

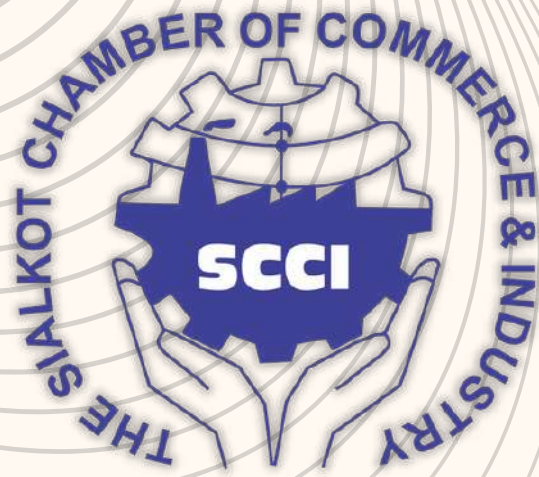
COUNTRY REPORT
**UNITED
KINGDOM**

**CHAMBERS
COMMUNICATOR**

— JULY 2026 - ISSUE 09

- ELECTRONIC
CERTIFICATES OF ORIGIN
- DIGITAL FRAUD IN
INTERNATIONAL TRADE

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



ایوان صنعت و تجارت سیالکوٹ

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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.*

“

*Businesses that embrace
innovation, leverage technology,
and build strong international
partnerships are best positioned to
succeed in an increasingly
competitive global economy.*



Syed Ahtesham Mazhar
President

Dear Members,

It is my pleasure to present the **9th edition** of SCCI's E-Magazine, "**Chamber's Communicator**." This edition brings together a diverse range of topics that reflect emerging global opportunities, technological advancements, trade facilitation initiatives, and innovative solutions shaping the future of business and industry.

A key highlight of this edition is the **Country in Focus on the United Kingdom**, providing valuable insights into one of Pakistan's most important trading partners. The article explores market opportunities and avenues for strengthening commercial ties between the two countries.

Complementing this theme is "**Sialkot, The United Kingdom and the Pakistan Britain Business Council: Building on a Shared Legacy, Shaping a Promising Future**," which examines the longstanding relationship between our business communities and highlights opportunities for enhanced collaboration, trade growth, and mutual prosperity.

This edition also features "**Vision Based Assistive Navigation System for Visually Impaired**," showcasing innovative research and technological solutions designed to improve mobility, accessibility, and quality of life.

Another important feature, "**Electronic Certificates of Origin (ECO): A Step towards Digital Trade Facilitation**," highlights the significance of digital transformation in trade documentation. The adoption of electronic certification systems can improve efficiency, transparency, and ease of doing business for exporters and importers alike.

In addition, the article "**Digital Fraud in International Trade: Common Scams Exporters Must Know**" raises awareness about emerging cyber threats and fraudulent practices affecting global commerce. It provides practical insights to help businesses safeguard their transactions and strengthen trust in international trade operations.

At SCCI, we remain committed to equipping our members with valuable knowledge, technological awareness, and practical insights that support innovation, competitiveness, and sustainable growth in the global marketplace.

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

COUNTRY REPORT

UNITED KINGDOM

PAKISTAN-UK TRADE



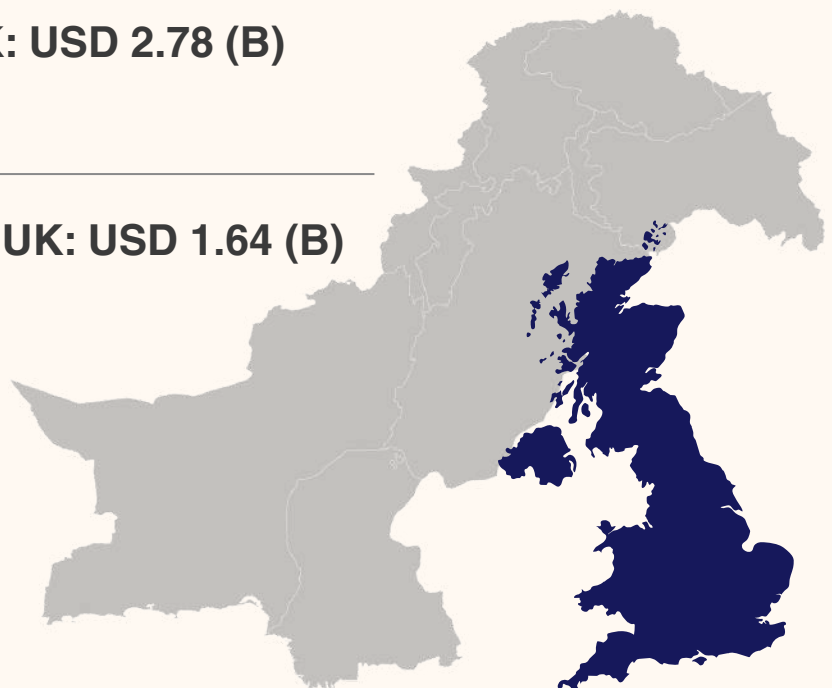


PAKISTAN-UK TRADING STATISTICS

FINANCIAL YEAR (JUL-JUN 2025)

PAKISTAN EXPORTS TO UK: USD 2.78 (B)
(GOODS & SERVICES)

PAKISTAN IMPORTS FROM UK: USD 1.64 (B)
(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 UK- 2025	UK's Imports from World-2025
Shoes & Saddlery	2.701	4962.121
Surgical Instruments	44.196	4818.682
Leather Products	20.14	2132.741
Sports Wear	43.53	523.836
Sports Goods	32.405	505
Cutlery & Crockery	2.795	267.889
Gloves & Protective Equipment	25.706	216
Musical Instruments	0.325	123.112
Badges	0.715	35.332
Total	172.51 (M)	13.58 (B)

The table presents Sialkot's export performance for the year 2025, amounting to US\$ 172.51 million, compared with UK's total global imports of US\$ 13.58 billion, indicating considerable scope for enhancing bilateral trade in the above-mentioned sectors.

Geographic / Demographic / Economic Overview

GEOGRAPHIC & DEMOGRAPHIC

REGION Northern Europe

LANGUAGE English · Scots · Ulster Scots · Scottish Gaelic · Irish · Welsh · Cornish

POPULATION

69.48M

MID-2025 ESTIMATE

GDP (NOMINAL)

£3.0T

2025 ESTIMATE

MAJOR SOCIAL MEDIA PLATFORMS

WhatsApp

Facebook

Instagram

YouTube

TikTok

Pinterest

LinkedIn

MAJOR E-COMMERCE PLATFORMS IN UK:

International Platforms:

Amazon - eBay - Etsy - Temu - AliExpress - Wayfair - TikTok Shop - Vinted - OnBuy - Joybuy

Local Platforms:

Tesco - Asda - Sainsbury's - Argos - Currys - John Lewis - Marks & Spencer - Next - Ocado - Boots

POPULAR PRODUCT CATEGORIES THROUGH ONLINE PLATFORMS:

- Fashion & Apparel
- Clothing & Accessories
- Beauty & Personal Care
- Consumer Electronics
- Home & Living / Home Decor
- Sports & Fitness Products
- Toys & Games
- Jewellery & Watches
- Health & Wellness Products
- Food & Beverages



CERTIFICATIONS AND MANDATORY COMPLIANCE REQUIREMENTS:

Product Category	Certification / Compliance Requirement	Mandatory / Voluntary	Official Authority	Official Link
Sportswear	Textile fibre composition labeling under Textile Products Regulations 2012	Mandatory	UK Government	https://www.legislation.gov.uk/uksi/2012/1102
	UK REACH compliance (restricted chemicals)	Mandatory	HSE	https://www.hse.gov.uk/reach/
	EN ISO 13688 (Protective Clothing)	Voluntary (unless PPE)	BSI	https://knowledge.bsigroup.com/products/protective-clothing-general-requirements
	EN ISO 20471 (High Visibility Clothing)	Mandatory only if PPE	BSI	https://knowledge.bsigroup.com/products/high-visibility-clothing-test-methods-and-requirements
Cutlery & Crockery	Declaration of Compliance (Food Contact Materials)	Mandatory	Food Standards Agency	https://www.food.gov.uk/business-guidance/food-contact-materials
	Food Contact Materials Regulations 2012	Mandatory	UK Government	https://www.legislation.gov.uk/uksi/2012/2619
	BS EN 1186 (Plastic migration testing)	Mandatory where applicable	BSI	https://knowledge.bsigroup.com/products/materials-and-articles-in-contact-with-foodstuffs-plastics
	BS EN 1388 (Lead/Cadmium release from ceramics)	Mandatory where applicable	BSI	https://knowledge.bsigroup.com

Product Category	Certification / Compliance Requirement	Mandatory / Voluntary	Official Authority	Official Link
Badges & Insignia	No specific certification required	N/A	Trading Standards	https://www.businesscompanion.info
	EN 71 (if intended for children/toys)	Mandatory if toy	BSI	https://knowledge.bsigroup.com/products/safety-of-toys
Musical Instruments	UKCA/CE Marking (Electronic Instruments only)	Mandatory	GOV.UK	https://www.gov.uk/guidance/using-the-ukca-marking
	Electrical Equipment Regulations 2016	Mandatory	UK Government	https://www.legislation.gov.uk/uksi/2016/1101
	EMC Regulations 2016	Mandatory	UK Government	https://www.legislation.gov.uk/uksi/2016/1091
	CITES Permit (for protected woods/ivory)	Mandatory if applicable	DEFRA/APHA	https://www.gov.uk/guidance/cites-imports-and-exports
Leather Products	UK REACH compliance (Cr VI, DMF, azo dyes)	Mandatory	HSE	https://www.hse.gov.uk/reach/
	Cr(VI) Testing	Mandatory	UKAS Accredited Labs	https://www.ukas.com/find-an-organisation/
	CITES Permit (exotic skins)	Mandatory if applicable	DEFRA/APHA	https://www.gov.uk/guidance/cites-imports-and-exports

CERTIFICATIONS AND MANDATORY COMPLIANCE REQUIREMENTS:

Product Category	Certification / Compliance Requirement	Mandatory / Voluntary	Official Authority	Official Link
Sports Goods & Equipment	General Product Safety Compliance	Mandatory	GOV.UK	https://www.gov.uk/product-safety-for-businesses
	EN 957 (Fitness Equipment)	Voluntary/Market-driven	BSI	https://knowledge.bsigroup.com
	EN 71 (Children's Sports Toys)	Mandatory if toy	BSI	https://knowledge.bsigroup.com/products/safety-of-toys
Gloves & Protective Equipment (PPE)	UKCA Marking	Mandatory	GOV.UK	https://www.gov.uk/guidance/using-the-ukca-marking
	Declaration of Conformity	Mandatory	HSE	https://www.hse.gov.uk/ppe/
	UK Responsible Person	Mandatory	GOV.UK	https://www.gov.uk/guidance/regulation-2016-425-on-personal-protective-equipment
	EN 420 (General Gloves)	Mandatory	BSI	https://knowledge.bsigroup.com
	EN 388 (Mechanical Risks)	Mandatory	BSI	https://knowledge.bsigroup.com
	EN 407 (Heat Risks)	Mandatory	BSI	https://knowledge.bsigroup.com
	EN 1078 (Helmets)	Mandatory	BSI	https://knowledge.bsigroup.com

CERTIFICATIONS AND MANDATORY COMPLIANCE REQUIREMENTS:

Product Category	Certification / Compliance Requirement	Mandatory / Voluntary	Official Authority	Official Link
Surgical Instruments (Medical Devices)	MHRA Registration	Mandatory	MHRA	https://www.gov.uk/guidance/register-medical-devices-to-place-on-the-market
	UKCA Marking	Mandatory	GOV.UK	https://www.gov.uk/guidance/using-the-ukca-marking
	UK Responsible Person	Mandatory	MHRA	https://www.gov.uk/guidance/medical-devices-uk-responsible-person
	UK Declaration of Conformity	Mandatory	MHRA	https://www.gov.uk/guidance/medical-devices-conformity-assessment-and-the-ukca-mark
	ISO 13485 (Quality Management System)	Industry Standard / Usually Required	ISO	https://www.iso.org/standard/59752.html
	ISO 10993 (Biocompatibility)	Mandatory where applicable	ISO	https://www.iso.org/standard/68936.html
	EN ISO 11137 (Sterilization Validation)	Mandatory for sterile devices	ISO	https://www.iso.org/standard/33952.html

CERTIFICATIONS AND MANDATORY COMPLIANCE REQUIREMENTS:

Product Category	Certification / Compliance Requirement	Mandatory / Voluntary	Official Authority	Official Link
Footwear	Footwear Composition Labelling	Mandatory	UK Government	https://www.legislation.gov.uk/ukxi/1995/2489
	UK REACH Compliance	Mandatory	HSE	https://www.hse.gov.uk/reach/
	EN ISO 20345 (Safety Footwear)	Mandatory for protective footwear	BSI	https://knowledge.bsigroup.com/products/personal-protective-equipment-safety-footwear
	EN ISO 20347 (Occupational Footwear)	Mandatory where applicable	BSI	https://knowledge.bsigroup.com/products/personal-protective-equipment-occupational-footwear
Saddlery	UK REACH Compliance	Mandatory	HSE	https://www.hse.gov.uk/reach/
	CITES Permit (protected animal skins)	Mandatory if applicable	DEFRA/APHA	https://www.gov.uk/guidance/cites-imports-and-exports

Key Interesting Facts/Opportunities

The United Kingdom remains one of the world's largest import markets, offering significant opportunities for Pakistani exporters, particularly in sectors where Pakistan has established manufacturing strengths and can compete through quality and compliance with UK standards.

Shoes & Saddlery: The UK imported US\$ 4.96 billion worth of shoes and saddlery products in 2025, making it the largest opportunity in this sector. Strong demand exists for leather shoes, sandals, work boots, and equestrian products. Pakistani exporters can target premium and niche segments through customization, modern UK-aligned designs, and quality compliance.

Surgical Instruments : With imports of US\$ 4.82 billion in 2025, the UK is a key market for Pakistan's surgical instruments industry. Sialkot-based manufacturers can supply high-quality scalpels, forceps, scissors, and surgical sets. Success depends on compliance with UK medical regulations, certifications, and product traceability to access hospitals, healthcare buyers, and distributors.

Leather Products : The UK imported US\$ 2.13 billion worth of leather products in 2025, creating substantial opportunities for Pakistan's established leather sector. Pakistani exporters can cater to demand for leather jackets, handbags, wallets, gloves, fashion accessories, and saddlery products. Emphasizing premium craftsmanship, ethical sourcing, sustainability, and superior quality can attract UK fashion brands and retailers.

Sports Wear: UK imports of sportswear reached US\$ 523.836 million in 2025, reflecting the country's strong sports and fitness culture. Pakistani exporters can target sports clubs, schools, fitness centers, wholesalers, and retail chains with customized sports apparel. In addition to traditional distribution channels, businesses can leverage e-commerce platforms such as Amazon UK and specialist sports marketplaces to sell directly to consumers. The UK's high level of online shopping also creates opportunities for digital marketing, social media promotion, and online merchandising services.

Sports Goods: The UK imported US\$ 505 million worth of sports goods in 2025, offering strong opportunities for Pakistan's sports manufacturing industry. Key products include footballs, cricket equipment, fitness accessories, protective gear, and training products. Buyers include schools, sports clubs, academies, and retailers. Product innovation, certifications, and e-commerce channels can help Pakistani exporters expand their market presence.

Cutlery & Crockery: Imports reached US\$ 267.889 million in 2025, creating opportunities for Pakistan's stainless-steel tableware industry. Demand is growing for premium and uniquely designed products. Exporters can target UK distributors, wholesalers, hospitality suppliers, and retail stores, supported by trade fairs and online sales channels to strengthen market reach.

Gloves & Protective Equipment: The UK imported US\$ 216 million worth of gloves and protective equipment in 2025. Opportunities extend beyond medical use to industrial safety, sports, winter, and work gloves. Strong demand from healthcare, construction, and manufacturing sectors requires compliance with safety standards and certifications to access procurement channels and build buyer trust.

Badges & Medals: Demand remains steady for corporate pins, souvenir badges, medals, and promotional merchandise. Pakistani manufacturers can supply customized products for UK organizations, events, and marketing campaigns, while graphic designers can offer design services to overseas clients.

Musical Instruments: Sialkot's manufacturers of drums, harmoniums, and other instruments can benefit from the UK's large music market. Opportunities exist in folk, acoustic, and specialty instruments, supported by participation in trade exhibitions and industry networking.

Freelancers can earn through high-value remote services like marketing, design, IT, and e-commerce support.

Online sellers can access millions of UK buyers through Amazon, Etsy, Shopify, and social commerce platforms.

Strategies to Effectively Target the UK Market

To maximize these opportunities, Pakistani exporters should adopt a comprehensive market-entry strategy that includes:

- **Compliance and Certifications:** Ensure products comply with UK regulatory requirements, quality standards, labeling rules, and applicable certifications to facilitate smooth market access.
- **Participation in Trade Exhibitions:** Attend major UK and international trade fairs to identify buyers, distributors, and strategic partners.
- **E-Commerce Expansion:** Utilize platforms such as Amazon UK and other online marketplaces to directly reach consumers and reduce dependence on traditional intermediaries.
- **Private Label and OEM Manufacturing:** Offer manufacturing services to established UK brands seeking reliable and cost-effective production partners.
- **Digital Marketing and Branding:** Invest in professional websites, social media marketing, online advertising, and search engine optimization to enhance visibility among UK buyers.
- **Partnerships with Distributors:** Collaborate with UK importers, wholesalers, and retail chains to secure stable distribution networks.
- **Sustainability and Ethical Practices:** Highlight environmentally responsible production methods, ethical sourcing, and social compliance initiatives, as these factors increasingly influence purchasing decisions in the UK.
- **Product Innovation and Customization:** Adapt products to UK consumer preferences through innovative designs, packaging improvements, and customized solutions.



A large French flag (blue, white, and red) flying over the city of Paris, with the Eiffel Tower visible in the background. The flag is the central focus, billowing across the frame. Below it, the dark silhouettes of Parisian buildings and the Eiffel Tower are visible against a clear blue sky.

<https://www.gov.uk/world/organisations/british-high-commission-islamabad>

<https://www.phclondon.org/>

<https://www.phclondon.org/birmingham>

<https://www.pakistanconsulatemanchester.org>

<https://www.phclondon.org/bradford>

<https://www.phclondon.org/glasgow>

<https://visas-immigration.service.gov.uk/language-selection-skip-visa>

<https://visa.vfsglobal.com/pak/en/gbr/your-appointment>

<https://www.gov.uk/government/organisations/departments/departments-for-business-and-trade>

https://www.trade-tariff.service.gov.uk/find_commodity



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 UK.

Exhibition Name	Website
Med Tech Expo	https://med-techexpo.com/newfront
Source Fashion London	https://www.source-fashion.com/
London Tech Week	https://londontechweek.com/
Smart Manufacturing Week	https://www.smartmanufacturingweek.com/
BVA Live	https://bvalive.vetshow.com/
Autism & ADHD Show	https://www.autismadhdshow.co.uk
The Hybrid Games	https://www.thehybridgames.com
Festival of Quilts	https://www.thefestivalofquilts.co.uk/
Autumn Fair	https://www.autumnfair.com/
UK Metals Expo	https://www.ukmetalsexpo.com/
Gravity Show	https://gravityshow.co.uk/
Glee	https://www.glee.co.uk/
National Franchise Exhibition	https://www.franchiseinfo.co.uk/
Emergency Tech Show	https://www.emergencytechshow.com/
ISPO London	https://www.ispo.com/en/events/ispo-london

EXHIBITIONS/FAIRS:

Exhibition Name	Website
The National Running Show	https://nationalrunningshow.com/
Elevate	https://www.elevatearena.com/
Outdoor Trade Show (OTS)	https://outdoortradeshow.com/
Beta International	https://www.beta-int.com/
Exclusively Show	https://www.exclusivelyshows.co.uk/
Spring Fair	https://www.springfair.com/exhibit
Merchandise World	https://www.merchandiseworld.co.uk/
UK Guitar Show	https://www.theguitarshow.co.uk/
Pure London x JATC	https://www.purelondon.com/inside-fashion
Source Fashion	https://www.source-fashion.com/about
Health & Safety Event	https://www.healthandsafetyevent.com/
Safety, Health & Wellbeing Live	https://www.safetyhealthwellbeing.live/
Medical Technology UK	https://www.medicaltechnologyuk.com/
Horse of the Year Show	https://hoys.co.uk/contact-us/
Your Horse Live	https://www.yourhorse.co.uk/yourhorselive/



SHAPING THE FUTURE OF SIALKOT-UK TRADE

SIALKOT, THE UNITED KINGDOM AND THE PAKISTAN BRITAIN BUSINESS
COUNCIL: BUILDING ON A SHARED LEGACY, SHAPING A PROMISING
FUTURE

SIALKOT, THE UNITED KINGDOM AND THE PAKISTAN BRITAIN BUSINESS COUNCIL: BUILDING ON A SHARED LEGACY, SHAPING A PROMISING FUTURE

Few international partnerships have influenced the economic destiny of Sialkot as profoundly as its historic connection with the United Kingdom. Long before Sialkot emerged as Pakistan's export capital, British demand, technical expertise, and commercial engagement laid the foundations of industries that today enjoy worldwide recognition. From the workshops of skilled craftsmen serving a colonial cantonment to a globally connected manufacturing hub exporting to more than 100 countries, Sialkot's remarkable journey is deeply intertwined with Britain.

The story dates back to the late nineteenth century when Sialkot became an important military and commercial center under British administration. Local artisans, renowned for their precision metalworking skills, initially repaired equipment for British troops and medical facilities. What began as a practical necessity gradually evolved into specialized manufacturing. Surgical instruments production emerged from servicing the requirements of British doctors and mission hospitals, while sports goods manufacturing developed through the production of cricket bats, hockey sticks, footballs, and other sporting equipment for British military and civilian institutions.

Over time, these industries expanded into thriving export sectors. The expertise cultivated through decades of engagement with British markets contributed significantly to the development of Sialkot's world-renowned surgical instruments, sports goods, hosiery, embroidery, leather products, gloves, and cutlery industries. Today, products bearing the hallmark of Sialkot craftsmanship are used in hospitals, sporting arenas, retail outlets, and households across the globe—an enduring testament to a relationship that began more than a century ago.

Yet the future of Pakistan-UK economic cooperation extends well beyond traditional manufacturing. As global economies transition towards innovation, technology, and knowledge-based industries, new opportunities are emerging for collaboration in information technology, artificial intelligence, education, healthcare, medical tourism, hospitality, food processing, and professional services. Sialkot's entrepreneurial culture, strong industrial base, growing startup ecosystem, and globally connected business community position it as a natural partner in this next phase of economic engagement.

This is where the Pakistan Britain Business Council (PBBC) assumes strategic significance. Through its collaboration with the Sialkot Chamber of Commerce and Industry (SCCI), PBBC is actively facilitating trade delegations, business matchmaking, investment linkages, compliance support, market access initiatives, and sector-specific collaborations. More importantly, it serves as a bridge between British expertise and Pakistani enterprise, helping businesses on both sides identify new opportunities in both established and emerging sectors.

Particularly noteworthy is the United Kingdom's ambition to become a global leader in Artificial Intelligence. As Britain invests heavily in AI research, innovation, and digital transformation, Pakistan can emerge as a valuable strategic partner. With its youthful population, rapidly growing technology sector, expanding pool of software engineers, and competitive digital services industry, Pakistan offers substantial potential for collaboration in AI development, research partnerships, technology outsourcing, skills development, and AI-enabled manufacturing solutions. Sialkot's industrial ecosystem can further benefit by integrating artificial intelligence into production processes, supply chain management, quality assurance, healthcare technologies, and smart manufacturing systems.

The partnership also presents opportunities to strengthen educational linkages between British and Pakistani institutions, promote healthcare collaboration and medical tourism, attract investment in hospitality and food processing, and support innovation-driven entrepreneurship. The vibrant British-Pakistani diaspora, many of whom trace their roots to Sialkot, remains a powerful catalyst for knowledge transfer, investment, and commercial connectivity.

The SCCI-PBBC collaboration therefore represents far more than a trade initiative. It is the continuation of a historic relationship that helped shape Sialkot's industrial identity while opening doors to the industries of tomorrow. By building upon a shared legacy of craftsmanship, enterprise, and innovation, Pakistan and the United Kingdom have an opportunity to create a new chapter of bilateral cooperation—one that combines manufacturing excellence with technological advancement, expands trade and investment, and delivers sustainable prosperity for future generations.

As the United Kingdom and Pakistan look towards a future defined by innovation and connectivity, Sialkot remains ready to play a leading role in strengthening this historic and mutually beneficial relationship.



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

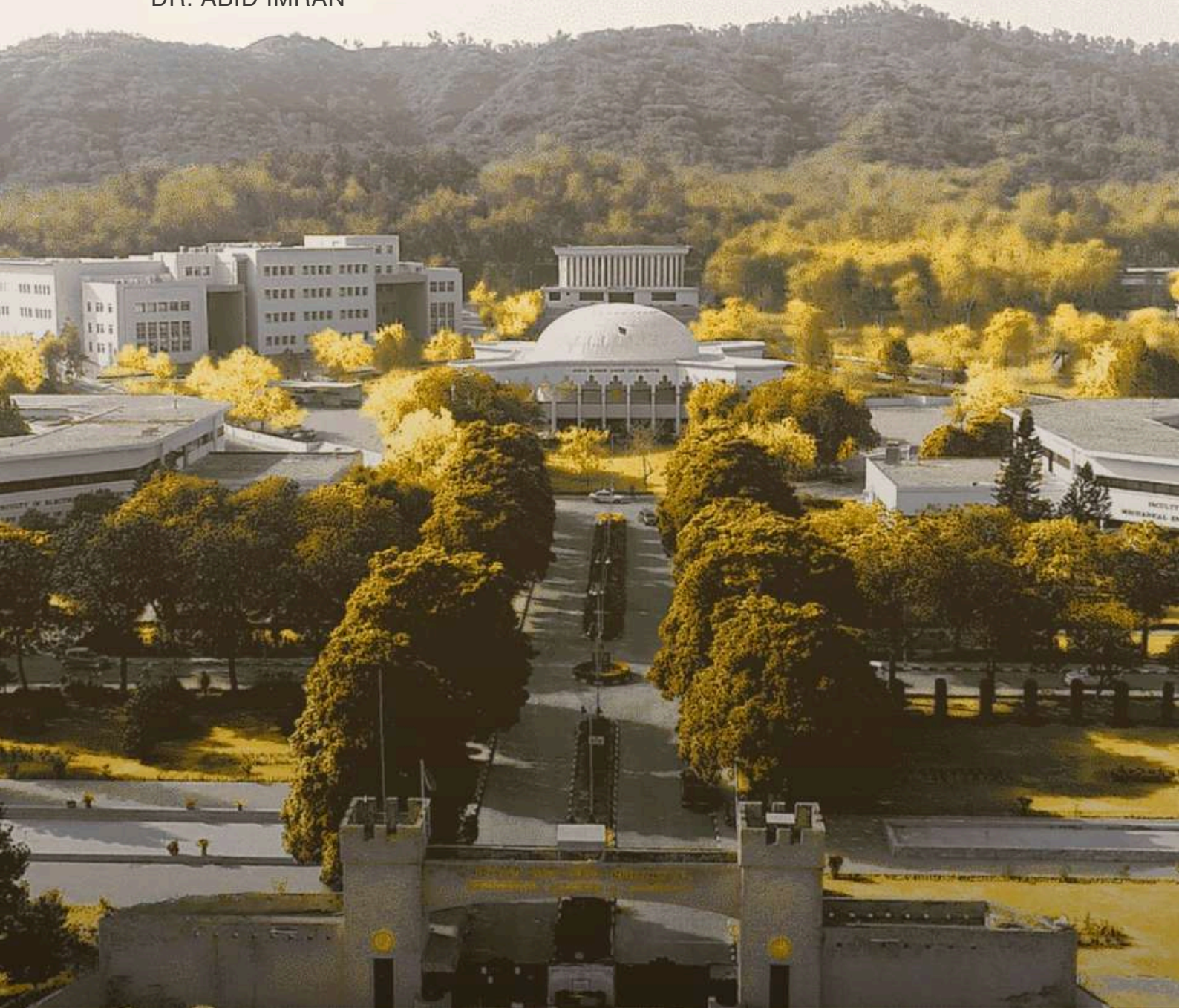
Robotics & Automation



VISION BASED ASSISTIVE NAVIGATION SYSTEM FOR VISUALLY IMPAIRED

SYED SALMAN SHAH

ADVISOR
DR. ABID IMRAN



INTRODUCTION

Vision impairment affects 2.2 billion people globally. A smart wearable system using deep learning is proposed to identify objects and obstacles indoors, enhancing the independence of visually impaired individuals.

METHODOLOGY

Hardware setup required for this system:

- Jetson Nano for real time processing
- Speaker for auditory feedback
- Depth Cam for object recognition and distance measurement.
- Power bank for supplying power to the system

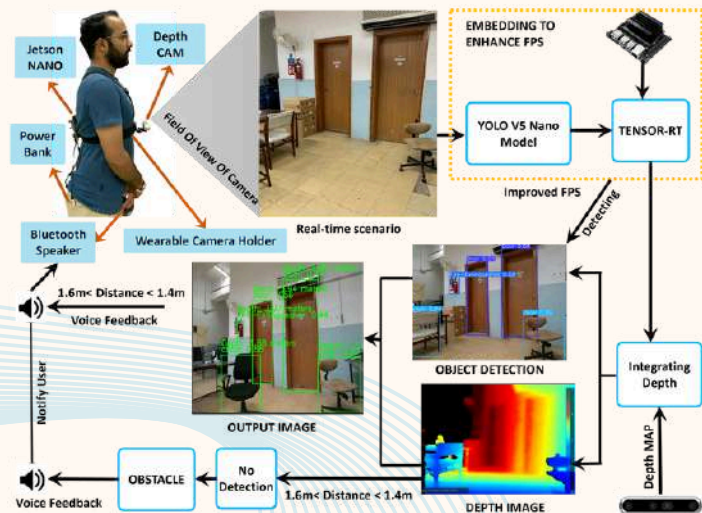


Figure 1: Flow diagram of integrated system.

RESULTS

The real time experimentation results are shown with both internal and external views.

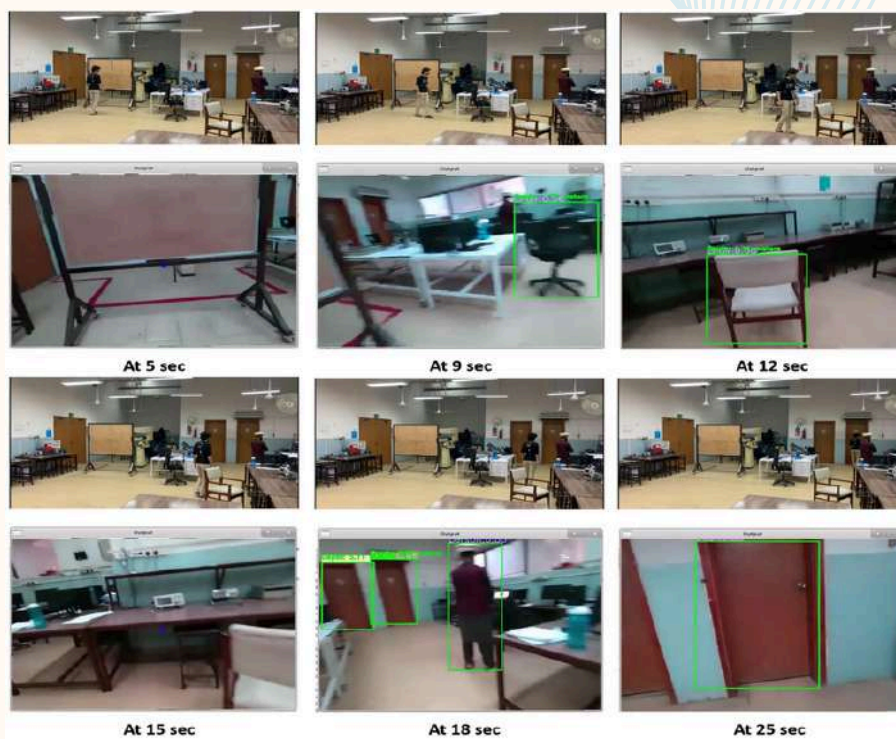


Figure 2: Real-time Experimentation results of smart assistive navigation system at different time frames



ELECTRONIC CERTIFICATES OF ORIGIN

A Step Towards Digital Trade Facilitation

ECO

The Government of Pakistan, through the Pakistan Single Window (PSW), has introduced the **Electronic Certificate of Origin (ECO)** system to facilitate exporters by digitizing the issuance and verification of Certificates of Origin. This initiative is aimed at reducing paperwork, expediting trade processes, and enhancing transparency in international trade.

A Certificate of Origin (COO) is an important trade document that certifies the country where exported goods have been manufactured, produced, or substantially transformed. Importing countries require this document for customs clearance, tariff determination, and compliance with trade regulations.

Types of Electronic Certificates of Origin

1. Electronic Certificate of Origin for Non-Preferential Trade

A Non-Preferential Certificate of Origin certifies the origin of goods without providing any tariff concession in the importing country. It is generally required by customs authorities, banks, or overseas buyers to verify the country of origin of products.

Key Features:

- Certifies the origin of exported goods.
- Required for customs clearance and trade documentation.
- Does not provide reduced customs duties or tariff benefits.
- Applicable for exports to countries where no preferential trade arrangement exists.

Issuing Authority:

Authorized Chambers of Commerce & Industry, including the Sialkot Chamber of Commerce & Industry (SCCI), issue Non-Preferential Certificates of Origin through the PSW platform.

2. Electronic Certificate of Origin for Preferential Trade

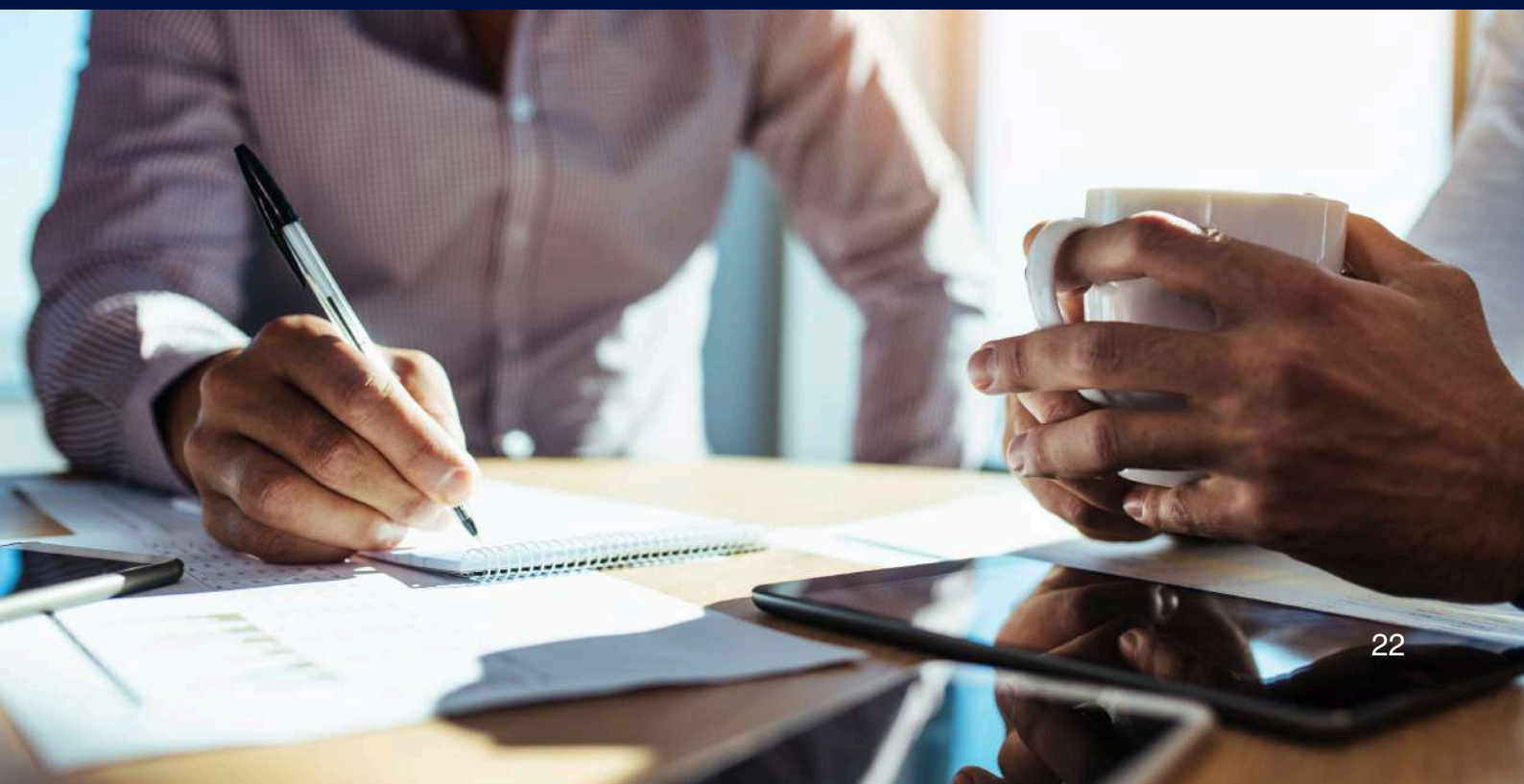
A Preferential Certificate of Origin is issued under Free Trade Agreements (FTAs), Preferential Trade Agreements (PTAs), and regional trade arrangements. It enables importers to claim reduced or zero customs duties in the importing country.

Key Features:

- Certifies compliance with Rules of Origin under specific trade agreements.
- Provides tariff concessions to importers.
- Enhances the competitiveness of Pakistani exports.
- Applicable only for countries covered under relevant trade agreements.

Issuing Authority:

Depending on the trade agreement, Preferential Certificates of Origin are issued by designated authorities such as the Trade Development Authority of Pakistan (TDAP) and other government-notified agencies.





Difference Between Non-Preferential and Preferential ECOs

Feature	Non-Preferential ECO	Preferential ECO
Purpose	Proof of Origin	Proof of Origin and Tariff Preference
Tariff Benefit	Not Available	Reduced or Zero Customs Duty
Applicable Countries	All Countries	Countries Covered under FTAs/PTAs
Rules of Origin	General Origin Requirement	Specific Agreement-Based Rules
Benefit to Importer	Customs Compliance	Customs Duty Savings

Obtaining an ECO through Pakistan Single Window (PSW)

Exporters can now apply for Certificates of Origin electronically through the Pakistan Single Window (PSW) portal.

Process Overview

1. Register and log in to the PSW Portal.
2. Select the Certificate of Origin service.
3. Choose either:
 - Non-Preferential Certificate of Origin, or
 - Preferential Certificate of Origin.
4. Enter shipment details, including exporter information, consignee details, invoice information, HS codes, product description, quantity, value, and destination country.
5. Upload supporting documents such as Commercial Invoice, Packing List, and other required documents.
6. Submit the application electronically.
7. The application is routed to the authorized issuing authority for verification.
8. Upon approval, the Electronic Certificate of Origin is issued and made available online for download and sharing with buyers, customs authorities, and banks.

Benefits of the ECO System

The introduction of Electronic Certificates of Origin offers several benefits to exporters:

- Faster processing and approval.
- Reduced paperwork and administrative costs.
- Enhanced security and authenticity through digital verification.
- Improved transparency and traceability.
- Easy access to certificates online.
- Reduced physical visits to issuing authorities.
- Greater alignment with international trade facilitation standards.

Role of the Sialkot Chamber of Commerce & Industry

The Sialkot Chamber of Commerce & Industry (SCCI), as an authorized issuing body, facilitates its members in obtaining Non-Preferential Certificates of Origin through the PSW platform. The Chamber remains committed to supporting exporters by promoting digital trade facilitation measures and ensuring smooth certification processes.

Conclusion

The Electronic Certificate of Origin system represents a major advancement in Pakistan's export facilitation framework. While the Non-Preferential ECO serves as proof of origin for general trade purposes, the Preferential ECO enables exporters to benefit from tariff concessions available under international trade agreements. Members are encouraged to utilize the PSW platform and take full advantage of the digital certification system to enhance efficiency, reduce costs, and improve their competitiveness in global markets.

DIGITAL FRAUD

IN INTERNATIONAL TRADE:

Common Scams Exporters Must Know



DIGITAL FRAUD IN INTERNATIONAL TRADE



As international trade becomes more digital, cybercriminals use increasingly sophisticated techniques to deceive exporters, steal money, and access sensitive business information.

COMMON TYPES OF DIGITAL FRAUD

Fake buyers

Fraudsters often pose as legitimate overseas buyers and place large orders to gain trust. They may provide fake company profiles, forged registration documents, or fraudulent websites. Once goods are shipped or advance payments are made, the buyer disappears, leaving the exporter with financial losses.

Forged Payment Receipts

One of the most common scams involves fake bank transfer confirmations. Fraudsters send forged payment receipts or screenshots claiming that payment has been made and pressure exporters to dispatch goods immediately. In reality, no funds have been received.

Fraudulent Shipping Documents

Criminals may create fake bills of lading, shipping instructions, customs documents, or freight confirmations. These documents can be used to mislead exporters about the status of shipments or payments, resulting in operational and financial losses.

Online Impersonation

Attackers frequently impersonate company executives, buyers, suppliers, freight forwarders, or bank representatives through email, messaging applications, or social media. Their objective is often to obtain confidential information or convince employees to transfer funds to fraudulent accounts.

IMPACT ON EXPORT BUSINESSES

Even a single fraudulent transaction can cause lasting harm:

- Financial losses from unpaid shipments
- Delays in operations and order fulfillment
- Theft of confidential business data
- Legal disputes and reputational damage

PROTECTIVE MEASURES

To reduce the risk of digital fraud, exporters should:

1. Verify the authenticity of new buyers through independent sources.
2. Confirm receipt of funds directly with the bank before dispatching goods.
3. Verify any changes in bank account details through official communication channels.
4. Carefully review shipping and payment documents for inconsistencies.
5. Implement multi-level approval processes for financial transactions.
6. Train employees to identify fraud indicators and suspicious communications.

Conclusion

Digital fraud is a growing threat in international trade, and exporters must remain vigilant. By verifying transactions, scrutinizing documents, and educating employees, businesses can significantly reduce their exposure to fraud. For Sialkot's exporters, proactive fraud prevention is essential to protecting revenue, maintaining trust, and ensuring sustainable growth in global markets.



CHAMBERS COMMUNICATOR

JULY 2026 - ISSUE 09

Property of Sialkot Chamber of Commerce & Industry

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