

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY
MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE
HELD ON JANUARY 31, 2026

01. A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on January 31, 2026 at 11:30 a.m. at Sheikh Muhammad Shafi Hall of the Sialkot Chamber.

02. Syed Ahtesham Mazhar, President of the Sialkot Chamber of Commerce & Industry presided over the meeting. He thanked the members for attending the meeting.

03. The proceedings of the meeting started with the recitation of the Holy Quran by Arshad Jamil Chaudhary.

04. The following members attended the meeting:

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| • Syed Ahtesham Mazhar | President |
| • Mr. Muhammad Murad Arshad | Senior Vice President |
| • Mr. Salman Sheikh | Vice President |
| • Mr. Waseem Shahbaz Lodhi | -Member- |
| • Mr. Aamer Mahmood | -do- |
| • Mr. Adnan Safdar | -do- |
| • Mr. Arshad Jamil Chaudhry | -do- |
| • Mr. Bilal Ahmed Khan | -do- |
| • Mr. Haseeb Tahir | -do- |
| • Mr. Khurram Javaid Sethi | -do- |
| • Mr. Mehtab Maqsood | -do- |
| • Mr. Mohammad Iqbal Asad | -do- |
| • Sh. Muhammad Shahid Inam | -do- |
| • Sheikh Atique-ur-Rehman | -do- |
| • Mr. Sohail Masood | -do- |
| • Ms. Syeda Ayesha Wadood | -do- |

05. **Leave of Absence**

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| • Mr. Abdul Ghafoor Malik | -Member- |
| • Ms. Kinza Ijaz | -do- |
| • Mr. Muhammad Abid | -do- |

06. **Members who could not attend the meeting.**

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| • Mr. Ikram Ul Haq | -Member- |
| • Mr. Omer Khalid | -do- |
| • Mr. Hassan Akbar | -do- |
| • Mr. Jawad Khalid | -do- |

07. **Special Invitees**

- Mr. Lahshan Khilji, Chairman Departmental Committee on SME
- Malik Naseer Ahmed, Chairman Departmental Committee on Accounts
- Haji Tariq, Chairman Departmental Committee on Custom

08. The Committee offered Fateha for departed souls and passed condolence resolution on the sad demise of the following: -

- Mr. Rahat Chand, Former Vice President, SCCI.
- Mr. Khalid Siddique, Father of Mr. Omer Khalid, Former Vice President SCCI.
- Haji Mehr Abdul Rehman Atari (Lohay Wale) Father of Hafiz Abdullah Rehman
- Wife of Mr. Arshad Bhutta, elder brother of Mr. Saleem Akhtar Bhutta.
- Sheikh Abdul Rasheed M/s. Ruby Foam
- Mr. Zeeshan Azhar Malik, nephew of Mr. Nasar Iqbal Malik M/s. Hico Surgical Pvt Ltd
- Haji Ijaz Ahmed Barlas, younger brother of Haji Aftab Barlas.
- Mother of Mr. Khalil Ur Rehman , Former Chairman SIMAP
- Mother in law of (Late) Ch. Naveed Akhtar, M/s. Brothers Associates Pvt Ltd
- Mr. Khan Muhammad, Father of Mr. Imran Khan M/s. Leather Merchant.
- Mother of Mr. Naveed Mahr M/s. Mahr Textiles

09. Point discussed.	Approval of minutes of meeting of the Executive Committee held on December 30, 2025.
Approval	Approved.

10. Point discussed.	Approval of Statement of Accounts for the month of December 2025 and minutes of the meeting of the Departmental committee on Accounts & Finance held on January 24, 2026.
Malik Naseer Ahmed informed the house that the accounts had been thoroughly reviewed by the Committee. He stated that the Committee's report had been duly included with the accounts. He said that the members might point out any query, objection, or request for clarification. Malik Naseer Ahmed stated that a sum of Rs. 473,836/- had been incurred on courier charges for the dispatch of diaries and requested Mr. Amir to explain the Committee's recommendation. Mr. Amir Rashid stated that the Committee had recommended adjustment of the said amount from the diary fund collected from members, which was endorsed by the President. Malik Naseer Ahmed further stated that 40 diaries were dispatched through courier at a cost of Rs. 12,000/- per diary, which appeared high, and inquired whether alternative courier services at lower rates had been explored. The President stated that the funds were collected from members and that the expenditure had been approved by the Executive Committee, adding that the diaries were dispatched to Pak Missions abroad, hence rates were justified. Mr. Sohail Masood stated that the rates could have been negotiated with DHL or any other courier company. In response, the President stated that the SVP was taking care of the matter and, after detailed negotiations, had secured minimum possible rates. Malik Naseer Ahmed stated that the minutes of the Committee meeting were placed on the table and highlighted recommendations emphasizing the need for structured deliberation to formulate a clear criterion and policy for advance payments, noting that in certain cases the advance amount could exceed the accumulated gratuity of employees. He further stated that a committee should be formed to periodically review approvals granted by the Executive Committee over the past 8–10 years, clarifying that such approvals should not be treated as a hard and fast rule for future cases and that a uniform criteria should be established. The President stated that he did not observe any such case and requested specific examples, adding that the matter pertained to the HR Committee. Malik Naseer Ahmed stated that no case of default had been found and that the details were already mentioned in the minutes, again emphasizing that one rule should apply to all employees. Mr. Sohail Masood stated that there was no issue of concern, and appreciated the detailed review conducted by Malik Naseer Ahmed, and stated that Mr. Aamir Rashid, Accounts Manager, was experienced and managing the accounts efficiently, and minor issues had already been clarified. Mr. Azhar Dar sought to explain a point; however, Malik Naseer Ahmed stated that the Accounts Committee had already submitted its report and expressed the view that further intervention was not appropriate. The President stated that he would obtain and review the report after the meeting.	
Participants	The President, Malik Naseer Ahmed, Mr. Sohail Masood, and Mr. Amir Rashid.
Approval	Approved.

11. Point discussed.	Approval of minutes of two meetings of the Departmental Committee on shipping/Dryport/Airport/Railway/Transportation held on January 01, 2026 & January 29, 2026
Haji Tariq Hussain informed the meeting that a meeting had been planned for the distribution of cargo plates two days earlier; however, it could not be held due to the non-availability of DSPs. The President asked about present status of distribution of cargo plates. Haji Tariq Hussain stated that the plates had not yet been distributed as only 100 plates had been received, whereas minimum requirement was of 500 plates. The President directed that the available 100 plates be distributed immediately, which was agreed by Haji Tariq Hussain, who assured that the distribution would be completed during the coming week. The President apprised the members that the Chamber had signed a Memorandum of Understanding (MoU) with the DPO, marking a significant step toward facilitating export operations. Under this MoU, the police would issue special stickers for export cargo, enabling containers and vehicles carrying export goods to enter Sialkot District 24 hours a day, both within the city and peripheral areas, without being stopped. The Chamber had specifically requested that export shipments, be treated as emergency consignments. Haji Tariq Hussain added that it was also recommended that this facility be extended at the countrywide level, to which the DPO assured that the matter would be discussed with the relevant authorities. Haji Tariq Hussain said that the second issue regarding the unnecessary opening of containers by Food Authority check posts on the Sialkot–Karachi route was discussed. He informed that the Secretary, who had previously visited Sialkot, had assured that instructions would be issued to ensure that food export containers would not be opened. However, as the said Secretary had since been transferred, it was now planned that representatives from the Dry Port, along with one or two Chamber members, would meet the Chairman to discuss and finalize a mutually agreed formula. It was proposed that a standardized document be jointly designed, including invoices, packing lists, and other relevant papers to prevent opening of export consignments during transit in the future. Haji Tariq Hussain further informed that several recommendations mentioned in Minutes of the Departmental Committee Meeting, particularly regarding EFS, Customs challenges, and other operational issues were of a serious and urgent nature. He requested the President to constitute a special committee to work on these issues for early resolution and emphasized that these issues should be reviewed every three months. The President informed the meeting that a letter had already been written to the FBR. Haji Tariq Hussain also requested that a meeting be held with the Collectorate of Customs, as frequent visits were being made, by the department to units registered under EFS. The President responded that a visit to the Collectorate could be planned in the following week. Further discussion took place on issues relating to EFS shipments being subjected to examination, causing significant backlogs, and delays in issuance of payments from the State Bank, despite DTU being marked by Customs. During the discussion, the President inquired whether the PSW password could be changed. Haji Tariq confirmed that it could be changed, upon which the President requested Mr. Umair Nisar to regularly circulate	

advisories regarding PSW password changes to ensure data security.

Mr. Arshad Jamil Chaudhry raised a query regarding a viral video circulating on social media allegedly originating from the Dry Port and involving Mr. Haji Tariq. Mr. Haji Tariq provided a detailed clarification, which was found satisfactory by the participants. He explained that the video was planned to highlight an issue concerning a container terminal company that was charging additional amounts under the pretext of non-availability of containers. Mr. Haji Tariq further informed the meeting that the matter had already been taken up with the concerned authorities, who had also confirmed and endorsed his stance on the issue.

The President also endorsed the viewpoint of Haji Tariq.

Sh. Muhammad Shahid Inam informed the meeting that some SMEs intending to dispatch their shipments by sea as *loose cargo* were required to register at the dry port. He highlighted that these SMEs were facing numerous issues and objections from the authorities during the registration process.

Haji Tariq responded that such cases might be referred to him directly, assuring the participants that he would take up the matter and facilitate their resolution.

Haji Tariq stated that any request received from a member for issuance of a letter addressed to any institution in their favour should first obtain the consent of the concerned Chairman of the relevant Committee. He explained that if such a letter is not honoured by the department due to technical reasons or if its issuance was not warranted, it could cause embarrassment to the Chamber.

The President directed the Secretariat to duly note and implement this procedure.

Participants	The President, Mr. Arshad Jamil Chaudhry, Sh. Muhammad Shahid Inam and Haji Tariq Hussain.
Approval	Approved.

12. Point discussed.	Approval of minutes of two meetings of the Departmental Committee on TMA & Excise held on January 14, 2026 & January 27, 2026.
Approval	Approved.

13. Point discussed.	Approval of minutes of meeting of the Departmental Committee on SME/Training/E-Commerce held on January 27, 2026.
Discussion: Mr. Lahshan Khilji shared that the Committee had recommended the following:- • To organize monthly structured training sessions on international e-commerce platforms. • To conduct platform-wise sessions (Alibaba, Amazon, Etsy, eBay, LinkedIn, social media). • To arrange a logistics and courier awareness session with DHL / FedEx / UPS. • To continue coordination with SBP and commercial banks for SME financing facilitation. The President informed the Committee that the Banking Committee had also planned to organize a seminar by inviting the State Bank of Pakistan (SBP) to deliberate on issues related to B2C payment mechanisms. Mr. Umair Nisar highlighted that SMEs exporting goods online through couriers such as DHL were often declaring their consignments as sample shipments, which did not qualify as legitimate exports. He stated that the State Bank of Pakistan would provide guidance and share a proper framework, under which such receipts would be routed through banks and recognized as export proceeds. The President requested Mr. Lahshan Khilji to attend the proposed seminar. In response,	

Mr. Lahshan Khilji observed that DHL and other international courier companies charged comparatively high rates, due to which many members resorted to third-party arrangements. He emphasized the need for banks to issue E-Forms that could be utilized by shipping companies for such export shipments to customers.

Sheikh Muhammad Shahid Inam pointed out that DHL services were not suitable for SMEs, as many of them were not registered with Sales Tax, which prevented them from claiming sales tax refunds. He noted that alternative courier services such as APX were more suitable for SMEs. He further suggested that there was a strong need to train banks on B2C payment procedures.

The President stated that, in view of the discussion, banks would also be invited to participate in the seminar to ensure comprehensive understanding and coordination among all stakeholders.

Mr. Salman Sheikh inquired from Mr. Lahshan Khilji whether all SMEs attending the seminar would be members of the Chamber. Mr. Lahshan Khilji replied that all participating SMEs would be duly registered members of the Chamber.

Participants	The President, Mr. Salman Sheikh, Sheikh Muhammad Shahid Inam, Mr. Lahshan Khilji and Mr. Umair Nisar.
Approval	Approved.

14. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Fair & Exhibition-Delegation held on January 27, 2026.
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<u>Discussion:</u>	
The President inquired from Mr. Qaiser Baig, Chairman of the Committee, regarding the countries for which trade delegations had been planned.	
Mr. Qaiser Baig informed the Committee that delegations to South Africa, Nepal, Jordan, Japan, and Russia were currently underway. He stated that applications had been received and that the delegations were expected to be sent in March, after Eid ul Fitr. He further added that the Committee had also recommended future delegations to Argentina, Brazil, Tanzania, Algeria, and Tunisia, and that requests had already been forwarded to the concerned Embassies for approval and necessary arrangements.	
The President then asked about the number of applications received for the already approved delegations and whether balloting was required.	
Mr. Qaiser Baig reported that 10 applications had been received for South Africa, 7 applications for Jordan, and 3 applications for Nepal. He informed that these applications had already been forwarded to the respective Embassies for further processing. He also shared that the Nepal Ambassador had requested inclusion of members from the Musical Instruments and Leather Sectors in the delegation.	
The President requested Mr. Ammar Khan, Secretary Committee, to contact and invite exporters from the Musical Instruments and Leather Sectors. The President also appreciated Mr. Qaiser Baig for his commendable performance and effective working as Chairman of the Committee.	
Mr. Arshad Jamil Chaudhry emphasized that newcomers and young entrepreneurs should be given equal opportunities to participate in international delegations, stating that this would help nurture new talent and encourage innovative business ideas, as previously discussed in the Departmental Committee.	
Mr. Qaiser Baig stated that SMEs were being actively promoted under the Committee's framework and that small and medium enterprises were being given priority in trade delegations and related initiatives.	
Mr. Sohail Masood inquired whether the delegations were subsidized or self-financed,	

and whether they involved single or multiple countries. Mr. Qaiser Baig clarified that the delegations mentioned were single-country visits and self-financed.

Sheikh Muhammad Shahid Inam highlighted a communication gap with Trade Officers appointed in Pakistani Missions abroad. He expressed concern that Trade Officers often did not take delegation visits seriously, particularly in arranging B2B meetings, even after receiving company details. He quoted several examples, in this regard.

Mr. Qaiser Baig responded that the Chamber fulfilled its responsibilities; however, he also advised delegates to establish direct coordination with foreign importers to ensure better outcome.

Mr. Bilal Khan referred to an issue previously discussed by Mr. Salman Raza, Trade & Investment Officer, regarding a surgical instrument's delegation.

Mr. Iqbal Asad complained about receiving an email related to a trade delegation after the submission deadline. The Secretariat presented the record, confirming that the email had been sent well before the due date.

The President suggested that future delegations should be sent only after obtaining full confidence and consent of the concerned Trade Officers. He further directed that the Secretariat should share customer lists and preparatory homework with delegates to ensure fruitful visits. The President also shared his personal experience as a delegate to Canada.

Sheikh Atiq-ur-Rehman informed the Committee that he had recently met Col. Mehmood regarding the visit to DEPO Exhibition, during which the Jeddah Defence Show, organized by DEPO, was discussed. **He requested support in the form of favorable charges, upon which Col. Mehmood advised him to submit a formal letter.** He also highlighted an issue faced previously regarding limited display space.

Mr. Waseem Shahbaz Lodhi added that a similar issue regarding allocation of corner stalls had also been observed at DEPO Karachi.

Participants	The President, Mr. Qaiser Baig, Mr. Muhammad Bilal Khan, Mr. Waseem Shahbaz Lodhi, Mr. Sohail Masood, Mr. Arshad Jamil Ch. And Sheikh Muhammad Shahid Inam.
Approval	Approved.

15. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Construction Renovation & Special Initiatives held on January 22, 2026.
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<u>Discussion:</u>	
Mr. Salman Sheikh informed the meeting that the Construction Committee had been constituted, with Mr. Abdul Ghafoor appointed as its Chairman, and that this was the first meeting of the Committee. He stated that the Committee's primary focus was on the beautification and overall improvement of the Chamber's building. He apprised the meeting that, upon assessment, the Committee identified an urgent need for the renovation of the SCCI Auditorium. In this regard, it was planned to undertake improvement works, as the existing chandeliers were outdated, the background wall required upgrading, and the chairs were deteriorating and needed replacement or repair. He further informed that quotations had been received for the proposed works and would be reviewed accordingly. Mr. Salman Sheikh informed that the cameras had been received and would be installed during the coming week. He further stated that the Committee also took serious note of the lack of proper accessibility to the lift facility for special persons, which was causing inconvenience to persons with disabilities, as well as, foreign visitors. The Committee deliberated on various	

possible solutions to enhance accessibility, including the provision of appropriate and convenient access to the auditorium.

Mr. Waseem Shahbaz Lodhi inquired whether the proposal regarding the installation of a Media Wall would be approved at the level of the Construction Committee or whether it would be placed before the Executive Committee (EC) for final approval.

Mr. Salman Sheikh informed the meeting that a large number of members were already part of the Construction Committee, and if every proposal was referred to the Executive Committee, it would cause unnecessary delays in the execution of work.

Mr. Waseem Shahbaz Lodhi emphasized that the SCCI Auditorium was the “heart” of the Chamber; therefore, any proposal related to the main wall, particularly the Media Wall concept, should be presented before the Executive Committee for consideration and approval.

The President stated that the proposal would be placed before the Executive Committee. He further added that if a comprehensive renovation plan for the Auditorium, covering the roof, flooring, Media Wall, chairs, and other allied works was finalized, an emergent meeting of the EC would be convened for obtaining final approval.

Sheikh Atiq-ur-Rehman suggested that there was a Lahore-based company with expertise in the installation of wooden flooring, which could be considered for the renovation work.

Mr. Salman Sheikh suggested that proposals such as the Media Wall could be shared in the Executive Committee WhatsApp Group for approval, in order to avoid delays in implementation.

The President proposed shifting the head table to the opposite side of the Auditorium, observing that due to the current arrangement, ten chairs were rendered unusable. He opined that relocating the head chairs could allow the area to function as a screen, improving visibility for attendees.

However, the Members and the Secretariat pointed out that such an arrangement was not feasible, as both rear doors were designated emergency exits linked to the protocol for dignitaries. The President agreed with this observation.

Mr. Waseem Shahbaz Lodhi drew the attention of the meeting towards upgrading the existing pictures displayed in the Auditorium.

Mr. Salman Sheikh replied that this matter had already been noted, and he further suggested that the multimedia cupboard should also be replaced.

Mr. Muhammad Iqbal Asad suggested that renovation services should be acquired from an expert company.

The President responded that Mr. Abdul Ghafoor Malik had been appointed as Chairman of the Construction Committee precisely because of his extensive experience in this field.

Mr. Sohail Masood suggested upgrading the Executive Chairs of the Auditorium.

Mr. Waseem Shahbaz Lodhi further suggested that the main wall of the Auditorium should be upgraded from wallpaper to marble.

Mr. Salman Sheikh replied that the execution of such a proposal would be subject to the availability of budget.

Participants	The President, Mr. Salman Sheikh, Mr. Sohail Masood, Sheikh Atiq-ur-
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	Rehman, Mr. Muhammad Iqbal Asad, and Mr. Waseem Shahbaz Lodhi.
Approval	Approved.

16. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Machinery, Chemical & related sectors held on December 12, 2025.
<u>Discussion</u>	
Mr. Iqbal Asad informed the meeting that it was the second meeting of the Committee. He stated that members from various sectors had been co-opted in the Committee to obtain a broader and more comprehensive view of issues being faced by different industries. He highlighted that in the textile industry, most entrepreneurs were operating with old and outdated machinery, which resulted in poor performance and higher energy consumption. He emphasized that a transition to modern machinery would significantly enhance efficiency and lead to substantial energy savings. He further stated that due to the shortage of gas, industries had shifted to the use of coal, and in some cases were resorting to cutting trees to meet their energy needs, which was detrimental from an environmental perspective. He mentioned that alternative energy solutions, such as solar energy systems, with input and models from China and Korea, were under consideration; however, these options were costly. In this context, he suggested reconsidering the use of furnace oil in boilers, which had been used historically by industries. He pointed out that a heavy levy of Rs. 100 or more per unit on furnace oil had rendered it unviable, and if this levy was withdrawn, it could reduce reliance on wood fuel and help control deforestation. He requested the President to request the concerned authorities with regard to fuel consumption. Mr. Iqbal Asad also highlighted that new entrepreneurs were facing difficulties related to compliance requirements, including various certifications, although the Government was providing facilitation, in this regard. He suggested that if relevant information and facilitation measures were properly circulated, it would be highly beneficial for new entrants. Regarding recycling of industrial waste, particularly cloth waste, he shared his personal experience and requested that proposals be obtained from his friend, who holds a PhD and was serving as R&D Head in a textile company in Faisalabad. He further discussed the issue of the Environmental Protection Agency (EPA) regarding the sudden closure of industries and suggested that a letter be issued by the President, SCCI, to the Director General, EPA, to address this matter.	
Participants	The President and Mr. Iqbal Asad
Approval	Approved.

17. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Women Entrepreneurs held on January 01, 2026.
<u>Discussion:</u>	
Ms. Syeda Ayesha Wadood informed the meeting that this was the first meeting of the Committee conducted through this channel. She stated that the Committee comprised expert firms from various professional fields, along with a significant number of local businesses. She added that several participants had expressed interest in developing a commercial charter, hence it was considered important to brief them about the experience and expertise of the Committee members. She further apprised the meeting that participants included businesses that were export-ready, as well as, students seeking subsidized shipping rates. In this regard, information was shared regarding available concessional shipping arrangements. Regarding the proposed seminar on loan schemes, she stated that a one-page profile was prepared by coordination with the concerned banks. She briefed the meeting that	

support mechanisms included TDAP (Women Entrepreneurship initiatives), State Bank of Pakistan loan schemes, and financing facilities through the Bank of Punjab, specifically covering sub-financing, marketing support, and BFC facilities. Additionally, information was shared about DHL's preferential shipping rates.

Ms. Ayesha further explained that participants were provided guidelines for initiating new businesses starting from comprehensive market analysis. She highlighted that many entrepreneurs face challenges due to incorrect costing and misjudgment of market opportunities, and therefore practical guidance was given to help them manage these aspects effectively.

Ms. Syeda Ayesha Wadood shared that she had been invited as a guest by the State Bank of Pakistan, where representatives of all banks were present. She informed the meeting that during the session she got awareness of several banking schemes that were not known to the members. She further informed that the State Bank of Pakistan had agreed to visit this Chamber to share detailed information about these schemes with the members.

Participants	Syeda Ayesha Wadood.
Approval	Approved.

18. Point discussed.	Approval of minutes of meeting regarding University of Applied Engineering and Emerging Technologies Sialkot held on January 02, 2026.
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Discussion:
The President apprised the meeting that the Government, through Commissioner Gujranwala had suggested that the proposed University of Applied Engineering be established in the private sector under the platform of the Chamber. In this regard, a meeting was convened in which a consultant, Dr. Amir Masood Murad, participated and briefed the members on the possible modalities for initiating the project. He suggested that the Chamber could initially start by operating one department of the University and gradually expand further. A detailed discussion ensued on the proposal. However, the majority of the members were of the view that the University should be established and operated by the Government, as running such an institution in the private sector would be challenging. Accordingly, the discussion primarily focused on emphasizing the Government's role in implementing the project. The meeting was also attended by several former Presidents of the Chamber, including Khawaja Masood Sahib, Mr. Majid Raza Bhutta, Mr. Khawar Anwar Khawaja, and Mr. Ikram-ul-Haq.

Participants	The President
Approval	Approved.

19. Point discussed.	Approval of report of seminar on Cardiovascular Health held on January 03, 2026.
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Discussion:
Mr. Aamer Mahmood stated that it had been decided to arrange a visit for the EC Members to view the project, which was currently under construction.

Participants	Mr. Aamer Mahmood.
Approval	Approved.

20. Point discussed.	Approval of minutes of meeting on visit of Federal Secretaries of Ministry of Commerce, Industries & production, and National Food Security and research held on January 05, 2026.
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Discussion:
The President stated that three Federal Secretaries visited the Chamber, and Mr. Murad Arshad chaired the meeting. He mentioned that the Prime Minister had sent them to engage with various Chambers. He noted that the exports had decreased by about 15 percent, and in this context, the Prime Minister had sent them to understand the challenges of trade and industry. All exporters were invited to the meeting, and it was felt

that the officials left with a clear understanding of suggestions.

The President described that it was a positive gesture by the Prime Minister of Pakistan.

Participants	The President
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Approval	Approved.
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21. Point discussed.	Approval of report of seminar on Breaking Barriers in Export for Women Entrepreneurs held on January 07, 2026.
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Approval	Approved.
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22. Point discussed.	Approval of minutes of meeting on visit of H.E. Ms. Ina Lepel, Ambassador of Germany to Pakistan held on January 08, 2026.
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Approval	Approved.
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23. Point discussed.	Approval of report of seminar on Digital Presence & Brand Management held on January 09, 2026.
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Discussion:

Mr. Lahshan Khilji stated that the seminar on Digital Presence & Brand Management was organized at the request of SMEs who were facing challenges in this area. He noted that as a result of the seminar, issues related to the charges for developing social media accounts for SMEs were addressed.

The President inquired whether the companies were imposing charges unfairly or simply applying their standard fees.

Mr. Lahshan Khilji explained that consultants were charging development fees, and the SMEs had requested intervention to avoid such charges. Therefore, the seminar was organized to address these concerns. He further mentioned that he was available in Mr. Salman's office from 3 to 5 p.m. to provide guidance to the SMEs.

Participants	The President, and Mr. Lahshan Khilji.
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Approval	Approved.
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24. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Small Business Development held on January 12, 2026.
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Discussion:

Sheikh Shahid Inam said that it was the first meeting of the Committee, during which members discussed issues relating to SMEDA's loan eligibility criteria, first shipment handling at the airport, Customs clearance delays, and invoice discrepancies.

The President requested Mr. Lahshan Khilji to share this information with SMEs.

Mr. Salman Sheikh requested Mr. Shahid Inam to ask SMEDA to share its availability for holding meetings during visit to them.

Sheikh Shahid Inam further informed that a detailed discussion was held with the organizers of an exhibition arranged by SMEDA at Lahore, and requested them to organize a similar exhibition in Sialkot as well.

Participants	The President and Sheikh Shahid Inam.
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Approval	Approved.
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25. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Library & Publications held on January 13, 2026.
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Discussion:

The President requested Mr. Abdul Rauf, Secretary Committee to brief the minutes of meeting.

Mr. Abdul Rauf stated that the agenda item regarding the digitalization of the ongoing

Chamber Bulletin and other publications, along with matters related to the upgradation of the Chamber's Library, was discussed in detail. He informed the house that the following proposals were put forward:

- It was proposed to engage senior students from universities in Sialkot and encourage them to contribute research articles relevant to the local export industry.
- The Women Chamber of Commerce would be provided a dedicated full page in the upcoming issues of the Chamber Bulletin to highlight its activities, performance, and events, ensuring that Chamber members remain regularly informed.
- During the current year, focused efforts would be made to make the Chamber Bulletin more informative, attractive, and member-oriented, while simultaneously improving the overall condition and effectiveness of the Chamber's Library.

The President sought approval from the house to include a dedicated page for the Women Chamber of Commerce in the Chamber Bulletin, which was approved unanimously by the house.

Regarding the Chamber's Library, Mr. Abdul Rauf informed the house that the management was already working on its improvement.

The President shared with the house that he was evaluating the performance of departmental committees and, in this regard, had taken briefings from all the concerned Secretaries. It was found that some Committee Chairmen had not held meetings; therefore, he had issued letters to them, directing them to convene meetings, failing which their nominations would be changed. He stated that this served as a formal notice. For those Chairmen who had conducted meetings, the President obtained their details and requested them to ensure implementation of the decisions taken during committee meetings.

Mr. Waseem Shahbaz Lodhi inquired whether the SCCI Bulletin was being uploaded on the Chamber's Facebook page, and suggested that it should be uploaded if it was not already being done.

Mr. Abdul Rauf clarified that the Bulletin was being uploaded on the Chamber's website.

The President further informed the house that he had assigned the IT Team with the responsibility to strengthen and upgrade the Chamber's YouTube channel, emphasizing that it should be rebranded with the objective of generating revenue. He noted that numerous meetings and seminars were held and there should be proper recording of these events. The President stated that he had discussed the matter in detail with the Secretary General. The President informed that, under the new microphone system, cameras would function automatically and rotate according to the voice of the speaker or guest, resulting in improved recording quality. **He also mentioned that it might be necessary to appoint a staff member with professional video-editing experience. The house approved the proposal.**

Mr. Lahshan Khilji stated that he had been assigned the responsibility to conduct interviews for the said staff and he interviewed two applicants but was not satisfied. He suggested that it would be better if the staff were hired from Lahore. He also appreciated Sheikh Shahid Inam for generating a video clip of his Committee Meeting, which he stated was suitable for uploading on the Chamber's YouTube channel.

Participants	The President, Mr. Waseem Shahbaz Lodhi, Mr. Lahshan Khilji and Mr. Abdul Rauf.
Approval	Approved.

26. Point discussed.	Approval of report of seminar on Compliance requirements under Normal Tax Regime held on January 13, 2026.
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Discussion:	
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Mr. Salman Sheikh stated that an awareness seminar was organized focusing on the transition from Final Tax Regime (FTR) to Normal Tax Regime (NTR). He informed that detailed, practical, and useful information regarding the procedure, implications, and requirements for filing tax returns under the NTR was provided to the participants. He added that the session was interactive and proved beneficial in enhancing the understanding of taxpayers, enabling them to comply effectively with the applicable tax regulations.

Participants	Mr. Salman Sheikh
Approval	Approved.

27. Point discussed.	Approval of minutes of meeting on visit of H.E. Ms. Natalie A. Baker, Charge d' Affaires/Acting Ambassador of USA to Pakistan held on January 14, 2026.
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Discussion:

Mr. Salman Sheikh stated that Dignitaries from foreign Embassies had been visiting the Chamber on a regular basis and emphasized that all Ambassadors who had visited had provided very positive feedback. He said that from Pakistan's perspective, these interactions were highly encouraging, as the Ambassadors were engaging openly in discussions and demonstrating a willingness to take matters forward towards improvement. He added that several positive aspects of Pakistan had been presented to the visiting Ambassadors, which they greatly appreciated. He noted that the Ambassadors expressed keen interest in visiting frequently, collaborating with local stakeholders, and holding detailed discussions.

Mr. Iqbal Asad endorsed the views expressed by Mr. Salman Sheikh and shared that when five Ambassadors of ASAEAN visited the Chamber together, they were extremely impressed and excited to witness the actual situation in Pakistan. He stated that they had not imagined such a positive, progressive, and business-oriented environment. He added that one Ambassador, in particular, expressed surprise and inquired how Sialkot was able to produce goods of world-class standards.

Mr. Iqbal Asad further said that unfortunately, image of Pakistan shown by the international media did not accurately reflect the true reality on the ground.

The President also shared an incident narrated by the Prime Minister, highlighting the improvement in Pakistan's international image following the war with India.

Mr. Salman Sheikh further informed that the Ambassadors who visited the Chamber also suggested focusing on improving the country's image, similar to the efforts made by other countries. He mentioned that the German Ambassador was unaware that footballs were also produced in Sialkot and that these footballs were used in the World Cups. The Ambassador suggested that Pakistan should focus on developing and promoting its own brands.

Participants	The President, Mr. Salman Sheikh and Mr. Iqbal Asad.
Approval	Approved.

28 Point discussed.	Approval of minutes of meeting with Dr. Najeeb Ahmed Memon, Director General, Tax Policy Office, Finance Division, Ministry of Finance held on January 20, 2026.
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Discussion:

The President stated that the meeting was held in connection with the visit of Dr. Najeeb Memon, Director General (Tax Policy). He informed the members that the Federal Board of Revenue (FBR) had established two distinct divisions—one dedicated to tax policy formulation and the other to implementation, and that Dr. Najeeb Memon is heading the Tax Policy Wing. During the meeting, Dr. Najeeb Memon apprised the participants that FBR was actively working on a proposal to partially cap the Final Tax Regime (FTR). He explained that the proposed cap was under consideration at Rs. 400 million or Rs. 500

million. Under this proposal, exporters having turnover up to the prescribed cap would continue to fall under the FTR, while exporters exceeding the threshold would be shifted to the Normal Tax Regime (NTR). He further shared that exporters might also be provided with an option to voluntarily exit the FTR and enter the NTR, if they so desire. He emphasized that FBR was working on multiple tax reforms aimed at improving the overall taxation framework and addressing stakeholders' concerns.

The President said that he highlighted the concerns of Small and Medium Enterprises (SMEs), stating that exporters with exports up to Rs. 120 million represent a very small segment of the export sector. He stressed them that it would be more practical and beneficial for such SMEs to continue under the FTR, considering their limited capacity and compliance burden.

Mr. Waseem Shahbaz Lodhi inquired whether the matter of the Export Facilitation Scheme (EFS) was under consideration or if it had been finalized that the scheme would remain valid for nine months. In response, the President stated that the Sialkot Chamber of Commerce and Industry had been regularly taking up this matter with the concerned FBR.

Mr. Bilal Khan pointed out that the Customs Department was not approving new applications for licenses under the Export Facilitation Scheme, and that applicants were being asked to provide additional requirements such as bank guarantees, insurance documents, and other conditions. The President advised him to discuss the matter with the Secretariat.

Mr. Bilal Khan stated that he had already discussed the issue.

The Secretary General informed the meeting that recommendary letters were being issued to members for EFS license and there was no such problem, reported by members

However, Mr. Bilal Khan reiterated his concerns, upon which the President advised him to visit the President's office after the meeting so that the issue could be properly framed and a formal letter could be addressed to the FBR for resolution.

Participants	The President, Mr. Bilal Khan, Mr. Waseem Shahbaz Lodhi and The Secretary General.
Approval	Approved

29. Point discussed.	Approval of minutes of meeting on visit of H.E. Ladislav Steinhubel, Ambassador of Czech Republic to Pakistan held on January 21, 2026.
Discussion: The President stated that the Ambassador of the Czech Republic visited the Chamber. Most of the members were present at the meeting. It was a routine visit.	
Participants	The President
Approval	Approved.

30 Point discussed.	Approval of minutes of meeting on visit of Khawaja Muhammad Asif Federal Minister for Defence held on January 23, 2026.
Discussion: The President stated that a presentation regarding the University of Applied Engineering and Emerging Technologies (UAEET) was displayed during the meeting, and a request for allocation of funds was formally made. However, Khawaja Muhammad Asif did not give any response on the said request. Khawaja Muhammad Asif, while addressing the participants, shared information regarding various development projects. He informed that the Sialkot–Kharian Motorway was expected to commence during January–February 2026. He further stated that the Sialkot–Lahore Motorway would be expanded from two lanes to three lanes to improve traffic flow and connectivity.	

The President further informed the meeting that, in connection with the establishment of the University of Applied Engineering and Emerging Technologies (UAEET), he had held a meeting with Mr. Ghulam Fareed, Chairman, Higher Education Commission (HEC). During that meeting, the Chairman HEC expressed inability to provide government funding, citing non-availability of funds.

He suggested that the university might be established Privately. In this regard a trust comprising members of the business community could be formed who could run on a private basis without any interference of Government. However, the Chamber requested that the proposal be shared in writing for detailed review and further consideration.

Participants	The President,
Approval	Approved.

31 Point discussed.	Approval of minutes of meeting of the Departmental Committee on Information Technology held on January 24, 2026.
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Mr. Salman sheikh briefed the minutes of meeting and said that after detailed deliberations, the Committee unanimously agreed to the following:-

- Adopt the 80-20 strategic approach for 2025-26 with Vision 2030 planning
- Strengthen the SCCI website as the primary source of information, queries and questions.
- Improve accessibility in line with international standards for PWDs
- Enhance search functionality and mobile application integration
- Develop documentary and animated guides for members
- Promote Sialkot's manufacturing identity globally through the website
- Support the formation and objectives of the Sialkot IT Service Providers Association
- Explore incubation center models and university collaboration
- Extend mobile application development to iOS platform
- Obtain an Apple Developer account with an annual fee of USD 100
- Procure a MacOS Device for iOS application development and testing.

Mr. Lahshan Khilji suggested that the Chamber's application should be migrated to a mobile platform to enhance accessibility for members.

Mr. Salman Sheikh informed the Committee that a mobile application had already been developed.

Mr. Lahshan Khilji inquired about the integration of a barcode feature.

Mr. Fraz clarified that a link was already attached within the application.

Mr. Lahshan Khilji recommended adding a barcode as it represented the latest technology.

Mr. Salman Sheikh appreciated the suggestion and affirmed that the Committee always welcomed constructive recommendations.

Mr. Waseem Shahbaz Lodhi highlighted that only a few members currently visit the SCCI website. He suggested the addition of a chatbot facility to enable members to easily ask queries and receive instant responses.

Mr. Salman Sheikh acknowledged that this suggestion had already been noticed and included in previous recommendations. Additionally, Mr. Salman Sheikh shared that the Chamber was planning to produce a video tutorial explaining how members could obtain SCCI membership. He also requested that members share any proposals or suggestions in the Chamber's WhatsApp group to facilitate better discussion and feedback.

Participants	Mr. Salman Sheikh, Mr. Waseem Shahbaz Lodhi and Mr. Lahshan Khilji.
Approval	Approved.

32 Point discussed.	Approval of minutes of meeting of the Departmental Committee on Industry Academia Linkages held on January 24, 2026.
Approval	Approved.

33 Point discussed.	Approval of minutes of meeting of the Departmental Committee on Human Resource held on January 27, 2026.
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Discussion:

The President stated that a meeting of the Human Resource Committee was held, which was also attended by Dr. Nouman Idris Butt and Mr. Majid Raza Bhutta. He informed that staff-related applications, such as requests for loans, promotions, and other matters, which were previously entertained by the Office Bearers, should now be considered through the Human Resource Committee. He further proposed that meetings of the HR Committee be held regularly. The relevant applications were placed before the Committee, and decisions were taken accordingly, which were duly recorded in the minutes of the meeting.

Participants	The President.
Approval	Approved.

34 Point discussed.	Approval of report of seminar on AI & GENAI for Business Executives held on January 26, 2026.
Approval	Approved.

35 Point discussed.	Approval of minutes of meeting on visit of H.E. Mr. Albert P. Khorev Russian Federation Ambassador to Pakistan held on January 28th, 2026.
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Discussion:

The President informed that the Russian Ambassador had visited the Chamber. He described the Ambassador as a very pleasant and cooperative gentleman. During the meeting, various issues were discussed, particularly those related to visa facilitation, export payments, and banking constraints.

Regarding export payments through the banking system, the Ambassador explained that he was constrained in this matter, as the banks that had earlier initiated such services were subsequently banned due to international sanctions. In view of these limitations, the Ambassador suggested that Pakistani exporters might consider adopting the barter system as an alternative means to continue exports to Russia.

The President further shared that he had already forwarded an article on the "Barter System" to Mr. Umair Nisar, requesting him to study the matter in detail and prepare a comprehensive report for the information and guidance of Chamber members.

With regard to visa issues, the President stated that the Ambassador showed a positive response and agreed to facilitate visas in genuine cases. The President said that he was also requested for signing of a Memorandum of Understanding (MoU) regarding Visas. In response, the Ambassador invited the Chamber representatives to visit the Russian Embassy for further discussions on this matter.

Mr. Salman Sheikh informed the meeting that Mr. Dennis had conveyed that any business entity interested in trading could utilize shipping routes, and relevant information regarding vessels operating on a daily basis via Dubai had been shared with him. Mr. Salman Sheikh stated that he would circulate this information in the Chamber's group for the awareness of members.

Participants	The President and Mr. Salman Sheikh.
Approval	Approved.

36 Point discussed.	Approval of minutes of meeting of the Departmental Committee on Membership/Bye-Laws going to be held on January 27, 2026.
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Discussion:

Mr. Salman Sheikh stated that this month 710 companies of the Associate Class and five companies of the Corporate Class were registered. He said that it was a big number from the platform of Sialkot, the entrepreneurial activity was rapidly increasing.

He urged that thinking “out of the box” was necessary to address the challenges which could arise. He shared that the Chamber had undertaken several initiatives, including organizing numerous seminars for young entrepreneurs. The focus was on diversifying their products, ensuring that they did not remain confined to the traditional industries of Sialkot, which were already well-established.

Mr. Salman Sheikh also requested the members for their suggestions, if they had. He encouraged members to contribute sincerely to the betterment of the business environment, assuring them that such efforts would be rewarded by the Almighty.

Participants	Mr. Salman Sheikh.
Approval	Approved.

Any Other Point

37. Mr. Haider Munir informed the Executive Committee that the SCCI Gratuity Fund had been established under a trust deed, comprising certain members of the Chamber. He further said that Mr. Ishaq Butt and Mr. Abdul Majeed Sheikh, who were members of the trust, had unfortunately passed away.

In this context, banks and relevant departments had requested that the trust deed be updated/upgraded to reflect these changes, subject to the approval of the Executive Committee. Mr. Haider Munir then presented the following resolution, which was unanimously approved by the Executive Committee:

Resolution

“Resolved unanimously that following shall be the trustee/members/office bearers of the SCCI Gratuity Fund with immediate effect in terms of clause 4 of the SCCI Gratuity Fund (the “Fund”) established under a deed dated September 09thm 2012:

- 1. Syed Ahtesham Mazhar (President SCCI/Ex-Officio Chairman)
- 2. Sheikh Salman Majeed (Member)
- 3. Mr. Tariq Mahmood Malik (Member/Secretary General SCCI)
- 4. Mr. Amir Rashid (Member/Manager Accounts SCCI)

“Resolved further that a copy of resolution be sent to all the concerned departments for information and record”.

38. Mr. Salman Sheikh presented the metal badges of the Sialkot Chamber of Commerce & Industry to all Executive Committee Members. During the discussion, a member inquired whether the badges were intended exclusively for Executive Committee Members or for other members as well.

Mr. Salman Sheikh responded that the badges could also be presented to Ambassadors as a souvenir. The President suggested that the badges might be extended to former Office Bearers, Executive Committee Members, and members who officially represent the Chamber.

Mr. Salman Sheikh further proposed that, with minor modifications, the badges could also be issued to new members against payment, thereby generating additional revenue.

The President appreciated the suggestion.

Mr. Sohail Masood and Mr. Waseem Shahbaz Lodhi suggested that, at present, the distribution of metal badges should be restricted only to Executive Committee Members.

39. The President informed the Committee that a request for donation had been received from Shaukat Khanum Memorial Cancer Hospital, Karachi. He stated that the request mentioned the significant contributions made by the members of Sialkot to Shaukat Khanum Hospital, Lahore, where a dedicated Children's Block had been named after the Sialkot Chamber of Commerce & Industry (picture shared). He further informed that the Hospital had proposed that, against a donation of Rs. 1 crore, a Room at Shaukat Khanum Hospital, Karachi, would be named after the Sialkot Chamber of Commerce & Industry.

Sheikh Atiq-ur-Rehman expressed the view that there were several hospitals in need of donations and suggested that priority should first be given to Sialkot. Mr. Sohail Masood endorsed the viewpoint of Sheikh Atiq-ur-Rehman.

Mr. Muhammad Murad Arshad suggested that the request be circulated among the members, and those interested could contribute voluntarily.

Mr. Aamer Mahmood suggested that donations, if any, could be made in individual capacity.

Mr. Waseem Shahbaz Lodhi stated that assigning a room in Shaukat Khanum Hospital Karachi in the name of the Sialkot Chamber would enhance the goodwill of the Chamber. He added that substantial funds had already been raised and donated from Sialkot to Shaukat Khanum Hospital, and therefore the Hospital should consider assigning the name of Sialkot on its own.

Mr. Bilal Khan suggested that the donation request be circulated among the members, allowing them to decide individually as per their own desire to contribute.

40. The President informed the house that a request had been received from the Seerat Study Center for a donation of Rs. 500,000/-. He further apprised the members that, upon inquiry from the Accounts Department, the donation granted to the Seerat Study Center during the previous year amounted to Rs. 200,000/-.

After deliberation, the house unanimously approved a donation of Rs. 200,000/- to the Seerat Study Center.

41. The President further stated that Senator Mushtaq Ahmed was running an NGO for persons with disabilities and had requested assistance in the form of wheelchairs and related items. He proposed that, subject to the approval of the house, a donation of Rs. 500,000/ be granted for this purpose.

The house unanimously approved the donation of Rs. 500,000/-.

Minutes approved by the President of Sialkot Chamber of Commerce & Industry.