

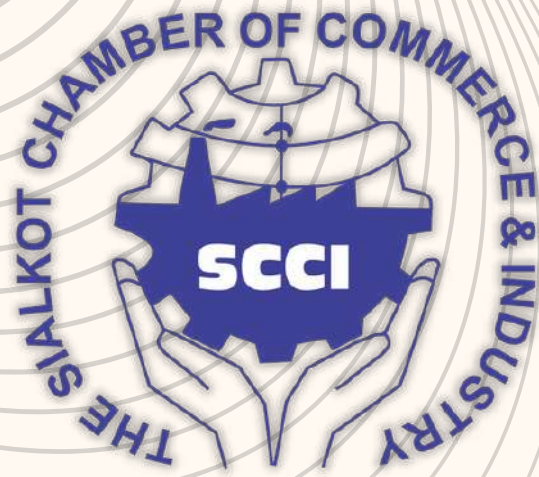
2026
WORLD CUP
CHAMPIONS
SPAIN
COUNTRY REPORT

CHAMBERS COMMUNICATOR

— AUGUST 2026 - ISSUE 10

- FOREIGN OBJECT DEBRIS DETECTION AND LOCALIZATION ON AIRPORT RUNWAYS
- CHOOSING THE RIGHT FREIGHT FORWARDER

PREPARED BY RESEARCH & DEVELOPMENT DEPARTMENT
UNDER THE SUPERVISION OF SECRETARY GENERAL



ایوان صنعت و تجارت سیالکوٹ

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FREIGHT FORWARDER**

PRESIDENT'S MESSAGE

WELCOME TO SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

*This issue is packed with inspiring articles,
exclusive trade insights, and investment
opportunities in the city of Sialkot and beyond.*

“

*The future belongs to businesses
that embrace innovation,
strengthen global partnerships, and
adapt to emerging technologies
that drive sustainable growth and
international competitiveness.*



Syed Ahtesham Mazhar
President

Dear Members,

It is my pleasure to present the **10th edition** of SCCI's E-Magazine, "**Chamber's Communicator**." This edition highlights emerging business opportunities, technological advancements, and trade-related developments that are shaping the future of industry.

A key highlight is the **Country in Focus on Spain**, offering valuable insights into one of Pakistan's important trading partners and the opportunities for strengthening bilateral trade.

This edition also features "**Foreign Object Debris (FOD) Detection and Localization on Airport Runways Using Super Resolution**," showcasing the application of advanced technologies to enhance aviation safety and operational efficiency.

Another important article, "**IPO Growth Opens a New Horizon for Sialkot's Industrial Future**," explores how access to capital markets can accelerate industrial growth and attract investment.

In addition, "**Dual Approval Systems: Strengthening Payment Security in Export Businesses**" highlights effective financial controls that help exporters reduce risks and ensure secure international transactions.

Also, "**Choosing the Right Freight Forwarder: A Guide for Exporters**" provides practical guidance on selecting reliable logistics partners, enabling exporters to improve supply chain efficiency and ensure the smooth movement of goods in international markets.

At SCCI, we remain committed to equipping our members with knowledge and practical insights that foster innovation, competitiveness, and sustainable growth.

I hope this edition proves to be an informative and valuable resource for our business community.

COUNTRY REPORT

SPAIN

PAKISTAN-SPAIN TRADE





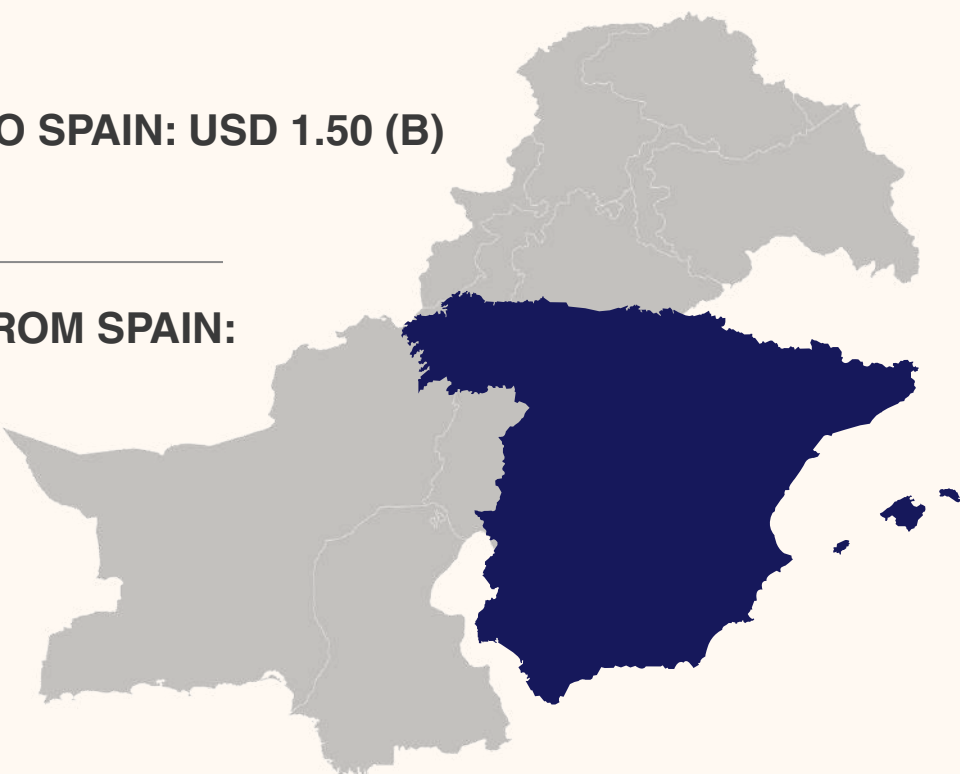
**TOTAL
TRADE
USD
1.72 (B)**

PAKISTAN-SPAIN TRADING STATISTICS

FINANCIAL YEAR (JUL-JUN 2025)

PAKISTAN EXPORTS TO SPAIN: USD 1.50 (B)
(GOODS & SERVICES)

**PAKISTAN IMPORTS FROM SPAIN:
USD 226.855 (M)**
(GOODS & SERVICES)



SIALKOT LEVEL

(Source: Trademap/World Bank)

All values in US\$ Million

ITC CALCULATIONS BASED ON HM REVENUE & CUSTOMS (HMRC)

Description	Sialkot Exports to Spain- 2025	Spain's Imports from World-2025
Shoes & Saddlery	1.618	5946.729
Surgical Instruments	3.385	3260.646
Leather Products	20.233	2490.879
Sports Wear	20.734	602.045
Sports Goods	37.215	397.771
Cutlery & Crockery	0.304	273.993
Gloves & Protective Equipment	16.1	147.462
Musical Instruments	0.104	57.737
Badges	0.131	54.536
Total	99.824 (M)	13.231 (B)

The table presents Sialkot's export performance for the year 2025, amounting to US\$99.824 million, compared with Spain's total global imports of US\$ 13.231 billion, indicating considerable scope for enhancing bilateral trade in the above-mentioned sectors.

Geographic / Demographic / Economic Overview

GEOGRAPHIC & DEMOGRAPHIC

REGION Southwestern Europe

LANGUAGE Spanish

POPULATION

49.1M

MID-2025 ESTIMATE

GDP (NOMINAL)

€1.594T

2024 ESTIMATE

MAJOR SOCIAL MEDIA PLATFORMS

WhatsApp

Facebook

Instagram

YouTube

TikTok

MAJOR E-COMMERCE PLATFORMS IN UK:

**International
Platforms:**

Amazon - AliExpress - eBay - Zalando - ASOS - Shein - Miravia -
PayPal - Carrefour - Decathlon

**Local
Platforms:**

El Corte Inglés - Mercadona - PcComponentes - Mango - Zara -
Fnac - Bizum

POPULAR PRODUCT CATEGORIES THROUGH ONLINE PLATFORMS:

- Travel & Tourism Services
- Apparel & Fashion
- Air Transport & Travel-Related Services
- Electronics & Home Appliances
- Groceries
- Beauty & Personal Care
- Home & Garden
- Sports Equipment & Sportswear
- Books, Media & Software
- Pharmaceuticals & Health Products
- Digital Subscriptions & Streaming



CERTIFICATIONS AND MANDATORY COMPLIANCE REQUIREMENTS:

Certification / Regulation	Applicable Products	Mandatory / Voluntary	Official Source
CE Marking	PPE, Medical Devices, certain protective sports equipment	Mandatory (only for products covered by EU legislation)	Your Europe – CE Marking (European Union)
REACH Regulation (EC 1907/2006)	Sports Goods, Leather, Textiles, Apparel, Gloves, Kitchenware, Musical Instruments, Badges, Cutlery	Mandatory	European Commission – REACH Regulation (Environment)
General Product Safety Regulation (GPSR) (EU) 2023/988	Nearly all consumer products	Mandatory	European Commission – General Product Safety Regulation
Textile Labelling Regulation (EU) 1007/2011	Sportswear, Martial Arts Uniforms, Textile Items, Highland Outfitters, Military Uniforms	Mandatory	Your Europe – Textile Labels (European Union)
Medical Device Regulation (EU) 2017/745 (MDR)	Surgical Instruments, Medical Gloves	Mandatory	EUR-Lex – Medical Device Regulation (EU) 2017/745
PPE Regulation (EU) 2016/425	Industrial Gloves, Protective Sports Equipment, Protective Police & Military Equipment	Mandatory	European Commission – PPE Regulation (Internal Market SMEs)
Food Contact Materials Regulation (EC) 1935/2004	Kitchenware, Hollowware, Cutlery	Mandatory	EUR-Lex – Food Contact Materials Regulation
CITES	Leather (Exotic Species), Musical Instruments (Protected Woods)	Mandatory (where applicable)	CITES Official Website
EU Deforestation Regulation (EUDR)	Wooden Musical Instruments, Wood Accessories	Mandatory (where applicable)	European Commission – EU Deforestation Regulation

Key Interesting Facts/Opportunities

Spain is Pakistan's second-largest trading partner within the European Union. The EU GSP+ scheme provides preferential access for many Pakistani products, enhancing their competitiveness in the Spanish market.

The presence of a well-established Pakistani diaspora, strong retail and e-commerce sectors, and increasing consumer preference for quality and sustainable products further enhance export opportunities for Pakistani businesses.

Shoes & Saddlery: Spain imported US\$ 5.95 billion in 2025, making it the largest opportunity among these sectors. Strong demand exists for leather footwear, safety shoes, equestrian products, and saddlery, particularly for high-quality and design-oriented products.

Surgical Instruments: With imports of US\$ 3.26 billion, Spain is a major European market for medical devices. Pakistani manufacturers can capitalize on demand for surgical instruments by complying with EU medical regulations and quality standards.

Leather Products: Spain imported US\$ 2.49 billion worth of leather products, creating significant opportunities for leather garments, handbags, wallets, belts, gloves, footwear, and fashion accessories, particularly in premium and sustainable product segments.

Sports Wear: Imports reached US\$ 602.05 million, reflecting growing demand for athletic apparel. Pakistani exporters can target sports brands, retailers, clubs, and e-commerce platforms with customized, performance-oriented sportswear.

Sports Goods: Spain imported US\$397.77 million worth of sports goods in 2025, presenting significant export potential for Pakistan. Following Spain's victory in the FIFA World Cup 2026, demand for football-related merchandise, training equipment, sportswear, fitness products, and sporting accessories is expected to strengthen. This creates promising opportunities for Pakistani manufacturers particularly from Sialkot to expand exports of footballs, sports equipment, and related products through innovation, quality compliance, branding, and strategic partnerships with Spanish distributors, retailers, and sports organizations.

Cutlery & Crockery: Imports totaled US\$ 273.99 million, offering opportunities for premium stainless-steel cutlery, kitchenware, and tableware supplied to hospitality businesses, wholesalers, and retail chains.

Gloves & Protective Equipment: Spain imported US\$ 147.46 million worth of gloves and protective equipment. Demand from healthcare, industrial safety, construction, sports, and manufacturing sectors presents promising prospects for Pakistani manufacturers meeting European safety standards.

Musical Instruments: Imports of US\$ 57.74 million indicate opportunities for Pakistani manufacturers of drums, guitars, violins, harmoniums, and other specialty musical instruments, particularly in cultural, educational, and retail markets.

Badges: Spain imported US\$ 54.54 million worth of badges and related products. Pakistani manufacturers can supply customized badges, medals, lapel pins, promotional merchandise, and souvenir products for corporate, sports, tourism, and event sectors.

Strategies to Effectively Target the Spanish Market

- Leverage EU GSP+ to offer competitively priced products.
- Attend online webinars organized by chambers of commerce, trade bodies, and embassies to better understand business opportunities and market requirements.
- Comply with EU standards and obtain relevant certifications.
- Partner with Spanish importers, distributors, and retail chains to expand market access.
- Participate in major trade fairs in Spain and Europe to connect with buyers.
- Utilize e-commerce platforms such as Amazon Spain and others to reach consumers directly.
- Emphasize sustainability and ethical manufacturing to meet growing consumer preferences.
- Offer customized and private-label (OEM) solutions for Spanish brands and retailers.
- Develop Spanish-language marketing materials to improve customer engagement.
- Leverage the Pakistani diaspora and trade networks to identify business opportunities.
- Strengthen digital marketing through social media, SEO, and B2B marketplaces to generate leads.

The top half of the page features a background image. The left side shows a close-up of the Spanish flag (three horizontal stripes of red, yellow, and red) waving. The right side shows the Guggenheim Museum Bilbao, a modern building with a complex, reflective facade, set against a clear blue sky.

USEFUL LINKS

Embassy of Pakistan Madrid, Spain

<https://mofa.gov.pk/madrid-contact-us>

Embassy of Spain, Islamabad

<https://www.exteriores.gob.es/Embajadas/islamabad/en/Paginas/index.aspx>

Ministry of Economy, Trade and Enterprise, Spain

<https://comercio.gob.es/en-us/Paginas/Contacto.aspx>

Spanish Customs

<https://sede.agenciatributaria.gob.es/>

Business Visa Information:

<https://www.exteriores.gob.es/Embajadas/islamabad/en/ServiciosConsulares/Paginas/Consular/Visados-Schengen.aspx>

Visa Appointments and Submission

<https://thespainvisa.com/>



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 Spain.

Exhibition Name	Website
Barcelona Textile Expo	https://barcelonatextileexpo.com/en_us/
Barcelona Bridal Fashion Week (Fashion Show for Wedding Dresses, Communion Dresses, Ceremonies and Accessories)	https://www.barcelonabridalweek.com/
MOMAD 1st Edition (International High End Fashion, Textile, Footwear and Accessories Fair)	https://www.ifema.es/en/momad
MOMAD 2nd Edition	https://www.ifema.es/en/momad
BIME Luthier Show (Music and Music instruments fair)	https://bime.org/
FUTURMODA (International fair of leather, and machinery for footwear leathersgoods)	https://www.futurmoda.es/
EXPODENTAL (International Exhibition of Dental Equipment, Products and Services)	https://www.ifema.es/en/expodental
Hostelco (International Exhibition of Equipment for Restaurants, Hotels and Communities)	https://www.hostelco.com/en/
Cevisama (International Exhibition of Ceramics for Architecture, Bathroom and Kitchen Equipment, etc.)	https://cevisama.feriavalencia.com/en/
FIMI (International Fair of Children's and Youth Fashion coinciding with BabyKid Spain)	https://www.fimi.es/en/bksfimi/
Home Textiles Premium by Textilhogar (International Home Textiles Fair)	https://www.textilhogar.com/
Estil i Moda (Professional footwear fair)	https://www.estilimoda.com/
Dojo Arena (National fair of contact sports and martial arts)	https://deportedecontacto.com/dojo-arena/
XLI de "No solo Militar"	https://www.nosolomilitaria.es/
Espacio Cocina - SICI Trends & Technology (cooking)	https://espaciococina.feriavalencia.com/
Ibercut (Knife Fair & Knife Show)	https://www.ibercut.es/
Padel World Summit	https://www.padelsummit.com/

GHULAM ISHAQ KHAN INSTITUTE OF ENGINEERING SCIENCES AND TECHNOLOGY (GIKI)

Computer Science and Engineering



FOREIGN OBJECT DEBRIS
DETECTION AND
LOCALIZATION ON
AIRPORT RUNWAYS USING
SUPER RESOLUTION





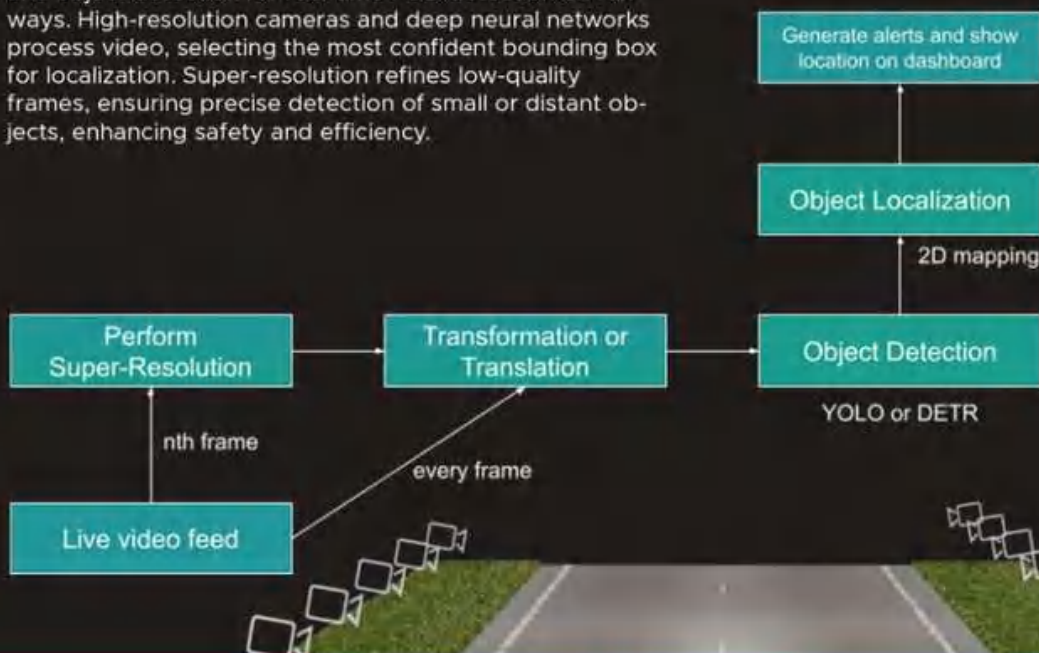
FOREIGN OBJECT DEBRIS (FOD) DETECTION AND LOCALIZATION ON AIRPORT RUNWAYS USING SUPER-RESOLUTION

Project Description

This AI-powered innovation will transform airport safety by accurately detecting and pinpointing Foreign Object Debris (FOD) on runways, ranging from bolts and tire debris to birds and animals.

Methodology

This project integrates deep learning, super-resolution, and object detection for real-time FOD detection on runways. High-resolution cameras and deep neural networks process video, selecting the most confident bounding box for localization. Super-resolution refines low-quality frames, ensuring precise detection of small or distant objects, enhancing safety and efficiency.



Technologies



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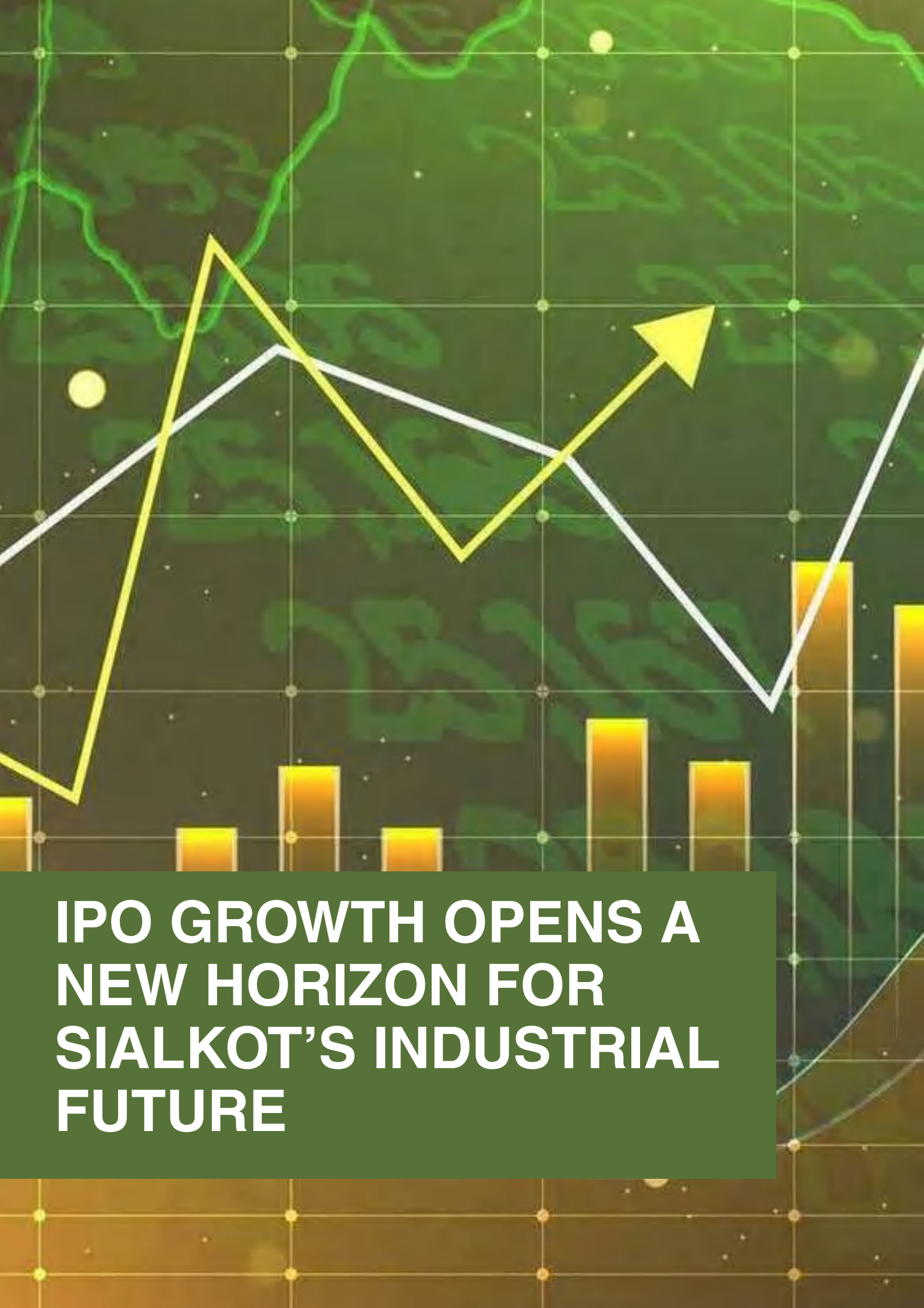
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IPO GROWTH OPENS A NEW HORIZON FOR SIALKOT'S INDUSTRIAL FUTURE

Pakistan's capital market is once again signaling opportunity. The recent rise in Initial Public Offering (IPO) activity on the Pakistan Stock Exchange reflects renewed investor confidence, stronger liquidity, and a growing appetite for quality businesses with credible growth stories. For a city like Sialkot, which has built its name on exports, craftsmanship, and entrepreneurial resilience, this trend carries special significance.

Sialkot's economy has long been driven by small and medium enterprises, family-owned units, and cluster-based production in sports goods, surgical instruments, leather, and allied manufacturing. This model has created remarkable export strength, yet it has also kept many businesses limited in scale. The IPO window now offers a new pathway: to convert proven local enterprises into public limited companies, attract fresh capital, strengthen governance, and move from fragmented ownership to institutional growth.

At present, Sialkot has only one listed company of note, Grays Leasing. That reality itself should serve as a wake-up call. A city that contributes so much to Pakistan's export economy deserves a far greater presence in the capital market. If leading businesses such as AirSial and Forward Sports were to become public limited companies, the impact would be transformative. It would not only expand investor choice, but also create landmark national brands rooted in Sialkot's industrial identity.

An AirSial listing, for instance, could open the door to fleet expansion, stronger regional connectivity, and greater financial participation from local investors and the Pakistani diaspora. Likewise, a public offering by Forward Sports would showcase Sialkot's export excellence to the entire market while mobilizing capital for technology upgrades, product innovation, and scale. Similar opportunities exist across the city's sports, surgical, textile, and light engineering sectors.

The real strength of this model lies in consolidation. Sialkot's small exporters can think beyond isolated growth and begin to imagine consortiums, holding structures, and special purpose vehicles that bring together capital, assets, and ambition. In this way, small pennies can be converted into big rewards. Shared ownership can help smaller businesses meet the threshold for public listing, spread risk more effectively, and build larger, more competitive entities.

For Sialkot's investors, this shift means more than share ownership. It means participation in wealth creation, access to dividend income, and a direct stake in the city's future. For Sialkot's entrepreneurs, it means moving beyond the SME label and entering the realm of national corporations.

The challenge now is to prepare the ecosystem. Chamber-led awareness, professional auditing, governance reform, and listing readiness can help convert this vision into reality. If Sialkot's business community embraces the public limited model, the city can evolve from a cluster of successful SMEs into a true corporate powerhouse.





DUAL APPROVAL SYSTEMS

Strengthening Payment Security in
Export Businesses

Dual Approval Systems

Strengthening Payment Security in Export Businesses

As export businesses increasingly rely on digital banking and international transactions, securing payment approvals has become more important than ever. One of the most effective internal controls against financial fraud is the Dual Approval System, also known as the Four-Eyes Principle. This process requires that large or international payments be reviewed and approved by at least two authorized officials before they are processed.

Why Dual Approval Matters

Cybercriminals often target finance departments through phishing emails, fake invoices, and business email compromise (BEC) scams. If a single employee has the authority to approve payments, a single mistake or compromised account can result in significant financial losses. A dual approval system introduces an additional layer of verification, making unauthorized or fraudulent transactions much more difficult.





Best Practices for Implementing Dual Approval

To make the system effective, businesses should:

1. Define Approval Limits: Require dual approval for all large-value or international transactions.
2. Separate Responsibilities: Ensure the person initiating the payment is different from the approvers.
3. Verify Payment Details: Confirm beneficiary names, bank account numbers, and payment amounts before approval.
4. Use Secure Banking Platforms: Enable maker-checker or multi-level authorization features available in online banking systems.
5. Maintain Audit Records: Keep a complete record of all approvals for future reference and compliance.
6. Train Finance Staff: Educate employees on payment fraud, phishing, and verification procedures.

Benefits for Export Businesses

For exporters in Sialkot, where international payments are a routine part of business, implementing dual approval offers several advantages:

- Reduces the risk of fraudulent or unauthorized payments.
- Prevents errors in payment amounts or beneficiary details.
- Ensures greater accountability and transparency in financial operations.
- Protects the company from internal misuse of payment authority.
- Builds confidence among international buyers, suppliers, and financial institutions.

Conclusion

A dual approval system is a simple yet highly effective safeguard against payment fraud and human error. For export businesses in Sialkot, where international financial transactions involve significant value and strict timelines, requiring approval from at least two responsible officials helps protect company assets, strengthens internal controls, and promotes secure financial management. Implementing this practice is a smart investment in business security and long-term trust with global partners.



CHOOSING THE RIGHT FREIGHT FORWARDER

A Guide for Exporters

International trade is built on trust, timely delivery, and professional logistics services. While exporters invest significant time and resources in manufacturing quality products and securing overseas buyers, the success of an export order also depends on selecting a reliable freight forwarder or logistics service provider.

The Sialkot Chamber of Commerce & Industry (SCCI) received several complaints from exporters, particularly new exporters, regarding shipment delays, poor handling of cargo, lack of proper documentation, hidden charges, and unprofessional conduct by some logistics companies. Such issues not only result in financial losses but also damage the reputation of Pakistani exporters and may lead to the loss of valuable international customers.

Every exporter should remember that the freight forwarder acts as a bridge between the exporter and the overseas buyer. Therefore, selecting the right logistics partner is just as important as producing a quality product.

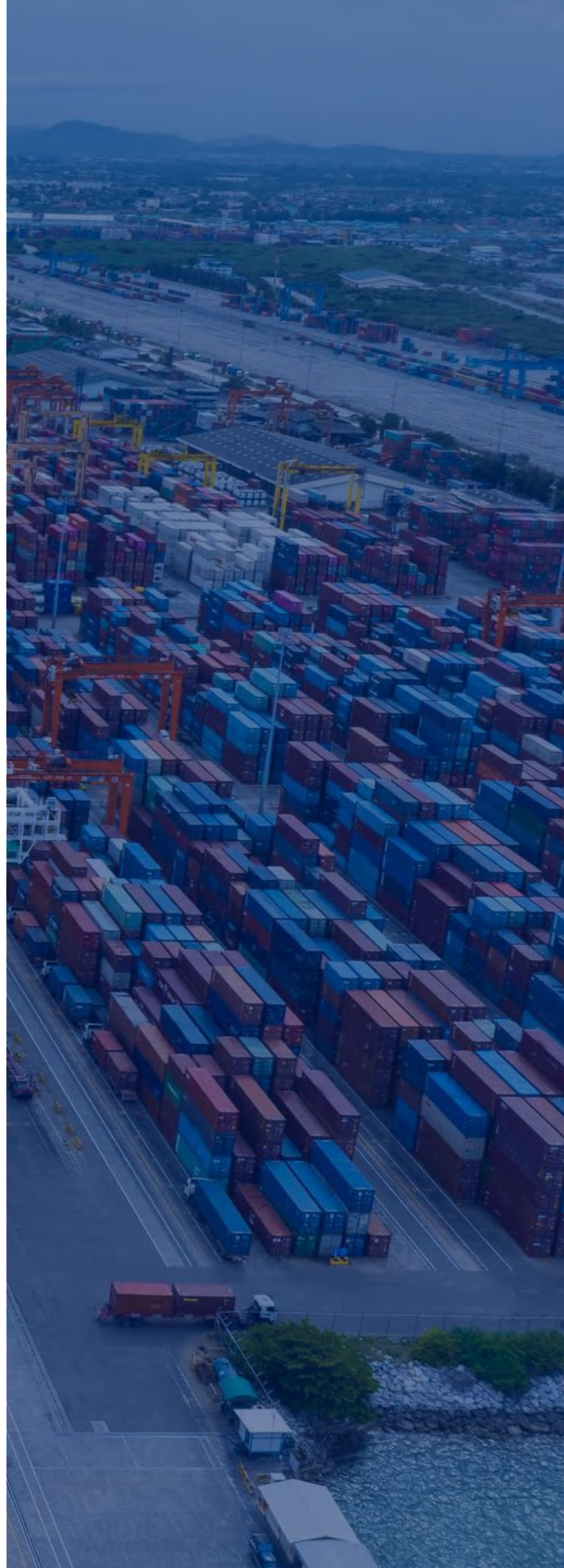
Why Choosing the Right Forwarder Matters?

A professional freight forwarder ensures:

- Timely collection and delivery of cargo.
- Proper documentation for customs clearance.
- Safe handling and packaging of shipments.
- Accurate tracking of consignments.
- Compliance with international shipping regulations.
- Transparent pricing without hidden charges.
- Prompt communication in case of any issue.

On the other hand, dealing with an inexperienced or unauthorized logistics company may result in:

- Delayed deliveries.
- Cargo damage or loss.
- Customs clearance problems.
- Unexpected additional charges.
- Difficulty in claiming compensation.
- Loss of buyer confidence and future business.



Checklist Before Handing Over Your Shipment

Before selecting any freight forwarder or courier company, exporters should carefully verify the following:

1. Verify Company Registration

Ensure that the logistics company is legally registered and has a permanent business office in Pakistan. Avoid dealing with companies operating without proper business credentials.

2. Check Industry Memberships

A reputable freight forwarder is generally affiliated with recognized national and international organizations. These affiliations indicate that the company follows internationally accepted standards and ethical business practices.

Some recognized organizations include:

- Pakistan International Freight Forwarders Association (PIFFA)
- International Federation of Freight Forwarders Associations (FIATA)
- International Air Transport Association (IATA) (for air cargo services)
- World Cargo Alliance (WCA)
- JCTrans Logistics Network
- Global Logistics Network (GLN)

Membership in these organizations does not guarantee perfect service, but it demonstrates that the company operates within recognized professional frameworks.

3. Confirm Experience

Ask how long the company has been operating and whether it has experience handling shipments similar to your products and destination markets.

4. Request a Written Quotation

Always obtain a written quotation before booking your shipment. The quotation should clearly mention:

- Freight charges
- Fuel surcharge
- Security surcharge
- Handling charges
- Customs clearance charges (if applicable)
- Destination charges (if applicable)
- Transit time
- Any additional fees

Never rely solely on verbal commitments.





5. Review the Shipping Documents

Before handing over your cargo, ensure you receive or understand the following documents where applicable:

- Air Waybill (AWB)
- Bill of Lading (B/L)
- House Air Waybill (HAWB) or House Bill of Lading (HBL), if issued
- Commercial Invoice
- Packing List
- Certificate of Origin (where required)
- Export GD or Customs Declaration
- Booking Confirmation
- Delivery Receipt or Cargo Acceptance Receipt

Always keep copies of every document.

6. Verify Tracking Facilities

A professional logistics company should provide an online tracking system or regular shipment updates.

7. Understand Insurance Coverage

Ask whether your shipment is insured. If not, consider purchasing cargo insurance, particularly for high-value shipments. Insurance can protect exporters against losses arising from damage, theft, or unforeseen incidents during transportation.

8. Understand Liability

Read the company's terms and conditions carefully. Understand:

- Compensation policy for lost cargo
- Damage claims procedure
- Time limit for lodging complaints
- Limitation of liability

Many exporters overlook these important clauses until a problem arises.

9. Maintain Proper Records

Keep copies of:

- Emails
- Quotations
- Invoices
- Receipts
- Tracking records
- Payment proofs
- Communication with the forwarder

Proper documentation can be invaluable if a dispute occurs.

10. Check Customer Reputation

Before selecting a new logistics company, seek feedback from fellow exporters, business associations, or reputable industry contacts. A company's service history often reflects its reliability.

Warning Signs

Exporters should be cautious if a logistics company:

- Offers unusually low freight rates compared to the market.
- Refuses to provide written quotations.
- Avoids issuing proper receipts.
- Does not provide shipment tracking.
- Frequently changes shipment schedules without explanation.
- Has no identifiable office or customer support.
- Delays responding to customer inquiries.
- Is unwilling to disclose its affiliations or registration details.



Best Practices for Exporters

To minimize risks, exporters are encouraged to:

- Compare quotations from multiple logistics providers.
- Build long-term relationships with reliable forwarders.
- Read all terms and conditions before confirming a shipment.
- Insure valuable cargo whenever appropriate.
- Report unethical practices to the relevant authorities or industry associations.
- Never select a forwarder solely based on the lowest price.

A Shared Responsibility

The growth of Pakistan's exports depends not only on quality manufacturing but also on efficient and professional logistics services. Exporters, freight forwarders, customs authorities, airlines, shipping lines, and regulatory bodies all have a role in ensuring that cargo moves safely, efficiently, and transparently across international borders.

Professional logistics services strengthen buyer confidence, improve Pakistan's image in global markets, and help exporters compete more effectively.

Message from Sialkot Chamber of Commerce & Industry

The Sialkot Chamber of Commerce & Industry advises all exporters, particularly those entering international markets for the first time, to exercise due diligence before appointing any freight forwarder or logistics company. Careful verification of credentials, documentation, service quality, and professional affiliations can help prevent unnecessary financial losses and protect valuable business relationships.



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