

CHAMBER'S COMMUNICATOR

MAY 2026 | ISSUE NO 7

The Hidden Risks of AI

Protecting Trade Secrets
in the Age of Chatbots



EXPORT INSIGHT

ARGENTINA COUNTRY REPORT



MAGICQC – AI-BASED GARMENT MEASUREMENT SYSTEM

PRECISION, SPEED & CONSISTENCY IN QUALITY CONTROL



Chinese Guarantee Letter – Facilitation Update

Simplified Documentation for Business Visa Applicants



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

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**“THE BUYER AND THE SELLER HAVE THE OPTION (TO CANCEL)
AS LONG AS THEY HAVE NOT PARTED; AND IF THEY SPEAK THE
TRUTH AND MAKE CLEAR (THE DEFECTS), THEY WILL BE
BLESSED IN THEIR TRANSACTION.”**

SAHIH AL-BUKHARI, HADITH 2079

PRESIDENT'S MESSAGE

“Continuous learning, innovation, and strategic awareness are the pillars that enable businesses to remain competitive in an ever-changing global economy.”

Dear Members,

It is my pleasure to present the 7th edition of SCCI's E-Magazine, "Chamber's Communicator." This edition brings together a range of insightful topics reflecting emerging global trends, technological advancements, and facilitation initiatives for Sialkot's export industry.

The highlights include a Country in Focus on Argentina, exploring opportunities to strengthen trade relations and diversify export markets in South America. The article provides an overview of Argentina's market potential, import trends, and possible avenues for Sialkot exporters to expand their presence in this promising destination.

Among the key features is "MagicQC – AI-Based Automated Garment Size Measurement System," which presents an innovative application of artificial intelligence for improving accuracy, efficiency, and quality assurance in garment manufacturing. The adoption of such smart technologies can help exporters enhance productivity and maintain international compliance standards.

This edition also addresses emerging concerns in "The Hidden Risks of AI: Protecting Trade Secrets in the Age of Chatbots." The article highlights potential risks associated with the use of AI tools and offers practical guidance to safeguard confidential business information, intellectual property, and sensitive trade data.

This issue also includes "Facilitation for Chinese Guarantee Letter – Update for Members," highlighting SCCI's efforts to simplify documentation. The relaxation will help reduce processing time and ease the application process. It also covers Stuck Payments, Stronger Solutions: Pakistan Steps into The Singapore Convention.

At SCCI, we remain committed to equipping our members with forward-looking knowledge, technological awareness, and practical facilitation measures to support sustainable growth and international expansion.

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

Best Regards,



Syed Ahtesham Maghar
President

PAKISTAN

ARGENTINA

TRADE

FINANCIAL YEAR (JUL-JUN 2025)

TOTAL TRADE
\$406.785
MILLION

Exports to Argentina: 51.908 USD (M)
Import from Argentina: 354.877 USD (M)

Source: State Bank of Pakistan

Description	Sialkot Exports to Argentina- 2024	Argentina's Imports from World-2024
Sports Wear	0.039	10.112
Cutlery & Crockery	0	29
Badges	0.021	3.726
Musical Instruments	0	5.127
Leather Products	0.522	244.497
Sports Goods	7.744	37.707
Gloves & Protective Equipment	1.903	11.32
Surgical Instruments	1.914	271.907
Shoes & Saddlery	0	619.849
Total	12.143 M	1.233 B

(SOURCE: TRADEMAP/WORLD BANK)
Pakistan Bureau of Statistics
All values in Million US\$ for the Year 2024

The table presents Sialkot's export performance for the year 2024, amounting to US\$12.143 million, compared with Argentina's total global imports of US\$ 1.233 billion, indicating considerable scope for enhancing bilateral trade in the above-mentioned sectors.

UNLOCKING NEW FRONTIERS: PAKISTAN'S EXPORT OPPORTUNITIES IN ARGENTINA

“EMERGING OPPORTUNITIES IN TRADE, SPORTS & DIGITAL ECONOMY”



Argentina's economy is the third largest in Latin America and the second largest in South America after Brazil.

It ranks third as global lithium reserve, tenth in gold, and is amongst the top ten silver producers.

Argentina is a member of G-15 and G20 and also a founding member of UN, WTO, MERCOSUR, ALADI and CELAC.

However, since August 2024 till date, the Argentine Government has been easing the import restrictions i.e., SIRA/SEDI ended, PAIS tax on import payments ended, import payments restrictions relaxed, import tariffs for various products were reduced and government announced several market opening policies.

Argentina's fintech sector is growing rapidly with solutions in digital payments, lending, and investment. High mobile usage and demand for digital services are driving financial inclusion and innovation.

The recent move by the Argentine Football Association (AFA) to welcome Pakistan into its football community presents a valuable opportunity for the country's football industry. It opens doors for international collaboration, knowledge transfer, and improved training standards through association with a world-class system like the Argentina national football team.

Additionally, the launch of “AFA Pakistan” as a brand can attract investment, increase fan engagement, and support grassroots development helping strengthen and modernize Pakistan's football ecosystem.

Strong football culture and success in the FIFA World Cup create demand for footballs, training equipment, goalkeeper gloves, and accessories offering export potential for Pakistani sports goods.

High participation in football increases demand for jerseys, team kits, training wear, and fan apparel, creating opportunities for Pakistani sportswear exporters.

Argentina's strong polo culture creates demand for saddles, bridles, gloves, boots, and leather accessories, providing opportunities for Pakistan's leather and saddlery sector.

As Argentina accelerates digital transformation, Pakistani companies can tap opportunities in e-commerce, fintech, Edtech, and agri-tech, supported by rising demand for digital solutions.

Argentina has relatively high healthcare spending and a universal public health system focused on expanding access. Government data highlights ongoing investment in healthcare services, while reliance on imported medical equipment suggests potential opportunities in advanced medical technologies.

ARGENTINA: PROFILE

GEOGRAPHIC/ DEMOGRAPHICS/ ECONOMIC OVERVIEW:



Region: South American



Language: Spanish (Official)



Population: 47.3 million (2025)



GDP: USD 680 billion (2025)

MAJOR IMPORTS OF ARGENTINA



Electrical machinery & equipment
(including electronic goods)



Iron and steel products



Optical, photographic, measuring & medical instruments



Miscellaneous chemical products



Industrial **raw** materials & components



Consumer goods (smaller share of total imports)



Vehicles & automotive parts



Chemicals & pharmaceuticals



Mineral fuels, mineral oils & energy products



Plastics and plastic articles

DIGITAL & E-COMMERCE LANDSCAPE

MAJOR SOCIAL MEDIA PLATFORMS



MAJOR E-COMMERCE PLATFORMS

LOCAL PLATFORMS



mercado
libre



tienda
nube



Carrefour
Argentina online



FRAVEGA

INTERNATIONAL / CROSS-BORDER PLATFORMS



POPULAR ONLINE PRODUCT CATEGORIES



Food & beverages



Home/
furniture/
garden



Tools &
construction



Clothing &
shoes



Personal
care / beauty
products



Household
appliances
(white goods)

INSTITUTIONAL ARRANGEMENTS BETWEEN PAKISTAN & ARGENTINA



Pakistan Mercosur Framework
Agreement on Trade



Bilateral political Consultation



Pakistan Argentina Joint Commission
Parliamentary Friendship Group
A number of MOUs/ agreements exists
between the countries

STANDARDIZATIONS AND CERTIFICATIONS

IMPORTS MUST COMPLY WITH ARGENTINE STANDARDS AND LABELING REQUIREMENTS.

Product Category	Regulating Agency	Official Link
Surgical Instruments / Medical Devices	National Administration of Drugs, Food and Medical Devices (ANMAT)	https://www.argentina.gob.ar/anmat-en
Gloves & Protective Equipment (medical/PPE)	National Administration of Drugs, Food and Medical Devices (ANMAT)	https://www.argentina.gob.ar/anmat-en
Cutlery & Crockery (food-contact items)	National Administration of Drugs, Food and Medical Devices (ANMAT)	https://www.argentina.gob.ar/anmat-en
Pharmaceuticals, Medical Devices & Cosmetics	National Administration of Drugs, Food and Medical Devices (ANMAT)	https://www.argentina.gob.ar/anmat-en
Food Products	National Administration of Drugs, Food and Medical Technology (ANMAT)	https://www.argentina.gob.ar/anmat
Agricultural Products	SENASA	https://www.argentina.gob.ar/senasa

TARIFFS & DUTIES:

- Mercosur Common External Tariff (CET)
- textile goods (20%, 18%, 16% etc)
- Inflatable footballs (35%)
- Hockey sticks (35%)
- Salt (4%)
- Rice (10%)
- Cutlery, Scissors, razor blades (18%)
- Rubber articles (14%)
- Leather trunks, apparel, suitcases, bags etc. (20%)
- Footwear (20%)
- Glass articles (18%)
- Tennis, Badminton Rackets, Balls (excluding inflatables) (20%)
- Parts and accessories of bodies for tractors, motor vehicles (15%)
- Leather belts (20%)
- Refrigerators and washing machines (from 35 to 20%)
- Tyres (6%)
- Electric fans (13%)
- Motorcycles, bicycles (20%)
- PET plastic (bottles) (6%)

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 Argentina.

EMITEX – Textile & Apparel Industry Fair
<https://industriatextilexpo.ar.messefrankfurt.com/>

Argentina Fashiontex – Fashion, Textile & Accessories Expo
<https://argentinafashiontex.com>

EXPOCAIPIC – Footwear Industry Fair
<https://www.caipic.org.ar/expocaipic>

ExpoFerretera – Hardware & Industrial Supplies Expo
<https://ar.messefrankfurt.com/buenos-aires/en.html>

Intersec Buenos Aires – Sports Goods, Gloves, Protective Equipment, Industrial Safety
<https://ar.messefrankfurt.com/buenos-aires/en.html>

Salon Moto – Bikes & Accessories
<https://salon-moto.ar.messefrankfurt.com/buenos-aires/es.html>

EXPO Ferretera – Hardware Store Items, Sanitary Ware, Paints, Building Materials
<https://expoferretera.ar.messefrankfurt.com/buenosaires/es.html>

EFICA 2025 – Footwear and Leather Goods
<https://www.calzadargentino.org.ar/efica/>

Automechanika Buenos Aires – Automotive Industry
<https://automechanika.ar.messefrankfurt.com>

IMPORTANT LINKS FOR INFORMATION

Embassy of Argentina, Islamabad
<https://epaki.cancilleria.gob.ar/en>

Embassy of Pakistan in Buenos Aires, Argentina
<https://www.mofa.gov.pk/buenos-aires?utm>

Ministry of Economy in Argentina
<https://www.argentina.gob.ar/economia>

For Business Visa Application/ Requirement
<https://epaki.cancilleria.gob.ar/en/business-visa-1>



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 اوراق 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 / بینک ڈرافٹ چیمبر ہذا کو 30 اپریل 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 4 X 6 انچ) پوٹریٹ
کوآٹر سائز (ریگولر)	25,000/- روپے	(سائز 3 X 4 انچ) پوٹریٹ
ہاف کوآٹر سائز (ریگولر)	15,000/- روپے	(سائز 2 X 3 انچ) پوٹریٹ

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

مزید معلومات و رابطہ کیلئے عبدالرؤف، ڈپٹی سیکرٹری پبلیکیشن سے رابطہ کریں۔ بہت شکریہ

سید احتشام مظہر

صدر، سیالکوٹ چیمبر آف کامرس اینڈ انڈسٹری

CHINESE VISA GUARANTEE LETTER

UPDATE FOR MEMBERS



The Sialkot Chamber of Commerce & Industry continues its efforts to simplify documentation requirements for members applying for Chinese visas under the Guarantee Letter facility. After successful negotiations with the China Embassy, an important relaxation has been granted to all the applicants.

- The requirement of Apostille of Personal Bank Statement has been removed.
- Applicants will now submit Personal Bank Statement for the last six months duly attested by the concerned bank, without Apostille from MoFA.
- However, the Police Character Certificate must still be Apostilled by the Ministry of Foreign Affairs, and this requirement remains unchanged.
- All other documentation requirements for the Chinese Guarantee Letter will remain the same.
- This development will help reduce processing time, documentation cost, and inconvenience for applicants.
- SCCI remains actively engaged with relevant authorities to further streamline documentation and facilitate the business community of Sialkot.

QUICK CHECK LIST

FOR DIRECTORS / MANAGING DIRECTORS / PARTNERS / PROPRIETORS

1. Company should be an active member of Sialkot Chamber of Commerce & Industry
2. Request letter (at Company's Letter head) signed by the representative.
3. Application Form (available from the Chamber affix one photo) to be filled in by the applicant duly signed.
4. 2 - Undertakings (available from the Chamber)
5. Copy of invitation from Foreign Customer
6. In case of Exhibition, copy of proof of booking of stall, copy of invoice, copy of proof of payment
7. Personal Bank Statement duly attested by the concerned Bank for the last Six months.
8. Passport photocopies (if travelled to China before, please attach photocopies of the visa and Entry-Exit Stamps)
9. If Passport changed, photocopy of new passport containing endorsement of previous passport.
10. Copy of the National Tax Number (Individual and Company)
11. Police Character Certificate (Apostille by MoFA) (<https://apostille.mofa.gov.pk/>)
12. Membership Certificate of Sialkot Chamber of Commerce & Industry

ADDITIONAL DOCUMENTS REQUIRED

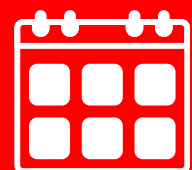
FOR MANAGERS

Including above requirements from Serial # 1 to 12 under mentioned documents must be attached.

1. Bank Guarantee showing that Manager is also operating Bank Account on behalf of firm/ Company for the last Six months
2. Proof of NTN that he is paying National Tax
3. Filing of return of Manager
4. Signature of Firm's/ Company's authorized representative in the Chamber must be verified from the Chamber's record.
5. Service Certificate with monthly drawing salary/ photo copy of National Identity Card.
6. Undertaking from the authorized representative regarding return back of the applicant.

NOTE:

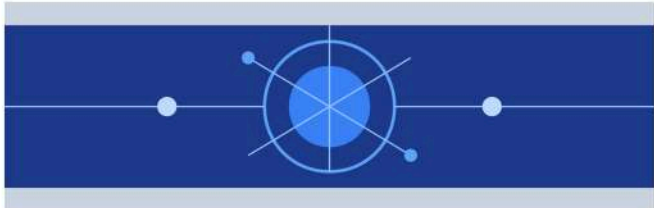
THE APPLICANTS FOR THE VISA GUARANTEE LETTER FOR CHINA WILL BE PROCESSED IN 3 BUSINESS WORKING DAYS, SO PLEASE SUBMIT YOUR VISA APPLICATION SUPPORTED BY THE REQUIRED DOCUMENTS WELL BEFORE TIME TO THE SIALKOT CHAMBER.



THE HIDDEN RISKS OF AI

Protecting Trade Secrets in the Age of Chatbots

The growing use of Artificial Intelligence (AI), particularly tools like ChatGPT, has transformed how businesses handle communication and data. Exporters now use AI to draft emails, prepare contracts, and analyze pricing. While these tools improve efficiency, they also create a serious risk—accidental exposure of confidential business information.

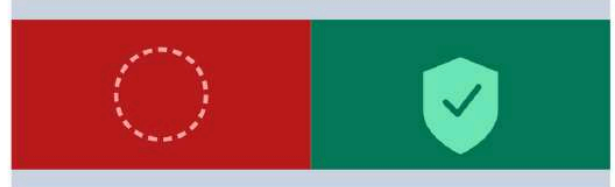


WHY THIS MATTERS FOR SIALKOT EXPORTERS

Sialkot's export industries depend on proprietary manufacturing techniques, competitive pricing, and trusted client relationships. Entering such sensitive information into public AI tools can result in data leakage, where business-critical information may be stored or processed outside the company's control. This can:

- **Expose trade secrets**
- **Reduce competitive advantage**
- **Damage client trust**
- **Lead to legal or contractual risks**

In global markets, even minor data exposure can have significant consequences.



PUBLIC VS. SECURE AI

Exporters must understand the difference between:

- **Public AI Tools:** Open platforms that process user inputs online and may store or reuse data. These are not suitable for confidential information.
- **Enterprise AI Solutions:** Secure, organization-controlled systems with data protection measures, making them safer for business use.

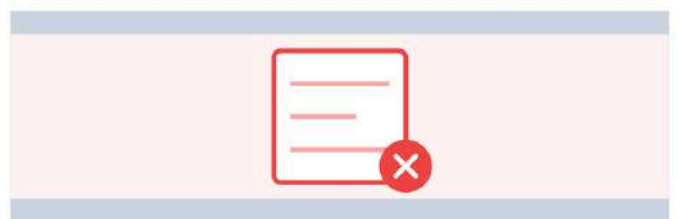
Using the wrong type of AI tool for sensitive tasks increases the risk of information leakage.



ESTABLISHING A POLICY

To reduce risks, businesses should implement a basic Acceptable AI Use Policy:

1. Define clear guidelines on acceptable and restricted data usage.
2. Prohibit sharing confidential information on public AI tools.
3. Approve only secure, company-authorized AI platforms.
4. Train employees on safe and responsible AI practices.
5. Monitor usage and ensure compliance within the organization.



WHAT SHOULD NEVER BE SHARED

Avoid entering the following into public systems:

- Client details & communication records
- Pricing strategies & financial data
- Unreleased product designs
- Contracts and internal documents

CONCLUSION

AI is a powerful business tool, but it must be used responsibly. For exporters in Sialkot, protecting trade secrets is essential for maintaining competitiveness and global credibility. By adopting secure AI practices and clear policies, businesses can benefit from innovation while safeguarding their most valuable information.



AI-Based Automated Garment Size Measurement System

Replace *Manual Tape* – Embrace *Precision*

Advanced AI vision for smart measurement, giving you confidence in every shipment



Automated Measurement
No Tape, No Errors



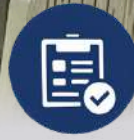
High-Resolution Camera
Precision Imaging



Flat Illuminated Table
Millimeter Accuracy



Advanced AI Vision
Smart Measurement



Digital Reporting
and Traceability

MagicQC is an automated garment size measurement system developed by Robionix Technologies (Pvt) Ltd - a NUTECH based industrial automation company led by foreign- qualified faculty and experienced industrial experts, bringing speed, accuracy, and consistency to size verification across all types of garments. It replaces manual tape measurement with intelligent vision, reducing human error and improving repeatability. MagicQC enables faster decision-making, reliable quality verification, and real-time monitoring. The system is developed in collaboration with the Multinational Export Bureau (MEB), Karachi and is ready to fulfill the needs of both local and international garment manufacturers.

Measurement Intelligence & Enterprise Reporting

- Real-time Production Counters
- Flat Precision Measurement Table
- (measured/passed/failed/pending)
- Shadow-Free Uniform Illumination
- Defect Trend Analysis
- Remote Results Monitoring Display
- Measurement Precision of ± 1 mm
- Automated PDF/CSV Export
- Multi-facility Aggregated Reporting
- Operator Control for Garment Selection

Manual MeMasaunrueaml eMnet avsu MreamgiecnQtC vs MagicQC

Speed	Slow and time-consuming	Instant measurement in seconds
Accuracy	Human error, inconsistency	AI-driven, millimeter-level precision
Consistency	Varies by operator	100% repeatable and standardized
Labor Cost	High manpower dependency	Minimal human intervention
Scalability	Difficult at high volumes	Easily scales for mass production



Robionix Technologies (Pvt) Ltd.

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Chamber's Communicator

STUCK PAYMENTS. STRONGER SOLUTIONS: PAKISTAN STEPS INTO THE SINGAPORE CONVENTION

A GAME-CHANGER FOR EXPORTERS. A NEW ERA OF ENFORCEMENT.

For Pakistan's exporters, the real challenge often begins after the shipment leaves the port. Payments from international buyers frequently get delayed or stuck due to documentation discrepancies, strict banking compliance requirements, or disputes over quality and delivery timelines. In some instances, exporters may fall short of agreed specifications, giving buyers a basis to withhold payment. However, even where exporters fully meet contractual obligations, recovery of dues remains a persistent and frustrating challenge in cross-border trade.

This structural imbalance has long placed Pakistani exporters at a disadvantage. While foreign investors entering Pakistan benefit from structured facilitation and protection through institutions such as the Board of Investment and the Special Investment Facilitation Council, exporters dealing with overseas clients have historically lacked an effective mechanism to enforce payments internationally. Legal recourse in foreign jurisdictions is often prohibitively expensive, time-consuming, and uncertain particularly for small and medium enterprises, leaving exporters exposed to cash flow disruptions and financial losses.

The Singapore Convention on Mediation changes this dynamic and notably for Pakistan it has become its signatory since 23rd May 2025. This landmark development places Pakistan within a growing global legal framework that enables the recognition and enforcement of mediated settlement agreements across borders. In practical terms, once a dispute is resolved through mediation and properly documented, the resulting agreement can be enforced in the courts of other signatory countries, much like a domestic court decree.

Exporters can secure a clear recovery path by adding dispute-resolution clauses (such as MICADR) to contracts, which mandates starting with structured mediation before escalating to binding arbitration if unresolved.

THE DISPUTE RESOLUTION JOURNEY
A typical process under this framework involves:



1. Filing of Claim

The aggrieved party files a claim with the chosen institution.



2. Appointment of Mediator

A neutral mediator is appointed by the institution in consultation with the parties.



3. Mediation & Negotiation

Parties engage in structured negotiations with the mediator to resolve the dispute.



4. Settlement Agreement

If a settlement is reached, it is documented and signed by the parties. If not, parties may proceed to arbitration.



5. Arbitration (if required)

Arbitration may be invoked, leading to a binding arbitral award.



THE ENFORCEMENT ADVANTAGE

An exporter can present the mediated settlement (or arbitral award) before a competent court in the buyer's country. The court can then:



Recognize and enforce the settlement agreement under the Singapore Convention on Mediation.



Order recovery through attachment of assets, bank accounts or other available means.



Provide a cost-effective, faster and more business-friendly alternative to lengthy litigation.

MITIGATING RISK FROM THE OUTSET

Smart exporters also use secure payment instruments to reduce risk at the beginning of the transaction:



Letters of Credit



Escrow Arrangements



Advance Payments



Documentary Collections

“Stronger contracts.
Disciplined documentation.
Enforceable outcomes.”

SECURE TODAY. CONFIDENT TOMORROW.

A PRACTICAL TOOL. A COMPETITIVE EDGE.

Pakistan's accession to the Convention is therefore more than symbolic-it is a practical tool for exporters. With stronger contracts, disciplined documentation, and enforceable dispute-resolution outcomes, exporters now possess both a shield against risk and a sword for recovery in the global marketplace.

PAKISTAN EXPORTS. PAKISTAN DELIVERS. PAKISTAN RECOVERS.



THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

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