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# TRANSFORMATION OF THE CERTIFICATE OF ORIGIN (COO) INTO AN ELECTRONIC CERTIFICATE OF ORIGIN (ECO) FOR NON-PREFERENTIAL TRADE

In today's rapidly evolving global trade environment, digitalization has become an essential tool for improving efficiency, transparency, and ease of doing business. One such important development for exporters is the introduction of the Electronic Certificate of Origin (ECO) for Non-Preferential Trade through the Pakistan Single Window (PSW) system. This initiative represents a major step towards modernizing trade documentation and facilitating exporters across Pakistan.



## Introduction to Pakistan Single Window (PSW)

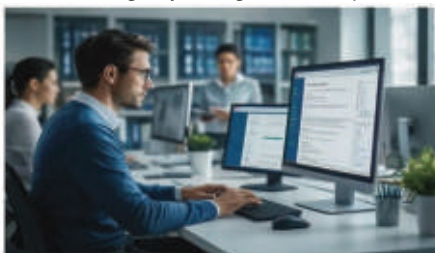
Pakistan Single Window (PSW) is a digital platform that allows all stakeholders involved in cross-border trade such as exporters, importers, customs agents, and regulatory authorities to submit standardized information and documents through a single online portal. This system eliminates the need to submit the same data to multiple agencies and simplifies trade-related procedures.

Through PSW, traders can complete various import, export, and transit-related regulatory requirements electronically. The platform also allows online payment of taxes and regulatory fees, thereby making the entire process more efficient and transparent.

## What is the Electronic Certificate of Origin (ECO)?

The Electronic Certificate of Origin for Non-Preferential Trade is a digital version of the traditional Certificate of Origin issued by Chambers of Commerce and Trade Associations. This certificate confirms the country of origin of exported goods when no preferential trade agreement is involved.

Under the PSW system, exporters can apply for and receive the ECO online without physically visiting the Chamber of Commerce. The entire process—from application submission to approval and issuance—is conducted digitally through the PSW portal.



## Key Features of the ECO System

The introduction of the ECO module offers several advantages to exporters and trade bodies:

- **Complete Digital Processing:** Applications for Certificates of Origin can be submitted, processed, and issued entirely online.
- **No Physical Visits Required:** Exporters no longer need to visit the Chamber offices for submission or follow-up.
- **Digital Verification:** Traditional stamps and wet signatures have been replaced with digital signatures and QR codes, ensuring authenticity and easy verification.
- **Multiple Declarations Support:** Exporters can apply for a Certificate of Origin against multiple Goods Declarations (GD/SD) through a single request.
- **Improved Communication:** All communication between exporters and chamber officers takes place through the PSW portal, ensuring transparency and proper record keeping.
- **Time and Cost Efficiency:** Electronic processing reduces paperwork, minimizes delays, and lowers operational costs.

## Key Features of the ECO System

The process of obtaining an Electronic Certificate of Origin through PSW is straightforward:

1. **Login to the PSW Portal:** Exporters or their authorized agents log into the PSW system using registered credentials.
2. **Select ECO for Non-Preferential Trade:** From the dashboard, the user selects the option to apply for an Electronic Certificate of Origin.
3. **Create a New Request:** The exporter fills out the required information, including Goods Declaration details, transport information, and commodity details.
4. **Select the Relevant Chamber:** The applicant chooses the Chamber of Commerce or Trade Association from which the certificate is required.
5. **Upload Documents:** Supporting documents are attached to the application.
6. **Submit and Pay Fees:** After submission, the applicant completes the required online payment.
7. **Approval and Download:** Once the chamber officer approves the request, the ECO can be downloaded in PDF format directly from the portal.



## Benefits for Exporters and Trade Bodies

The ECO system through PSW significantly improves the trade documentation process. Exporters benefit from faster processing, reduced paperwork, and greater transparency. At the same time, Chambers of Commerce can manage applications more efficiently through a centralized digital system.

Furthermore, the introduction of PSW aligns Pakistan with international best practices in trade facilitation and supports the country's commitments under the global trade facilitation framework.

## Conclusion

The implementation of the Electronic Certificate of Origin for Non-Preferential Trade through Pakistan Single Window is an important milestone in Pakistan's journey towards digital trade facilitation. By simplifying procedures, reducing manual intervention, and enhancing transparency, the system is expected to greatly benefit exporters and strengthen the country's export ecosystem.

Exporters and members of the business community are encouraged to familiarize themselves with the PSW platform and take full advantage of this modern digital facility for obtaining Certificates of Origin.



ایوان صنعت و تجارت سیالکوٹ

# THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

## ایوان صنعت و تجارت سیالکوٹ



**Syed Ahtesham Mazhar**  
President



**Mian Murad Arshad**  
Senior Vice President



**Salman Sheikh**  
Vice President

معزز اراکین چیئرمین!

بِسْمِ اللّٰهِ الرَّحْمٰنِ الرَّحِیْمِ

آنے والا وفاقی بجٹ برائے سال 2026-27 ملکی معیشت اور بالخصوص کاروباری برادری کے لیے نہایت اہمیت کا حامل ہے۔ اس تناظر میں سیالکوٹ چیئرمین آف کامرس اینڈ انڈسٹری نے ہمیشہ کی طرح ایک فعال اور ذمہ دار کردار ادا کرتے ہوئے پالیسی سازی کے عمل میں اپنا موثر کردار ادا کیا ہے۔ حال ہی میں فنانس ڈویژن، منسٹری آف فنانس، اسلام آباد میں ڈی جی ٹیکس پالیسی جناب ڈاکٹر نجیب احمد مین کے ساتھ ایک اہم اجلاس منعقد ہوا، جس میں ہم نے ٹیکس نظام کو مزید موثر، آسان اور کاروبار دوست بنانے کے حوالے سے تفصیلی تجاویز پیش کیں۔ اس موقع پر ہم نے اس امر پر زور دیا کہ ٹیکس نیٹ کو وسعت دینے، رضا کارانہ ٹیکس ادائیگی کو فروغ دینے اور کاروبار میں آسانی پیدا کرنے کے لیے SMEs کے لیے ایک سادہ، واضح اور قابل عمل ٹیکس نظام ناگزیر ہے۔ چیئرمین کی جانب سے پیش کی جانے والی اہم بجٹ تجاویز میں شامل ہیں:-

- ★ SMEs کی تعریف کو ذمینی حقائق سے ہم آہنگ کرتے ہوئے ٹرن اوور کی حد میں اضافہ کیا جائے تاکہ زیادہ سے زیادہ کاروبار اس سہولت سے مستفید ہو سکیں۔
- ★ SMEs کے لیے ٹرن اوور کی بنیاد پر ایک سادہ ٹیکس نظام متعارف کروایا جائے، جس کے تحت 50 کروڑ روپے تک کاروبار پر 1 فیصد، 50 کروڑ سے 1.2 ارب روپے تک 1.5 فیصد اور 1.2 ارب سے 2 ارب روپے تک 2 فیصد ٹیکس مقرر کیا جائے۔ اس اقدام سے ٹیکس نظام میں سادگی آئے گی، تنازعات کم ہوں گے اور کاروبار دستاویزی دائرے میں آئیں گے۔
- ★ SME کی تعریف میں کمرشل ایکسپورٹرز کو شامل کیا جائے اور ان کے کمرشل بجلی کنکشنز کو میٹریکلچر کم ایکسپورٹرز کا درجہ دیا جائے تاکہ برآمدی شعبے کو یکساں سہولت میسر آسکے۔
- ★ فائنل ٹیکس ریجم کے خاتمے کے بعد برآمد کنندگان کو درپیش مشکلات کے پیش نظر ماضی کی سہولیات، خصوصاً آگ ٹیکس روٹ 1982 کے رول 216 کے تحت فراہم کردہ ٹیکس ریٹیفیکیشن کو بحال کیا جائے تاکہ برآمدی شعبہ دوبارہ مستحکم ہو سکے۔
- ★ سیلز ٹیکس ایکٹ کے تحت غیر رجسٹرڈ سپلائرز سے خریداری پر عائد 5 فیصد ٹیکس سے تمام برآمدی شعبوں کو مستثنیٰ قرار دیا جائے تاکہ پیداواری لاگت میں کمی اور برآمدات میں اضافہ ممکن ہو۔
- ★ سیکشن 153 کے تحت وہ ہولڈنگ ٹیکس سے چھوٹ کو تمام ایکسپورٹرز تک توسیع دی جائے تاکہ کاروباری ماحول میں مساوات پیدا ہو اور غیر ضروری مالی دباؤ کم ہو۔
- ★ سیکشن 4C کے تحت عائد سپر ٹیکس کو مرحلہ وار ختم کیا جائے، اس پر عائد ڈیفالٹ سرچارج فوری طور پر واپس لیا جائے اور سابقہ مطالبات ختم کیے جائیں تاکہ صنعتوں کو ریلیف مل سکے۔

یہ امر حوصلہ افزا ہے کہ ڈی جی ٹیکس پالیسی آفس نے ہماری تجاویز کو وقت کی اہم ضرورت قرار دیتے ہوئے آئندہ بجٹ میں ان کی شمولیت کا عندیہ دیا ہے۔ یہ پیش رفت اس بات کی عکاسی کرتی ہے کہ حکومت کاروباری برادری کی آواز کو شنیدگی سے سن رہی ہے۔ مجھے امید ہے کہ حکومت آنے والے بجٹ میں SMEs کی ترقی، برآمدات کے فروغ اور کاروباری ماحول کی بہتری کے لیے ٹھوس اقدامات کرے گی، جس سے نہ صرف معیشت مستحکم ہوگی بلکہ صنعتی سرگرمیوں میں بھی نمایاں اضافہ ہوگا۔

معزز ممبران گرامی! سیالکوٹ چیئرمین اپنی روایات کو برقرار رکھتے ہوئے کاروباری برادری کے حقوق کے تحفظ اور ان کے مسائل کے حل کے لیے بھرپور جدوجہد جاری رکھے گا۔ آپ سب کا تعاون ہمارے لیے ہمیشہ باعث تقویت رہا ہے اور آئندہ بھی ہم اسی اشتراک عمل کے ساتھ آگے بڑھیں گے۔

سید احتشام مظہر  
صدر

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# US-IRAN CONFLICT: RISKS, RESILIENCE AND NEW OPPORTUNITIES FOR SIALKOT'S EXPORT INDUSTRY

Rising tensions between the United States and Iran have escalated into active confrontation, placing global trade under renewed uncertainty. The Middle East remains the lifeline of the world's energy supply and maritime shipping routes. Any prolonged instability in the region immediately affects oil prices, freight costs, aviation corridors and international supply chains.

For Sialkot, Pakistan's premier export manufacturing hub for surgical instruments, sports goods, leather products and protective gloves, the evolving situation presents both risks and strategic openings.

Among the immediate challenges are surging war-risk insurance premiums, rerouted shipping routes and rising fuel costs. These factors are already pushing freight rates upward and delaying consignments moving through regional ports toward Europe and North America.

Higher oil prices also widen Pakistan's import bill, place pressure on the rupee and increase production costs for manufacturers who rely on imported inputs such as stainless steel, chemicals and packaging materials.

Yet Sialkot's industrial ecosystem has demonstrated remarkable resilience in times of global disruption. During the COVID-19 pandemic when global supply chains collapsed manufacturers rapidly pivoted toward personal protective equipment (PPE), producing gloves, protective gowns and face shields to meet urgent international demand. That ability to adapt provides a valuable roadmap for the current moment.

If the US-Iran conflict persists, demand for emergency healthcare equipment and protective gear is expected to increase across military, humanitarian and disaster-response sectors. Sialkot's manufacturers already produce millions of surgical instruments annually and are well positioned to supply trauma surgical kits, emergency instruments such as forceps and needle holders, portable field-hospital sets and protective gloves used by combat medics and first responders.



“**Higher oil prices also widen import bill and production costs for manufacturers who rely on imported materials.**”

The key opportunity lies not only in production but in accessing procurement channels. In the United States, most defence and emergency medical procurement is issued through federal tender systems where registered suppliers can participate in contracts for field hospitals, humanitarian relief equipment and emergency medical supplies. Similarly, European public procurement platforms frequently publish tenders for medical instruments and hospital equipment during crisis situations.

At the same time, the Gulf Cooperation Council (GCC) region—including the United Arab Emirates, Saudi Arabia and Qatar—is strengthening healthcare preparedness and emergency logistics. Many government hospitals, defence logistics departments and humanitarian agencies in these countries procure equipment through local distributors and registered import agents, offering another pathway for Sialkot exporters to enter these supply chains.



Major international trade fairs in healthcare and medical technology also remain critical platforms where procurement agencies and global distributors identify reliable suppliers. Strategic participation—either physically or through regional partners—can therefore play an important role in securing contracts.

Sialkot's export community has repeatedly turned global adversity into opportunity. By combining production agility with smarter access to international procurement channels, the city's manufacturers can not only safeguard existing exports but also capture high-value emergency supply orders emerging from shifting global dynamics.



آغا کمال حیدر مرحوم

کی علم دوستی کا واضح ثبوت تھا۔ لوگ آج بھی اس سکول کو علامہ اقبال پبلک سکول کے نام سے کم ہی جانتے ہیں اکثر اس اسکول کا حوالہ " آغا کمال حیدر کا اسکول " ہوتا ہے۔

آبادی میں بے پناہ اضافہ آغا صاحب کو اکثر بے چین رکھتا تھا۔ " فیملی پلاننگ ایسوسی ایشن " لاہور زون کے " وائس پریذیڈنٹ " اور ایسوسی ایشن کی " نیشنل کونسل " کا ممبر ہونے کے ناطے قابل ستائش کام کیا۔ معروف فلاحی ادارے Lions International کے ڈسٹرکٹ گورنر رہے۔ 1965ء اور 1971ء کی پاک بھارت جنگوں میں اہل سیالکوٹ کا حوصلہ بڑھاتے رہے۔ اس زمانے کی فعال تنظیم " سول ڈیفنس " کے ڈپٹی چیف وارڈن بن کر عوام کو حالت جنگ میں ان کی ذمہ داریوں سے آگاہ رکھنے کیلئے شب و روز کام کیا۔

کچھ عرصہ پہلے ہم ڈرائی پورٹ کے سابق چیئرمین محمد اسحاق بٹ مرحوم کے ساتھ آغا کمال حیدر کے اکلوتے بیٹے " آغا بلال حیدر " کے ہاں بیٹھے تھے اور یہ جان کر خوشی ہوئی کہ آغا بلال حیدر نے باپ کی فیکٹری میں شامل ہونے سے پہلے جرمنی سے باقاعدہ تربیت حاصل کی تھی۔ کہتے ہیں وہ بیٹا نالائق ہے جو باپ کے علم سے کچھ سیکھتا نہیں اور وہ اولاد بھی بد قسمت ہے جو باپ کے کاروباری اثاثے میں اضافہ نہیں کرتی۔ آغا کمال حیدر کی پر جوش اور رنگ و نور سے بھر پور شخصیت کا پرتو آغا بلال حیدر کی شکل میں نظر آتا ہے۔ آغا بلال حیدر نے اپنے باپ کے کاروبار کو Technimen Agha کے نام سے ایک ایسی نئی پر پونچا دیا ہے کہ یقیناً آغا کمال حیدر کو اپنی قبر میں بلال کی طرف سے ٹھنڈی ہواؤں کے جھونکے محسوس ہوتے ہو گئے۔

19 جنوری 1989ء کو شہر اقبال کا کوہ پیکر پھیپھڑوں کے کینسر اور دل کی بیماری کے آگے ہمت ہار گیا۔ سچ تو یہ ہے آغا کمال حیدر مرحوم ٹھنڈی، پرسکون اور میٹھی چھاؤں دینے والا ایک ایسا شجر تھے کہ اکھڑا تو ہر سو دھوپ پھیل گئی۔

سارے جہاں کی دھوپ میرے گھر میں آگئی

سایہ تھا جس درخت کا مجھ پر وہ گر پڑا

## باتیں ایوان کی

میں Technimen Corporation کے نام سے اپنی نجی کمپنی قائم کر لی اور سرجیکل انسٹرومنٹس کی تیاری اور باقاعدہ ایکسیپورٹ کا آغاز کر دیا۔ آغا کمال حیدر کو " کمال مہارت " بھی کہنا چاہیے، جو کام شروع کیا بلندیوں تک پہنچایا۔ ان کی فیکٹری میں بنے سرجیکل انسٹرومنٹس دس اور میں اعلیٰ کوائٹی کی بیچان بن گئے تھے۔ یہی وجہ تھی کہ آغا صاحب پاک جرمن جائنٹ وینچر پاکستان لانے میں کامیاب ہوئے۔ 1976ء میں سیالکوٹ کی تاریخ میں سرجیکل انسٹرومنٹس کیلئے یہ پہلی جائنٹ وینچر تھی جو Tehnimen Gema کے نام سے شروع ہوئی۔

1987ء میں آغا کمال حیدر سرجیکل ایسوسی ایشن کے چیئرمین منتخب ہوئے تو سیالکوٹ چیئرمین آف کامرس اینڈ انسٹرومنٹس اور سرجیکل ایسوسی ایشن کے درمیان تعلقات میں جاری تناؤ میں خاصی کمی واقع ہوئی۔ کیوں کہ آغا صاحب چیئرمین بنانے والے اکابرین کی ٹیم کے ایک فعال ممبر تھے۔ وہ چاہتے تھے کہ چیئرمین اور ایسوسی ایشن مل کر ایکسپورٹرز کے مسائل حل کریں۔ سیالکوٹ ڈرائی پورٹ کا منصوبہ جو بظاہر سچی لا حاصل نظر آتا تھا سیٹھ محمد اقبال مرحوم کی بصیرت افروزی سے کامیاب ہوا۔ آغا کمال حیدر مرحوم سیالکوٹ ڈرائی پورٹ قائم کرنے کیلئے سیٹھ صاحب کے ہراول دستے میں شامل رہے۔

آغا کمال حیدر کے سماجی منصوبے بھی بے شمار تھے۔ جن کے ذکر کیلئے دفتر درکار ہیں تاہم ان کے منصوبوں میں کوئی مصلحت کار فرمانہا نہیں ہوتی تھی اور نہ ہی وہ سستی شہرت کے بھوکے لوگوں کی طرح شوق خود نمائی کیلئے کام کرتے تھے۔ خدمت خلق کے سچے جذبات اور اللہ کی رضا کو ملحوظ خاطر رہی۔ داسے درمے سنے دست تعاون ہمیشہ دراز کئے رکھا۔۔۔ ان کے متمماتے بارعب چہرے پر بڑی بڑی مونچھیں، لائے قدر اعلیٰ لباس اور سر پر Hat ان کی ہمہ جہت شخصیت کا ایک اچھوتا انداز تھا۔ سر پر Hat شاید کسی کے سامنے سرنگوں نہ ہونے کیلئے رکھتے تھے مگر ہم نے یہ بھی دیکھا کہ جب کسی سماجی منصوبے کیلئے فنڈز اکٹھے کرنے ہوتے تو مردِ قلندر وہی Hat سے اتار کر " کاسہ گدائی " بنا لیتا۔

" سوشل ویلفیئر اینڈ ہیلتھ سوسائٹی " کا قیام آغا کمال حیدر کے درد مندانه اور حساس دل کا ترجمان ہے۔ اس سوسائٹی کے زیر اہتمام " علامہ اقبال اسپیشل ایجوکیشن " کا منصوبہ شروع کیا گیا جس کا مقصد گونگے بہرے بچوں کو زور تعلیم سے آراستہ کرنا تھا۔ اس سوسائٹی کے تحت " علامہ اقبال پبلک سکول " کا منصوبہ آغا صاحب



تحریک: داؤد احمد چٹھہ ایم اے  
سابق صدر ایوان صنعت و تجارت سیالکوٹ

افغانوں اور انگریزوں کے درمیان ایک جنگ نے افغانستان کے نظام حیات میں ایک ہلچل سی مچا رکھی تھی۔ لوگ گھر بارجھوڑ کر نامعلوم منزلوں کی طرف روانہ ہو گئے تھے۔ قزلباش قبیلہ کے محمد شہباز خان بھی افغانستان چھوڑ کر سیالکوٹ کی سرزمین پر پہنچ گئے تھے۔ اس خطہ پر پاؤں جمائے کیلئے محمد شہباز خان نے جاں گسل جد و جہد کی اور وسیلہ روزگار کی تلاش میں بے شمار دکھ اور مصائب برداشت کئے۔ پھر چشم فلک نے دیکھا کہ آغا محمد شہباز خان فوج کے ماتحت محکمہ PWD میں ملازم ہوئے، ٹھیکیدار ہوئے، زمینوں کے مالک ہوئے اور 1870ء میں سیالکوٹ کے آنریری مجسٹریٹ بھی ہو گئے۔ آغا محمد شہباز خان کے بیٹے آغا محمد اکبر خان نے باپ کی جہد مسلسل کو آگے بڑھایا۔ آغا محمد اکبر خان کے بیٹوں محمد باقر، محمد صفدر، غلام حیدر اور محمد قاسم نے باپ دادا کے تجارتی، سماجی اور سیاسی کارناموں کو جاری رکھ کر ان کی " مساعی جیلہ " کا حق ادا کیا۔ ایک تحقیق سے پتہ چلتا ہے کہ یہ قزلباش فیملی کانگریس میں بھی رہی ہے۔

سیالکوٹ کا اڈہ شہباز خان اسی قزلباش فیملی سے منسوب ہے۔ کہتے ہیں قزلباش فیملی کے اڈہ شہباز خان والے جدی مکان میں مہاتما گاندھی، پنڈت جواہر لال نہرو اور خود قائد اعظم تشریف لائے تھے۔ اسی تاریخی مکان میں قائد اعظم کو تجویز پیش کی گئی تھی کہ ہندوستان میں مسلم لیگ کے نام سے ایک علیحدہ جماعت بنالی جائے۔ قائد اعظم نے اصولی طور پر اس تجویز سے اتفاق فرمایا۔

آغا کمال حیدر 4 اگست 1923ء کو سیالکوٹ میں پیدا ہوئے۔ وہ آغا غلام حیدر کے صاحبزادے تھے۔ آغا صاحب نے ابتدائی تعلیم جناح ایف ٹینیسی اسکول سے حاصل کی اور گریجویٹیشن مرے کالج سیالکوٹ سے کی۔ بعد ازاں مکینیکل انجینئرنگ میں ڈپلومہ حاصل کیا اور میٹل اینڈ سٹریل ڈویلپمنٹ سنٹر (MIDC) میں ملازمت اختیار کر لی۔ MIDC میں 30 سال تک خدمات انجام دیں اور یہاں سرجیکل انسٹرومنٹس کی ڈویلپمنٹ میں ناقابل فراموش کردار ادا کیا۔ MIDC سے ریٹائرمنٹ کے بعد آغا کمال حیدر نے 1970ء

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## MEETING BETWEEN THE DELEGATION OF SIALKOT CHAMBER OF COMMERCE AND INDUSTRY (SCCI) AND THE COLLECTOR OF CUSTOMS, SIALKOT

A meeting between the delegation of the Sialkot Chamber of Commerce and Industry (SCCI), led by Mr. Syed Ahtesham Mazhar (President SCCI), along with Ch. Ahmed Zulfiqar Hayat, Mr. Tariq Hussain, Mr. Wahub Jahangir, and Ms. Beelam Ramzan, Collector of Customs, Sialkot, was held on March 3, 2026, at the Collectorate of Customs, Sambrial. The meeting was also attended by Ms. Jaweria Shahid, Deputy Collector (EFS), and other Customs officials. During the meeting, the SCCI delegation presented key issues faced by exporters, particularly under the Export Facilitation Scheme (EFS), and held detailed discussions with the Customs authorities.

A major concern highlighted by the delegation was the strict enforcement of export performance requirements under EFS, whereby minor shortfalls result in the automatic blockage of exporters' accounts, disrupting operations. The delegation requested flexibility in the form of a grace period to fulfill remaining export obligations. In response, Ms. Beelam Ramzan informed that the matter is under consideration at higher policy levels and advised exporters to submit well-documented cases for review and facilitation.

The meeting also addressed procedural shortcomings in the submission of EFS extension requests, with Customs authorities noting that many applications lack sufficient detail and supporting documentation, leading to processing delays. The SCCI assured its cooperation in guiding exporters to improve the quality of submissions. Concerns regarding the requirement of long-term insurance guarantees were also discussed, as exporters face practical challenges in obtaining such instruments. The Customs authorities recommended submitting a formal representation at the policy level and acknowledged technical issues in the Pakistan Single Window (PSW) system affecting exporters.

Furthermore, delays in the addition and amendment of HS Codes were discussed, which are hindering import and production activities. The Customs authorities assured facilitation in genuine cases supported by proper documentation. To enhance coordination and effectively address recurring

issues, the SCCI proposed the formation of a Joint Facilitation Committee comprising representatives from both the Chamber and Customs. The proposal was welcomed by the Collector, and both sides agreed on the need for regular engagement to ensure the smooth implementation of EFS and continued support for the export sector.

## MEETING WITH MR. MOBEEN ILAHI, MANAGING DIRECTOR, PUNJAB SMALL INDUSTRIES CORPORATION (PSIC)



The meeting with Mr. Mobeen Ilahi, Managing Director, Punjab Small Industries Corporation (PSIC), was held on March 4, 2026, at the President's Office of the Sialkot Chamber of Commerce and Industry (SCCI). The session was chaired by Mr. Syed Ahtesham Mazhar, President SCCI, and attended by Mr. Salman Sheikh (Vice President SCCI), Dr. Muhammad Aslam Dar, Mr. Asghar Ali Rana, and Ch. Ahmed Zulfiqar Hayat and Mr. Sheikh Muhammad Shahid Inam. The PSIC delegation included Mr. Khawaja Muhammad Imran, Director (Planning, Evaluation & New Initiative), and Mr. Zahid Safdar Malik, Regional Director (PSIC), Gujranwala. The meeting commenced with welcoming remarks by the President of SCCI, who emphasized the importance of collaboration between PSIC and the business community to promote industrial development and export growth.

During the meeting, key issues relating to export financing and SME support were discussed. It was highlighted that despite the availability of an Export Finance Facility of approximately PKR 3 billion, its utilization remains low due to stringent collateral

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requirements imposed by banks. Participants stressed the need to base financing decisions on export performance, business turnover, and company profile rather than physical collateral. The importance of providing easier access to finance for SMEs to establish and expand manufacturing units was also emphasized. The PSIC representatives acknowledged these concerns and assured that the issues would be reviewed within the regulatory framework.

The discussion further covered challenges related to industrial infrastructure and the need for the development of new industrial zones. Participants proposed establishing medium-sized industrial estates in strategic locations and facilitating long-term land leasing models to encourage investment. Issues regarding fragmented plots in the Sialkot Export Processing Zone were also raised, with suggestions for plot amalgamation to improve industrial efficiency. Additionally, emphasis was placed on strengthening Pakistan's manufacturing base by promoting local production of raw materials and components to reduce reliance on imports, enhance value addition, and improve export competitiveness.

The meeting also highlighted the importance of investment in capital-intensive industries, identification of import substitution opportunities, and the development of chemical and fermentation-based industries through industry-academia collaboration. The proposal for establishing Common Facility Centers (CFCs) under public-private partnerships was discussed to support SMEs with shared resources and technology. Both sides agreed to continue engagement and explore practical steps for industrial growth, policy support, and SME facilitation. The meeting concluded with a vote of thanks, reaffirming the commitment to sustained cooperation between PSIC and the Sialkot business community for long-term economic development.

## **VISIT OF MR. KHURRAM SHAFIQUE, ADDITIONAL DIRECTOR GENERAL (R&D), TEVTA TO SCCI**

On March 11, 2026, a meeting was held between the Sialkot Chamber of Commerce and Industry (SCCI)

and the Technical Education and Vocational Training Authority (TEVTA). Mr. Salman Sheikh, Vice President of SCCI, welcomed the participants, while Mr. Khurram Shafique, Additional Director General (R&D) at TEVTA, briefed the group on the launch of a new Advanced Safety Course. This initiative is designed to produce trained Safety Officers specifically for deployment within the industrial sector, with ongoing consultations to ensure the curriculum meets current industry requirements.



In the discussion, Mr. Salman Sheikh highlighted the transition from the traditional Ustad-Shagird system to modern training that must incorporate ethics and professional behavior alongside technical skills. He pointed out that while large brands employ dedicated Safety Officers, small and medium enterprises (SMEs) often struggle with the added salary costs. To address this, he proposed integrating safety training into existing technical trades, such as electrical work, allowing a single employee to handle dual responsibilities efficiently. Mr. Khurram Shafique responded positively, noting that existing staff and Diploma of Associate Engineering (DAE) holders could complete such safety training within three months.

Mr. Adeel Anjum, OHS Advisor at TEVTA, emphasized that Health, Safety, and Environment (HSE) is a specialized field covering risk assessment, chemical safety, and civil structures. He warned that safety negligence leads to serious hazards and referenced international laws, such as those in the UAE, which mandate safety personnel even for small organizations. To bridge the skills gap, he suggested structured courses: a six-month program for matric-level students and a three-month program for DAE

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holders. Additionally, TEVTA is exploring aligning these certifications with international standards like NEBOSH and IOSH.

Mr. Jawad Khalid, Chairman of the Departmental Committee on Industrial Safety, expressed his appreciation for the tiered course durations based on qualification levels. He recommended that TEVTA share graduate data with industrial employers to streamline the recruitment of trained personnel. The meeting concluded with a request for SCCI to provide formal written proposals to further develop these specialized short-duration courses for industry professionals.

### MEETING OF THE DEPARTMENTAL COMMITTEE ON INCOME TAX/FTR



A meeting of the Departmental Committee on Income Tax / Final Tax Regime (FTR) was held on March 30, 2026, at the Sialkot Chamber under the chairmanship of Mr. Imran Ali Rana. The meeting aimed to deliberate and finalize proposals relating to SME tax returns, covering both policy and operational aspects, in preparation for the forthcoming engagement with the Director General, Tax Policy Office, Ministry of Finance, and Member (Operations), Federal Board of Revenue. The Chairman briefed participants on previously submitted proposals, particularly regarding SME turnover thresholds and the introduction of a simplified taxation framework. He noted that while the Chamber had proposed extending the SME threshold up to Rs. 2 billion, initial feedback from policymakers indicated a possible revision to around Rs. 500 million, which required further discussion.

The Committee held detailed deliberations on the proposed turnover-based slab taxation regime designed to simplify compliance and minimize disputes. The proposed structure included progressive tax rates of 1% on turnover up to Rs. 500 million, 1.5% from Rs. 500 million to Rs. 1 billion, and 2% from Rs. 1 billion to Rs. 2 billion. Members emphasized that such a system would ensure predictability, fairness, and ease of compliance for SMEs while also providing stable revenue to the government. The importance of finalizing a simplified SME tax return form was also highlighted, ensuring that it captures only essential information and allows declaration of ancillary income such as rental income, dividends, and bank profits without affecting eligibility under the SME regime.

The Committee also discussed various operational challenges faced by SMEs and exporters. Key issues included delays in the processing of tax refunds, excessive documentation requirements during verification, and the frequent issuance of notices under Section 147 despite taxes already being largely settled through withholding mechanisms. Participants further highlighted technical limitations within the IRIS system, particularly in relation to revised returns and proper adjustment of taxes deducted at source. The need to align withholding tax mechanisms with the SME regime and to streamline refund verification procedures was strongly emphasized to reduce compliance burdens and liquidity constraints for businesses.

In conclusion, the Committee reached a consensus that the Chamber's representation should focus on advocating a simplified, predictable, and business-friendly SME taxation framework. It was agreed that core policy proposals, such as SME turnover thresholds, turnover-based slab taxation, and a simplified return format, should be prioritized, while operational issues should also be formally documented and presented for resolution. The Committee resolved to consolidate and refine these proposals for submission in the upcoming meeting with relevant authorities, with the objective of improving tax compliance, facilitating ease of doing business, and supporting the sustainable growth of SMEs in Pakistan.

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## MEETING WITH MS. JAWERIA SHAHID, DEPUTY COLLECTOR (EFS), COLLECTORATE OF CUSTOMS SIALKOT



A meeting with Ms. Jaweria Shahid, Deputy Collector (EFS), Collectorate of Customs Sialkot, was held on April 14, 2026, at SCCI. The session was chaired by Mian Murad Arshad, Senior Vice President, who welcomed the participants and outlined that the primary objective of the meeting was to discuss issues relating to the Export Facilitation Scheme (EFS) and other operational challenges faced by exporters. He emphasized the importance of bringing both policy-level and field-level concerns to the attention of Customs authorities. Ms. Jaweria Shahid appreciated the engagement and reaffirmed Customs' commitment to facilitating exporters while ensuring that their concerns are conveyed to higher authorities.

During the meeting, participants discussed a range of operational issues, particularly the detention of import containers due to procedural delays, which results in heavy financial losses for exporters. It was proposed that containers be allowed to be de-stuffed to avoid detention charges; however, Customs clarified that the matter is under consideration at the Board level and requires a uniform national policy. Concerns were also raised regarding the limited engagement of Sialkot exporters in Federal Board of Revenue (FBR) decision-making, to which it was suggested that representations should be routed through the Collectorate with proper documentation. Issues relating to HS code discrepancies in EFS GDs were also discussed, with Customs advising that such

cases be submitted individually for review and resolution based on supporting documentation.

Further deliberations focused on procedural and system-related challenges, including surcharge imposition despite extension in utilization periods, rejection of extension requests, and complications arising from system-based processes. Exporters strongly objected to the requirement of Insurance or Bank Guarantees, advocating instead for the continuation of Post-Dated Cheques (PDCs) and indemnity bonds, citing their practicality and Sialkot's strong compliance history. Customs acknowledged these concerns but clarified that such requirements are driven by Board-level policies. Additional issues discussed included difficulties faced by indirect exporters, discrepancies in analysis certificates and HS codes, delays in audit reconciliations, and approval of zero-residue certificates, with Customs advising submission of case-specific details for appropriate handling.

In conclusion, it was agreed that while many issues are policy-driven, effective coordination between the Chamber and Customs can significantly improve operational facilitation. A Joint Committee between Customs and SCCI has been established, with monthly meetings planned to ensure continuous engagement. Emphasis was placed on submitting data-driven and well-documented representations to strengthen cases at the policy level. Ms. Jaweria Shahid assured full cooperation in addressing operational matters and forwarding concerns to higher authorities, while the Chair thanked all participants for their constructive input and engagement.

## MEETING WITH MS. NADIA JAHANGIR SETH, CHIEF EXECUTIVE OFFICER, SMEDA

A meeting with Ms. Nadia Jehangir Seth, Chief Executive Officer, SMEDA, was held on April 14, 2026, at the Sialkot Chamber of Commerce and Industry under the chairmanship of Mr. Syed Ahtesham Mazhar, President, SCCI. He emphasized the need for stronger institutional collaboration to address structural challenges faced by SMEs. Ms. Nadia Jahangir Seth appreciated the engagement and

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outlined SMEDA's mandate, governance structure, and strategic focus on SME development through policy advocacy, capacity building, and targeted interventions aimed at enhancing export competitiveness.



During the meeting, Ms. Seth briefed participants on SMEDA's initiatives for export promotion, particularly a structured program to develop new exporters through assessment, capacity building, and performance-based incentives linked to incremental exports. While acknowledging these efforts, participants raised concerns regarding the effectiveness of subsidy-based schemes, highlighting risks of misuse, weak targeting, and limited long-term impact. It was emphasized that public resources should instead focus on technology upgradation, skill development, infrastructure support, and regulatory simplification. The discussion also covered structural issues within the SME sector, including a lack of tier-specific policies, limited scale-up mechanisms, regulatory burdens, and disconnect between policy frameworks and emerging business models such as digital exports.

A major portion of the discussion focused on regulatory challenges, particularly the suspension of Free Sale Certificates by the Health Department and the proposed extension of DRAP's regulatory framework to surgical instruments. Participants strongly emphasized that applying pharmaceutical regulations to the surgical sector is impractical and creates significant export barriers, especially in markets requiring such certifications. The absence of a clear alternative mechanism has created a regulatory vacuum, adversely affecting exporters.

Ms. Seth acknowledged the seriousness of the issue and assured that SMEDA would facilitate advocacy with relevant authorities, emphasizing the need for well-documented, solution-oriented submissions from the Chamber.

In conclusion, both sides agreed on a structured way forward, including submission of detailed proposals by the Chamber on regulatory, policy, and budgetary matters, and SMEDA's commitment to facilitate coordination with relevant ministries. It was also agreed to finalize the committee for the Sialkot Business and Commerce Center (SBCC) with balanced representation and clear terms of reference. Emphasis was placed on continuous engagement, sector-specific collaboration, and development of practical solutions to enhance SME competitiveness and export growth. The meeting concluded with a shared commitment to strengthen institutional coordination and address key challenges through sustained dialogue and actionable policy intervention.

### SEMINAR ON HIDDEN BEAUTY OF SIALKOT ORGANIZED BY THE DEPARTMENTAL COMMITTEE ON SIALKOT CULTURE, TOURISM, & ARCHAEOLOGY



A seminar titled "Hidden Beauty of Sialkot: From Heritage to Tourism" was held on April 17, 2026, at the Sialkot Chamber of Commerce and Industry (SCCI) under the chairmanship of Mr. Khalid Latif, Chairman of the Departmental Committee on Tourism, Culture & Archaeology. The session aimed to explore, document, and promote the rich

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historical, cultural, and religious heritage of Sialkot while identifying practical pathways to transform these assets into structured tourism initiatives. Moderated by Mirza Abdul Shakoor, the seminar brought together key stakeholders, including policymakers, historians, community representatives, and industry leaders, to deliberate on strategies for sustainable tourism development and enhanced global visibility of the city.

In his welcome remarks, Mr. Syed Ahtesham Mazhar, President SCCI, highlighted the importance of integrating Sialkot's heritage sites, such as Iqbal Manzil, Sialkot Fort, Shawala Teja Singh, and the Clock Tower, into modern tourism frameworks. Mr. Khalid Latif emphasized his continued efforts toward cultural promotion and institutional development, including proposals for an Arts & Culture Center and a dedicated Sialkot Museum. Col. (R) Mohsin Adeel provided a historical perspective linking Sialkot to ancient Sagala and the Indus Valley Civilization, stressing the need for systematic archaeological excavation and restoration of heritage sites. Supporting this, Rana Muhammad Iqbal Khan Munj proposed the establishment of an Art & Craft Bazaar to promote local craftsmanship and enhance tourism offerings.

The seminar featured a range of forward-looking proposals aimed at strengthening tourism infrastructure and engagement. Mukarram Khan Tareen suggested declaring a "Sialkot Tourism Day," organizing cultural festivals, and introducing a weekend tourist bus service from Lahore. Prof. Dr. Zulfiqar Ali Kazmi emphasized the importance of heritage preservation and offered media support through Discover Pakistan for global promotion. Mr. Mazhar Cheema highlighted the Marala Resort project as a key eco-tourism initiative, while Mian Naeem Javed underscored the potential of industrial tourism in showcasing Sialkot's globally recognized sectors such as sports goods and surgical instruments. Representatives from minority communities also emphasized the importance of preserving religious heritage sites and addressing issues such as encroachments.

In his keynote address, Chief Guest Rana Arif Iqbal Harnah, Parliamentary Secretary for Tourism &

Archaeology, Government of Punjab, announced major financial commitments for heritage restoration and tourism development, including PKR 10 crore each for Iqbal Manzil and Sialkot Museum, PKR 30 crore for Sialkot Fort, and a broader allocation of PKR 4 billion for minority heritage sites. He assured government support for heritage preservation and strict action against encroachments. The seminar concluded with proposals for cultural murals at Shahab Pura Bridge and a reaffirmed commitment from stakeholders to collaboratively promote Sialkot's heritage as a driver of tourism and economic growth.

### MEETING WITH MR. SYED SHAKEEL SHAH, MEMBER (CUSTOMS OPERATIONS), FBR ISLAMABAD



A meeting was held on April 18, 2026, at SCCI with Mr. Syed Shakeel Shah, Member (Customs Operations), Federal Board of Revenue, to address key customs-related challenges faced by the business community. Chaired by SCCI President Mr. Syed Ahtesham Mazhar, the session brought together customs officials, chamber representatives, and exporters to discuss operational bottlenecks affecting trade facilitation, particularly under the Export Facilitation Scheme (EFS). In his opening remarks, the President emphasized Sialkot's export-driven economy and highlighted the need for predictable, efficient, and uniform customs procedures to sustain competitiveness.

During the meeting, several critical issues were raised, including frequent changes in HS codes, delays in reconciliation processes, expiry of EFS

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authorizations, and the impact of customs valuation on quota utilization. Participants also highlighted procedural inefficiencies such as delays in IOCO approvals, unnecessary requirements for zero-wastage items, duty imposition on courier-based sample shipments, and repeated laboratory testing. Concerns were further expressed regarding inconsistency in Green Channel facilitation, centralized consolidation requirements in Karachi, and complications in clearance of returned goods under Section 22 of the Customs Act. The business community stressed the need for automation, uniformity, and reduction in human discretion to improve efficiency.

In response, the Member Customs acknowledged the validity of the concerns and assured that many of these issues are already being addressed through ongoing reforms. He highlighted key initiatives including system automation, dynamic quota management, improved risk-based clearance through the Risk Management System (RMS), and integration of customs modules to ensure transparency and efficiency. He also informed that recent regulatory changes, particularly under SRO 520(I)/2026, aim to introduce automated reconciliation and real-time quota replenishment. Furthermore, he emphasized the government's commitment to decentralizing export processes, enabling facilities like Sialkot Dry Port to function more effectively.



The meeting concluded on a positive note with a shared commitment to continued collaboration between Customs authorities and the business community. The Member Customs assured that stakeholder feedback would be incorporated into

policy and system reforms, while also proposing the formation of joint working groups to address specific issues such as sample clearance and procedural delays. The SCCI reaffirmed its support for reform initiatives and expressed confidence that the measures discussed would lead to tangible improvements in trade facilitation, ultimately strengthening Sialkot's position as a leading export hub.

## MEETING OF DEPARTMENTAL COMMITTEE ON YOUNG ENTREPRENEURS



The Departmental Committee on Young Entrepreneurs of the Sialkot Chamber convened a meeting on April 20, 2026, which commenced with the recitation of verses from the Holy Quran. The session was chaired by Mr. Haseeb Tahir, who welcomed participants and outlined the primary agenda: to review and deliberate upon a proposal presented by Mr. Samran Sohail of the Lahore School of Economics. The proposal aimed at bridging the digital gap within Sialkot's industrial ecosystem while actively engaging youth in economic and entrepreneurial development.

During his presentation, Mr. Samran Sohail introduced a series of forward-looking initiatives designed to modernize and internationalize Sialkot's business landscape. These included the development of an SCCI Sourcing App to digitally connect buyers with local suppliers, a Digital Export Project to enhance SMEs' global online presence, and the Sialkot Global Connect Ambassador Program for international B2B networking. Additional proposals such as Industry X Bootcamp, Sialkot Manufacturing Pitch Day, Policy Lab, and an Industry Academy

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Incubator Hub were also discussed, all aimed at skill development, innovation, and bridging academia with industry.

The committee members appreciated the vision but also critically evaluated its practicality and sustainability. Key concerns were raised regarding the lack of technical product knowledge among young entrepreneurs, which was identified as a more pressing issue than digital sourcing alone. Members suggested that an educational data portal might provide greater long-term value.

In conclusion, the committee agreed on a pragmatic and phased approach. It was decided that the proposal would be presented in the upcoming SCCI Executive Meeting for further deliberation. Additionally, a WhatsApp pilot project will be launched to assess the viability of a digital sourcing network over a period of five to six months.

### SEMINAR ON SUSTAINABILITY, ACCOUNTING SYSTEM AND ERP



The seminar on "Sustainability, Accounting System and ERP" was held on April 20, 2026 at Sialkot Chamber, under the chairmanship of Mr. Syed Ahtesham Mazhar, President SCCI. The event was attended by a large number of members from diverse industrial sectors, reflecting strong interest in modern business transformation. The seminar aimed to highlight the importance of digital systems, structured accounting practices, and sustainability compliance in the evolving global trade environment.

In his opening remarks, the Chair emphasized that traditional and informal business practices are

increasingly becoming unsustainable due to stricter regulatory frameworks and global compliance requirements. He highlighted the growing importance of documented accounting systems, bank-based transactions, and accurate costing mechanisms, particularly in the context of tax audits and temporary import/export regimes. The Chair stressed that exporters must adopt structured, transparent, and digitally integrated systems to remain competitive and compliant in international markets.

The technical sessions provided in-depth insights into Enterprise Resource Planning (ERP), accounting systems, and sustainability frameworks. Mr. Sami Ullah explained ERP as an integrated system covering all core business functions, enabling real-time decision-making and operational transparency through a "single version of truth." Discussions on accounting practices highlighted deficiencies in SME bookkeeping and the need for outsourced accounting solutions and professional training. Mr. Abdul Rehman elaborated on sustainability as a strategic requirement driven by environmental, social, and governance (ESG) standards, noting increasing global demand for carbon reporting and supply chain compliance. Additionally, Mr. Salman Ahsan discussed opportunities in the Middle East market, emphasizing compliance, credibility, and the importance of establishing international presence.

In conclusion, the speakers and participants collectively agreed that ERP implementation, disciplined accounting systems, and sustainability compliance are no longer optional but essential for long-term business survival and growth. The seminar concluded with remarks encouraging businesses to adopt modern technologies, invest in capacity building, and align with international standards to secure a competitive advantage in global markets. The event successfully reinforced the need for transformation from traditional practices toward a digitally enabled, transparent, and sustainable business ecosystem.

### MOU SIGNING CEREMONY WITH EXIM BANK

On April 20, 2026, a MoU signing ceremony between SCCI and EXIM Bank was held. Syed Ahtesham

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Mazhar, President SCCI, welcomed Mr. Shahbaz Hussain Syed, President & CEO, along with Mr. Faiz Muhammad Salman, Regional Business Manager, EXIM Bank.



Syed Ahtesham Mazhar expressed his gratitude to EXIM Bank for joining hands with the Sialkot Chamber to foster closer cooperation aimed at promoting exports and enhancing access to financial and trade-related services for members. He stated that Sialkot, being a vibrant export-oriented hub of small and medium-sized enterprises, had built a strong reputation in international markets through quality products and compliance with global standards. He added that exporters from Sialkot contributed significantly to Pakistan's exports and were always eager to explore new avenues for growth. He said that the support of EXIM Bank would strengthen the capacity of SMEs to expand into new markets and enhance competitiveness.

Mr. Shahbaz Hussain Syed stated that the Export-Import Bank of Pakistan, established through an Act of Parliament in 2022, was a government-owned institution promoting export growth, diversification, and import substitution. He explained that the Bank supported exporters by offering credit insurance and lending solutions, helping reduce risks for businesses, especially SMEs, in collaboration with international reinsurers, while also facilitating manufacturing and infrastructure projects.

Mr. Akmal Javed Khokhar highlighted several lacunae in the existing Export Finance Scheme (EFS) that had persisted for decades. He pointed out that the cottage industry, particularly indirect exporters, had not been receiving financing for many years. He requested improvements in the penalty structure

and a more equitable distribution of the Export Finance Scheme between SMEs and corporate entities.

Mr. Shahbaz Hussain endorsed the points raised by the Chairman of the Banking Committee and stated that the data analysts of EXIM Bank would review the entire Export Finance Scheme and identify areas for improvement. He also shared that while 95% of corporate EFS allocations were being utilized, only 10% of SME allocations were currently being used due to collateral constraints.

The meeting concluded with the formal signing of the MoU, and both sides expressed confidence that the agreement would open new avenues for cooperation, encourage financial inclusion, and provide practical solutions to exporters' challenges, ultimately contributing to national economic development.

### DEPARTMENTAL COMMITTEE ON SURGICAL INSTRUMENTS/CUTLERY SECTOR/ALLIED INDUSTRIES



A meeting of the Departmental Committee on Surgical Instruments/Cutlery and Allied Industry was held on April 21, 2026, at the Sialkot Chamber, under the chairmanship of Mr. Zohair Baber. Discussion on key agenda items, including the proposed implementation of DRAP registration for the surgical instruments sector, the suspension of Free Sale Certificates by the Health Department of Punjab, and other related matters, was held. The Chairman highlighted that while DRAP had shown inclination to proceed with registration in coordination with industry stakeholders, reliance on verbal assurances

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was insufficient. He emphasized the need for written confirmation from relevant authorities before any formal engagement and stressed the importance of reviewing the validation mechanism of Free Sale Certificates through the Surgical Council.

Detailed deliberations were held on regulatory and operational challenges confronting the sector. Mr. Omair Nisar clarified that three distinct issues, DRAP jurisdiction, import of samples, and Free Sale Certificates, should be addressed separately. The Committee reaffirmed its earlier stance that the surgical sector should remain DRAP's ambit, as established in 2017, while also considering the alternative of formulating dedicated rules for surgical instruments if required. Concerns were raised regarding the blockage of imported samples by customs authorities due to DRAP-related NOCs, with members recommending exemptions for items meant for R&D and re-export. The suspension of Free Sale Certificates since February 2026 was strongly criticized, with participants viewing it as an administrative measure potentially aimed at compelling DRAP registration, thereby adversely affecting exports and business continuity.

Members also highlighted significant operational and regulatory burdens. It was noted that DRAP registration would impose high compliance costs, including requirements for specialized personnel and laboratory infrastructure, making it unsuitable for the broader industry. Concerns were raised regarding excessive audits, bureaucratic inefficiencies, and the risk of increased rent-seeking behavior. Participants stressed that international compliance standards, such as FDA or MDR certifications, already ensure product quality, rendering additional DRAP layers redundant for exporters. The issue of delays and inefficiencies in document attestation by the Ministry of Foreign Affairs (MOFA) was also discussed, with proposals to establish a facilitation desk at SCCI for document verification and streamlined processing.

The Committee agreed that immediate priority should be given to resolving the suspension of Free Sale Certificates and facilitating the import of samples for exporters. It was emphasized that the surgical instruments sector, being distinct from

pharmaceuticals, requires a tailored regulatory approach rather than blanket inclusion under DRAP. The Committee recommended stronger institutional engagement, including involvement of local administration such as the Deputy Commissioner, and proposed practical solutions such as simplified certification mechanisms through the Chamber and development of sector-specific export rules. The participants resolved to continue coordinated efforts to safeguard the industry's interests, ensure regulatory clarity, and support the sustainable growth of Pakistan's surgical instruments sector.

### SEMINAR ON PROMOTING TAX CULTURE AND AWARENESS



The seminar on "Promoting Tax Culture and Awareness" was held on April 21, 2026 at SCCI, under the chairmanship of Mr. Syed Ahtesham Mazhar, President SCCI. The event was conducted by senior representatives of the Federal Board of Revenue (FBR) and attended by a large number of exporters, manufacturers, traders, and members of the business community. The objective of the seminar was to enhance understanding of the tax system, promote compliance, and strengthen engagement between taxpayers and tax authorities.

In their opening remarks, the Chair emphasized that taxation is fundamental to national development and highlighted the need to bridge the existing trust deficit between taxpayers and FBR through transparency, facilitation, and regular dialogue. The FBR delegation outlined ongoing reforms under the transformation agenda, focusing on digitalization, automation, and reduction of human interaction. Key

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initiatives such as faceless customs operations, digital invoicing, POS integration, and automated return filing were presented as steps toward improving transparency, documentation, and revenue collection efficiency.

During the technical presentations, FBR officials highlighted measures aimed at strengthening tax culture, improving compliance, and expanding the digital tax ecosystem. They explained systems for electronic monitoring in key sectors, enforcement mechanisms against non-compliance, and incentives for top taxpayers. Facilitation measures such as pre-filled tax returns, online complaint systems, and 24/7 support services were also discussed. In the interactive session, participants raised concerns regarding refund delays, FIFO implementation, system inefficiencies in IRIS and digital invoicing, and disparities in taxation regimes for SMEs and commercial exporters.

In conclusion, the seminar served as an important platform for constructive engagement between FBR and the business community. While FBR reaffirmed its commitment to modernization, automation, and transparency, participants stressed the need for timely refunds, policy consistency, and improved system performance. Both sides agreed on the importance of continued collaboration to strengthen tax culture, enhance compliance, and build greater trust in the taxation system, ensuring long-term economic stability and business facilitation in Pakistan.

### **VISIT OF H.E MR. MEHMET EYMEN SIMSEK, CONSUL GENERAL OF REPUBLIC OF TURKIYE IN LAHORE HELD**

The meeting with the Consul General of the Republic of Türkiye in Lahore, H.E. Mr. Mehmet Eymen Şimşek, along with Mr. Nurettin Demir, Commercial Attaché, was held on April 22, 2026 at the Sialkot Chamber. The meeting was chaired by SCCI President Mr. Syed Ahtesham Mazhar, who warmly welcomed the Turkish delegation and highlighted the deep-rooted historical, cultural, and strategic relations between Pakistan and Türkiye, emphasizing Sialkot's significant contribution to Pakistan's export economy.

During the discussion, both sides expressed strong interest in expanding bilateral trade and investment cooperation. The Turkish Consul General appreciated Sialkot's industrial potential and reiterated Türkiye's commitment to enhancing trade relations, with an overall objective of achieving a USD 5 billion bilateral trade volume. Issues related to visa facilitation, customs procedures, and trade imbalances were also discussed. The SCCI President raised concerns regarding trade deficits and operational challenges faced by exporters, including difficulties in handling goods at Turkish airports and high tariffs on key export sectors. The Turkish delegation responded positively, assuring facilitation through improved coordination and case-by-case visa processing for frequent travelers and business delegations.



The discussion also included deliberations on the possibility of a Free Trade Agreement (FTA) between Pakistan and Türkiye. The Turkish Commercial Attaché stated that while an immediate FTA was not under consideration, existing trade arrangements provide a foundation for future expansion and potential agreement. Both sides acknowledged the importance of increasing Turkish investment in Pakistan, particularly in sectors such as FMCG and dairy, and agreed on the need to strengthen institutional and business-to-business linkages to improve trade balance and market access.

In conclusion, the SCCI President thanked the Turkish delegation for their constructive engagement and reaffirmed the Chamber's commitment to strengthening trade relations with Türkiye. The Consul General appreciated the warm hospitality

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extended by SCCI and assured continued support for the Sialkot business community.

## VISIT OF CIVIL OFFICERS (BPS-19) OF 39<sup>TH</sup> SENIOR MANAGEMENT COURSE FROM NIPA LAHORE



A distinguished delegation from the National Institute of Public Administration (NIPA), comprising participants of the 39th Senior Management Course led by Mr. Yasir Iqbal Butt, Directing Staff NIPA, visited the Sialkot Chamber on 22nd April 2026. The meeting commenced with the recitation of verses from the Holy Quran, followed by a comprehensive briefing session chaired by the President SCCI, Mr. Syed Ahtesham Mazhar, who warmly welcomed the delegation and underscored the importance of collaboration between public institutions and the private sector for sustainable economic development in Pakistan.

During the interactive session, the delegation engaged with SCCI leadership on multiple issues, including industrial relocation to the Sialkot Tannery Zone, domestic market limitations, branding challenges, labor welfare, and access to finance. The President explained ongoing developments in industrial relocation, rising export-driven production models, and emerging opportunities through e-commerce platforms. He also highlighted efforts to integrate informal labor, particularly female home-based workers, into the formal economy, along with the Chamber's significant contributions to social welfare through healthcare support, education funding, and interest-free financial assistance programs.

In conclusion, the delegation appreciated the detailed briefing, transparency, and hospitality extended by SCCI. They noted that the insights shared would contribute significantly to their professional understanding of industrial governance and economic management. The visit concluded with a formal vote of thanks, exchange of mementos, and remarks by the delegation head in the visitor book, marking the session as a productive exchange of knowledge between public administrators and the business community.

## MEETING OF DEPARTMENTAL COMMITTEE ON INFORMATION TECHNOLOGY



The meeting of the Departmental Committee on Information Technology was held on April 24, 2026 at SCCI. The meeting was chaired by Mr. Salman Sheikh, Chairman/Vice President SCCI, and attended by committee members, guests, and IT experts.

The agenda included review of the implementation status of previous decisions such as strengthening the SCCI website, development of an incubation and e-library system, expansion of the mobile application to iOS, and launch of a structured job portal. The Chairman emphasized prioritizing quick-impact initiatives using the 80/20 rule and highlighted the urgent need for digital transformation to keep Sialkot's industry competitive. He also proposed integrating an e-library, mandatory training programs for new members, and launching a job portal to connect employers with local talent. Additionally, he stressed the importance of business ethics, data-driven membership evaluation, and AI-based improvements for institutional efficiency.

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During the discussion Mr. Sohaib Saleem proposed several advanced features such as real-time updates on the website, AI-based job matching, data center development, and stricter verification measures for job postings. Other members and experts also contributed suggestions including AI chatbot integration, improved internship systems, enhanced data security protocols, and stronger university-industry collaboration.

After extensive deliberation, the Committee unanimously approved several key initiatives including the integration of an e-library, strengthening of the SCCI website as a central information hub, launch of a secure and feature-rich job portal, development of iOS application, introduction of AI-based tools, and establishment of standardized hiring and training systems. The Committee also emphasized collaboration with universities, implementation of ethical compliance mechanisms, and enhancement of digital infrastructure for long-term sustainability.

### MEETING OF DEPARTMENTAL COMMITTEE ON ACCOUNTS AND FINANCE



The meeting of SCCI Departmental Committee on Accounts and Finance was held under the chairmanship of Malik Naseer Ahmed on 24th April 2026. The committee reviewed the monthly accounts for March 2026 and examined various financial matters, including stock verification, renovation expenses, subscriptions, funds, investments, and operational accounts. The Committee appreciated the independent operational transition of the SCCI Medical Store and acknowledged the cost-effective reutilization of renovation materials under the supervision of Mr. Sohail Masood.

After detailed deliberations, the Committee expressed satisfaction over the financial statements and recommended their approval for presentation before the Executive Committee Meeting.

### MEETING OF THE DEPARTMENTAL COMMITTEE ON MEDICAL/HOSPITAL



The Departmental Committee on Medical/Hospital held its strategic session on April 25, 2026, to address the healthcare needs of the Sialkot Chamber of Commerce and Industry (SCCI). The meeting was chaired by Mr. Aamer Mahmood Sheikh, Chairman of the Committee, and commenced with the recitation of the Holy Quran. The primary focus of the assembly was to review the progress of Memorandums of Understanding (MOUs) with private healthcare institutions and to strategize the organization of medical camps for the benefit of SCCI members and staff.

The Chairman updated the committee on successful collaborations, including an active MOU with Evercare Hospital, Lahore, providing significant discounts, and an upcoming agreement with PKLI. The committee is aggressively expanding its network to include top-tier institutions such as Hameed Latif Hospital, Shaukat Khanum Labs, and Doctors Hospital. Furthermore, the Chairman highlighted efforts to bring essential specialized services to Sialkot, specifically advocating for the establishment of a Cath Lab to provide local access to angiography and angioplasty, which currently require travel to other cities.

The session also delved into operational challenges and specialized medical gaps within the region. Dr. Noman Raza Qureshi emphasized the urgent need

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for endocrinology services, while Mr. M. Tariq from Rescue 1122 highlighted the strain on major hospitals caused by overcrowding. He suggested that strengthening primary healthcare centers and utilizing motorbike ambulances could mitigate these pressures. Members also identified a competency gap in local medical staff compared to larger cities, suggesting that better partnerships with regional social welfare and THQ hospitals could bridge some of these service voids.

In its concluding phase, the committee pivoted toward a "prevention over cure" philosophy. Mian Imran Akbar and other members advocated for a robust social media awareness campaign focusing on dietary choices, such as reducing the use of low-quality palm oil, and promoting physical activities like public walks and cycling. The meeting ended with a consensus to adopt a "company-to-company" outreach model to ensure health awareness reaches the maximum number of families.

## VISIT OF MR. HASSAN ZULFIQAR CHIEF COMMISSIONER (INLAND REVENUE), REGIONAL TAX OFFICE, SIALKOT



The consultative meeting between the SCCI and the Regional Tax Office (RTO) was held on April 29, 2026, at SCCI. The session was presided over by Mr. Syed Ahtesham Mazhar, President of SCCI, and featured the participation of Mr. Hassan Zulfiqar, Chief Commissioner (Inland Revenue), alongside Mr. Shah Bahar, Additional Commissioner. The primary objective of the meeting was to bridge the communication gap between the tax administration and the exporting community, ensuring that Sialkot's vital economic contributors are facilitated while

maintaining fiscal compliance.

During the session, the President of SCCI raised significant concerns regarding the recent shift toward coercive recovery measures, such as the attachment of bank accounts without sufficient prior notice. Members argued that such actions disrupt business liquidity and undermine the trust-based relationship between taxpayers and the department. In response, Mr. Hassan Zulfiqar clarified that while the FBR has set ambitious recovery targets for May 2026, the department's policy remains rooted in voluntary compliance. He assured the participants that coercive measures against bonafide exporters would be avoided, and specific instances of procedural lapses would be reviewed to ensure fairness and adherence to statutory requirements.

Another critical area of discussion focused on the massive backlog of tax refunds and the need for a mechanism to adjust these against outstanding demands. The SCCI representatives highlighted that billions in sales tax and income tax refunds remain pending, causing unnecessary financial strain. The Chief Commissioner acknowledged this imbalance and advised the Chamber to submit a consolidated list of cases where refunds could be adjusted against confirmed liabilities. Furthermore, technical issues such as the rejection of income tax refunds based on Rule 34 and the misapplication of withholding tax notices under Section 153 to manufacturer-cum-exporters were addressed, with the Chief Commissioner committing to a merit-based resolution for these grievances.

The meeting concluded with a clear set of action points aimed at institutionalizing cooperation. It was agreed that SCCI would act as a liaison for complex cases involving Super Tax (Section 4C) and digital invoicing notices to ensure they are resolved amicably before any enforcement action. Mr. Hassan Zulfiqar reiterated his commitment to a transparent "open-door" policy, inviting direct reporting of any departmental maladministration. The President of SCCI thanked the Chief Commissioner for his professional conduct, noting that such high-level engagements are essential for creating a predictable and business-friendly environment conducive to national economic growth.

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Exports to Japan: 237.66 USD (M)

Import from Japan: 1.33 USD (B)

Source: State Bank of Pakistan

TOTAL TRADE  
**US\$1.57**  
BILLION

Description	Pak Exports to Japan- 2025	Japan's Imports from World-2025
Sports Wear	0.56	201.615
Cutlery & Crockery	0.941	405.21
Badges	0.195	31.788
Musical Instruments	0.1	177.241
Leather Products	4.954	2383.393
Sports Goods	6.732	330.482
Gloves & Protective Equipment	2.399	466.213
Surgical Instruments	11.105	5976.867
Shoes & Saddlery	0.381	5157.359
<b>Total</b>	<b>27.367 M</b>	<b>15.13 B</b>

(SOURCE: TRADEMAP/WORLD BANK)  
(ITC calculations based on Japanese Ministry of Finance statistics)  
All values in US\$ Million for the Year 2025

The table presents Sialkot's export performance to the Japan for the year 2025, amounting to US\$27.367 million, compared with the Japan's total global imports of US\$ 15.13 billion, indicating considerable scope for enhancing bilateral trade in the above-mentioned sectors.

# UNLOCKING NEW FRONTIERS: PAKISTAN'S EXPORT OPPORTUNITIES IN JAPAN



## Preferential Market Access

Pakistan benefits from Japan's GSP (Generalized System of Preferences), which grants minimum to zero tariffs on most of the product lines of Pakistan including Sialkot export sectors, especially textiles, leather, and agricultural products etc.

## Textiles & Apparel

Pakistan's key export sector has strong potential in Japan's large apparel market but remains under-represented. By using GSP benefits and focusing on niches like denim and home textiles, where Pakistan has strong cotton quality, exporters can expand their market share with Japanese retailers seeking high-quality products.

## Surgical Instruments

Sialkot cluster supplies majority of the world's surgical instruments. Japan is a major importer of medical tools. However, Japan's imports from Pakistan are currently minimal. Upgrading to precision products and meeting Japanese quality standards could tap a large market.

## Leather Goods & Footwear

Pakistan is a major shoe and leather-goods manufacturer. Japan imports high-end leather products and shoes, often from Europe and Asia. Pakistani exporters of finished leather goods (handbags, wallets, footwear) could gain traction, especially by emphasizing quality and eco-friendly certifications. Pakistan offers competitive prices that can appeal to Japanese buyers seeking value

## Sports Gear

Sialkot produces world-renowned sports gear (e.g. hand-stitched footballs, cricket gear, sports gloves). With sports (soccer, baseball) popular in Japan, there is demand for quality sporting goods. Japanese buyers at trade fairs could source footballs and gloves from Pakistan, as the country has a reputation for durability.

## Agricultural & Seafood Products

Pakistani mango (Sindhri) has been approved for export to Japan, and Pakistani shrimp/fish products are underutilized. With its GSP advantage, Pakistan can target niche segments (e.g. traditional foods & meats) and high-end fruits/seafood in Japan. Food safety and packaging standards must be met, but interest is growing in diverse Asian foods.

## Information Technology

Pakistan's IT and software services sector is rapidly growing. Japan's economy is seeking digital solutions and IT talent. Pakistan can offer cost-competitive software development, BPO and IT staffing to Japanese firms.

## Other

Niche exports like carpets, gemstones, and cosmetics also have potential in Japan's luxury and specialty markets.

Japan's aging population, low birth rate, and high life expectancy (84.2 years) are increasing demand for elderly-focused products, especially healthy foods rich in natural antioxidants like omega-3.

Other imports of Japan includes energy resources, machinery electronics raw materials and

# JAPAN A DIGITAL AND E-COMMERCE POWERHOUSE

## MARKET OVERVIEW / GEOGRAPHICS & DEMOGRAPHICS



**Region:** East Asia  
**Language:** Japanese (Official)  
**Population:** 122.95 million (Estimated Population in 2026)



### KEY E-COMMERCE METRICS (2024 Data)

B2C E-commerce Market Size:  
**¥26.1 trillion**



Growth Rate:



**5.1%** increase from previous Year

E-commerce Share of Retail:  
**9.8%**



Internet Usage: **~85-87%** of population

Source: Ministry of Economy, Trade and Industry (METI) Government ICT statistics

### MAJOR SOCIAL MEDIA PLATFORMS IN JAPAN



### MAJOR E-COMMERCE PLATFORMS IN JAPAN



### POPULAR ONLINE PRODUCT CATEGORIES



**Fashion & Apparel**  
 (clothing, shoes, accessories)



**Consumer Electronics**  
 (Home appliances, gadgets, PCs)



**Food & Beverages**  
 (groceries, specialty foods, beverages)



**Furniture & Home Goods**



**Health & Beauty**  
 (cosmetics, personal care, supplements)



**Books & Media Electronics**



**Household**  
 Other popular categories include



# STANDARDIZATIONS AND CERTIFICATIONS

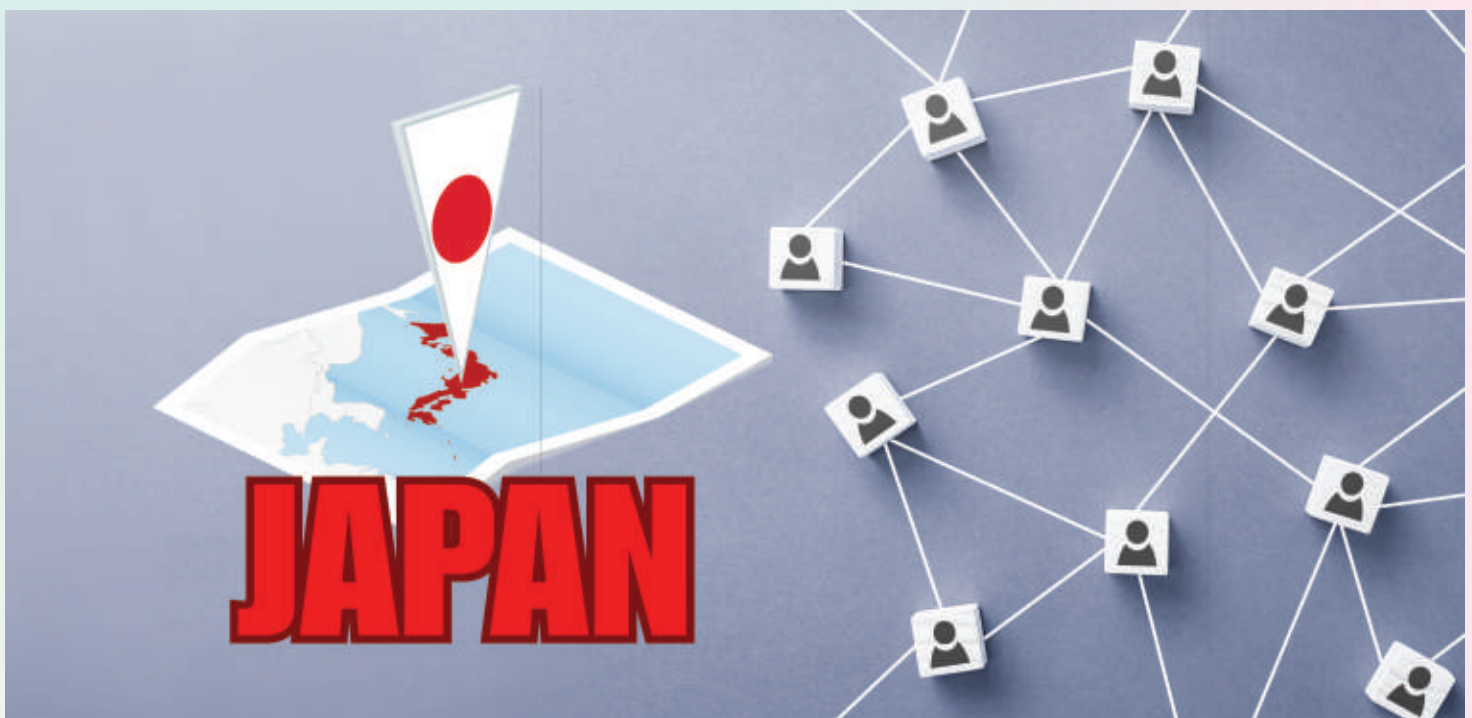
Product Category	Regulating Agency	Official Source / Link
<b>All Imported Goods (General Requirements)</b>	Japan Customs – Customs and Tariff Bureau, Ministry of Finance (MOF)	<a href="https://www.customs.go.jp">https://www.customs.go.jp</a>
<b>Food Products, Food Additives, Food Packaging</b>	Ministry of Health, Labour and Welfare (MHLW) – regulated under the Food Sanitation Act. Importers must submit a Notification Form for Importation of Foods to quarantine stations before customs clearance.	<a href="https://www.mhlw.go.jp/english/topics/importedfoods/1.html">https://www.mhlw.go.jp/english/topics/importedfoods/1.html</a>
<b>Agricultural Products, Plants &amp; Animals</b>	Ministry of Agriculture, Forestry and Fisheries (MAFF) – Plant Protection Station & Animal Quarantine Service conduct phytosanitary and animal health inspections.	<a href="https://www.maff.go.jp">https://www.maff.go.jp</a>
<b>Pharmaceuticals, Medical Devices &amp; Cosmetics</b>	MHLW / Pharmaceuticals and Medical Devices Agency (PMDA) – approval and compliance required under the Pharmaceutical and Medical Device Act.	<a href="https://www.pmda.go.jp">https://www.pmda.go.jp</a>
<b>Electronics &amp; Wireless Devices</b>	Ministry of Internal Affairs and Communications (MIC) – Radio Act technical conformity certification (Giteki mark).	<a href="https://www.tele.soumu.go.jp">https://www.tele.soumu.go.jp</a>
<b>Electrical Appliances &amp; Consumer Electronics</b>	Ministry of Economy, Trade and Industry (METI) – Electrical Appliance and Material Safety Law requiring PSE certification mark.	<a href="https://www.meti.go.jp">https://www.meti.go.jp</a>
<b>General Consumer Products / Toys</b>	Consumer Affairs Agency (CAA) – product safety regulations and labeling standards including toy safety requirements.	<a href="https://www.caa.go.jp">https://www.caa.go.jp</a>
<b>Chemicals / Hazardous Substances</b>	METI under the Chemical Substances Control Law (CSCL) for chemical import regulation.	<a href="https://www.meti.go.jp/">https://www.meti.go.jp/</a>
<b>Automotive &amp; Machinery</b>	Ministry of Land, Infrastructure, Transport and Tourism (MLIT) – vehicle safety and technical standards for imported vehicles and equipment.	<a href="https://www.mlit.go.jp/">https://www.mlit.go.jp/</a>
<b>Textiles &amp; Apparel</b>	Consumer Affairs Agency (CAA) – labeling requirements under the Household Goods Quality Labeling Act (fiber composition, care instructions, etc.).	<a href="https://www.caa.go.jp/">https://www.caa.go.jp/</a>

# JAPAN EXHIBITIONS/FAIRS

Trade fairs and exhibitions are vital for business growth, as they enable market expansion, global networking, and the creation of new opportunities. Below is a list of key fairs and exhibitions in Japan.

- ⇒ World Health Expo, WHX Osaka – Healthcare  
<https://www.worldhealthexpo.com/events/healthcare/japan/en/home.html>
- ⇒ SPORTEC – Sports & Fitness  
<https://sports-st.com/en/>
- ⇒ Tokyo Medical – Japan – Medical & Healthcare  
<https://www.medical-jpn.jp/tokyo/en-gb.html>
- ⇒ Japan IT Week – Information Technology  
<https://www.japan-it.jp/spring/en-gb.html>
- ⇒ Fashion World Tokyo – Fashion & Apparel  
<https://www.fashion-tokyo.jp/hub/en-gb.html>
- ⇒ FOODEX Japan – Food & Beverages  
<https://foodex.jma.or.jp/en/>
- ⇒ Tokyo Gift & Lifestyle Shows – Gifts & Lifestyle Products  
<https://www.giftshow.co.jp/>
- ⇒ Tokyo Leather Fair – Leather Products  
<https://tlf.jp/english/>
- ⇒ Manufacturing World Tokyo 2026 – Industrial Manufacturing  
<https://www.manufacturing-world.jp/tokyo/en-gb.html>
- ⇒ 13th Health & Beauty Goods Expo Summer – Health & Beauty Products  
<https://www.lifestyle-expo.jp/hub/en-gb/shows/health-beauty-goods-expo.html>
- ⇒ 17th Table & Kitchenware Expo Summer – Tableware & Kitchenware  
<https://www.lifestyle-expo.jp/hub/en-gb/shows/table-kitchenware-expo.html>
- ⇒ 17th Fashion Goods & Accessories Expo – Fashion Accessories  
<https://www.lifestyle-expo.jp/hub/en-gb/about/fa.html>
- ⇒ 18th Baby & Kids Expo Tokyo Summer – Baby & Kids Products  
<https://www.lifestyle-expo.jp/hub/en-gb/about/bk.html>
- ⇒ 21st GIFTEX TOKYO SUMMER – Gifts & Lifestyle  
<https://www.lifestyle-expo.jp/hub/en-gb/about/giftext.html>
- ⇒ 21st Lifestyle Week Tokyo Summer – Lifestyle Products  
<https://www.lifestyle-expo.jp/summer/en-gb.html>
- ⇒ Interior Lifestyle Tokyo – Interior Design & Home Décor  
<https://interiorlifestyle-tokyo.jp.messefrankfurt.com/tokyo/en.html>
- ⇒ Beautyworld Japan Tokyo – Beauty & Cosmetics  
<https://thermotec.jp.messefrankfurt.com/tokyo/en.html>
- ⇒ 22nd Fashion Sourcing Expo – Textile & Apparel Sourcing  
<https://www.fashion-tokyo.jp/hub/en-gb/about/oem.html>
- ⇒ Japan IT Week Spring 2026 – Information Technology  
<https://www.japan-it.jp/spring/en-gb.html>
- ⇒ 2nd E-commerce UI/UX Expo Spring – E-commerce & UI/UX  
<https://www.japan-it.jp/spring/en-gb.html>
- ⇒ FaW Tokyo Fashion World – Fashion Industry  
<https://www.fashion-tokyo.jp/en-gb.html>
- ⇒ 29th Brands & Designers Expo – Fashion Brands & Designers  
<https://www.fashion-tokyo.jp/hub/en-gb/about/ifa.html>
- ⇒ Beautyworld Japan Tokyo – Beauty & Cosmetics  
<https://thermotec.jp.messefrankfurt.com/tokyo/en.html>
- ⇒ Japan Sports Week – Sports Industry  
<https://www.sportsexpo.jp/en-gb.html>





## IMPORTANT LINKS FOR INFORMATION

- ★ **Embassy of Japan, Islamabad**  
<https://www.pk.emb-japan.go.jp/>
- ★ **Honorary Consul General of Japan in Lahore and Peshawar**  
[https://www.pk.emb-japan.go.jp/itpr\\_en/EmbassyInfo.html](https://www.pk.emb-japan.go.jp/itpr_en/EmbassyInfo.html)
- ★ **Honorary Consul General of Japan and President Pakistan-Japan Friendship Association in Quetta**  
[https://www.pk.emb-japan.go.jp/itpr\\_en/EmbassyInfo.html](https://www.pk.emb-japan.go.jp/itpr_en/EmbassyInfo.html)
- ★ **Embassy of Pakistan, Tokyo**  
<https://mofa.gov.pk/tokyo-team>
- ★ **Japan External Trade Organization (JETRO)**  
<https://www.jetro.go.jp>
- ★ **Ministry of Economy, Trade and Industry (METI)**  
<https://www.meti.go.jp/english/>
- ★ **Business Visa Application (Japan)**  
<https://www.pk.emb-japan.go.jp/files/100476446.pdf>
- ★ **Business Visa Requirements (Japan)**  
<https://www.pk.emb-japan.go.jp/files/000437417.pdf>
- ★ **Appointment Portal**  
<https://visa.vfsglobal.com/pak/en/jpn/>
- ★ **Japan Customs Tariff (2026)**  
[https://www.customs.go.jp/english/tariff/2026\\_01\\_01/index.htm](https://www.customs.go.jp/english/tariff/2026_01_01/index.htm)
- ★ **Japan International Cooperation Agency (JICA)**  
<https://www.jica.go.jp/english/about/>



# WHATSAPP HACKING: RISKS AND PRECAUTIONARY MEASURES FOR EXPORT BUSINESSES

## A CRITICAL GUIDE FOR INTERNATIONAL TRADE PROFESSIONALS

With the growing use of digital communication, applications like WhatsApp have become essential tools for business communication. Exporters frequently use WhatsApp to coordinate with international buyers, suppliers, freight forwarders, and employees. However, this convenience has also made WhatsApp a target for cybercriminals who attempt to gain unauthorized access to accounts and misuse them for fraud.



### IMPACT ON EXPORT BUSINESSES

For exporters, a hacked WhatsApp account can create serious problems. Attackers may impersonate the business owner or staff and send fraudulent payment instructions to clients. They may also obtain confidential information such as pricing details, shipment schedules, and customer contacts. This can lead to financial losses, business disputes, and damage to trust with international buyers. In industries like those in Sialkot where exporters regularly communicate with overseas partners such incidents can disrupt business operations and harm long term relationships.



Exporters used in Sialkot



### HOW WHATSAPP ACCOUNTS GET HACKED



**Sending a fake message requesting a verification code.** If shared, attackers immediately access the account.

















**Sending malicious links, fake job offers, or business inquiries** that trick users into revealing information.



**Misusing WhatsApp Web login feature** by convincing users to scan a **fraudulent QR code**.

## PRECAUTIONARY MEASURES

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**Enable Two-Step Verification:** Activate WhatsApp's two-step verification feature to add an extra layer of security.
- 

**Never Share Verification Codes:** Do not share WhatsApp login or verification codes with anyone.
- 

**Avoid Suspicious Links:** Do not click unknown or suspicious links received via messages.
- 

**Monitor WhatsApp Web Sessions:** Regularly check active sessions and log out from devices you do not recognize.
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**Secure Your Phone:** Use a strong phone lock (PIN, fingerprint, or face recognition).
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**Stay Alert to Unusual Activity:** If contacts receive strange messages from your account, immediately review security settings and inform them.
- 

**Educate Staff:** Train employees who handle business communication to recognize common hacking attempts.

### CONCLUSION

WhatsApp is a valuable communication tool for exporters, but it must be used responsibly and securely. By adopting basic cybersecurity practices and remaining vigilant, businesses can protect their accounts, safeguard client communication, and maintain the trust that is essential for successful international trade.

# ضروری اطلاع

## چیمبر ممبران پر مبنی ٹریڈ ڈائریکٹری کا اجراء

انتہائی مسرت کے ساتھ مطلع کیا جا رہا ہے کہ سیالکوٹ چیمبر اپنی تاریخ میں پہلی بار اپنے ممبران پر مبنی Yellow Pages طرز پر ایک ٹریڈ ڈائریکٹری شائع کرنے جا رہا ہے۔ جس میں اپنے تمام ایسے ممبران جو تجدید رکنیت کیلئے مقرر تاریخ 20 اپریل 2026ء تک اپنی فرم کی تجدید کروائیں گے، ان کا ڈیٹا اس ڈائریکٹری میں شامل کیا جائے گا۔ ڈائریکٹری خوبصورت رنگیں اور اق اور پروفیشنل طرز پر شائع کی جائے گی جس میں کمپنیز کا ڈیٹا سیکٹر وائز انڈکس کے ساتھ پرنٹ کیا جائے گا۔ یہ ڈائریکٹری بیرون ممالک میں قائم پاکستانی ہائی کمشنرز، پاکستان میں موجود غیر ملکی سفارتخانوں، چیمبرز آف کامرس، ٹریڈ باڈیز و ٹریڈ سے متعلقہ اداروں میں تقسیم کی جائے گی۔

علاوہ ازیں یہ ڈائریکٹری پی ڈی ایف فارمیٹ میں چیمبر ویب سائٹ اور Face Book پر بھی اپ لوڈ کی جائے گی۔ جو ممبران اس Opportunity کے ذریعے اپنی مصنوعات و سروسز کی تشہیر و مارکیٹنگ کے خواہشمند ہیں، ان سے درخواست ہے کہ وہ اپنا اشتہار بمعہ ایڈورٹائزمنٹ چارجز بنام سیالکوٹ چیمبر آف کامرس اینڈ انڈسٹری بذریعہ کراس چیک ایبنک ڈرافٹ چیمبر ہذا کو 30 مئی 2026ء تک ارسال کر دیں۔

فل پیج رنگین (ریگولر)	100,000/- روپے	(سائز 8 X 6 انچ) پوٹریٹ
ہاف پیج رنگین (ریگولر)	50,000/- روپے	(سائز 6X4 انچ) پوٹریٹ
کوآٹر سائز (ریگولر)	25,000/- روپے	(سائز 3X4 انچ) پوٹریٹ
ہاف کوآٹر سائز (ریگولر)	15,000/- روپے	(سائز 3X2 انچ) پوٹریٹ

نوٹ: اپنی ایڈورٹائزمنٹ سافٹ فارمیٹ (ہائی ریزولوشن PDF یا کورل ڈرا) میں ارسال کریں۔

مزید معلومات و رابطہ کیلئے عبدالرؤف، ڈپٹی سیکرٹری پبلیکیشن سے رابطہ کریں۔ 052-4261881-3

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## WORLD WIDE NETWORK



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