender for the development of a feasibility study and the master plan was given to NESPAK this year. The feasibility report is due to be submitted by September 15, 2022, followed by the necessary process for land acquisition at 1300 acres of the Sahowala Site.

Members would be pleased to note that the Punjab Industrial Estate Development & Management Company has also solicited official approval for Section 4 of the Land Acquisition Act on the proposed site beforehand to expedite the working.

22. PARTICIPATION IN INTERNATIONAL TRADE DELEGATIONS & EVENTS

Sialkot Chamber has been known to send international trade delegations on both self finances and subsidy basis. Although the past 2 years were relatively slow considering the pandemic situation, this year proved to be a rebound as we remain committed to exploring both traditional and nontraditional markets. In the same spirit, the Sialkot Chamber of Commerce and Industry collaborated with United States Agency for International Development (USAID) to organize a Single Country Exhibition "Made in Pakistan" during the month of May 2022 in Almaty, Kazakhstan, in which more than 20 companies participated. Similarly, another venture was made in collaboration with the Asia Pacific Leather Fair (APLF) in which more than 13 companies from Sialkot were sponsored by APLF in "Buyer Hosted Programme" at APLF Dubai in the month of March 2022.

SCCI also announced multi-sectoral Trade Delegations to Japan and Argentina to provide opportunities to SMEs to make business-to-business match-making. I would like to congratulate Mr. Qasim Malik, Vice President and Chairman of the Committee on Fairs & Exhibitions/Delegations for working tirelessly on the task.

23. ESTABLISHMENT OF A MODERN DYEING FACILITY IN SIALKOT CITY

Sialkot Chamber of Commerce and Industry (SCCI) has been vocally proposing a State of the Art "Modern Dyeing Facility" within Sialkot City for the Textile Industry of Sialkot under the National Strategic Programme of Acquisition of Industrial Technology (NSPAIT).

I am pleased to mention that the project was approved on CDWP Forum on 29th November 2021, with a total worth of PKR 3.206 billion, the project contains the Testing Laboratory for Technical Textile and Less Water Intensive Dyeing Facility, which would be established at Sports and Industrial Development Center (SIDC).

Moreover, SCCI has also proposed to initiate an intervention for the Leather Sector, against which a proposal for the establishment of a CE Marking Lab has been submitted to TUSDEC, against which PC-1 is under approval process.

24. CHILD AND SOCIAL DEVELOPMENT ORGANIZATION

Child and Social Development Organization is a flagship project of the Sialkot Chamber of Commerce and Industry established as a result of a partnership between the United Nations Children Fund, International Labor Organization (ILO), and this Chamber to eliminate child labor from the Soccer ball industry of Sialkot in 1997 in Atlanta Georgia. Currently, over 1000 privileged are getting free-of-cost education in the 7 schools of CSDO in slum and far-flung areas of the Sialkot District.

In order to ensure the project's sustainability Sialkot Chamber had requested the Federal Government for a grant of PKR 96 (M) that was thankfully approved by the Export Development Fund however, this year we were successful in getting PKR 15 (M) allocated.

25. SPORTS INDUSTRIES DEVELOPMENT CENTRE

Sports Industries Development Centre (SIDC) is a project of the Small and Medium Enterprise Development Authority (SMEDA) funded by the Ministry of Industries and Production (MoI&P) Government of Pakistan, to help the sports goods sector to adopt the new technology of Mechanized Thermo Laminated Balls by providing the production facilities for SME's, Technical Advisory Services, Mold Making Machinery Services and Training to Manpower. SIDC proudly introduces itself as an ISO 9001:2015 certified manufacturer of Bladders, Thermo Laminated Soccer Balls, Futsal Balls, Rubberized Basketballs, and Volleyballs using

state-of-the-art technology.

SIDC has manufactured the following quantity of products in FY: 2021-22 for international brands through the local industry.

Sr.#	Description	Quantity
1	Bladders	2,294,889
2	Thermo balls	11,128
3	Basketballs	14,118
4	Winding of Bladders	75,563
5	Rubber Nozzles	77,000

- a) American balls / Rugby ball & Volleyball samples are also developed. SIDC has developed a number of different types of dies for manufacturing bladders/ balls, etc for local industry.
- b) SIDC has facilitated SMEs for manufacturing around 3.71 million balls which supports and upgrades the industry and increases the exports of Pakistan.
- c) SIDC has facilitated/ help about 13 companies with the setup of their own thermo units by making their linkage with the imported machinery suppliers and many through reverse engineering. Some other organizations have set their industrial units by copying and getting help from the SIDC production unit.
- d) SIDC has facilitated different companies to improve their production process.
- e) SIDC have conducted laboratory test of balls for industry and also R&D work done on different products for industry. Workshop facilities are also provided to the industry regarding Teflon coating of molds, etc.
- f) SIDC is an ISO 9001:2015 QMS certified organization.
- g) PC-IV of the project submitted to Mol&P.
- h) Project is managing its operational expenses by generating revenues by providing services to SMEs and local industry.
- i) Exit Strategy:- SIDC project may merge into

SMEDA as a non-developmental project and operate as a subsidiary of SMEDA. SIDC may provide service and R&D facilities to SMEs / local and foreign clients directly.

26. PRODUCT DEVELOPMENT CENTRE

Product Development Center (PDC) for Composites Based Sports Goods is a project of the Small and Medium Enterprise Development Authority (SMEDA), Ministry of Industries & Production (Mol&P), Government of Pakistan to provide Common Facility Services to the sports sector in the manufacturing of Composites Based Sports Goods, increase exports and enhance productivity by providing technical consultancy services, to provide skilled workforce to the industry, laboratory testing of products and raw material, and to development of Prototypes for different products.

PROJECT OBJECTIVES

- Provide Common Facility Services in the manufacturing of composite sports goods i.e. Hockey sticks, Baseball and Cricket bats, Billiard Ques, Rackets, Fishing Tackle, Golf sticks, etc.
- Provide skilled workforce to industry for the composites based sports goods i.e. Hockey, Golf Sticks, Bats, Rackets, etc.
- Laboratory testing of products and raw material.
- Help develop imported machinery locally.
- Development of Prototypes for different products.
- Enhance productivity by providing technical consultancy services to new and existing industrial units.

PROJECT PROGRESS UPDATE:

- Project was approved on October 19, 2017.
- Civil Work completed and building handed over.
- Procurement of Machinery is completed.
- Installation & commissioning will be initiated.
- Furniture & Fixture and IT Equipment procured.
- Project Staff hired as per requirement.

- Total Fund released up to 30-06-2022 = 410.953 Mn
- Utilization till 30-06-2022 = 409.153 Mn
- Project Financial Progress = 77 %
- Project Physical Progress = 77 %

PROPOSED FACILITIES/ SERVICES TO SMEs AND LOCAL INDUSTRY

- **Prototype Development:** As one of the major components of the services, the Center would conduct research on the development of prototypes for composite-based sports goods, which the industry is still unable to market properly due to a lack of technical knowhow. The strategy will be to graduate industry from basic to advanced/high tech sports goods such as; Field, Roller and Ice hockey sticks, Baseball and Cricket bats, Billiard Ques, Rackets, & Fishing Tackle, Golf sticks, Water sports equipment, Snow sports.
- **Testing Facilities:** Provision of chemical and physical testing would be available at the center to analyze the material composition (mix) and physical strength of the product(s).
- **Technical Consultancy:** In order to build the capacity of the private sector to improve productivity, the Center would provide technical knowhow to the units that are facing problems in manufacturing composites-based products which may include the appropriate composition of raw materials to achieve desired weight & strength, selection of appropriate manufacturing process, machine, etc.
- **Training of Labor:** Center would be able to impart training in various fields of composite technology including; Material Identification & Selection, Inspection & Testing, Basic Machine Operations, and Composite Technology
- **CFC Services:** The center will also provide common facility services to the Sports goods sector in the manufacturing of the above-mentioned products.

27. AIRSIAL

AirSial has become an identity of Sialkot and has proved its mettle in a short span of time. With a rate of 98% Punctuality, 100% Regularity, and quality inflight services, the trailblazing airline has set the bar high and

earned a positive perception rating among its clientage. With more than 2 years of flight operations, 5688 successful flights to date, and thousands of satisfied passengers, the AirSial is now ready to spread its wings to international destinations. This year, we took up the matter with the Federal Government for expedited approval of the International Operator license and I am more than pleased to announce that our request has been approved. Soon the mark of Sialkot would be witnessed in the skies of the Saud Arabia, United Arab Emirates, Iraq, Iran and other international destinations

28. SIALKOT TANNERY ZONE

The tanning industry is very important for Pakistan as it fetches more than 1.0 billion US\$ annually and is a source of employment. It was observed in the past few years the export of the leather industry is on the decline and one of the major issues is compliance with international environmental standards. The growth of the leather sector has, however, been restrained by an inability of the leather industry to meet rigorous customer requirements and compliance regulations of the importing countries. This is particularly important for the European Union (EU) markets as Pakistan was granted GSP+ status. Now a new requirement from the Brands of the European Union (EU) has been introduced which is the compliance of the Leather Working Group (LWG). In the future, without compliance with LWG regulations, no one can export its product to Europe / America.

There are 250 tanneries located in 10 different clusters, scattered all around Sialkot city and suburbs. These 250 tanneries of Sialkot are categorized as SMEs, while the products produces by these SMEs are 100% for export to Europe & USA. Being SMEs they are unable to meet the international standards, which are becoming more and more stringent with time. The main reasons for noncompliance are weak financials and not having technical know-how.

STZ project is considered a mandatory project, which is also look-after by Environment Projection Department (EPD), Govt. of Punjab, soon after the completion of STZ, EPD will force all 250 tanneries to shift to Sialkot Tannery Zone.

It is encouraging to share that the Basic infrastructure of STZ including roads, drains, and Electricity Network has been completed, whereas experimental runs of the Combined Effluent Treatment Plant are expected to be conducted in December. In the light of the development progress, The Plot Holders are formally invited to start construction of their tanneries and it is expected that in the next two years tanneries from Sialkot city will be relocated to the STZ.

29. KHUD KIFALAT ROZGAR TRUST

The model project has garnered acclaim from all walks of society for being a unique case study providing interest-free loans to the borrowers enabling them to start their businesses and find financial sustenance. Following are the key highlights of the project.

- Total Disbursed Amount to date: PKR 90,072,900
- Total Number of Borrowers: 1492
- Total Amount Disbursed in the year 2020-21: PKR 10,331,900

30. SCHOLARSHIPS TO DESERVING STUDENTS

Investing in the youth is a definite guarantee of the future. Sialkot Chamber believes in channelizing its energies toward a productive development. Each year, we provide talent-based scholarships to deserving students so that they can graduate and become contributing members of society. This year PKR 2.6 (M) worth of scholarships were given to 50 students of the district Sialkot.

31. SIGNING OF MEMORANDUM OF UNDERSTANDING(S) WITH DIFFERENT ORGANIZATIONS

This year, following MOUs were signed in the best interest and benefit of our worthy members:

- Memorandum on cooperation and coordination of activities between the Ukrainian National Committee of the International Chamber of Commerce (ICC Ukraine) and the Sialkot Chamber of Commerce and Industry the Sialkot Chamber of Commerce and Industry (SCCI) – (22-10-2021).
- Agreement between the Sialkot Chamber of Commerce & Industry and Child & Social Development Organization (CSDO) – (01-07-2021).
- Letter of Intent (LoI) between Tobacco Smoke-free Cities Project, Ministry of National Health Services, Regulations & Coordination, Government of Pakistan, Sialkot Chamber of Commerce and Industries (SCCI) & Tobacco Control Cell (TCC), Deputy Commissioner Office Sialkot - (29-01-2022).
- Memorandum of Understanding (MoU) between the Sialkot Chamber of Commerce & Industry (SCCI) and Government College for Women University (GCWUS) for collaboration - (01-04-2022).

- Consulting Services Agreement between the Sialkot Chamber of Commerce & Industry (SCCI) and Government College for Women University (GCWUS) - (27-04-2022).
- Memorandum of Understanding between The Sialkot Chamber of Commerce & Industry (SCCI) and Pakistan International Airlines (PIA) – (24-03-2022 to 31-12-2022).
- Memorandum of Understanding between The Sialkot Chamber of Commerce & Industry (SCCI) and Enablers.org – (18-03-2022).
- Agreement of Activities between The Sialkot Chamber of Commerce & Industry (SCCI) and Pakistan Engineering Council (PEC) – (29-07-2022).
- The Corporate Agreement between The Sialkot Chamber of Commerce & Industry (SCCI) and Oman Air – (01-01-2022 to 31-12-2022).

32. SERIES OF SEMINARS AND WORKSHOPS

Sialkot Chamber takes pride in being the premier knowledge-providing institution for its members, especially the newcomers. This year we arranged several seminars and webinars on important topics and the latest developments:

- Seminar on Refinance Schemes by the State Bank of Pakistan held on November 25, 2021.
- Brainstorming session on SCCL Hackathon 2022 held on November 23-27, 2021.
- Seminar on Smog Day & Inauguration of Air Quality Meter held on December 06, 2021.
- Workshop on “REX Registration System” organized by TDAP held on December 09, 2021.
- Seminar on E-Commerce in Pakistan- Opportunities and Challenges organized by Digital Pulp held on December 10, 2021.
- Seminar on “Protection of Intellectual Property Rights and How to Register Trademark & Logo in Pakistan” held on December 22, 2021.
- Seminar on Business Executive Course held on January 15, 2022.
- Seminar on Pakistan Single Window (PSW) held on January 17, 2022.

- Session on “Industrial Safety and Risk Management” organized by MJ Group of Companies held on January 19, 2022
- Three seminars on Business Executive Course held on January 29, 2022, February 12 - 19, 2022.
- Seminar on “Road Transport Services from Pakistan for EU/UK/CIS Countries organized by Pakistan Cargo Services held on February 07, 2022
- Seminar on “How to Get Maximum Business from Trade Fairs” on February 08, 2022.
- Workshop on Treasury Basics for Corporates in collaboration with TRESMARK held on February 17, 2022.
- Seminar on Alibaba Advance Training held on March 01, 2022.
- Three Courses under Business Executive Program held on March 05, 12 and 19, 2022.
- Seminar by Pakistan National Accreditation Council (PNAC) held on March 09, 2022.
- Seminar on SME Financing Clinic organized by SBP Sialkot held on March 10 2022
- Seminar on Stress Management held on March 15, 2022.
- Seminar on “Get Started with Payoneer held on March 17, 2022.
- Seminar on “Build Your Own Brand and E-Commerce Business on Amazon” by Enablers.org held on March 18, 2022.
- Seminar on City Wide Partnership for Sustainable Water Use and Water Stewardship” organized by WWF-Pakistan held on March 24, 2022.
- Seminar on “Amazon; Utilizing the Power of E-Commerce” in collaboration with Mind Whiz (SMC Pvt Ltd) held on March 26, 2022.
- Seminar organized by Mr. Shahid Hussain Joia, CEO, Business Talks held on March 28, 2022.
- Seminar on Conflict Management under SCCI’s Business Executive Course held on June 11, 2022.
- Seminar on Solar Power Loan for Small & Large Businesses held on June 21, 2022.
- Seminar organized by National textile University in collaboration with Sialkot Chamber held on July 01, 2022.
- Seminar on Advance Lead Research & Communication held on July 06, 2022.
- Workshop on Emotional Intelligence & Self-Management in Business held On July 22, 2022.
- Seminar on Postal Services of GPO held on July 25, 2022.

33. PRESIDENT’S EXCELLENCE AWARD

In recognition of remarkable services towards the resolution of problems faced by the members of the Sialkot Chamber and support rendered to the Office Bearers, President’s Award for Excellence is endowed upon the following Chairpersons of Departmental Committees:

Sh. Zohaib Rafique Sethi

Chairman, Departmental Committee of Visa Letter/International Trade Disputes
Chairman, Departmental Committee of Freelancing, Future Entrepreneurs and Start-ups
Chairman, Departmental Committee of Industrial Safety & Risk Management

Mr. Qasim Malik

Chairman, Departmental Committee of Membership by Laws/Trade Disputes (Labor & Local)
Chairman, Departmental Committee of Fair & Exhibition/ Delegation
Chairman, Departmental Committee of Chamber Building/Mosque Maintenance/ Repair

Mr. Shafiq ur Rehman

Chairman, Departmental Committee of Banking & Finance

Ch. Zulfiqar Ahmed Hayat

Chairman, Departmental Committee of FBR/Custom/- Sales Tax/ Federal Taxation & Provincial Taxation

Dr. Khurram Anwar Khawaja

Chairman, Departmental Committee of Education

Malik Naseer Ahmed

Chairman, Departmental Committee of Accounts & Finance

Mian Muhammad Anwar

Chairman, Departmental Committee of WAPDA / SUI GAS

Mr. Asif Ali

Chairman, Departmental Committee of Sports Activities

Mr. Daud Ahmed Chatha

Chairman, Departmental Committee of Library & Publications

Mr. Fizan Akbar

Chairman, Departmental Committee of SME/Training & Young Entrepreneurs Committee

Mr. Ihtesham Gillani

Chairman, Departmental Committee of Environment Protection / PHA

Mr. Nadeem Ahmed

Chairman, Departmental Committee of TMA & Excise

Mr. Nasir Saleem Mirza

Chairman, Departmental Committee of Crime Watch & Traffic Management

Mr. Tahir Majid Kapur

Chairman, Departmental Committee of Dry port / Airport/ Shipping/Railway/Transportation

Mr. Omer Khalid

Chairman, Departmental Committee of Cyber Crime

Mr. Zeeshan Tariq

Chairman, Departmental Committee of Surgical Instruments/Health/Personal Care & Allied Industries

Mrs. Nadia Qaiser

Chair person, Departmental Committee of Women Entrepreneurs

Sheikh Zahid Hameed

Chairman, Departmental Committee of Garrison HQ/ Cantonment Board Affairs

Mian Mohsin Gull

Chairman, Departmental Committee of Religious & Cultural Affairs

Sheikh Faisal Naveed

Chairman, Departmental Committee of Post Office\ Telecommunication

Nothing is absolute as the only constant thing on this planet is the rapidly evolving situations in our lives. But what is important in the modern world is the continual need for transformation in tune with ever-changing dynamics. It gives me immense pleasure to note in this epilogue that the Sialkot Chamber has been extremely consistent with its vision of enhancing its capacities for its members despite having limited resources at its disposal. I am of a firm belief that our transformation

will take us from being the voice of Sialkot's Business Community to also becoming the undisputed champion and catalyst for economic growth and a sustainable future.

The Sialkot Chamber has been a first-rate resource for its members and it shall continue to do so as an open and transparent forum that has enabled our businesses to better navigate through the struggles and challenges. The milestones we have achieved are many and should be celebrated yet what is important is that we must pursue and plan today for an even better future for our generations to come.

What we should, together, appreciate and realize is that the future of our beloved homeland is solely dependent on industrialization, trade, and exports. Throughout my tenure, all our efforts revolved around the same philosophy. As a humble contribution from my part in this saga of success, I wished to set the foundations for a future-ready Sialkot. With projects like Sialkot Industrial Zone, University of Applied Engineering and Emerging Technologies, Incubation Centre, and Technology Park on the horizon, I have absolute faith that we are heading in the right direction and our future entrepreneurs would have a proper nurturing environment to think out of the box and win the world.

I remain thankful to the leadership of Ittehad Founders Group for honoring me with the most prestigious seat in the city. I joined the corridors of the Sialkot Chamber in 2015 and today, being the President of this alma mater is a fond memory that would always remain very close to my heart. Mr. Riaz ud Din Sheikh, the Group Leader has been a true source of inspiration for me throughout my tenure and I shall remain forever grateful to him for entrusting me with this role.

And in my pursuit, I was extremely lucky to have been given the best possible team in the shape of young and dynamic gentlemen, Mr. Zohaib Rafique Sethi, Senior Vice President, and Mr. Qasim Malik, Vice President along with all the members of the Executive Committee. They have been my support group throughout the year and always stood up to the tasks.

The Presidency of the Sialkot Chamber is not an easy job as it demands struggle and sacrifice and without the support of friends and family, you cannot execute this uphill task. I take this opportunity to express my gratitude to my dear friends and family who understood the niceties of my job and were there in all the thicks and thins. But what has been the major motivating factor and the thing that has kept me running is the belief my members have in this Chamber. Please be assured that we truly acknowledge and understand your expectations from SCCI as an organization and we continuously strive for

living up to the same. We know how it feels when a bottleneck is created and there is no better feeling for us than to resolve your issues. The whole team of Sialkot Chamber, including its Office Bearers and capable secretariat under the able supervision of Mr. Tariq Mahmood Malik, Secretary General are always available for service to our members.

I would also like to thank all the political leadership including the Honorable Prime Minister, Mian Muhammad Shehbaz Sharif, Khawaja Muhammad Asif, Federal Minister for Defense, Mr. Qamar Naveed, Federal Minister for Commerce, Syed Murtaza Mahmud, Federal Minister for Industries, all the Federal and Provincial Secretaries and representatives of the local Government for being there to support the industry of Sialkot and giving due consideration to all the proposals of Sialkot Chamber. I would always cherish working with the most abled Commissioner Gujranwala Division, Deputy Commissioner of Sialkot, District Police Officer of Sialkot, all the local government machinery and the media.

As all good things must come to an end, so does my tenure as the President of the Sialkot Chamber. Indeed, it has been a huge learning curve and an experience of a lifetime. Although I have lived all my life in the bustling city, still, the industry never fails to astonish me with its achievements and dynamics. The city has been blessed with some of the most brilliant minds in the shape of seasoned entrepreneurs and downright skilled craftsmen. But what amazes me is the rapidly increasing number of businesses with youth diversifying into new lines. As the President, I got to travel places and meet people of different backgrounds with a common query in their minds as to what is the driving force behind the success of Sialkot. Through this note, and at the ultimate end of my Presidency, I would like to share that it is the fertility of the soil and the quest of its people to stand out from the rest and challenge the norms. It is the passion of its leaders to see their city in the global ranks and the thirst of its youth to achieve the unthinkable. It is the magic that the fingers of a craftsman create and the wonders that technology makes. It is the humbleness of its people and courage to rise against all the odds.

May, Sialkot, the city of Roaming Ambassadors, prosper forever.

Thanking you,
Mian Imran Akbar
President



FORMER PRESIDENTS OF **SCCI**



A.D Bhutta
1982-1983/1986



M. Anwar Khawaja
1984-1985



Nadeem Iqbal Sh.
1987



Mian M, Shafi
1988



M. Yunus Ratara
1989



Kh. Zka-ud-Din
1990-1991



M. Anwer Qureshi
1991-1992



Sh. Altan Azmat
1992-1993



Ghazanfar Ali Shabbir
1993-1994

FORMER PRESIDENTS OF SCCI



Syed Mukhtar Bokhari
1994-1995



M. Akhtar Qaisar
1995-1996



M. Hanif Khan
1996-1997



Dr. M. Aslam Darr
1997-1998



Mian M. Riaz
1998-1999



Khawar A. Khawaja
1999-2000



Mian Naeem Javed
2000-2001



Daud Ahmad Chattha
2001-2002



Baber Iqbal
2002-2003

FORMER PRESIDENTS OF SCCI



Sh. Tahir M. Kapur
2003-2004



Qaisar S. Shabbir
2004-2005



Dr. Nouman Idris Butt
2005-2006



Sh. Abdul Waheed Sandal
2006-2007



Dr. Khurram A. Khawaja
2007-2008



Hassan Ali Bhatti
2008-2009



Muhammad Ishaq Butt
2009-2010



Ghulam Mustafa Ch.
2010-2011



Naeem Anwar Qureshi
2011-2012

FORMER PRESIDENTS OF **SCCI**



Sheikh Abdul Majeed
2012-2013



Dr. Sarfraz Bashir
2013-2014



Fazal Jilani
2014-2015



Maj. (R) Mansoor Ahmed
2015-2016



Majid Raza Bhutta
2016-2017



Zahid Latif Malik
2017-2018



Khawaja Masud Akhtar (SI)
2018-2019



Muhammad Ashraf Malik
2019-2020



Mr. Qaiser Iqbal Baryar
2020-2021

SENIOR VICE PRESIDENT'S MESSAGE

I have no words to express the feelings of happiness and gratification which I have experienced being the Senior Vice President of the Sialkot Chamber of Commerce & Industry. Sialkot Chamber has always enjoyed the status of an apex trade body of Sialkot to its various self-sustained development and CSR projects. It is a sense of honor and privilege for me to serve the most active and iconic Institution. The "City of Iqbal" has a significant history of achieving milestones through devotion, passion, and commitment. The Industry of Sialkot differentiates itself from other export oriented industries as over 90 percent of the exporters are purely Entrepreneurs and carry the legacy of their forefathers.

The Sialkot Chamber always advocates for the rights of its members, the industry, and Sialkot City as a whole. The management of this Chamber, through its effective lobbying, consistently conveyed to the Government Quarters to maximize the possibilities of providing business-friendly policies in Pakistan, enabling them to achieve brilliance and perfection.

Being the Senior Vice President of the Sialkot Chamber, I drove vigorously to facilitate the industry with the best possible efforts and represented this esteemed organization at all forums in Ministries, Diplomatic Missions, Government Departments, and academic Institutions. During this tenure, I worked intensively for the business community in providing ease in the business environment, for this purpose, I personally visited the Ministry of Foreign Affairs for easing the attestation of Commercial Documents and succeeded to establish the MoFA's Counter in the Sialkot Chamber for the very first time. Moreover, Custom, FBR, and PSW counters were also established in this Chamber.

In my tenure, I worked on multiple projects that would bring long-term maintainable changes in the industry including the initiation of a Business Executive Course for the promotion of Export Culture within the Country for New and up-coming Exporters, improvements in online visa appointments issues of the members of this Chamber with leading Embassies, successful initiatives of SCCI's job portal, online Digital Library, android & IOS app, Daily News Bulletin were the outlines of my working. I have made positive coordination with the leading Chambers of Pakistan

by visiting them and also represented the business community of Sialkot in the "All Pakistan Chambers Conference", and the "All Pakistan Turnaround Conference".

In 2022, much importance was given to the industry-academia linkages and for this purpose coordination with the leading Universities was made to facilitate the Business community of Sialkot. Keeping in view the same, the Sialkot Chamber also took the initiative of Launching an Export-Import Manual for the new entrants in the line of exports, and for this task to be completed expertise of GC Women University, Sialkot was hired. In collaboration with NUST, Sialkot brings an innovative concept of establishing an Innovation Center (ICON) at SCCI with a vision to strengthen and foster Industry-Academia linkages and members to grow & work together with research experts to find solutions to real-world problems.

Also, during 2021-22, a project for the establishment of CE marking lab for the leather sector has been initiated keeping in view its need for the industry. Most Leather exports to European and American Countries have to fulfill the requirement of the brands and international clients of multiple standards and strict compliances, for which the establishment of an accredited lab, within Sialkot is direly needed, which would not only complete the mandatory requirement but will also help us in saving costs and time.

After the Almighty S.W.T., I would like to thank my Fellow Office Bearers, Executive Committee, Chairmen of Departmental committees, and the capable team of the Sialkot Chamber of Commerce & Industry who put their faith in me and made everything possible with their dedication and collaboration. I am humbled by the services I have rendered to the members of the Sialkot Chamber of Commerce & Industry by issuing visa recommendation letters which have helped them get easy access to the international markets.

This all has been made possible with the support of my leadership, their trust in my abilities, and giving encouragement to serve the business community of Sialkot.



Sheikh Zohaib Rafique Sethi
Senior Vice President

FORMER SENIOR VICE PRESIDENTS



Mian. M. Riaz
1991-1992



Ehsan A. Karim
1992-1993



Ejaz Ul Haq Mirza
1993-1994



Ijaz Ahmed Dar
1994-1995



M. Hanif Khan
1995-1996



Ch. Ghulam Mustafa
1996-1998



Khawaja Zafar Hashmat
1998-1999



Maqbool Ahmed Janjua
1999-2000



M. Zubair Agha
2000-2001



Naveed Iqbal Sheikh
2001-2002



M. Sadiq Goraya
2002-2003



Zahid Latif Malik
2003-2004



Ahsan Naeem
2004-2005



Faisal Mahmood
2005-2006



Dr. Sarfraz Bashir
2006-2007/2009-2010



Zia Ullah Mirza
2007-2008

FORMER SENIOR VICE PRESIDENTS



Ikram-ul-Haq
2012-2013



Mian Muhammad Anwar
2013-2014



Mir Alamgir Mayar
2014-2015



Muhammad Sarfraz Butt
2015-2016



Adnan Arshad Sethi
2016-2017



Abdul Waheed
2017-2018



Waqas Akram Awan
2018-2019



Khurram Azim Khan
2019-2020



Mr. Khuram Aslam
2020-2021

VICE PRESIDENT'S MESSAGE

Sialkot Chamber of Commerce and Industry is always keen to provide superior services to its over 17 thousand active members, the prestige of providing better and uninterrupted facilitation has remained the priority of the Sialkot Chamber of Commerce and Industry's management to the members.

Sialkot Chamber of Commerce and Industry has always been striving to provide a businessfriendly environment and enhance the skills of the SME sector, to promote the SME industry and ultimately the exports of Pakistan. To realize its vision Sialkot Chamber of Commerce and Industry collaborated with leading E-Commerce Training Institutes to conduct a series of advanced training with USAID SMEA and Enablers.

The products made in Sialkot are not just recognized worldwide but also enjoy a distinction over regional competitors. This distinction would not have been possible without the hard work and consistent Research and Development of our entrepreneurs which is a testament to the positive brand perception of the Industry in Sialkot.

We remained committed to enhancing the recognition of the Industry of Sialkot in non-traditional markets, having great potential for our products. In the same spirit, the Sialkot Chamber of Commerce and Industry collaborated with United States Agency for International Development (USAID) PREIA to organize a Single Country Exhibition "Made in Pakistan" during the month of May 2022 in Almaty, Kazakhstan, in which more than 20 companies participated.

Similarly, another venture was made in collaboration with the Asia Pacific Leather Fair (APLF) in which more than 13 companies from Sialkot were sponsored by APLF in "Buyer Hosted Programme" at APLF Dubai in the month of March 2022. All of these efforts were made to enhance the exports of Pakistan and increase the bilateral trade of Pakistan to Central Asian markets and Middle Eastern Countries. Also, it was my prime duty of mine to explore better opportunities for the SME sector through subsidized delegation programs.

Similarly, another effort was made to hold multiple webinars and meetings to introduce Made in Sialkot products in markets like South America, Africa, Lebanon, the Middle East, and Japan. SCCI also announced multi-sectoral Trade Delegations to Japan and Argentina to provide opportunities to SMEs to

make business-to-business matchmaking. To enhance the productivity of SME Industry, we also collaborated with Pakistan Engineering Council (PEC) to appoint Engineers of different programs, in Industry, for which an MOU was signed between SCCI and PEC.

Serving as one of the Office Bearers of this august organization was a tremendous and overwhelming experience for me. Being the Vice President, I felt the warmth and acknowledgment, wherever I got the opportunity to represent the Sialkot Chamber of Commerce and Industry and the Business Community including Lahore University of Management Sciences (LUMS) and the National University of Sciences & Technology (NUST). I also represented the Sialkot Chamber of Commerce and Industry as a part of the Delegation from the Punjab Sports Goods Board at the Dubai Expo 2022. Indeed, it was the hard work and consistency of our predecessors who made this very Institute worthy and incredible, with multiple self-sustaining welfare projects and achievements made in export sectors.

As Vice President, I have looked into the administrative, Membership, and Delegation matters and tried to serve the SME sector of Industry and members of the Chamber to the best of my abilities. I also tried to take the momentum of my predecessors, to modernize the administrative structure of the Sialkot Chamber of Commerce and Industry that will synergize the services and facilities given to its members. I am thankful for my fellow office bearers, who stood beside me on my decisions, gave due consideration to my recommendations, and assisted me in realizing my vision which was to improve the quality of management eventually providing value addition to the services to our members through well organized, automatic structure and improving communication with Government Institutes.

I acknowledge the support of the staff of the Sialkot Chamber of Commerce and Industry, who made my vision of serving the Business Community, into reality with their utmost cooperation. They have given their best to make each step fruitful and add significance to the initiatives.

Being Vice President, was a pleasant experience of serving multiple dynamic industries and moving forward the vision of our leaders who believed in me and gave me the chance of performing in this position for which I am heartily grateful to them, after the Almighty



Qasim Malik
Vice President

FORMER VICE PRESIDENTS



M. Amjad Khawaja
1982-1985



M. Aslam Darr
1985-1986



M. Ayoub Khan
1986-1990



Daud Ahmad Chattha
1990-1992



Khawar A. Khawaja
1992-1993



Ch. Nazir Hussain
1993-1994



Waheed Akhtar
1994-1995



M. Ashraf Khokhar
1995-1996



Khawaja Masud Akhtar
1997-1998

FORMER VICE PRESIDENTS



M. Yahya Bhatti
1998-1999



Sh. Muhammad Yaqub
1999-2000



Arshad Javed Sandal
2000-2001



Raja M. Ather Dar
2001-2002



M. Ashraf Malik
2002-2003



Maj. (R) Mansoor Ahmed
2003-2004



Shafiq-ur-Rehman
2004-2005



Sheikh Ejaz Ahmed Soni
2005-2006

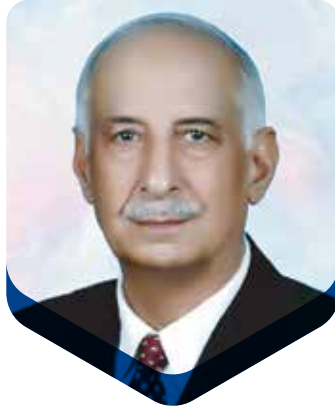


Ch. Raza Munir
2006-2007

FORMER VICE PRESIDENTS



Fazal Jilani
2007-2008



Mir Farooq Meyer
2008-2009



Pervaiz Ahmed Khan
2009-2010



Adnan Sarwar Kapur
2010-2011



Qaisar Baig
2010-2011



Rahat Chand
2011-2012



Zafar Iqbal Geoffery
2014-2015



M. Kashif Almas
2012-2013



Khawar Hussain Spall
2013-2014

FORMER VICE PRESIDENTS



Malik Naseer Ahmed
2014-2015



Syed Ahtasham Mazher
2015-2016



Mian Imran Akbar
2016-2017



Abid A. Khawaja
2017-2018



Amer Hamid Bhatti
2018-2019



Ch. M. Jalil Aslam
2019-2020



Mr. Ansar Aziz Puri
2020-2021



Visit of
MR. FARRUKH H. KHAN
 CEO/MD OF PAKISTAN STOCK EXCHANGE

Mr. Farrukh H. Khan, CEO/MD of Pakistan Stock Exchange (PSX) visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President of SCCI welcomed the guest and expressed his satisfaction that the Pakistan Stock exchange was being led by Mr. Farrukh an experienced economist who also provided his services in the privatization of various organizations, guiding in financial matters, and bringing international investment to Pakistan. He explained the dynamics of the Industry and SME-based culture of the city. The President addressed the audience that SMEs were considered important in the entire world for their role in boosting the economy, generating employment, skill enhancement of laborers, equally distribution of wealth, and promotion of trade.

“Sialkot is considered the hub of SMEs and they had been offering their best to develop the cottage industry, the goods manufactured in Sialkot carried global reputation and demand in the international market”, he added. Mr. Akbar gave a brief on all the industrial sectors including sports, sportswear, surgical, dental, beauty instruments, leather products, gloves, military uniforms, badges, musical instruments, etc.

The President SCCI stated that, even though the COVID-19 pandemic had damaged the big economies, the export-oriented sector of Sialkot experienced growth and earned more than 2.2 billion USD foreign exchange to support the economy of Pakistan. “Pakistan Stock exchange had played its role well to bring investment to SMEs to increase their capital and valuation of assets”, the President appreciated. He also shared about the exceptional work of Sialkot’s Business Community in the social & welfare sector. Mr. Farrukh H. Khan thanked the President Chamber

and invited participants to visit Pakistan Stock Market in Karachi to get an introduction and awareness about the capital market. He shared that the PSX had the vision to provide a fair, transparent, and efficient marketplace to facilitate capital formation for the benefit of all stakeholders.

PSX had achieved many milestones such as a 20% stake of PSX was acquired by the general public by public offering in June 2021. “PSX ownership is shared between China Financial Futures Exchange, Shanghai Stock Exchange, Shenzhen Stock Exchange, Pak-China Investment Company Limited, and HBL, where patterns of shareholding are divided into 40% to Chinese Consortium and 60% General Public, Corporate Entities & Other Foreign Investors”, he added. He shared about the role of PSX in the economy as a capital provider to the businesses, a growth indicator, and a source to attract foreign exchange/capital, etc. Companies listed on PSX were providing employment and benefits to millions of Pakistanis and their families and generated significant tax income for the Government of Pakistan.





Visit of **SYED WAHAJ SIRAJ** CHIEF EXECUTIVE OFFICER & CO-FOUNDER OF NAYATEL

Syed Wahaj Siraj, Chief Executive Officer & Co-Founder Nayatel, called on Mian Imran Akbar, President, Sialkot Chamber for a meeting to discuss avenues of cooperation and promotion of ICT Exports from the Industrial City of Sialkot. Mian Imran Akbar, President of SCCI lauded the role of Nayatel in spearheading the tech revolution in Pakistan by providing cutting-edge Internet, Cloud, and scores of other ICT services to the industry and the consumer market. The President Chamber said that Pakistan was making strides in domains of Software Exports, ECommerce, and Freelancing and that the tech industry owed a great deal to high-speed internet providers like Nayatel.

Mian Imran Akbar also shared his vision for a bustling IT Industry in Sialkot apart from already established sectors. He was of the view that the talent of the youth of Sialkot should be channelized in this domain and that the IT graduates of the city should be given a platform to exploit the tremendous potential of the global IT market. The President solicited support from Nayatel Chief in realizing the vision and building the necessary infrastructure in Sialkot.

Mr. Wahaj Siraj appreciated the industrial dynamism of Sialkot and said that he had a profound attachment with the city because of Dr. Allama Iqbal and the legacy of producing entrepreneurial laurels. He said that Sialkot had become a global phenomenon thanks to its hardworking craftsmen and business leaders working in various sectors. He also acknowledged the self-reliance of the people of Sialkot which had led them to successfully execute mega projects like Airport, Dry port, and Airline. Mr. Siraj stressed that the model of Sialkot should be replicated across Pakistan.

During the meeting, Mr. Wahaj Siraj announced that Nayatel would soon be launching in Sialkot with cutting-edge services for both the Corporate and Consumer market. He also mentioned offering tailor-made services for SMEs of Sialkot including secured email servers, cloud-based camera security, and penetration testing. Moreover, he assured the President and Executive Committee Members of his full support in realizing the vision of establishing an IT Export Sector in Sialkot.

Mian Imran Akbar, President, and Mr. Wahaj Siraj CEO of Nayatel resolved to work jointly on the project of a state-of-the-art Incubation Centre in Sialkot on the model of Ignite and National Incubation Centre (NIC). Both the gentlemen also agreed to work for the establishment of Sialkot Software Technology Park. The projects would be aimed to motivate the youth of the city to initiate ICT ventures. The President said that with the establishment of a thriving IT Industry, Sialkot's exports could grow significantly in the years to come.





Visit of **MR. FAWAD ALI** SENIOR DIRECTOR COMMERCIAL, DHL-PAKISTAN

Mr. Fawad Ali, Senior Director Commercial, DHL-Pakistan visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed Mirza Fawad Ali, Senior Director Commercial DHL-Pakistan, and Mr. Usman Wali, Senior Director Operations DHL-Pakistan upon their visit to Sialkot Chamber. President SCCI mentioned that DHL was an international courier company that had earned international repute by providing the best services to the industry. The Business Community of Sialkot preferred to send their shipments through DHL considering DHL as a logistic partner, therefore it was expected that DHL would cooperate with the industrialists to resolve the pertaining issues, he added. He listed the problems faced by Export Oriented businesses in Sialkot. He said that COVID-19 had affected businesses in the entire world, due to which courier Companies increased freight charges that had a negative impact on the promotion of national export and the economy.

President also suggested that import duty on samples having values equal to or less than USD 500 should be removed, as such imported samples were collected for development purposes to ultimately secure bigger export orders; thus, he requested DHL Authorities to join hands with the Chamber and raise the said matter in Government Departments. He informed that it had become very difficult for SMEs to control the production cost as constant increases in the raw material rates were observed due to Covid-19. Therefore, it was requested that DHL should introduce a special discount package for SMEs to bring relieve the xport-oriented community of Sialkot. He expressed his hope that the meeting would bring fruitful outcomes for SMEs based export-oriented sector of Sialkot.

Mr. Fawad Ali thanked Mian Imran Akbar, President SCCI, and stated that DHL had done its best to control the prices, since the inception of COVID-19. He mentioned that DHL had adjusted the prices and increased rates sequentially to avoid the sudden burden on the shoulders of Exporters. He also mentioned that emergency surcharge on shipments being sent to the USA was only 0.2 cents per kg rather than Australia/New Zealand which was not a targeted market for exporters. Holistically the cost of doing business and the global supply chain was disturbed in the entire world because of Covid-19, however, DHL had absorbed those damages and operated under loss which was also documented, he said. The Senior Director also mentioned that, just like other brands, if DHL would withdraw from the market the export market might face a direct impact. Whereas Mr. Usman Wali, Senior Director Operations said that all the businesses were disturbed internationally due to increasing cost, and DHL was no exception. He suggested that the exporters and DHL should work as partners and should understand each other.

After due deliberation and discussion, it was decided that DHL would introduce sector-specific tariff rates for Member(s) of SCCI, also DHL would generate a proper invoice on imported samples as well as the company would also train their clearing agents to allocate imported goods under proper SROs. It was discussed that Member(s) of SCCI could learn the Volumetric Measurement Demo Practice at DHL Office and DHL Express would provide a possible connection with DHL Logistics for awareness to Member(s) of SCCI. Office Bearers thanked the guest and their cooperation in the subject matter



Visit of **SAMI ULLAH KHAN** FORMER CAPTAIN OF PAKISTAN'S NATIONAL HOCKEY TEAM

Mr. Sami Ullah Khan, Former Captain of Pakistan's National Hockey Team visited the Sialkot Chamber of Commerce & Industry. Famous Player Mr. Anjum Rashid also visited the SCCI; whereas, Mirza Iqbal Baig (Senior Sports Journalist) and Mr. Shehnaz Sheikh joined the meeting online via Zoom. Mian Imran Akbar, President of SCCI welcomed the guests and appreciated them for their achievements.

Mr. Zohaib Rafique Sethi, Senior Vice President SCCI, and Mr. Qasim Malik, Vice President SCCI also welcomed the guests and participants. They acknowledged the career of Mr. Sami Ullah Khan sharing his achievements throughout his career. It was mentioned that Mr. Sami Ullah Khan was one of the top hockey players hailing from a family of top hockey players in Pakistan. Mr. Sami Ullah played a pivotal role to give international fame to Pakistan in this game. They shared the performance of Mr. Sami Ullah as he played a total of 165 Matches and scored 66 goals on the ground. Mr. Sami Ullah's remarkable performance and his achievements in World Cups, Champion Trophy, and Asian Trophy were also elaborated. The SVP shared the unbeatable performance of that player in the semifinal match of the World Cup (1975) which earned him the title of "The Flying Horse" due to his speed. Senior Vice President also explained the unforgettable achievement in Asian Games Final Match (Delhi, India in 1982) with seven goals. He also told that Mr. Sami Ullah Khan had received the "Pride of Performance Award" in 1983 by the President of Pakistan. Furthermore, Mr. Sethi commented that Pakistan Hockey Team could not win a single medal in the last twenty years, and stressed that the senior players should focus to develop & train the national team to regain the victorious history.

Mr. Sami Ullah Khan thanked the Office Bearers and Chairman Committee for organizing an admirable event. He appreciated the achievement of the Sialkot Chamber of Commerce & Industry in Exports and Economic Growth. He said that existing players should be trained physically and technically to learn the games' tactics; therefore, they could perform well. He shared his experience of playing hockey as a player as well as the captain. He appreciated the policies of playing and selecting talented players. He elaborated on his experience with Mr. Shehnaz Sheikh and Mr. Anjum Rashid as team members. He stressed that hard work & consistency would enhance players abilities to win any game. He emphasized that players and management should make efforts with confidence and dedication to give a boost to the game. He applauded the efforts of Sialkot's Industry to promote Hockey as he mentioned the names of Mr. Anwar Khawaja (Late), Mr. Khawar Anwar Khawaja, and Mr. Aftab Iqbal for their massive support and encouragement to the Hockey Players.

Mr. Anjum Rashid (Former Player), Mirza Iqbal Baig (Senior Sports Journalist), Mr. Shehnaz Sheikh (Former Player), Mr. Aftab Iqbal, and other worthy members also shared their remarks. They expressed their love & gratitude for the National Heroes and especially Mr. Sami Ullah. They shared their own experiences with Mr. Sami Ullah Khan, and they also elaborated on the personality of "The Flying Horse" as a person, a player, and an international athlete. Office Bearers once again thanked Mr. Sami Ullah Khan to visit the Sialkot Chamber of Commerce & Industry; they presented a Souvenir to him as a token of appreciation.



Visit of **MRS. AMBREEN AHMED TARAR** COLLECTOR, COLLECTORATE OF CUSTOMS, SIALKOT

Mrs. Ambreen Ahmed Tarar, Collector Customs, Collectorate of Customs, Sialkot visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI, welcomed Mrs. Ambreen Ahmed Tarar, and other distinguished guests. He expressed gratitude to the honorable Collector of Customs for facilitation in the establishment of the "Customs Help Desk" at SCCI and said that members would benefit from this facility. He invited the attention of the Collector to certain issues regarding Custom, Advance Taxes, Removal of Multiple Audits under Temporary Importation Schemes, System integration of Collectorates across Pakistan, Clearance of outstanding Duty Drawback Claims of manual One Custom system, etc. He further discussed the appointment of a Focal Person to address issues pertaining to the subscription of Pakistan Single Window (PSW) for District Sialkot. He discussed the withdrawal of notices for production of records issued to the exporters availing Temporary Importation Schemes. President also suggested that the Export refund audit should be limited to 0.5% cases as all cases were subject to strict scrutiny at the time of issuance of refunds.

Mrs. Ambreen Ahmed Tarar, Collector, Collectorate of Customs, Sialkot, thanked the President and the members for their warm welcome and hospitality. She said that her visit to Sialkot Chamber was intended to directly interact with the business community regarding issues faced by them and to find an effective solution. She informed that the "Custom Help Desk" had been established at Sialkot Chamber at the request of the President and its inauguration would be instrumental in extending maximum facilitation to the exporters. She responded to the points discussed by

President SCCI and explained all the points in detail. While during the Question/Answer session, members discussed the policy of the Government to allow Commercial Warehousing in the Sialkot Export Processing Zone, the revival of the Customs Advisory Committee at the Collectorate level, and WeBOC-related issues, Custom duties on Free samples, etc. Mr. Zohaib Rafique Sethi, Senior Vice President of SCCI also highlighted some of the concerns; It was requested to adopt uniform criteria for calculation of duties on imports and allowance of rebate on exports as freight had become a substantial component of the cost of the goods. He also suggested that HS codes should be locked at the time of import to save exporters from hassle. He also requested that the approved input-output formula should also be saved in the system to allow the export of temporarily imported inputs from any Collectorate in Pakistan. He said that Temporary importation schemes required insurance of the inputs which should be waived in cases where factory premises were already insured. In response, Mrs. Ambreen Ahmed Tarar said that entries should be cross-checked before issuance of machine numbers as wrong entries could not be rectified in cases where shipments would be routed through Green Channel. Moreover, the input-output formula once approved would apply to exports from any Collectorate of Pakistan. Insurance on temporarily imported inputs was required to secure Government Duties and Taxes that had been waived by the Government at the time of import.

Office Bearers thanked again the honorable guest and expressed hope that the above-discussed matters would be resolved at the earliest.



Visit of **DR. ASIF MAHMOOD JAH** FEDERAL TAX OMBUDSMAN

Dr. Asif Mahmood Jah, Federal Tax Ombudsman visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, the President, welcomed Dr. Asif Mahmood Jah, Federal Tax Ombudsman, Officers of the Customs and Inland Revenue Departments, representatives of the Sialkot Tax Bar Association, and members of the Sialkot Chamber. He expressed gratitude to the Honorable guest for establishing a regional office at Sialkot within the premises of the Sialkot Chamber of Commerce and Industry for the facilitation of the Taxpayers.

He said that Sialkot was the hub of export-oriented industry and the business people of Sialkot had always been vigilant in fulfilling their genuine tax liability. He briefed the guests about the industrial setup and various products being produced in Sialkot. He mentioned various achievements of the business community in terms of compliance with corporate social responsibility and presented the documentary to exhibit the progressive approach and vision of Sialkot entrepreneurship. During his address, he highlighted the following issues of the business community;

- Pendency of Appeal Effect and Deferred Cases
- Returned Goods u/s 22 of the Customs Act 1969 not to be treated as Import
- Inordinate delay in clearance of pending Duty Drawback claims of One Custom
- Abolition of Sind Infrastructure Development Cess
- Permission for filing a joint complaint on a common issue of the Taxpayers

Dr. Asif Mahmood Jah expressed gratitude to the President and the Executive Committee for inviting him to the Sialkot Chamber to discuss tax issues of the business community and conduct an awareness session for information of the taxpayers.



Visit of **FLT. LT. MR. TAHIR FAROOQ** DEPUTY COMMISSIONER SIALKOT

Flt. Lt. Mr. Tahir Farooq, Deputy Commissioner Sialkot visited the Sialkot Chamber. The Deputy Commissioner shared the progress on mega development projects being executed under the PICIIP program in the city. He shared that the project got delayed due to the slackness of the Contractor for which a necessary warning had been issued. The DC mentioned that the project would be completed on a priority basis to provide relief to the citizens. He informed that the construction of Pasrur road was pending due to some hurdles. He shared that the upgradation/renovation of Jinnah Stadium had been started. He also shared that the Beautification and up-gradation work of Ramtalai and Sheikh Moula Baksh Talab had been initiated in which state-of-the-art sports facilities would be provided for the general public. He informed that the first phase of the project construction of Aiman Abad road had been completed. Moreover, the construction of 7.5 KM of Aiman Abad Road in the Second Phase had been approved and a tender would soon be issued. It would be connected with the motorway in the upcoming phases.

Mian Imran Akbar, President SCCI said that the Supreme Court of Pakistan had banned unregistered motorcycle rickshaws. In view of the same, he requested the Deputy Commissioner to implementation of the decision in a letter and spirit. The President shared that the labor from South Punjab

was observed to be leaving the factories and engaged in riding unregistered Qingqi Rickshaw. He said that the issue had led to an increase in encroachment on roads and a shortage of labor in factories. He further asked about the status of the construction of the overhead bridge on Defence Road.

Mr. Qaisar Iqbal Baryar shared that significant work on the cargo container terminal from Wazirabad to Karachi had been done and requested the cooperation of the District Government in this project. The Deputy Commissioner assured his full support for the completion of Ring Road and other projects/matters which were discussed in the meeting. He also assured that all necessary measures would be taken to resolve the issues highlighted by the President Sialkot Chamber.





Visit of **MR. UMAR SAEED MALIK** DISTRICT POLICE OFFICER (DPO), SIALKOT

Mr. Umer Saeed Malik, District Police Officer (DPO) visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President Sialkot Chamber of Commerce and Industry warmly welcomed the Honorable guest and DSPs of all Circles of Sialkot, and thanked them for visiting Sialkot Chamber. The President informed that Sialkot Chamber had formed the Departmental Committee on Crime Watch and Traffic Management under the Chairmanship of Mr. Nasir Saleem Mirza. He also briefed the functioning of the Departmental Committee and said that Police Department may send cases/disputes complaints related to the business community to Sialkot Chamber for resolution before registering FIR. In the meeting, He also briefed the DPO about industrial setup, various products being produced at Sialkot, and the active role of Sialkot Chamber in completing development projects on a self-help basis, like Sialkot Dry port Trust, City Package Programme, Sialkot International Airport, Sialkot Export Processing Zone, Sialkot Tannery Zone, Child labor elimination Programme, Sialkot Business & Commerce Centre, AIRSIAL, etc.

Mr. Umar Saeed Malik, DPO Sialkot thanked the President for his warm welcome and told that he had been working in the Police Department since 2004 on different posts. While working as an SSP civil line, Lahore he had experienced working with the Lahore Chamber of Commerce and Industry. He appreciated

the several successful projects of the Sialkot Chamber established on a self-help basis. Furthermore, the DPO said that he wished to improve the system and it would only be possible with the help of civil society and Sialkot Chamber. He assured that he would remain in touch with the Chamber to discuss day-to-day issues. He emphasized that civil society should visit the Police Stations with confidence and without hesitation in case of need. He also endorsed the two proposals of the Sialkot Chamber regarding the Traffic Management System and the project of Safe City. He further suggested that a joint committee may be formed to make concerned efforts on the said projects. It was also included in his Programme to establish a Women's Harassment cell. He said that he would always remain available to hear valuable suggestions/recommendations from SCCI to improve the law-and-order situation and for enhancing the relations between Sialkot Chamber and Police Department, Sialkot.





Visit of **MR. KHALID JAVED** CHAIRMAN/DIRECTOR GENERAL, PAKISTAN POST

Mr. Khalid Javed, Chairman/Director General, Pakistan Post visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed Mr. Khalid Javed, Chairman/Director General, Pakistan Post for visiting the Sialkot Chamber. He shared that the export-oriented City of Sialkot represented an industrial setup, producing specialized products that were supplied to top brands and buyers all over the world due to which the city was earning US \$ 2.5 Billion annually to play an instrumental role in strengthening the national economy.

President SCCI said that Pakistan Post was not only playing an instrumental role in delivering the mail to the people especially businessmen but also providing services of Saving Bank, Tax Collection, and Postal Insurance. Moreover, the delivery network of Pakistan Post was established and more stable than all other courier companies operating in Pakistan. He also said that Pakistan Post had adopted Modern Technologies and revolutionary steps to ensure speedy communication. He said that Businessmen of Sialkot had to deliver small consignments through Pakistan Post yet facing problems i.e., Timely Delivery, Tracking, and lost parcels incurring financial loss.

Mr. Khalid Javed, Chairman/Director General, Pakistan Post expressed his gratitude for inviting him to the Sialkot Chamber. He assured that the Pakistan Post would play its role to resolve obstacles regarding issues of consignments in Pakistan and abroad. He shared that Pakistan Post had been integrated with WEBOC and it was envisioned by the Prime Minister of Pakistan that export should be

promoted through Pakistan Post as currently only samples and gifts were being sent to international destinations for which charges of EMS would also be rationalized. He informed that state-of-the-art scanners were required for starting export through Pakistan Post which he would try to install from his budget for Sialkot. He shared that Pakistan Post had started the "EMS Plus" parcel delivery service which would enable citizens to post goods to 50 different countries including the US, UK, Japan, and Canada at a very affordable price within 72 hours. He also required the information regarding AIRSIAL to be recommended and forwarded to the Prime Minister for Issuance of Honorary Postage Stamp for AIRSIAL to acknowledge the services. He informed that complaints or any hurdles regarding consignments through Pakistan Post could be forwarded directly to him and he would refer to the concerned for expedited resolution.

Mr. Fayaz Gul, In-charge, GPO Sialkot thanked and shared about the 4 major categories of international mail. He said that charges of international freight could also be calculated on the website of Pakistan Post. He assured that complete tracking of the export consignments sent through GPO, Sialkot would be done by them to resolve the problems of the Business Community on priority. Pakistan Post had launched EMS Plus Service with the partnership of some courier companies which was fast, reliable/economical, and offered an end-to-end tracking facility to the esteemed customers. He discussed the points shared by the business community as well as talked about their services & facilities offered in detail.



Visit of **MS. KATHLEEN GIBILISCO** POLITICAL & ECONOMIC SECTION CHIEF CONSULATE GENERAL OF THE USA, LAHORE

A meeting was held with Ms. Kathleen Gibilisco Political & Economic Section Chief, US Consulate Lahore, wherein Sh. Zohaib Rafique, Senior Vice President, while giving his welcoming remarks to the guest, highlighted key issues including delays in appointments of US visas, and stressed to avail the potential of trade and joint ventures between both countries.

Senior Vice President, SCCI elaborated on the facilities Government of Pakistan was giving to the export-oriented units and the role of the Chamber in playing the role of facilitator in getting relief for the industry. He also added that upon the visit of the Prime Minister of Pakistan to Sialkot, he had announced an Industrial Zone and a Technology University for the city that would play an important role in bringing product diversification and avenues of joint ventures with foreign counterparts.

He stressed that the industry of Sialkot was anticipating Joint Ventures, Transfer of Technology, and collaboration with US companies, in Sports Goods, Sportswear, Leather goods, and products, Gloves, Surgical, Dental, and Beauty Instruments, Veterinary, and Musical Instruments, etc.

During the meeting, Mr. Qasim Malik, Vice President, shared his view on enhancing trade between the two countries could get better by sharing information and technologies

Ms. Kathleen Gibilisco Political & Economic Section Chief, US Consulate Lahore, introduced herself and the experience she had while representing the United States of America as a diplomat. She inquired about the impact of Covid-19 on the exports and economy of Pakistan.

During the meeting, Khawaja Khawar, Former President SCCI urged that the US should become the collaborating partner of the Government of Pakistan for improving the infrastructure of the cities of Pakistan. Khawaja Masud Akhtar (SI) Former President SCCI also said that US businesses should consider Pakistan as a prospective collaborating partner for multiple avenues of business.





Visit of 32nd MID-CAREER MANAGEMENT COURSE FROM NATIONAL INSTITUTE OF MANAGEMENT, ISLAMABAD

A delegation of the 32nd mid-career management course from the National Institute of Management Islamabad visited the Sialkot Chamber of Commerce & Industry. Sheikh Zohaib Rafique Sethi, Senior Vice President, welcomed the delegation. He hoped that, moving forward, the officers would put their best in the functioning of the Government Machinery and would serve for the betterment of the people and the Country. He stressed that Government must take all necessary measures for improving the law & order and security situation to ensure steady growth in private sector investment and to attract higher levels of foreign direct investment. He said that advanced courses and training in management were important for the trainees to move up to higher levels of responsibilities. He shared the history of the city and also gave details about the industrial sectors. He shared about the exports of Sialkot and also briefed about the active role of the Sialkot Chamber of Commerce & Industry in completing different development projects on a self-help basis.

During the discussion, the delegates discussed the matters including challenges in exports, focus on branding, innovation & technological changes required, labor-related issues, the role of CPEC in the overall economy of Pakistan, partnership/collaboration of

local companies, participation of women in socio-economic activities for their empowerment, social work and environmental protection, etc. The Head of Delegation thanked the Senior Vice President, Sialkot Chamber for providing them an opportunity for healthy interaction and discussion with the business community of Sialkot. He appreciated the proactive approach of the people of Sialkot, the dynamism of the industry, and the role of the business community in contributing not only to uplift the export but also to society. He said that linkages between Government Departments and the private sector were necessary for terms formation of business-friendly policies to strengthen the economy.





Visit of **H.E. MR. PHILIPPE BRONCHAIN** AMBASSADOR OF BELGIUM TO PAKISTAN

H.E. Mr. Philippe Bronchain, Ambassador of Belgium to Pakistan visited the Sialkot Chamber of Commerce & Industry. Sheikh Zohaib Rafique Sethi, Senior Vice President, SCCI welcomed the Belgian envoy, and Mr. Abid Hussain, Trade Commissioner to Sialkot Chamber. He said that Pakistan and Belgium had been enjoying a good bilateral relationship, under GSP Plus status with a trading volume of over 891 million USD per annum. Senior Vice President mentioned that the industry of Sialkot had a unique capacity to adopt product diversification and the majority of renowned manufacturers cum exporters were exporting Personal Protective Equipment (PPE), including Face Masks, Shields, Overalls, Gloves, and other equipment that were being utilized to combat patients of Coronavirus. He further sought that Embassy should support SCCI in getting the Joint Ventures, Exchange of Trade Delegations, and arranging a Single Country Exhibition.

Mr. Abid Hussain, Trade Commissioner of Belgium to Pakistan, acknowledged the uniqueness and entrepreneurial spirit of the industry of Sialkot. He mentioned that Belgium carried unique importance for countries that were exporting goods to Europe countries, as the countries had zero tax agreements and had routes for trade. He mentioned that Belgium was a member of the European Union, which was

famous for Hi-tech machinery, Service Industry, Diamond, Carpets, Glass, Eggs, Vehicles, and Sugar. Mr. Hussain said that the Embassy of Belgium could play the role in organizing B2B meetings with local trade bodies within Belgium. H.E. Mr. Philippe Bronchain, Ambassador of Belgium to Pakistan, acknowledged the achievements of the Sialkot Chamber of Commerce and Industry and said that Belgium and Pakistan were enjoying good relationships.

Mr. Qasim Malik, Vice President, said that the industry of Sialkot was looking forward to having Joint Ventures with Belgian counterparts in Sialkot Industrial Zone, for import substitution.





Visit of **H.E SARDAR SUTAN MEHMOOD CHAUDHARY** PRESIDENT AZAD JAMMU & KASHMIR (AJ&K)

H.E. Sardar Sultan Mehmoood Chaudhary, President Azad Jammu and Kashmir (AJ&K) along with Hafiz Hamid Raza, Religious Affairs Minister AJ&K, Ch. Perwaiz Ahmed Warraich, Advisor to PM AJ&K, Muhammad Riaz, Deputy Speaker AJ&K, and Ch. Maqbool Ahmed, Advisor to Prime Minister AJ&K visited the Sialkot Chamber of Commerce and Industry and was warmly welcomed by Sh. Zohaib Rafique Sethi, Senior Vice President, Mr. Qasim Malik, Vice President, and prominent business and political personalities of Sialkot.

Sh. Zohaib Rafique Sethi gave a briefing on the exporting goods and said that the business community had jointly contributed toward the establishment and development of State-of-the-Art Airport, AirSial, Dry port, Seerat Study Center, Sialkot City Package, Khud Kifalat Rozgar Trust, the beautiful building of Sialkot Chamber and Sialkot Business and Commerce Center. He added that, the projects of Sialkot Export Industrial Zone, Al-Shifa Hospital, and Sialkot Tannery Zone were also in the pipeline. He further shared that the "Masla e Kashmir" was one of the oldest and biggest Conflicts and United Nations Organization (UNO) should put special attention to providing basic rights as well as independence to the People of Indian occupied Kashmir. The Sialkot Business Community had always stood and raised its voice against the Indian Brutality which had been conducted in the Indian Occupied territory of Kashmir.

Ch. Perwaiz Ahmed Warraich, Honorary Advisor, Ministry of Industries & Trade AJ&K gave a brief presentation on the Strategic Role of AJ&K

Government, Hierarchy Chart of Department of Industries & Commerce, Functions of the department of industries and commerce, the ongoing and completed projects, Legal framework, Industrial Estate/Zones, Special Economic Zone, potential Projects such as Sports Goods, Leather Products, etc. He further elaborated the incentives to Industry as including waiver of 'Sales Tax' for 5 years from the date of commercial operation, low-cost developed plots in Industrial Areas on easy installments, plots on lease with 25 percent down payment and remaining 75 percent in ten equal annual installments, loan facilities from commercial Banks as running finance, Expo Centre and vision of AJ&K Government for the year 2022.

H.E. Sardar Sultan Mehmoood thanked the SCCI and Sialkot Business Community for their warm welcome and shared that the Azad Jammu & Kashmir (AJ&K) was the liberated part of the former State of Jammu & Kashmir and was a land of wonders blessed with unparalleled natural scenic beauty, high mountains blanketed, lush green grass, the meandering water channels, and the snowcapped peaks. He said that AJ&K was a favorite tourist attraction for people from various parts of the world. He told about the natural beauty, diverse cultural heritage, handicrafts of the region, etc. He elaborated that Mirpur Industrial Zone was also a part of CPEC Industrial Cooperation/Special Economic Zones (SEZs) projects; he encouraged the business community of Sialkot to invest in the Zone.



Visit of **HAFIZ MUHAMMAD TAHIR MEHMOOD ASHRAFI** Chairman of the Pakistan Ulema Council (PUC)

Mollana Tahir Ashrafi, Chairman of the Pakistan Ulema Council (PUC) and the Muttahida Ulema Board visited the Sialkot Chamber of Commerce and Industry to meet the Business Community of Sialkot.

Mr. Qasim Malik, Vice President of SCCI, said that Islam was the religion of peace and tolerance, and any act of violence should be condemned as it was dividing the nation. He also praised the Government of Pakistan for taking considerable measures to enforce the violent acts in the Country and to probe the culprits to justice. He mentioned that the Sialkot Chamber of Commerce and Industry was forming a Religious Harmony Committee which would conduct awareness seminars in the Chamber to teach the Factory workers about the teaching of Islam.

Mollana Tahir Ashrafi, Chairman of the Pakistan Ulema Council (PUC) and the Muttahida Ulema Board praised the achievement of the Sialkot Chamber of Commerce and Industry and said that in the last six months no case of blasphemy had been reported, and the incident of Sialkot was a criminal act of violence and intolerance. He further proposed that SCCI should conduct the "Islamic Conference in Sialkot". He added that the incident had portrayed a wrong image of Islam

as well as Pakistan. He further mentioned that the Nation condemned the brutal act that happened in the factory and was united, the same way they were after APS Incident.

Mian Mohsan Gull, Chairman, Departmental Committee on Religious and Cultural Affairs said that the Sialkot Chamber would conduct an awareness seminar under the Religious Harmony Committee and will try to spread the teachings of Islam and lessen the misconceptions regarding Islam and blasphemy act.





Visit of **SHEIKH MOMIN AHMED** GLOBAL PRESIDENT, COMMONWEALTH ENTREPRENEURS CLUB (CEC)

Sheikh Momin Ahmed, Global President, Commonwealth Enterprises Club (CEC) visited the Sialkot Chamber of Commerce & Industry. Sheikh Zohaib Rafique Sethi, Senior Vice President SCCI welcomed and extended his gratitude to Sheikh Momin Ahmed, Global President, Commonwealth Entrepreneurs Club (CEC) for his visit to Sialkot Chamber and other participants for joining the session. The Senior Vice President shared that the Commonwealth Entrepreneurs Club (CEC) was a global network of distinguished individuals with impeccable qualifications and experiences. "CEC Club is based in London and consisted of thousands of Industrialists and technocrats from Common Wealth Countries with a primary focus on growth and development, facilitates job creation through a joint economic forum" he added. He further highlighted that the education sector, Vocational Training Centers, Public-private Partnership, Skill Development, Technology Transfer, Textile Development, and Trade Promotion were the common interest areas in which the business community of Sialkot anticipated to have liaison with the global business community.

Sh. Momin Ahmed, Global President, Commonwealth Entrepreneurs Club (CEC) stated that CEC was a Unique Organization of 54 developed & developing Nations around the Globe which was aligned with the UN's Sustainable Development Goals – to enable countries and communities to better serve the global

market. Its role was to bring together organizations that could leverage their competitive advantages and create successful joint ventures and its primary goal was growth and development. Members shared their views and feedback on the said subject. The Senior Vice President shared that Sialkot Chamber would like to have a series of meetings with CEC after getting detailed and most relevant information from CEC.

Sheikh Zohaib Rafique Sethi, Senior Vice President said that through the platform of CEC, the business community of Sialkot could explore the opportunities for possible collaboration between SMEs of Sialkot and Global Counterparts to alleviate poverty globally in general and particularly in the Commonwealth nations.





Visit of **A GROUP OF TRAINEE MUNICIPAL OFFICERS** LG & RD DEPARTMENT OF AJK FROM PUNJAB LOCAL GOVERNMENT ACADEMY LALAMUSA

A delegation of trainee Municipal Officers, LG & RD department of AJK from Punjab local Government Academy Lala Musa visited the Sialkot Chamber of Commerce & Industry. Rana Nadeem Ahmed, Chairman of the Departmental Committee on TMA & Excise welcomed the delegation and members of this Chamber. He informed the delegates that Sialkot was an export-oriented city, known all over the world for its high-quality products and its historical background. He also briefed about the active role of the Sialkot Chamber of Commerce in completing development and social projects on a self-help basis and especially the newly started project of AIRSIAL.

The Head of Delegation thanked him for the welcome at SCCI and for giving them the opportunity to meet the entrepreneurial minds of Sialkot. He appreciated the projects done by the Business Community of Sialkot like Sialkot International Airport and many others which are running successfully. It was mentioned that the people of Kashmir also traveled through Sialkot International Airport which was great facilitation for them. He expressed gratitude for hosting the delegation and said that the people of Sialkot inherited the craftsmanship and the people of Kashmir had great affection for Sialkot. He shared that he had a dream to establish a model village where the population would not be more than 500 people for which the community would be mobilized and training sessions would also be arranged.





Visit of **DELEGATION OF GUJRAT CHAMBER OF COMMERCE AND INDUSTRY**

A delegation from the Gujrat Chamber of Commerce & Industry visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed Mr. Muhammad Naeem Imtiaz, President, Gujrat Chamber of Commerce and Industry (GTCCI), Mr. Kashif Manzoor Butt, Vice President, Gujrat Chamber of Commerce of Industry (GTCCI), and the delegation to the Sialkot Chamber. The President shared the introduction of the Sialkot Chamber and five major manufacturing sectors including surgical, leather, sports goods, sportswear, musical instruments, etc. President SCCI shared that Research and Development (R&D) had occupied the central position of various organizations; therefore, the Research & Development Department of SCCI was also working effectively. He appreciated the stance of GTCCI to establish and develop their R&D department, which would resolve the various issues of the industry of Gujrat City.

Mr. Muhammad Naeem Imtiaz, President, GTCCI thanked the Office Bearers of SCCI for their warm

welcome and shared that he wanted to establish an R&D department in GTCCI similar to that of SCCI. He also shared that the Gujrat Chamber was moving toward digitization with the MIS system and Display Center in GTCCI would be used for export promotion. He also wanted to connect GTCCI to all the trade bodies in Pakistan. He added that GTCCI had planned to organize an exhibition in march 2022 and was seeking collaboration with SCCI.

Mr. Omair Nisar, Deputy Secretary R&D gave a presentation on the core functionalities of the R&D Department of SCCI. Mr. Muhammad Naeem Imtiaz, President GTCCI requested Mian Imran Akbar, President SCCI to assist in the training of the R&D Staff of GTCCI. Moreover, he invited Mian Imran Akbar, President SCCI to visit GTCCU and proposed an MOU between the R&D Committees of Both of the Chambers. Mian Imran Akbar, President SCCI ensured GTCCI of his full support and assistance in training the R&D Departmental Staff of GTCCI.



Visit of **MR. TARIQ IKRAM** ADVISOR TO PRIME MINISTER ON EXPORT CULTURE

Mr. Tariq Ikam, Advisor to Prime Minister on Export Culture, visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed the Advisor to and informed the house that he had attended a meeting with His Excellency Mr. Imran Khan, Honorable Prime Minister of Pakistan at Prime Minister's Secretariat, Islamabad, in which Mr. Tariq Ikram delivered a presentation on Export Culture in Pakistan. He appreciated the vision of the Prime Minister of Pakistan and his strive to address the issues of the exporters. Mr. Tariq Ikram, Advisor to Prime Minister on Export Culture thanked Mian Imran Akbar, President SCCI, and all the other participants of the meeting for the warm welcome and hospitality at SCCI. He acknowledged that the proposals for the improvement of the export industry shared by President SCCI were remarkable. He welcomed to work for the betterment of Pakistan and to boost the export culture throughout the country. Mr. Tariq apprised about the export potential of the Sialkot-based Industry. He emphasized that to increase the exports of the Country, targets should be marked, followed by concerted efforts to achieve goals timely. He shared that Pakistan was exporting around 3,227 6- digit HS Codes to the world out of 5,026 6-digit HS Codes being traded globally. He said that Pakistan, along with focusing on the diversification of the Products, should put more efforts to increase the quantity of the products already exported by the Country and needed to increase the share of Pakistan's exports in the World.

Mr. Babar Iqbal, Former President of SCCI appreciated the thoughts of the Advisor to the Prime Minister regarding the improvement of export culture and expressed his concerns about the lack of a business-friendly environment in the Country. He pointed out the problems faced by the exporters and also mentioned that the rebate on the Surgical, Medical, and Dental Instruments was also reduced by the Government and implication of Sales Tax on Export Processing Zones.

Mian Imran Akbar, President SCCI said that except from the hurdles faced by the business community, a lot of work had been done by the Government for the betterment of the Industry like the Pakistan Single Window (PSW), Duty Drawback, and refund claims of the Exporters. He said that the quality of raw material available in the market specifically for the surgical sector was not at par with global standards. He suggested that regulatory authority should be formed to check the quality of the Raw materials. Furthermore, EOBI and Social Security issues needed to be addressed on an immediate basis, and a one-step deduction methodology should be introduced to keep the working of the exporters hassle-free.

Mr. Tariq Ikram noted all the issues highlighted during the meeting and assured that the above-mentioned points would be discussed with the other Government Officials for their early solution.



Visit of
PROF. DR. SALMA FAROOQ
 NED, UET, KARACHI, AND HER TEAM

A delegation from NED University, Karachi visited the Sialkot Chamber of Commerce and Industry to brief about the project “Enhancement of Global Competitiveness of Pakistani Textile Export Value-chains by Capacity Building and Product Diversification”. Mr. Zohaib Rafique Sethi, Senior Vice President, SCCI, welcomed the delegation and said that the Sialkot Chamber was willing to initiate a project related to the Leather Sector. He told about the SCCI’s project with TUSDEC which was related to the ‘Water Less Dyeing’. He added that a similar type of initiative should be initiated in Sialkot for which SCCI was always ready to collaborate with the stake holders.

Mr. Qasim Malik, Vice President, SCCI also welcomed the guests and discussed that the Textile Industry of Sialkot had developed on a self-help basis in the region. He elaborated that during the pandemic, business came from China, Vietnam, and Bangladesh; whereas most of the fabrics were imported from China and European countries in order to manufacture the value-added products. He mentioned that the Government should focus on ‘Import Substitution’ in order to support the supply chain of the Textile Industry. During the discussion, members talked about the lack of proper institutes in Sialkot to support Research & Development Work for the industry. It was mentioned that both ‘Academia & Industry’ should join

hands together to support the industry by finding out solutions to industry-related issues and bringing diversification.

Prof. Dr. Salma Farooq, NED UET Karachi thanked the Sialkot Chamber for receiving them and discussing the concerns. He explained the details of their project and said that an initiative had been taken to develop the fabric being imported into Pakistan and to do reverse engineering for strengthening the supply chain of the textile sector. Office Bearers of SCCI thanked the guests and their team for visiting this Chamber for such an important discussion and to create linkages between Industry and academia.





Visit of

EXCELLENCY MR. BERNHARD SCHLAGHECK

AMBASSADOR OF THE GERMANY TO PAKISTAN TO SIALKOT CHAMBER OF COMMERCE & INDUSTRY

Mian Imran Akbar, President SCCI welcomed H.E. Bernhard Schlagheck, Ambassador of Germany to Pakistan, Mr. Christian Boettcher (Commercial Counselor), and members of the Chamber on February 10, 2022. The President started his address with the hope that His Excellency's visit to SCCI would go a long way in improving understanding and interaction between the business communities of the two countries. The President further appreciated the role of Germany in the extension of the GSP+ status. He said that thanks to the facility, more than 78% of Pakistan's exports were entering the EU at the most concessional rates. Mian Imran Akbar expressed his gratitude to His Excellency for being an advocate of Pakistan and for his positive role in the extension of the scheme. He also discussed the online appointment system of the German Embassy and Visa related matters

The President Chamber also requested His Excellency to consider creating a focused linkage between the esteemed German Embassy and Sialkot Chamber. He also gave a brief introduction of Sialkot and all the industrial dynamics which enabled the city to enjoy the status of being the only Export Oriented City of Pakistan having executed several mega projects. Ending his address, he once again thanked His Excellency for visiting the Chamber and hoped that the meeting would result in promoting better understanding between the business communities of

the two countries and wished that a new era of economic cooperation will open which would boost the trade to bring prosperity and happiness to both nations.

H.E. Bernhard Schlagheck thanked the President and said that Sialkot was the main link between German and Pakistani trade relations as the city had been a major contributor to bilateral trade. He expressed his satisfaction with the numbers of the German Pakistan Trade relations clocking at USD 3 (B) the biggest chunk within the European Union. He mentioned that the exports of Pakistan to Germany had increased by 15%. He said that the GSP Plus scheme would be drawing to a close in 2022 and would be revisited for the prospective extension.

The German Envoy informed that the Embassy had been under major reconstruction work that had affected operations. He also said that members could hire a representative and submit their visa applications in Karachi. He said that Sialkot Chamber should have a coordinating role and the Embassy would facilitate the processing of Visas in case of a significant number of applications for a specific trade fair. He said that President Chamber's request for facilitation of such cases would be entertained. The Ambassador once again thanked the leadership of the Sialkot Chamber and hoped that the relations between Pakistan and Germany would further strengthen in the future.



Visit of **RANA SHEHZAD AHMED KHAN** DIRECTOR GENERAL TDAP, PUNJAB

Rana Shehzad Ahmed Khan, Director General TDAP, Punjab visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President the Sialkot Chamber of Commerce & Industry welcomed Rana Shehzad Akbar, Director General, TDAP, Punjab to Sialkot Chamber for the meeting. He also thanked Syed Abbas Mehdi, Executive Director, Export Development Fund (EDF), Islamabad, and all the other participants of the meeting. He informed the house that the purpose of the meeting was to discuss the EDF-funded project the Child Labor Elimination Program. He invited Rana Shehzad Ahmed Khan, DG, TDAP, and Punjab to share his views on the said agenda point.

Rana Shehzad Ahmed Khan, DG TDAP Punjab explained to the participants the process to streamline and define the role of TDAP in disbursing and monitoring the EDF projects. He said that once a procedure would be in place, the disbursement would be made within 15 days subject to the availability of funds in the joint account. He shared that under the Child Labour Elimination Program, payments from July 2021 onwards would be made post expenditure after submission of duly verified vouchers by the co-signatory of the project from the SCCI side or a person authorized by the co-signatory on his behalf. It was agreed that as per the Legal Contract, the approved Minutes of Meeting of the EDF Board would

have to submit to TDAP Sialkot, and would be forwarded to EDF afterwards. It was also decided that the beneficiary would be identified by the SCCI and will be shared with EDF and the agreement of SCCI with CSDO and IMAC would also be shared with TDAP.



Mr. Abbas Mehdi, Executive Director EDF said that audit of the previous years had been conducted, and based on the findings of the audit, the pending liability would be determined and the amount would be forwarded to TDAP with clear-cut instructions to pay to the SCCI.



Visit of

H.E. MR. DEDDY FAISAL AHMAD

CHARGE D' AFFAIRES OF HIGH COMMISSION OF MALAYSIA TO PAKISTAN

H.E. Mr. Deddy Faisal Ahmad, Charge D' Affaires of the High Commission of Malaysia to Pakistan visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed His Excellency Mr. Deddy Faisal Ahmad, Charge d' Affaires of High Commission of Malaysia to Pakistan & members of this Chamber in the meeting. He mentioned that Pakistan and Malaysia enjoyed close and cordial relations. Pakistan was one of the first countries to recognize and establish diplomatic relations with Malaysia in 1957. "Malaysia the land of impressive diversity in religion, culture, and history is also one of the most dynamic countries in the world economically. A factor that largely accounts for its growing international significance" he said. Pakistani Business Community should strive to penetrate and create bilateral trading relations with new markets and zones, especially in the ASEAN Region wherein Malaysia is an important player. President stressed that both countries should make efforts to take the relations to a new level by aggressively exploring opportunities for joint ventures in various sectors.

"As per the data of the ITC, the total bilateral trade between the two countries in 2020 was around USD 1.38 (B) with the balance of trade in favor of Malaysia. However, there is a huge potential to increase this volume of trade. Both sides need to ponder on developing a strategy for bringing improvements. We are encouraged by the resolve of both Governments to boost the trade yet we believe that people-to-people linkages especially the B2B relations should be promoted" the President stated. He further emphasized the exchange of trade delegations and

single-country exhibitions, and discussed the 'Look Africa' stressing that the Government of Pakistan should replicate a similar initiative for the ASEAN region, especially for Malaysia. He also requested facilitation from His Excellency in the creation of linkages with the importers in Malaysia, especially in the Sports Goods, Sports Wear, Surgical Instruments, and the Leather sector as they have a significant demand in the Malaysian market. He also shared about the Sialkot Chamber of Commerce & Industry, as the representative body of the Private Sector of Sialkot, was greatly contributing to the economic development of the country.

H.E Mr. Deddy Faisal Ahmad, Charge d' Affaires of the High Commission of Malaysia to Pakistan thanked and mentioned the bilateral relations of both countries; as he mentioned the cooperation of both the countries on the platform of the Organization of Islamic Cooperation (OIC). He further talked about the political relations, coordination, and frequent exchange of high-level visits by the Government Representatives of Pakistan & Malaysia. He also appreciated that the trade ties between the two countries enhanced from the last year, as he mentioned the trade figure of USD 1.395 B indicating the boost. He said that the Malaysian Government was fully focused on its economic strategy and included some sustainable development projects to increase the potential opportunities for the next five years. Malaysia encouraged the other countries to attract foreign Investment and provided many relaxations to the investors to provide them ease and encouragement for Joint Ventures.



Visit of **SYED TAHIR RAZA HAMDANI** DIRECTOR GENERAL (IPWM), GOVERNMENT OF PUNJAB

Syed Tahir Raza Hamdani, Director General (IPWM), Government of Punjab visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed Syed Tahir Raza Hamdani, Director General (IPWM), Government of Punjab, and his team to the Sialkot Chamber. The President appreciated the positive role of the Government of Punjab for its economy despite the critical economic situations and prevailing challenges. President SCCI also elaborated about Sialkot city, renowned for its SME/Entrepreneurship culture fully equipped and capacitated for business collaborations as well as joint ventures in various industries in Sialkot. He said that the exporters were well versed with the rules, regulations, and requirements of international trade, which had resulted in exports from Sialkot, being over USD 2.5 (B) per annum; as was a remarkable achievement for such a small city. Mr. Akbar further shared with Director General regarding exceptional work in the Social, Development & Welfare sector for the well-being of the community.

Mian Imran Akbar, President SCCI shared that Sialkot has an export-oriented culture where 99% of the manufactured products including but not limited to Sports goods, Sportswear, Martial Arts Uniforms, Surgical & Dental instruments, Leather & Leather Products, Gloves and Textile products, Musical instruments, Badges, were being exported to markets

around the globe. He appreciated the initiative of the Government of Punjab regarding the launch of the “National Industrial Exhibition 2022” after almost 20 years. In the end, he requested that, a stall should be given to Sialkot Chamber for participation in the National Industrial Exhibition 2022 on complementary basis; so that, maximum ‘made in Sialkot Products’ could be showcased for the awareness of the local market and show them the potential of Sialkot based SMEs/ entrepreneurs.

The Director-General (IPWM) thanked President SCCI and said that Sialkot was the hub of SMEs and had the production capacity for value-added products. He added that the future of Pakistan would be in the hands of Entrepreneurs; there fore, he stressed that the business community of Sialkot should participate in the National Industrial Exhibition 2022. Sheikh Zohaib Rafique Sethi, Senior Vice President of SCCI appreciated the idea of participation of the SMEs in the National Industrial Exhibition 2022 and also shared the proposal for the establishment of a Stitching Unit in Sialkot, to resolve the issue of skilled labor in the industry. Director General (PWM) acknowledged the idea and requested to share the proposal and assured to discuss the said proposal at a higher level for its approval.



MEHFIL HUSN -E- QIRAT

A prestigious international gathering of Husn-e-Qirat was organized in the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President, Sialkot Chamber presided over the meeting. The famous reciters of Egypt, Mr. Qari Al-Sheikh Mahmoud Kamal al-Najjar, Mr. Qari Al-Sheikh Mahmoud Hussain Ashoor and Mr. Qari Al-Sheikh Hamad Mustafa Al-Hindi, and Qari Abdul Rasheed specially participated in the Mahfil Hussan-e-Qaraat to get the honor of reciting the Holy Quran. In addition, Mr. Aneeq Ahmed, the host and director of religious affairs of a private TV channel, also gave a special address on the topic of "Quran and Today's Man". Mian Mohsin Gul, Chairman Committee for Religious and Cultural Affairs, hosted the program.

Mian Imran Akbar, President Sialkot Chamber warmly welcomed the reciters of Egypt and the special guest Mr. Aneeq Ahmed upon their arrival at the Sialkot Chamber and paid tribute to them for their services to Islam. Egyptian reciters reciting the Holy Quran in their beautiful voices and received a lot of appreciation from the audience. Mr. Qari Al-Sheikh Mahmoud Kamal al-Najjar, in his very short address to the business community, thanked the President of Sialkot Chamber and Business Community for their special love on his arrival in Sialkot.

Renowned religious scholar Mr. Aneeq Ahmed, while addressing the business community of Sialkot on the subject of the Quran and today's man, said that reading and listening to the Holy Quran at night is a work of great reward.





Meeting with **Nadeem UI Haque, Vice-Chancellor PIDE** PAKISTAN INSTITUTE OF DEVELOPMENT ECONOMICS (PIDE)

A delegation from the Pakistan Institute of Development Economics (PIDE) visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President of SCCI welcomed the Honorable Guest Dr. Nadeem UI Haque, Vice-Chancellor PIDE, and his team at Sialkot Chamber. President SCCI mentioned that the model of Sialkot was indeed a case study that could be an answer to the economic issues of Pakistan if replicated across the country in true spirit. He shared about the dynamics of Sialkot, its cottage industry, and remarkable social & development projects initiated by the SCCI. He said that Sialkot was an important economic center and the only export-oriented city in Pakistan earning over 2.5 billion US Dollars annually through its exports in various sectors e.g., Sports Goods, Surgical Instruments, Leather Products, Gloves of all sorts, Textile items, Sports Wear, Martial Art Uniforms & Accessories, Musical instruments, Military & Police Uniforms Accessories, Highland Outfitters, Badges, Kitchen Ware, Hollow Ware to Knives and Cutlery items.

President SCCI stated that the corporate sector of the city had already been focused on Corporate Social Responsibility and made a historic contribution to the social sector's development and human welfare by initiating projects like Sialkot International Airport, Sialkot Dry port, Sialkot Tannery Zone, Export Processing Zone, Khudkifalat Rozgar Trust, AIRSIAL, and Sialkot Medical City, etc. while discussing the exports' promotion and further growth, he emphasized that the industry should work on its expansion, diversification of product lines, adopting high-tech manufacturing solutions, and upgrading the skills of its

human resource at par with global standards. He also stressed that the industry should be prepared for the ever-changing dynamics of the modern world and rapidly evolving social compliances. During the discussion, he also highlighted the issues of high import duties, problems faced in the Export Processing Zone (EPZ), and withdrawal of Duty Drawbacks.

Dr. Nadeem UI Haque, Vice-Chancellor PIDE thanked the management of SCCI for their warm welcome and the well-described discussion on the industry. He shared that The Pakistan Institute of Development Economics was a premier research institute and a public policy think tank located in the vicinity of Islamabad. He also stated that PIDE had been actively contributing with its policy level inputs to the Government particularly in domains of Trade, Commerce, Banking Energy, Growth, and Development to name a few. Furthermore, he appreciated the role of the Business Community of Sialkot in contributing to the national cause and inputting 2.5 billion USD into the country's foreign exchequer. He acknowledged the efforts of the Sialkot Chamber for initiating and completing the outstanding projects. He suggested formulating joint research groups/companies for innovation and product development to introduce and promote the items in the emerging markets covering the demand and supply gaps in various product categories.

Dr. Nadeem UI Haque, Vice Chancellor PIDE assured that the team of PIDE would address the said issues with the relevant government departments for a better solution.

Ministry of Science & Technology
In collaboration with the
 Sialkot Chamber of Commerce and Industry (SCCI)



Visit of **PAKISTAN NATIONAL ACCREDITATION COUNCIL (PNAC)**

Director General, Pakistan National Accreditation Council (PNAC), Ms. Asmat Gul Khatak visited the Sialkot Chamber of Commerce and Industry (SCCI) for an awareness Seminar for the Sialkot's Industry. Mian Imran Akbar, President of SCCI welcomed the honorable guest, team from PNAC, and participants/ members of SCCI. While addressing to the participants of the seminar, President SCCI shared the facts & features regarding the industry and exports sector of Sialkot. He gave detailed information related to the trade figures, international exposure of the city, and its remarkable achievements in the Social & Development Sector. Furthermore, President SCCI elaborated on the industry's requirements regarding the certifications & standardization of the products exported to the international market.

Mr. Akbar also submitted his proposals about enhancement in subsidy in Product Certification by the Government, provision of trained consultants for the acquisition of standards (e.g., Leather Working Group (LWG), Medical Device Regulation (MDR), FDA and ISO certification, etc.) and establishment of a Material Testing Lab within the EPZ. President SCCI also mentioned that there was no accredited lab available within Pakistan and foreign accredited names were being utilized for the testing of Sialkot-made Products making it costly and hectic to manage for completing the process. He further shared that already PKR 1 billion had been approved by the Government of Pakistan for the establishment of a Material Testing Laboratory in the Export Processing Zone (EPZ), for which PNAC should play its role to initiate the project.

Sh. Zohaib Rafique, Senior Vice President, elaborated that the leather Industry was the most regulated industrial sector of Sialkot, and leather products were certified by accredited labs. He also discussed the requirement of a 'Testing Laboratory' for the Leather Sector. Senior Vice President also said that the industry was lacking behind in new product development due to the absence of state-of-the-art facilities & institutes where labor could be trained and new experiments could be done for developing novel products.

During the session, a Certificate was also presented to Khawaja Masud Akhtar (SI) by DG PNAC for the accreditation of his lab facility within M/s. Forward Sports. Moreover, representatives from SGS and TTI also gave their input to improve the facilities in Sialkot City for the Exporters. Office bearers of SCCI thanked the guests to visit Sialkot and appreciate the discussion held for the betterment.





Visit of **H.E. MR. WILLIAM MAKANEOLE** US CONSUL GENERAL LAHORE

H.E. Mr. William Makaneole, US Consul General Lahore visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President, SCCI warmly welcomed H.E. Mr. William Makaneole, his team, and members of this Chamber. President Chamber expressed that His Excellency's visit to SCCI would go a long way in improving understanding and interaction between the business communities of the two countries for the promotion of bilateral trade Chamber President gave a briefing on the city of Sialkot and touched on the domains of industrial dynamism, the roadmap for economic development, and women empowerment. He shared the progress of the city over the years and scores of projects undertaken under the umbrella of the Sialkot Chamber. On the occasion, he gave a briefing on the project of the Sialkot Industrial Zone to facilitate Joint Ventures and to take the industry of Sialkot to the next level. The President Chamber proposed that effective coordination between Sialkot Chamber and US Consulate's Economic Team should also be established to work on prospects of exchanging Trade Delegations, Participation in US Based Trade Exhibitions and finding common grounds for collaboration.

H.E. William Makaneole thanked the President and the members of the Chamber for extending a warm welcome. He also thanked President WCCI for inviting

him to visit Sialkot. The Consul General shared that H.E. David Hale, Former Ambassador had shared about the industrial dynamism of Sialkot with him during his previous assignment in Peshawar. He said that the enthusiasm of the business community of Sialkot was a perfect symbol of USPakistan relations. He also shared that 2022 marked the 75th Anniversary of the most cordial relations between the two countries. The envoy said that the US Diplomatic Missions in Pakistan had a long-term commitment to the economic development of the country. "The United States has been Pakistan's largest export market for the last decade and Pakistan's exports to the US had increased by 25%" he added. He wished on promoting gender diversity in the supply chain of the Industry of Sialkot. The US Consul General said that experiencing women participation in the business of Sialkot was quite encouraging, as it was the top priority for the US Government to ensure women participation in the industrial sectors. He said that the diplomatic missions were open to collaborating on promoting women-based entrepreneurs.

Dr.Nouman Idris Butt, Former President SCCI said that the US had always been Pakistan's close trading partner. He said that the topic of women empowerment had been discussed at various forums but apart from awareness campaigns, the necessary strategy should be made to take tangible initiatives to

provide a facilitative environment. Mr. Fazal Jilani, Dr. Khurram Anwar Khawaja, Mr. Imran Ashraf, Mr. Khuram Aslam, Mr. Qaisar Iqbal Baryar, and other members also gave an overview of women participation in Sialkot and potential of promoting youth, especially women. The project of the University of Applied Engineering and Emerging Technologies was also discussed, wherein many foreign Universities were set to establish their campuses. It was suggested that USAID Pakistan should collaborate to arrange exhibitions in the US for made-in-Sialkot products and should play a pivotal role in the trade promotion. Mr. Qaisar Iqbal Baryar, former President SCCI gave a briefing about the project of the Sialkot Industrial Zone and also proposed that active participation of the

entrepreneurs of Sialkot should be ensured in meetings with US-based delegations if and when visiting Pakistan.

Dr. Mariam Nouman, President of Women Chamber of Commerce & Industry Sialkot, gave a briefing on the women entrepreneurs, and initiatives taken to promote gender diversity and women's participation in business. She said that the main aim of WCCIS was to promote trade linkages for the betterment of women-owned businesses. She noted that US Government was offering benefits and incentives to Women-owned businesses in the US in the shape of loan grants, tax credits, and commercial support which should also be replicated in Pakistan.





Visit of **DELEGATION OF ARMY OFFICERS FROM FRIENDLY COUNTRIES**

A delegation of Army Officers from friendly Countries visited the Sialkot Chamber of Commerce & Industry. Sheikh Zohaib Rafique Sethi, Senior Vice President of Foreign Officers from different countries and expressed solidarity with the armed forces who always stood committed against external aggression as well as internal disturbance to uphold the prestige and honor of the country. He also applauded the Pakistan Army and all the friendly countries fighting on all avenues for the protection of their homelands. Senior Vice President, SCCI shared the brief introduction of the Sialkot Chamber of Commerce & Industry as an apex body for the local industry and elaborated on Sialkot's Industry, export sectors, issues/concerns faced by the business community of Sialkot. Mr. Sethi explained the trade linkages of the city with the other countries and shared the trade/export figures of all the industrial sectors of Sialkot. "Sialkot is an export-oriented city, renown all over the world for its high-quality products and earning a handsome amount of foreign exchange of USD 2.5 Billion annually" he stated.

Sheikh Zohaib Rafique Sethi, Senior Vice President SCCI also briefed about the active role of the Sialkot Chamber of Commerce & Industry in completing several development projects on a self-help basis for strengthening the industry as well as for the well-being of the community. While discussing the different

projects initiated under the umbrella of SCCI, he also mentioned the project of AIRSIAL that had been initiated to provide quality air travel services to the people and business community of the city. He also briefed on 'Sialkot Medical City' that had been initiated under the umbrella of SCCI to provide quality healthcare services to the masses.

The discussion was followed by the Question/Answer session; Sheikh Zohaib Rafique Sethi, Senior Vice President SCCI, and other senior members of SCCI also responded to the questions of the delegates regarding the City, dynamics, industry, issues, growth opportunities, branding/marketing/ international exposure, the impact of security issues on economy/trade, labor-related issues, effects of political challenges on the business environment, and the role of the Government regarding the provision of facilitation to the Business Community. The Head of the Delegation thanked and appreciated the business community for their pivotal role in the economic growth of the country. He acknowledged the sacrifices and contribution of the people of the city in the wars of 1965 and 1971. "Sialkot is a small town near the border which is only 25 kilometers far from occupied Jammu Kashmir. The bravery of the people of Sialkot is the real pride of Pakistan" he applauded. He expressed hope and prayed that the entire nation would work with the same spirit as the people of Sialkot.



Meeting with **MR. EHSAN BHUTTA** COMMISSIONER GUJRANWALA DIVISION

Mr. Ehsan Bhutta, Commissioner, Gujranwala Division visited the Sialkot Chamber of Commerce & Industry to discuss the project of Sialkot Industrial Zone. Mian Imran Akbar, President SCCI welcomed the Commissioner Gujranwala Division. He discussed the dynamics of the Sialkot Industry and shared about the struggle of the Sialkot Chamber for the betterment of the city as well as the economy. He shared the significance of the industrial city of Sialkot in the region.

Mr. Ehsan Bhutta, appreciated the instrumental role of Sialkot's Industry in strengthening the overall economy of the country. He shared his vision of uplifting & developing the Gujranwala Division and District Sialkot. He expressed his mission to facilitate the Sialkot and the Chamber in line with its agenda of providing a supportive infrastructure to the Export Sector of the city.

During the discussion, some of the following understandings were reached after due deliberation on the issues and proposals shared by the President Chamber.

- The project of Sialkot Pasrur Road would be expedited through coordination with GEPCO for the earliest
- possible shifting of electricity poles.

- Working on linking Aimenabad Road to Exit 4 of the Sialkot-Lahore Motorway would be initiated for its prospective inclusion in the upcoming Annual Development Programme.
- The Government of Punjab would be requested for the initiation of the Safe City Project in Sialkot.
- Infrastructure projects under PICIIP Program to be expedited and quality of work would be ensured.
- The Project of Shahab Pura Flyover would be expedited in coordination with Pakistan Railways. Also, the project of Defence Road would be completed in parallel with the tentative inauguration by end of June 2022.
- Project of Sambrial to Sialkot International Airport would be expedited. Moreover, a 5 Km patch of Wazirabad Road would also be initiated.
- The project of widening of Muzaffarpur Railway Crossing would be taken up and initiated.
- Special courtesy of Commissioner Gujranwala Division was solicited for the early execution of the project of the Sialkot Industrial Zone at 1000 acres Saho Wala Site near Sambrial.
- As a special case, 200 arms licenses per month would be issued for the Export Sector of Sialkot upon due recommendation from Sialkot Chamber to the Deputy Commissioner Sialkot.



Visit of **MR. ALEX BALLINGER** UK REPRESENTATIVE FOR PUNJAB

Mr. Alex Ballinger, UK Representative for Punjab visited the Sialkot Chamber of Commerce & Industry. Mr. Zohaib Rafique Sethi, Senior Vice President SCCI welcomed the guest and the members of this Chamber. He expressed that The United Kingdom was a major trading partner of Pakistan considered to have higher scope for made-in-Sialkot products. Mr. Sethi said that the Industry of Sialkot had achieved marvels and done plenty of self-sustaining CSR projects. He mentioned that the exporters of Sialkot needed to travel to the UK to participate in Trade Exhibitions or to meet their clients, so a relaxed Visa policy for the businessmen should be opted by the British High Commission.

Mr. Sethi said that Pakistan had been foreseeing enhancing the exports of Information Technology (IT) and would also like to do JVs with IT firms in the UK to share expertise and training. While addressing the members, Mr. Sethi proposed to organize Made in Sialkot exhibition in the United Kingdom, to increase Business to Business interactions. He added that Leather Products and Personal Protective Equipment were being exported to the UK and SCCI would propose that a collaboration between the UK accredited Lab and Pakistan should be done, so that the tests could be in Pakistan at competitive rates. He also added that the interaction between SCCI and Trade Bodies should be promoted, and he requested the guests to work on the proposal of SCCI.

Mr. Alex Ballinger, UK Representative for Punjab, extended his gratitude for the warm welcome and praised the Industry of Sialkot for their collective efforts to promote a positive image of Pakistan. He said that Pakistan was the third largest import destination for the UK and endorsed the proposals of the Sialkot Chamber to promote Bilateral Trade and Business to Business interactions. While responding to the question of Sheikh Zohaib Rafique Sethi, SVP SCCI, Mr. Ballinger said that due to the economic crunch, the UK was only providing Aid for Women Empowerment. Mr. Muhammad Hamed Kamal, Deputy Director for Trade praised that Sialkot had innovative businessmen who could join hands with UK companies. He added that UK High Commission and SCCI could do joint projects and other proposals could also be undertaken.

Mr. Qasim Malik, Vice President, proposed that Trade Delegation to UK should be executed and requested the representative of the UK to share the information of Trade Fairs that were taking place in the UK related to products of Sialkot. He also added that the Industry of Sialkot was willing to do joint ventures with counterparts in the UK.

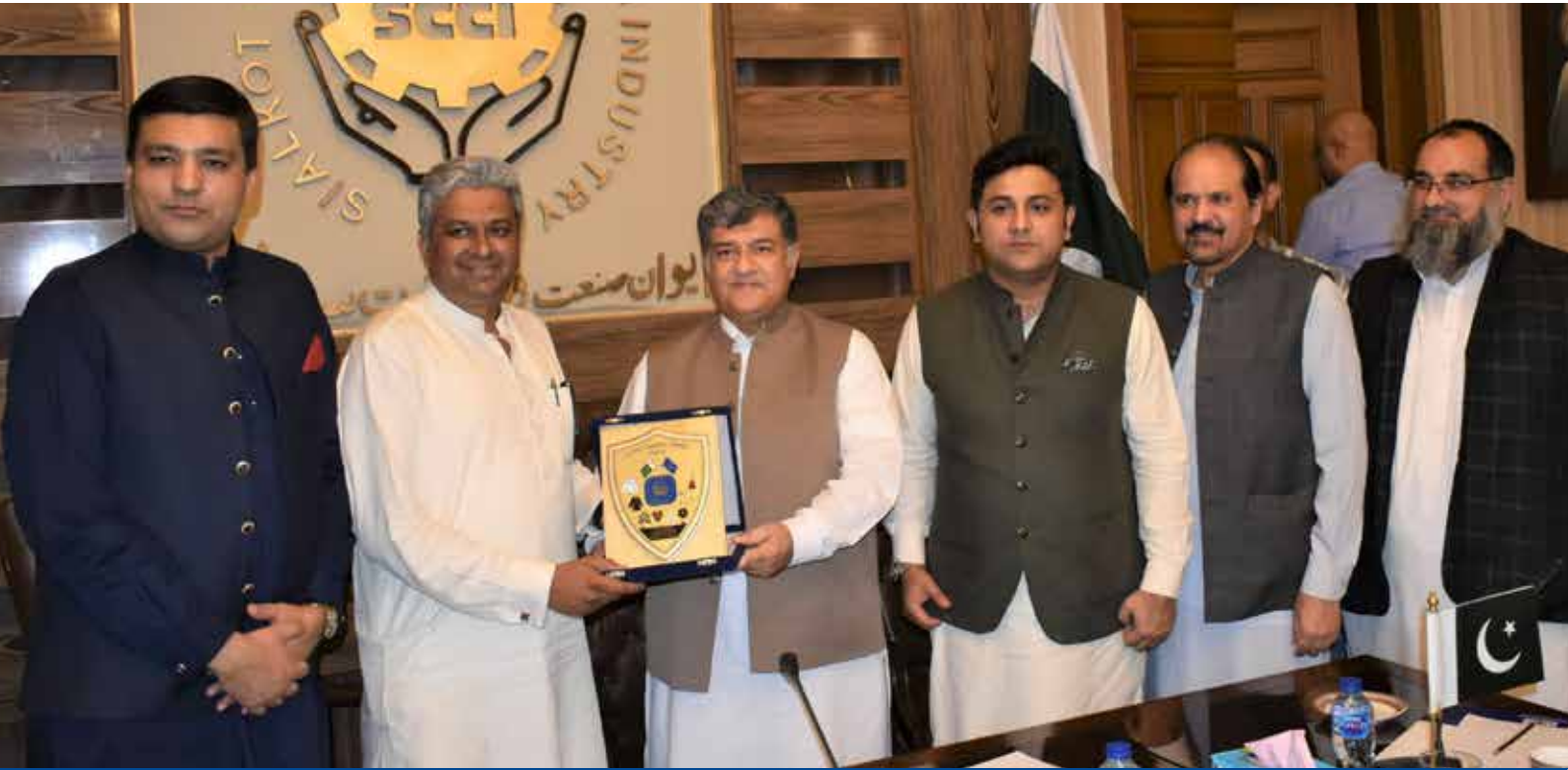


Visit of **KHADIM ROZA-E-RASOOL** ﷺ HON'BLE SHEIKH NOORI MUHAMMAD AHMAD ALI

Khadim Roza Rasool ﷺ, Honorable Sheikh Noori Muhammad Ahmad Ali Sahib visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President, Sheikh Zohaib Rafiq Sethi, Senior Vice President, and Mr. Qasim Malik Vice President along with former and current members of the Executive Committee of SCCI welcomed the distinguished guests on arrival at the Sialkot Chamber. Mian Imran Akbar, President Sialkot Chamber termed the visit as a historic moment in the history of the Sialkot Chamber. Mian Mohsin Gull performed the hosting duties of the program. The program started with the recitation of the Holy Quran, followed by Naat -e- Rasool Maqbool ﷺ.



On the arrival of Khadim-e-Roza Rasool ﷺ in Sialkot Chamber, a large number of people from the Sialkot business community and various walks of life were present in the Chamber's Auditorium "Sheikh Muhammad Shafi Hall" to pay their special respects to him. After the recitation of the Holy Quran and Naat-e- Rasool Maqbool ﷺ, the distinguished guest Honorable Sheikh Noori Muhammad Ahmad Ali offered special prayers for he relations of Pakistan and Saudi Arabia, the development of Pakistan, the prosperity of the Muslim Ummah, and the development of Business Community of Sialkot. The distinguished guest thanked the Sialkot Chamber's Administration for their warm welcome and special love extended to him.



Visit of DELEGATION OF TRADE AND INVESTMENT OFFICERS/COMMERCIAL ATTACHES

A delegation of Trade and Investment Officers/ Commercial Attaches visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed the Trade and Investment Officers/ Commercial Attaches selected by the Ministry of Commerce, Pakistan to be appointed in Turkey, India, Afghanistan, Russia, Germany, France, America, Iran, Switzerland, China, Bangladesh, Tajikistan, Belgium and Qatar to the Sialkot Chamber. He assured that the Sialkot Chamber would remain in contact with the trade missions of Pakistan in various countries and would support and assist them in the promotion of Exports of Pakistan.

Sh. Zohaib Rafique Sethi, Senior Vice President SCCI also shared that the promotion of bilateral linkages was depending on better coordination, interaction, and understanding among business communities of the countries, which the trade missions of Pakistan conveniently facilitate through cooperation. He suggested active engagements of the Chambers, which would act as a resource base for exchanging information; Exchange of trade delegations, and most importantly participating in trade exhibitions would also help in promoting bilateral trade. He said that the Sialkot Chamber, the representative body of the Private Sector of Sialkot was greatly contributing to the economic development of the country. He further told that the members of the Sialkot Chamber were also actively pursuing the global economic agenda by adopting the best practices compatible to

the international standards.

Mr. Qasim Malik, Vice President SCCI shared that the industrialists had also done exceptional work in Social Sector Development and the Welfare of the people. Sialkot Chamber, with active participation and contributions of its members, had initiated projects like Sialkot Dryport Trust, Sialkot International Airport, Sialkot City Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone and lately the project of AIRSIAL which had provided quality air travel services to the people. Also, the project of a state-of-the-art hospital had been in the pipeline to provide quality healthcare services to the people.





Visit of THE TEAM FROM THE WORLD BANK

A delegation from World Bank visited the Sialkot Chamber of Commerce & Industry. Sheikh Zohaib Rafique Sethi, Senior Vice President, SCCI welcomed Ms. Adja Mansora Dahourou (Senior Private Sector Specialist), Mr. Douglas Zhihua Zeng (Senior Economist), Ms. Claudia Garcia Gonzalez (Consultant), Mr. Rafey Khan (Economist), Mr. Husnain Ijaz and Agha Tayyab Ilyas to the Sialkot Chamber. He shared the agenda of the delegation was to enhance private investments & competitiveness in Punjab province. He said that there were many areas where discussions could be done with the World Bank team to bring the investment in Industrial sectors, infrastructure, rehabilitation of public visiting places, and traffic control system, which was a dire need of the city. He added that the advancement in the Industrial setup could be achieved through joint ventures and the transfer of the latest technologies would increase the competitiveness and product diversification, increasing the skill and craftsmanship of the SME Industry and eventually increasing the exports of Pakistan.

He mentioned that Sialkot was the only city that had the capacity & capability to double its exports, provided with the support the entrepreneurs need to compete internationally and the infrastructure that could support the vision of Industrialization. He

informed that the city had developed an SME culture highly conducive to business collaborations and joint ventures in various industries in Sialkot including Surgical Instruments, Sports Goods & Sports Wear, Leather Products, Manicure & Pedicure Beauty Instruments, Table Cutlery & Flatware, Martial Arts, and many more. He informed that the exporters were well versed in rules, regulations, and requirements of international trade, which has resulted in exports from Sialkot, being over USD 2.5 (B) annually.

Senior Vice President said that by keeping in view the agenda of the meeting, the following were the potential areas for investment in the Surgical Sector; Laparoscopic Instrumentations, Endoscopic Instrumentations, Sterilized Orthopedic Implants, Sterilized Neural Implants, Implants for Maxillofacial Surgery, Electric Motor System for Orthopedic Surgery, Artificial Joints, Bone Implants used in Bone Grafting, Assembling of General Life Supportive Equipment including, Nebulizers, Blood Pressure Monitor, ECG Monitor, Blood-Glucose Meters (Sugar Testing Equipment), Hospital Furniture, Aluminum Containers, Mash Baskets, Doppler's Testing Equipment, Carbon Fiber Instruments' Manufacturing Technology, Transducers (for ECG Monitoring) and Sterilization & Clean Room / Packaging Unit.



Mr. Qasim Malik, Vice President SCCI also shared that of all the industrial sectors of Sialkot, Textile Sector was the most booming sector. He informed that Sialkot was producing value-added products for international buyers, and the exporters of Sialkot relied heavily on the import of raw materials majorly sourced from China for value addition and re-export purposes. He said that the business community of Sialkot was planning to have a dedicated sub-zone to attract investments in the following fields to promote import substitution; Coated Textile Fabric, Kodura Fabric, PU Fabric, Reflective Fiber & Other types of cloths, PU (Polyurethane) Leather, Advanced Materials and Performance Fabrics and Rubber Soles.

Ms. AdjaMansoraDahourou (Senior Private Sector Specialist), thanked SCCI's Office Bearers for their warm welcome and hospitality rendered to the delegation of the World Bank. She appreciated the efforts of the Sialkot Business Community that in addition to achieving business excellence, Sialkot Business Community has also done exceptional work in Social Sector Development and the Welfare of the people and completed mega projects like Sialkot International Airport, Sialkot Dryport Trust, Sialkot City Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone, and AIRSIAL. She assured that all the suggestions were well noted and would be taken up with the Government of Punjab.





Visit of **DELEGATION FROM MALAYSIA**

A Delegation of Business persons from Malaysia visited the Sialkot Chamber of Commerce and Industry (SCCI). The Delegation was comprised of Business individuals from sectors including Textile, Sports, Rice, Vegetables, Groceries, PUNB Management, Sea Food, Meat, and General Commodities.

The Delegation was welcomed by Sheikh Zohaib Rafique Sethi, Senior Vice President SCCI at Sialkot Chamber of Commerce and Industry, and while addressing the house, he said that Pakistan and Malaysia were enjoying cordial relations. He added that both countries had cultural and religious similarities, however, the bilateral trade between both countries was not encouraging. He also added that with Special Economic Zones to be established, under the CPEC project, Pakistani companies were willing to join hands with Malaysian companies in the IT sector whereas, Malaysia had made significant progress. Sheikh Zohaib Rafique Sethi, SVP SCCI, also added that SCCI would propose a series of interactions through the exchange of trade delegations and webinars to develop an understanding of the dynamics of businesses on both sides.

YB. Dato' Haji Ahmad Nazlan bin Idris, PUNB Management, Leader of Delegation, thanked SCCI for

the hospitality and welcome at the Sialkot Chamber of Commerce and Industry. While addressing the house, he expressed the importance of collaboration and willingness of the Malaysian companies to join hands with Pakistani companies in multiple sectors. He added that due to COVID-19, the economic activities were disturbed but with ease in restrictions, the business community would welcome the businessmen from Pakistan. He added that Malaysia had a lot of products to offer and could also join hands for Joint ventures. The Delegation gave their introduction and elaborated on their areas of interest and businesses they were doing at the present.

Mr. Qasim Malik, Vice President SCCI, said that Pakistan had a lot to learn from the Economy of Malaysia and their Industrial revolution. He added that Pakistan could follow in the footsteps of Malaysia, especially in the field of the IT sector. Vice President SCCI also added that Sialkot Industry had the privilege of manufacturing three consecutive official footballs for the FIFA World Cups. He also mentioned that Pakistan was the most desirable destination for investment for international investors and companies for Joint Ventures, import substitution, and Transfer of Technology.



Visit of **Mr. Sajid Latif** DIRECTOR GENERAL, PUNJAB INFORMATION TECHNOLOGY BOARD

Mr. Sajid Latif, Director General of Punjab Information Technology Board (PITB), visited the Sialkot Chamber of Commerce and Industry along with his team. Mian Imran Akbar, President SCCI welcomed the guest, and other participants of the meeting. While presenting the welcome remarks, he referred to his visit to PITB and the discussions held with Director General PITB on prompt solicitation of initiatives taken by PITB to SCCI members. Mr. Akbar shared that the active members of the Sialkot Chamber were over 17 thousand, and this Chamber was a multi-sectoral Industry, wherein 99% of products produced were being exported worldwide and the majority of members of SCCI were small businesses being handled by one individual.

President SCCI discussed the difficulties for small entrepreneurs in interacting with Government Departments e.g., Excise Taxation office, Nadra, Passport Office, Registrar Office etc. It was discussed during the meeting that an E-Sahulat centre should be established in Sialkot where exporters of Sialkot take benefits regarding all facilities, without waiting in long queues. It was also brought into discussion that PITB could provide IT-related services to provide ease to new start-ups in registering their firms and starting an

E-Commerce business.

Mr. Sajid Latif, Director General, Punjab Information Technology Board thanked President SCCI and mentioned that PITB had developed a portal "Ease of Doing Business" to encourage new business registrations under the paperless initiative. He also explained that it was proposed by PITB that members with SCCI Membership cards would be given priority on 135 ESahulat Centers while availing of the services. Mr. Latif added that PITB was making it easy for new start-ups to availing online services like Starting a Business, Paying Taxes, Registering Property (e-Khidmat Markaz) and Dealing with Construction Permits (e-Khidmat Markaz), especially for those aspiring to start E-Commerce business including Amazon, Ebay, and Alibaba. Furthermore.

After due deliberation, it was decided that SCCI would nominate three officers for the training of the portal initiated by PITB and a help desk would be established within SCCI for the guidance of the members of SCCI, and a full house session would be arranged in SCCI to create awareness of PITB initiatives. After the Meeting, the inauguration of the Help Desk for Ease of Doing Business was also held.



Visit of **SYED ZEESHAN RAZA** DISTRICT POLICE OFFICER (DPO), SIALKOT

Syed Zeeshan Raza, District Police Officer (DPO) visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed the guest and Mr. Qaiser Amin Butt, DSP City Circle, Sialkot and Mr. Sabir Chattha, DSP Traffic Police, Sialkot. While discussing the country's situation, the President emphasized all the important stakeholders should support each other for the progress of the city as well as the country. President SCCI appreciated the services of the Police Department and the cooperation with this Chamber. He further briefed about the industrial setup and various products being produced at Sialkot. He also shared the details regarding the development projects initiated and completed under the umbrella of Sialkot Chamber on a self-help basis including but not limited to Sialkot Dry port Trust, the City Package Programme, Sialkot International Airport, Sialkot Export Processing Zone, Sialkot Tannery Zone, Child labour elimination programme, Sialkot Business & Commerce Centre, AirSial project and International Hospital by the name of Sialkot Medical City Limited, etc.

Mr. Akbar shared that Sialkot Chamber had taken up the Safe City project with the Government of Punjab for its initiation/launching in Sialkot as per the criteria of safe city project being launched in other big cities of Punjab like Lahore etc and the Government of Punjab informed that it had been approved in the ADB of

Punjab. He also emphasized the need for Improvement in the law-and-order situation of the city especially taking necessary corrective measures for stopping robbery or dacoity incidents. He stressed the need for the establishment of a Driving License Office on the premises of this Chamber and added that the Facilitation Desk of Police should be established at SCCI for the preparation of Character Certificates and submission of Police-related complaints of the members of the Sialkot Chamber. He suggested that the Manpower of the Police should be enhanced in Sialkot City to effectively control the law-and-order situation in Sialkot city.

Sh. Zohaib Rafique Sethi, Senior Vice President SCCI highlighted that District Police Sialkot, in any case pertaining to the business community, may take Sialkot Chamber on board before registering the FIR against the members, especially cases pertaining to cash and cheque involvement so that Chamber may play its role in managing the issue effectively. He also mentioned that member companies of this Chamber engaged in providing advances to their employees in routine but they would leave the job after borrowing huge advances/loans from factories, hence in this regard Police should make an easy mechanism for recovery of cash paid in the shape of advances to employees instead of lengthy procedure of launching FIR etc. He suggested that a joint Committee should be formed to



resolve such issues.

Syed Zeeshan Raza, DPO Sialkot thanked the President for his warm welcome and hoped that the Safe City project would be helpful in bringing improvement in controlling law and order situation and management of traffic efficiently. He said that he had devised a comprehensive plan to bring improvement in the Police department to provide safety to the life and property of the citizens. He shared that specific cases may be forwarded to Sialkot Chamber by adopting the case-to-case policy for its resolution amicably. In this regard, he further informed that I.G Office had already a plan to form the Dispute resolving Committees at the district level officially and the Sialkot Chamber focal

person may be considered in the Committee. He instructed DSP Traffic, Sialkot to launch a same-day driving test after the submission of the application in order to reduce corruption. He further assured that a driving license desk may be established within the premises of the Sialkot Chamber. He wished to improve the system and said that it would be possible with the help of civil society and Sialkot Chamber. He emphasized that civil society should visit the Police Stations with confidence and without hesitation in case of need. He said that he would always be available to hear valuable suggestions/ recommendations from SCCI to improve the law-and-order situation and for enhancing the relations between Sialkot Chamber and Police Department.





Visit of **MR. DILAWAR SYED** SPECIAL REPRESENTATIVE STATE DEPARTMENT

Mr. Dilawar Syed, Special Representative for Commercial and Business Affairs, Bureau of Economic and Business Affairs visited the Sialkot Chamber of Commerce & Industry. Mian Imran Akbar, President SCCI welcomed the honorable guest and his team including Ms. Gaia Self, Regional Policy Lead, U.S. International Development Finance Corporation (DFC), Washington DC, Ms. Kathleen Gibilisco, Economic & Political Chief, and members of the Chamber. President Chamber thanked Mr. Dilawar Syed for visiting Sialkot Chamber to exchange the views with the members on issues of mutual interest. He hoped that the interaction would go a long way in improving understanding and interaction between the business communities of the two countries for the promotion of bilateral trade.

Mr. Imran Akbar highlighted the significance of trading partnership with the USA as reflected in trading figures between the two countries at USD 6.72 (B) having a major share in the total external trade of Pakistan. The President SCCI said that it was encouraging to note that Pakistan's exports of goods and services to USA witnessed a surge of 51.22pc during eleven months of fiscal year (2021-22) as compared to the corresponding period of last year. "The overall exports to the USA were recorded at \$6.15 (B) during July-May (2021-22) against exports of \$4.47 (B) during July-May (2020-21), showing growth of 37.60pc, as per the State Bank. On the other hand, imports from the US have also increased considerably", the President noted.

He extended his gratitude to Mr. Dilawar Syed and his team for showing interest in the Industry of Sialkot to

study its dynamism and potential for growth. President Chamber mentioned that the model of Sialkot was indeed a case study that could be the way forward to the economic situation of Pakistan if replicated across the country in true spirit. While addressing the house, the Chamber's President gave a briefing on the city of Sialkot and touched on the domains of industrial dynamism, the roadmap for economic development, and women empowerment. On the occasion, he gave a briefing on the project of the Sialkot Industrial Zone to facilitate Joint Ventures and to take the industry of Sialkot to the next level.

Mr. Dilawar Syed thanked the SCCI for extending a warm welcome and mentioned that he had observed the tenacity and skill of the people of Sialkot. Mr. Syed said that the most astonishing part of the industrial setup of Sialkot was the superior skillset of its craftsmen and the commitment of entrepreneurs to their businesses in an ever-changing world. He shared that he had observed the tremendous potential for increasing bilateral trade provided that an enabling environment is created from both sides. He also briefed the house regarding his role as the Special Representative in the Biden Administration to facilitate US Corporate Sector around the world. He shared that he was on a visit to South Asia and had picked Pakistan as the first stop. He said that the main objective was to further Pakistan and the US relationship in terms of trade. He said that at present the numbers of bilateral trade were not in tune with the relations spanning over decades. He stressed that both sides would need to engage on a frequent basis to create mutually beneficial opportunities.



Visit of
MR. IFTIKHAR BHALLI
 DIRECTOR EXCISE, TAXATION AND NARCOTICS CONTROL DEPARTMENT, GUJRANWALA

Mr. Iftikhar Bhalli, Director Excise, Taxation and Narcotics Control Department, Gujranwala visited the Sialkot Chamber of Commerce & Industry. Mr. Imran Akbar, President, welcomed and apprised him of problems faced by the export-oriented industry of Sialkot due to levy of “Tax on Properties other than Agricultural Land abutting to National / Provincial Highways and within the area of Motorways outside the rating areas in Punjab” under section 10 of the Punjab Finance Act, 2019. He said that the levy of tax had resulted in an undue financial burden on the exporters as most of them belonged to the SME category and were already facing serious challenges in Post Covid-19 economic situation. He apprised that Sialkot had a unique Industrial arrangement as the Industrial Units were dispersed within the city and on

roads leading to the city including National and Provincial Highways and within the area of Motorways. He said that the prime reason behind this unique industrial layout was the lack of any Industrial State in the City since the year 1962.

Mian Muhammad Anwar, Mr. Muhammad Shahbaz, Mr. Adnan Yousaf, Mr. Rana Nadeem Ahmed, and other members also showed concern on increase in the number of taxes and levies on the export-oriented businesses in Pakistan. It was emphasized that the Department should focus on ‘ease of doing business’ by creating enabling environment for the business community. The issue of notices by the Excise and Taxation Department to the export-orient





75TH INDEPENDENCE DAY CELEBRATION CAKE CUTTING CEREMONY BY THE OFFICE BEARERS OF SCCI

The Sialkot Chamber of Commerce & Industry celebrated the 75th Independence of the beloved motherland with great glory and patriotism.

Keeping on the tradition, Sialkot Chamber celebrated Independence Day with a high spirit of Freedom and dedication. The Independence Day Ceremony took place at the Sialkot Chamber premises, where the National Flag was hoisted by Mian Imran Akbar, President SCCI, Mr. Qasim Malik, Vice President SCCI,

Mr. Majid Raza Bhutta, Former President SCCI, and members of the Executive Committee.

The Flag Hoisting Ceremony was followed by the cake cutting Ceremony by the Office Bearers of SCCI and EC members. After the cake-cutting ceremony, prayers for the prosperity of our beloved Country and the well-being of the Nation were made. The celebration ended with good wishes for the beloved Homeland.



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2021-22



PHOTOGRAPHS OF **DIFFERENT** **OCCASIONS** 2021-22



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2021-22



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PHOTOGRAPHS OF DIFFERENT OCCASIONS 2021-22





THE SIALKOT COMMERCE

MEMBERS OF EXECUTIVE
COMMITTEE 2021-2022



CHAMBER OF & INDUSTRY



ایوان صنعت و تجارت سیالکوٹ



Office Staff

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

FINANCIAL REPORT



LAST UPDATED
4 MIN AGO

SALES per COUNTRIES



DATA



CASHFLOW STATEMENT

OPERATING	8,894,324.00
NET SALES	5,436,365.00
Investment	8,784,282.00

FINANCING	4,529,452.00
Dividends	5,877,888.00
Operating expenses	2,895,500.00
Marketing	288,728.00
NET INCOME	16,972,882.00

FINANCIAL STATEMENTS

FOR THE YEAR ENDED
JUNE 30, 2022

INDEPENDENT AUDITOR'S REPORT

To the members of THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
Report on the Audit of the Financial Statements

Opinion

We have audited the annexed financial statements of **THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY** (the Company), which comprise the statement of financial position as at **June 30, 2022**, and the statement of income and expenditure, the statement of changes in funds, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of income and expenditure, the statement of changes in funds and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **June 30, 2022** and of the surplus, the changes in funds and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Executive Committee for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Executive Committee is responsible for overseeing the Company's financial reporting process.

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OTHER OFFICES: KARACHI | LAHORE | MULTAN | ISLAMABAD | PESHAWAR | KABUL

PKF F.R.A.N.T.S. Chartered Accountants is a member firm of the PKF International Limited Network of legally independent firms and does not accept any responsibility or liability for the actions or inactions on the part of any other individual member firm or firms.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the executive committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of income and expenditure, the statement of changes in funds and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) No Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

The engagement partner on the audit resulting in this independent auditor's report is Mr. Zulfiqar Ahmed Nasir, FCA.

PKF Francis



PKF F.R.A.N.T.S.
Chartered Accountants
Sialkot
Date: August 30, 2022

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF FINANCIAL POSITION
AS AT JUNE 30, 2022

	Note	2022	2021
-----Rupees-----			
ASSETS			
NON CURRENT ASSETS			
Property and equipment	5	24,257,082	22,793,455
Intangible assets	6	1,177,320	796,650
Long term investment in SBCC	7	31,095,317	31,095,317
Long term deposits		187,583	187,583
		56,717,302	54,873,005
CURRENT ASSETS			
General store inventory		1,999,065	1,474,127
Advances, deposits, prepayments and other receivables	8	14,343,190	20,525,681
Cash and bank balances	9	163,988,835	132,793,391
		180,331,090	154,793,199
TOTAL ASSETS		237,048,392	209,666,204
FUNDS AND LIABILITIES			
FUNDS AND RESERVES			
Unrestricted funds	10	67,899,071	77,250,701
Restricted funds	10	136,770,930	109,313,414
		204,670,001	186,564,115
NON CURRENT LIABILITIES			
Long term security payable		722,505	722,505
CURRENT LIABILITIES			
Advance fee and subscription	11	19,273,355	17,964,268
Advance rent		47,780	47,775
Accrued and other payables	12	12,334,751	4,367,541
		31,655,886	22,379,584
Contingencies and commitments	13	-	-
TOTAL FUNDS AND LIABILITIES		237,048,392	209,666,204

The annexed notes from 1 to 17 form an integral part of these financial statements.



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF INCOME AND EXPENDITURE
FOR THE YEAR ENDED JUNE 30, 2022

		2022			2021
		Restricted Funds	Unrestricted Funds	Total funds	Total funds
		-----Rupees-----			
INCOME					
Contributions from members	10.3	81,367,674	-	81,367,674	67,715,096
Fee and subscription	14	-	74,507,406	74,507,406	69,841,823
Profit on PLS accounts		-	1,860,396	1,860,396	1,492,861
Rental income		-	3,103,315	3,103,315	4,422,866
		81,367,674	79,471,117	160,838,791	143,472,646
EXPENDITURE					
Staff salaries and benefits		6,299,544	43,066,554	49,366,098	39,072,991
Other utilization of restricted funds		46,900,473	-	46,900,473	36,034,934
Printing and stationery		-	10,029,267	10,029,267	9,242,451
Utilities		-	6,166,123	6,166,123	4,131,520
Repair and maintenance		-	3,251,805	3,251,805	6,279,448
Advertisement		-	1,306,968	1,306,968	1,546,911
Communication		-	1,754,485	1,754,485	1,767,778
Traveling and conveyance		-	1,169,289	1,169,289	686,701
Entertainment and functions		-	8,214,525	8,214,525	4,420,170
Donation	15	-	5,081,030	5,081,030	1,211,925
Auditors' remuneration					
- Audit fee		-	125,000	125,000	100,000
- Tax consultancy		-	40,000	40,000	40,000
Fee and subscription		-	945,328	945,328	962,816
Legal and professional charges		-	938,422	938,422	258,500
Bank charges		-	47,493	47,493	58,915
SCCI shields and trophies		-	1,030,218	1,030,218	955,342
Insurance		-	108,264	108,264	186,354
Property tax		-	623,169	623,169	499,600
Exhibition Expenses		-	232,245	232,245	-
Miscellaneous expenses		-	1,846,654	1,846,654	998,272
Deficit on sale & written off fixed assets		118,068	-	118,068	317,716
Amortization		219,330	-	219,330	176,286
Depreciation		372,743	1,693,156	2,065,899	1,691,684
		53,910,158	87,669,995	141,580,153	110,640,314
Surplus / (deficit) before tax		27,457,516	(8,198,878)	19,258,638	32,832,332
Taxation	8.1	-	(1,152,752)	(1,152,752)	(1,204,060)
Surplus / (deficit) for the year		27,457,516	(9,351,630)	18,105,886	31,628,272

The annexed notes from 1 to 17 form an integral part of these financial statements.



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2022

	Note	2022 -----Rupees-----	2021
CASH FLOW FROM OPERATING ACTIVITIES			
(Deficit) / Surplus before taxation		(8,198,878)	6,503,813
Adjustment for:			
Depreciation	5.1	2,065,900	1,691,684
Loss on write off / disposal of fixed assets		118,068	317,716
Amortization	6.1	219,330	176,286
Profit on PLS accounts		(1,860,396)	(1,492,861)
Net cash (used in) / provided by operating activities		(7,655,976)	7,196,638
Working capital changes:			
(Increase) / decrease in general store inventory		(524,938)	(346,384)
Decrease / (increase) in advances, deposits and other receivables		6,753,239	(11,139,967)
Increase / (decrease) in advance fee and subscription		1,309,087	6,439,756
Increase in advance rent		5	(1,574,767)
Decrease in creditors and accruals		7,967,210	1,949,917
		15,504,603	(4,671,445)
Cash generated from operations		7,848,627	2,525,193
Taxes paid		(1,723,500)	(1,661,671)
Net cash generated from operating activities		6,125,127	863,522
CASH FLOW FROM INVESTING ACTIVITIES			
Additions in operating fixed assets		(3,647,595)	(7,358,126)
Additions in intangible assets		(600,000)	(200,000)
Proceeds from disposal of operating fixed assets		-	146,500
Profit on PLS accounts		1,860,396	1,492,861
Long term security payable		-	71,966
Net cash used in investing activities		(2,387,199)	(5,846,799)
CASH FLOW FROM FINANCING ACTIVITIES			
Increase in funds		27,457,516	26,328,519
Net cash generated from financing activities		27,457,516	26,328,519
Net increase in cash and cash equivalents		31,195,444	21,345,242
Cash and cash equivalents at the beginning of the year		132,793,391	111,448,149
Cash and cash equivalents at the end of the year		163,988,835	132,793,391

The annexed notes from 1 to 17 form an integral part of these financial statements.



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF CHANGES IN FUNDS
FOR THE YEAR ENDED JUNE 30, 2022

	Restricted Funds	Un Restricted Funds	Total Fund
	-----Rupees-----		
Balance as at June 30, 2020	82,984,895	71,950,948	154,935,843
Surplus for the year ended June 30, 2021	26,328,519	5,299,753	31,628,272
Balance as at June 30, 2021	109,313,414	77,250,701	186,564,115
Surplus / (deficit) for the year ended June 30, 2022	27,457,516	(9,351,630)	18,105,886
Balance as at June 30, 2022	136,770,930	67,899,071	204,670,001

The annexed notes from 1 to 17 form an integral part of these financial statements.



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

1. LEAGAL STATUS AND OPERATIONS

The Sialkot Chamber of Commerce and industry " the Chamber" was incorporated in Pakistan on 28th July, 1982 under the companies Act 1913 (now Companies Act, 2017) vide Federal Government License No. 24 dated 15th, 1982. The main object of the Chamber is to promote trade, commerce and industry and conduct research and development work. The registered office of SCCI is situated at Paris road, Sialkot.

2. STATEMENT OF COMPLAINE

These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The approved accounting and reporting standards applicable in Pakistan comprise of:

International Financial Reporting Standard for Small and Medium-sized Entities (IFRS for SMEs) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017;

Accounting Standard for Not for Profit Organizations (Accounting Standard for NPOs) issued by the Institute of Chartered Accountants of Pakistan as notified under the Companies Act, 2017; and provision of and directive issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS for SMEs or the Accounting Standard for NPOs, the provisions of and directives issued under the Companies Act, 2017 have been followed

3. BASIS OF MEASUREMENT

3.1 Basis of Operation

These financial statements have been prepared under the historical cost convention. Further these financial statements have been prepared under the accrual basis of accounting.

4. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies applied in the preparation of these financial statements are consistent to all the years presented, unless otherwise stated and are as follows:

4.1 Property and equipment

4.1.1 Operation fixed assets

Operating fixed assets purchased are stated at cost less accumulated depreciation and impairment loss, if any, except land held for business use is stated at cost.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefit associated with the operating fixed asset will flow to the company and cost can be measured reliably. Normal repairs and maintenance are charged to expenses as and when incurred.

Depreciation is provided on reducing balance method over the estimated useful lives of the assets at rates specified in note 5.1.

Depreciation on additions is charged from the day of acquisition and on disposals up to the day the asset is in use. Maintenance and normal repairs are charged to income as and when incurred. Major renewals and improvements are capitalized.

Gain / loss on disposal of operating fixed assets is taken to the profit and loss account. Gains or losses on disposal or retirement of operating fixed assets are determined as the difference between the sale proceeds and the carrying amount of assets and are included in the income and expenditure account.

The company assesses at each reporting date whether there is any indication that operating fixed assets may be impaired. If such indication exists the carrying amount of such assets are reviewed to assess whether they are recorded in excess of there recoverable amount. Where carrying values exceed the respective recoverable amount, assets are written down to there recoverable amounts and the resulting impairment loss is taken to income and expenditure account.

4.2 Capital Work in Progress

Capital work-in-progress (CWIP) is stated at cost less any recognized impairment loss. All expenditures connected to the specific assets incurred during installation and construction period are carried under CWIP. These are transferred to specific assets as and when assets are available for use.

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

4.3 Intangibles and amortization

Intangible assets, which are assets without physical substance, are recognized at cost, which comprise purchase price, non-refundable purchase taxes and other directly attributable expenditures relating to their implementation and customization. After initial recognition, an intangible asset is carried at cost less accumulated amortization and impairment losses, if any. Intangible assets are amortized from the month, when these assets are available for use, using the reducing balance method, whereby the cost of the intangible asset is amortized over its estimated useful life over which economic benefits are expected to flow to the Company. The useful life and amortization method are reviewed and adjusted, if appropriate, at each reporting date.

4.4 General Store Inventory

General store inventory is valued at lower of cost determined on first in first out basis and net realizable value.

4.5 Advances and receivables

Advances and receivables are not derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the end of reporting period, in which case, these are classified as non current assets.

4.6 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand and balances with banks in current and savings accounts.

4.7 Accrued and other liabilities

Accrued and other liabilities are carried at their cost, which is the fair value of the consideration to be paid in the future for goods and services received, whether or not billed to the company.

4.8 Taxation

Provision for current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year, if enacted. The charge for current tax also includes adjustments, where considered necessary, to provision for taxation made in previous years arising from assessments framed during the year for such years.

4.9 Staff Gratuity

The Chamber operates a fully funded gratuity scheme covering all of its employees. The Chamber has created a separate fund whose trustees are responsible for ensuring that the fund covers the gratuity payable at a particular date. However, annual transfer of funds is made to the fund in order to cover obligation under this scheme. This transfer equals the amount of provision for gratuity for that year after deducting any profits earned on the investments of gratuity fund in the same period.

4.10 Revenue Recognition Unrestricted / general fund

Revenue from admission, subscription and other receipts collected from members are recognized on accrual basis. Return on deposits is accrued on a time proportion basis by reference to the principle outstanding and the applicable rate of return.

Restricted fund

The organization follows the restricted fund method for recognition of its funds, as prescribed by ICAP in Accounting Standards for Non for Profit Organizations (NPOs). Under this method grants and contributions from members are recognized as revenue of the fund when received, irrespective of the expenses incurred.

4.11 Figures

Figures have been rounded off to the nearest rupee.

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

5. PROPERTY AND EQUIPMENT

Operating fixed assets

	2022	2021
-----Rupees-----		
24,257,082	22,793,455	

Note

5.1

5.1 Operating fixed assets

Particulars	Cost			Depreciation rate	Accumulated depreciation			Net book value as at June 30, 2022
	As at July 01, 2021	Additions / Transfer	Deletions / Transfer		As at June 30, 2022	Charge for the period	Adjustment for the year	
	-----Rupees-----			%	-----Rupees-----			
Chamber assets								
Building	20,399,001	-		5%	11,789,362	430,482	-	12,219,844
Furniture and fixtures	6,168,621	1,000,935		10%	2,561,273	433,069	-	2,994,342
Office equipment	3,586,912	287,050	(40,500)	10%	1,603,322	211,319	(32,058)	1,782,583
Air conditioner	2,856,900	1,046,600		10%	1,119,434	240,214	-	1,359,648
Fans	349,384	64,050		10%	155,714	24,901	-	180,615
Electric installation	5,126,047	153,500	(96,745)	10%	2,348,341	282,640	(21,861)	2,609,120
Telephone installation	105,600	50,000		10%	44,671	8,380	-	53,051
Other assets	338,851	59,950	(47,700)	10%	176,075	18,444	(14,459)	180,060
Vehicles	160,300	-		20%	20,183	28,030	-	48,213
Gas/Electric Appliances	-	242,145		10%	-	15,678	68,378	84,056
	39,091,616	2,904,230	(184,945)		19,818,375	1,693,157	-	21,511,532
Chamber - R & D Assets								20,299,369
Building	1,476,766	-		5%	1,096,720	19,002	-	1,115,722
Furniture and fixtures	594,130	19,500		10%	301,289	30,301	-	331,590
Office equipment	3,680,752	816,810	(502,180)	10%	1,305,208	266,711	(393,280)	1,178,639
Air conditioners	671,393	92,000	(49,133)	10%	279,444	47,478	(39,965)	286,957
Electric installation	68,850	-		10%	1,698,000	6,715	-	8,413
Library - Books	56,871	-		20%	44,189	2,536	-	46,725
	6,548,762	928,310	(551,313)		3,028,548	372,743	(433,245)	2,968,046
Total June 30, 2022	45,640,378	3,832,540	(736,258)		22,846,923	2,065,900	(433,245)	24,479,578
Total June 30, 2021	39,728,823	7,358,126	(1,446,571)	-	22,137,594	1,691,684	(982,355)	22,846,923
								22,793,455

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

	Note	2022 -----Rupees-----	2021
6. Intangible assets			
Balance as on July 01,		1,693,200	1,493,200
Addition / (Deletion)		600,000	200,000
		<u>2,293,200</u>	1,693,200
Accumulated amortization	6.1	(1,115,880)	(896,550)
Balance as on June 30,		<u>1,177,320</u>	<u>796,650</u>
6.1 Accumulated amortization			
Balance as on July 01,		896,550	720,264
For the year		219,330	176,286
Balance as on June 30,		<u>1,115,880</u>	<u>896,550</u>
6.2			
Intangible assets comprise of documentary films on Sialkot industry.			
7. LONG TERM INVESTMENT IN SBCC	7.1	<u>31,095,317</u>	<u>31,095,317</u>
7.1			
The Chamber invested Rs 31.095 million (earlier shown as "Capital Work in progress") in Mega project of "Sialkot Business and Commerce Center" adjacent to the Chamber building. The Chamber entered in to agreement with Small and Medium Enterprises Development Authority to join hands and complete the project. This project is being manage by Management Committee comprising of 9 members. The Management Committee has been constituted vide Management Agreement dated 05-06-2020 signed between SMEDA & SCCI. The Chairman of the Management Committee shall be from amongst the members nominated by SCCI.			
8. ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES			
Advances:			
Considered good			
- to suppliers		441,640	587,043
- to employees		10,602,582	9,196,584
		<u>11,044,222</u>	9,783,627
Advance against expenses		-	150,000
Prepaid expenses		654,540	515,157
Due from IMAC		2,000,000	10,000,000
Due from members-lunch contribution	12.1	-	3,217
Income tax refundable / (payable)	8.1	644,428	73,680
		<u>14,343,190</u>	<u>20,525,681</u>
8.1 Income tax refundable / (payable)			
Balance as at July 01,		73,680	(383,931)
Paid during the year		1,723,500	1,661,671
		<u>1,797,180</u>	1,277,740
Provision for taxation		(1,152,752)	(1,204,060)
Balance as at June 30,		<u>644,428</u>	<u>73,680</u>
9. CASH AND BANK BALANCES			
Cash in hand			
Postage		8,890	5,210
Petty cash		165,000	115,000
		<u>173,890</u>	<u>120,210</u>
Cash at bank			
Current accounts			
Faysal Bank Limited		302,447	726,003
AL Baraka Bank Limited		1,227	1,227
National Bank of Pakistan - child labor		19,611,493	19,611,493
United Bank Limited		181,032	181,032
		<u>20,096,199</u>	<u>20,519,755</u>
CASH AND BANK BALANCES			
Saving accounts			
Faysal Bank Limited - research and development		6,568,229	7,641,598
Faysal Bank Limited - child labor fund		375,885	2,991,707
MCB Bank Limited		6,087,224	4,596,376
Askari Bank Limited - emergency fund		22,071,124	17,296,034
Askari Bank Limited - regular funds		49,666,976	23,444,352
Bank Islami Limited		49,907,597	48,883,936
Alfalah Bank Limited - child labor fund		15,441	14,478
Faysal Bank Limited		9,026,270	7,284,945
		<u>143,718,746</u>	<u>112,153,426</u>
		<u>163,988,835</u>	<u>132,793,391</u>

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

	Note	2022	2021
		-----Rupees-----	
10. FUNDS AND RESERVES			
Unrestricted funds (represents general fund)	10.1	67,899,071	77,250,701
Restricted funds (represents specific fund)	10.2	136,770,930	109,313,414
		204,670,001	186,564,115
10.1 Unrestricted funds (represents general fund)			
Balance as at July 01,		77,250,701	71,950,948
(Deficit) / surplus for the year		(9,351,630)	5,299,753
Balance as on June 30,		67,899,071	77,250,701
10.2 Restricted funds (represents specific fund)			
Balance as at July 01,		109,313,414	82,984,895
Surplus / (deficit) for the year		27,457,516	26,328,519
Balance as on June 30,	10.3	136,770,930	109,313,414

Fund names	Note	Balance as at July 01, 2021	Inflows		Outflows		Balance as at June 30, 2022
			From transfers	From receipts	From transfers	Due to utilization / refund	
-----Rupees-----							
Capital fund		9,665,027	-	-	-	-	9,665,027
R&D fund	10.3.1	15,181,979	-	8,035,728	-	(8,171,719)	15,045,988
Child labour fund	10.3.2	31,246,490	-	10,623,471	-	(30,353,182)	11,516,779
SBCC	10.3.3	23,749,309	-	-	-	-	23,749,309
Delegation funds	10.3.4	650,000	-	5,667,000	(684,000)	(4,636,000)	997,000
Ramzan Fund 2021	10.3.5	1,018,860	-	1,500,000	(9,920)	(2,508,940)	-
Education fund	10.3.6	2,635,335	-	2,702,125	-	(2,785,217)	2,552,243
Sadqa and zakat fund	10.3.7	9,839	-	150,000	(9,839)	(150,000)	-
Emergency fund	10.3.8	25,041,016	-	9,751,846	-	(2,965,100)	31,827,762
Surplus of various funds	10.3.9	167,559	703,759	60,000	-	(520,000)	411,318
SCCI mobile vaccination	10.3.10	(52,000)	-	700,000	-	(320,000)	328,000
Child and social development fund	10.3.11	-	-	39,967,504	-	-	39,967,504
Muzzafarpur Railway Crossing Fund	10.3.12	-	-	710,000	-	-	710,000
Afghanistan Fund	10.3.13	-	-	1,500,000	-	(1,500,000)	-
		109,313,414	703,759	81,367,674	(703,759)	(53,910,158)	136,770,930

- 10.3.1.** To fund operations of Research and Development Cell established under letter # 13(s)/87 T.O dated 29-08-1987 of Ministry of commerce Govt. of Pakistan.
- 10.3.2.** To receive funds under "Child Labor Elimination Program in Soccer Ball Industry". IMAC and CSDO projects are also funded from this fund.
- 10.3.3.** To contribute in construction of Sialkot Business and Commerce Center.
- 10.3.4.** This fund is maintained to plan visit of business delegation of SCCI members to abroad to participate in International Fair & Exhibitions.
- 10.3.5.** To distribute rashan bags to deserving people.
- 10.3.6.** To promote education in society and help children of staff of SCCI and other needy person in seeking education through stipend issued on monthly, quarterly or annual basis.
- 10.3.7.** To help needy persons from sadqa and zakat fund.
- 10.3.8.** To contribute and take part in rescue activities in natural disasters and calamities.
- 10.3.9.** Surplus and remaining unused balance of different funds are transferred to this fund and ultimately disbursed to the needy.
- 10.3.10.** To facilitate Sialkot industry to get their workers vaccinated at their business premises.
- 10.3.11.** To fund the social development and corporate social responsibility projects.
- 10.3.12.** To help the railway department of the government upgrade the muzzafarpur railway crossing.
- 10.3.13.** To help the afghan residents by giving aid.

	2022	2021
	-----Rupees-----	
11. ADVANCE FEE AND SUBSCRIPTION		
Admission fee	80,284	89,960
Annual subscription	5,623,537	5,158,861
Certificate fee	3,680,100	3,372,300
Identity card	2,203,653	2,102,366
Application processing charges	913,948	1,034,548
Publication charges	5,520,081	5,058,453
Sports and culture	1,251,752	1,147,780
	19,273,355	17,964,268

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2022

	Note	2022 -----Rupees-----	2021
12. ACCRUED AND OTHER PAYABLES			
Accrued expenses		1,400,472	834,394
Advance from members -lunch contribution	12.1	395,150	-
Payable to CSDO		2,920,538	-
Payable to IMAC		7,282,147	-
Other payables		336,444	3,533,147
		12,334,751	4,367,541
12.1 Due to / (from) members -lunch contribution			
Balance as at July 01,		(3,217)	(85,767)
Charged to members		(214,400)	(146,050)
		(217,617)	(231,817)
Received from members		612,767	228,600
Balance as on June 30,		395,150	(3,217)
13. CONTINGENCIES AND COMMITMENTS			
There are no contingencies and commitments at the year end. (2021: nil)			
14. FEE AND SUBSCRIPTION			
Admission fee		1,057,616	1,031,657
Annual subscription and membership certificate		23,354,436	21,211,802
Membership application processing fee		4,409,900	4,000,500
Publication charges		14,043,197	12,807,589
Sports and cultural contribution		2,702,583	2,778,065
Identity card fee		5,105,913	5,436,621
Visa certificate fee		5,037,600	917,500
Attestation fee		1,603,400	1,533,300
Sale of C.O.O. pads		335,910	341,280
Advertisement in circular		581,704	419,486
Change of constitution		403,500	405,500
Firm name reservation fee		15,727,300	18,857,100
Other income		144,347	101,423
		74,507,406	69,841,823
15. DONATION			
Donation includes donation to 'Women Chamber of Commerce and Industry Sialkot' amounting to Rs. 2,845,930.			
16. NUMBER OF EMPLOYEES			
Average number of employees during the period		41	40
Number of employees at period end		42	40
17. DATE OF AUTHORIZATION			
These financial statements were authorized for issue on August 30,2022 by the executive body of the Chamber.			



PRESIDENT



SECRETARY GENERAL