WHAT'S INSIDE

 $\cap 4$

Sialkot Chamber of Commerce & Industry

20

President's Message

44

Vice President's Message

53

Visit of Probationary Officers From Ministry of Commerce

60

Visit of Maj. Gen. (R) Zahid Mubashir Khan, Ambassador Designate to Ukraine

67

Visit of Mr. David Preston, Acting Deputy High Commissioner, Australia

75

Visit of Mr. Yuji Tokita Economic Counsellor, Embassy of Japan to Pakistan 08

Our Purpose & Our Ambition

36

Former Presidents of SCCI

46

Former Vice Presidents

55

Visit of H.E Mr. Jean-Francois Cautain Ambassador of the European Union to Pakistan

61

Visit of Mr. Roger C. Claar Mayor, Bolingbrook-USA

69

Visit of Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce, Textile, Industry & Production And Investment

77

Visit of Major General Syed Hasnat Amir (Hilal-e-Imtiaz Military), Director General Military Land & Cantonment Board, Rawalpindi 12

Annual General Meeting 2018

40

Senior Vice President's Message

50

Visit of 38th Specialized Diplomatic Course From Foreign Service Academy

57

Visit of Maj Gen (R) Ashimiyu A. Olaniyi, Oon, Mni, High Commissioner of the Federal Republic of Nigeria to Pakistan

63

Visit of Delegation of Junior Foreign Trainee Diplomats from Foreign Service Academy, Islamabad

72

Visit of H.E. Mr. Vladimir Berezyuk Deputy Chief of The Mission of Russian Federation

78

Visit of H.E. Noordeen Mohamed Shaheid, High Commissioner of Sri Lanka 14

Members of Executive Committee - (2018-19)

42

Former Senior Vice Presidents

52

Visit of 26th Mid-Career Management Course From Nim, Peshawar

59

Visit of Major General Muhammad Zafar Iqbal, GOC 15 Div & Garrison Commander, Sialkot

65

Session on The Progress of Turkish Economy & Social Change in Turkey & Islam In Modern Turkey

74

Visit of Mr. Tariq Abbas Qureshi Regional Police Officer Gujranwala (RPO)

80

MOU Signing Ceremony between SCCI & MODEC Pvt. Ltd.

81

Visit of Mr. Muhammad Qasim Khan Suri, Deputy Speaker National Assembly, Pakistan

88

Visit of H.E. Mr. Ihsan Mustafa Yurdakul, Ambassador of Republic of Turkey to Pakistan

95

Khawaja Masud Akhtar (SI) Awarded with Sitar-I-Imtiaz by Government Of Pakistan

99

Visit of Mr. Khadan Dheen Gulled, Commercial Attaché, Embassy of Somalia in Islamabad

105

Visit of Delegation From UK Pakistan Chamber of Commerce & Industry

110

Awareness Seminar on Quality & Lean Practices

118

Visit of H.E. Mr. Furqat Sidiqov, Ambassador of Uzbekistan to Pakistan

83

Visit of Mr. Asad Umar, Federal Minister for Finance, Revenue & Economic Affairs

90

International Women's Day Celebration & Launching of Women Resource Center (WRC) -Outreach Programme

96

Visit of Mr. Siddique Sheikh, Chairman Pakistan American Business Association

100

Visit of H.E. Mr. Manuel Duran Gimenez-Rico, Ambassador of Spain

106

Visit of Consul General of Iran in Lahore-Pakistan

112

Visit of Mr. Hafiz Mumtaz Ahmed, Provincial Minister for Excise, Taxation and Narcotics, Control Department, Government of the Punjab

120

Training Workshop / Seminars during the Year 2018-19

86

Visit of delegation from Foundation University Rawalpindi Campus

92

Visit of Ms. Ann Mason, Chief Political and Economic Section, US Consulate, Lahore

97

Cash Prize Distribution Ceremony to Students of City School and GC Women University

102

Visit of Mr. Mohsin Raza, Chief Executive Officer, GEPCO

108

Mr. Yuji Tokita Trade Representative, Russian Federation

114

Visit of Mr. Muhammad Ashraf Khan, Managing Director BSC - State Bank of Pakistan

116

Visit of H.E. Mr. Iwan Suyudhie Amri, Ambassador of Republic of Indonesia to Pakistan

128

Photographs of Different Financial Statements
Occasions during the Year 2018-19 June 30, 2019

8/

Visit of Dr. Yasmeen Rashid, Provincial Minister of Punjab For Primary & Secondary Healthcare

94

Visit of Mr. Nauman Aslam, Executive Director, IPO Pakistan

98

Delegation from Command & Staff College Quetta

103

Visit of Mr. Matthias Theis, Honorary Consul of Pakistan for the State of NRW, Germany

109

Iftar Dinner for Fund Raising

SIALKOT CHAMBER OF COMMERCE & INDUSTRY

the guardian of exports

The Sialkot Chamber of Commerce and Industry is the premier trade body representing the export oriented industry of Sialkot. The Chamber was established in 1982 and the late Mr. A. D. Bhutta was its founder President.

Few cities in Pakistan can claim to contribute as extensively to a country's export revenues, industrial growth and global reputation as the city which is now popularly known as "The City of Opportunities". Sialkot is an important economic center and the only totally export-oriented city in Pakistan. Development of local cottage industries in Sialkot has assumed the model status for the developing world. Thousands of small

and medium enterprises, situated in and around the city, are engaged in honoring their global commitments for export of value-added goods. The city is earning over 2.0 Billion US Dollars annually through its exports in various sectors ranging from Sports Goods, Surgical Instruments, Leather Products, Gloves of all sorts, Textile items, Sports Wear, Martial Art Uniforms & Accessories, Musical instruments, Military & Police

Uniforms Accessories, Highland Outfitters, Badges, Kitchen Ware, Hollow Ware to Knives and Cutlery items.

Besides exceptional achievements in business, the corporate sector of the city has exclusively emerged beyond Corporate Social Responsibility and made a historic contribution in social sector development and human welfare by initiating projects which have given the city a unique status among



the industrial hubs in the world. And all of what has been achieved so far, and what the people of bustling city of Sialkot aspire to achieve, is due to the presence of Sialkot Chamber of Commerce & Industry, a trade body which has gone beyond the notion of export promotion and has set an example for the other trade associations to follow. SCCI is, without a doubt. Pakistan's most effective Chamber. In fact, it would be hard to find a chamber anywhere in the world that has so significantly transformed its area of jurisdiction in terms of infrastructure and scope of social welfare.

Since its inception in 1982, the SCCI has consistently and successfully advocated the interest of its members and worked for the solution of problems faced by them in running and expanding their businesses. On top of that, it has also proven to be a fertile nursery for numerous important initiatives undertaken collectively by the city's business community as well as a useful forum for their execution. Before the SCCI, the local business community faced many constraints and found it difficult to ensure fast-paced industrial growth. The reason for this very slow progress was that the fact no trade body was there to give protection to the interest of the local industrialists. The Sialkot Association of Trade and Industry was formed in 1976 and it was affiliated with Lahore Chamber of Commerce & Industry.

The said Association provided progressive and appreciative services to the business community. There were 1000 firms registered with the association within a span of seven years up to 1982. Owing to the efforts of the said Association, most of the Government regulatory offices were shifted to Sialkot, but because of the bureaucratic attitude of the Government functionaries, the decision on most of the cases faced pendency.

In view of the problem and difficulties of the business community of Sialkot, the urgency of constituting a Chamber was widely felt, which could provide a more prestigious and dignified forum to the local business community and effectively take up the issues with Government for redressal. It was decided by the pioneers of the local community to get the existing Association to the level of Chamber of Commerce and Industry. The Association adopted the necessary resolution in the meeting held on 12-12-1979 for taking up the matter with the Ministry of Commerce. Lahore Chamber of Commerce & Industry passed a similar resolution on 28-07-1981. The Sialkot Chamber was incorporated under Company Act 1913 vide License No. 24 dated 15-07-1982 issued by the Ministry of Commerce, Government of Pakistan under section 3 of Trade Organization Ordinance 1961 and was formally affiliated with FPCCI on 17-08-1982.

Today, The Sialkot Chamber of Commerce & Industry (SCCI), comprises of 10,000 plus active members including proprietorships, Associations of Persons (AOPs), Partnerships, Corporations mostly involved in exporting high-quality products around the globe to over 100 International Brands. Being the apex trade body of Sialkot, the activities of the Sialkot Chamber of Commerce and Industry are manifold and multidimensional in nature. It is watching and safeguarding the interests of the business community on one hand and helping the Government in the formulation of various trade policies through workable proposals, suggestions, and recommendations on the other. The global activities of the Sialkot Chamber have extended beyond all frontiers in terms of establishing business links among the locals and those at far ends of the world. It keeps a close eye on the global business trends and provides information to the members accordingly. Through its proactive approach, the Sialkot Chamber has greatly contributed to the expansion of industries, promotion of exports and generating economic activity.

KEY FUNCTIONS OF SIALKOT CHAMBER

- Provision of the latest information on business and economy to its members for facilitation in business.
- Performing Advocacy & Lobbying role in the best interest of the Export Sector of Sialkot.

- Federal Budget Proposals to the Federal Government.
- Trade Policy Proposals to the Federal Government.
- New Markets Exploration by arranging Trade
 Delegations to International Avenues and Participation in International Exhibitions and Trade Fairs.
- Dissemination of Information & Training for capacity building of upcoming entrepreneurs.
- Interacting with Government/international agencies on micro/macro business issues and other policy matters.
- Arranging Seminars, Workshops, Conferences, etc.
- Corporate training programs for Members.
- Arranging meetings to solve issues between stakeholders & Government.
- Solving business disputes through the Mediation Committee.
- Establishing linkages with Academia.
- Facilitation to members in terms of Visa Applications.
- Provision of Special Incentives to members through a special arrangement with the Corporate Sector.

 Provision of Researchbased services to its Members.

CSR FUNCTIONS OF SIALKOT CHAMBER

The Sialkot Chamber of
Commerce & Industry has
not only made its contribution
towards promotion of exports
for Pakistan but has also
contributed extensively in the
social sector due to which
Sialkot has become a role
model for other cities of
developing countries. The Social
Projects are taken up by the
Sialkot Chamber of Commerce
& Industry including but not
limited to:

SIALKOT DRY PORT TRUST

The exporters of Sialkot joined hand to form Sialkot Dry Port Trust, which established the Dry Port in Sambrial Sialkot in 1985. It is a unique Project in the private sector in Pakistan.

SIALKOT CITY DEVELOPMENT PROGRAM.

A similar initiative was taken by the exporters of Sialkot in 1999 to construct city roads by contributing 0.25% of their exports proceeds under Sialkot City Development Package. The collective efforts of the exporters prompted the Government to share with a financial contribution. All the main arteries in Sialkot have been developed into international standard roads.

SIALKOT INTERNATIONAL AIRPORT.

Sialkot International Airport, an only project of its type in the country built by the private sector, is functional. International and domestic passenger and cargo flights are operating from the Sialkot International Airport. The project was initiated in the year 2001.

SIALKOT EXPORT PROCESSING ZONE.

Pakistan's second Export
Processing Zone has been set
up at Sambrial-Sialkot. The
project was inaugurated in 2002.
The zone offers exceptional
incentives for both local and
foreign investors.

SPORTS INDUSTRIES DEVELOPMENT CENTRE.

Another project of core importance for business promotion is the establishment of the Sports Industrial Development Centre. The project was initiated in 2006 to develop products for the industry and help it in facing the challenge of the mechanized ball and other such challenges. This project has been conceived and initiated by the private sector in coordination with the Government.

SIALKOT TANNERY ZONE.

Sialkot Tannery Zone is being established to shift all the scattered tanneries in and around the city of Sialkot at a specific zone to control environmental pollution being

created by the tannery effluent. The project was initiated in 2009.

SIALKOT BUSINESS & COMMERCE CENTRE.

To provide a common facility of displaying the products under one roof, Sialkot Business & Commerce Centre is under construction adjacent to the building of the Chamber. The project was started in 2007. This Centre would have all the necessary facilities of a Display Centre, so that the visiting dignitaries may have a glimpse of the Sialkot made products at one place, the facility which would surely play a positive role in the promotion of exports.

KHUD KIFALAT ROZGAR TRUST.

In order to provide financial assistance to the people with limited resources and to help them earn respectfully, the Chamber has initiated the project of "Khud Kifalat Rozgar Trust" through the contribution of the business community. The trust was formed in 2010. The financial assistance is being provided in the shape of an interest-free loan to be paid back to the Trust in pre-agreed monthly, quarterly, annually or biannual installments. The intent is the reduction of employment and alleviation of poverty from the society.

SCHOLARSHIPS TO DESERVING STUDENTS.

The Sialkot Chamber also provides scholarships to deserving students on a regular basis. In this regard, annually scholarships are provided to around 25 to 30 students so that they may complete their higher studies including Engineering and Medical studies.

CHILD & SOCIAL DEVELOPMENT ORGANIZATION.

There hardly exists any example where the Business Community has set-up an independent NGO within the Chambers to address the social issues of the industry especially Child Labour and Socially Responsible Entrepreneurship. With the mutual harmony of the key partners of the Atlanta Agreement i.e. SCCI, UNICEF and ILO, Child and Social Development Organization (CSDO) was established on 22 July 2002 as an independent body to address the issues of Child Labour, CSR and social development in Sialkot. The Sialkot Chamber extends its full support to the CSDO. Its patronage is a major source of strength to this organization. It encourages its members to participate in CSDO as part of their social responsibility towards the protection of children and social development. Since the establishment of CSDO, WFSGI has been fully supporting the organization for the protection of children and promoting CSR practices in Sialkot.

AIRSIAL.

After the success of an International Airport and many projects for the wellbeing of society in general and industry in particular, the business

community under the umbrella of SCCI, have now started the project of the city's very own private Airline "AIRSIAL". The project served to add to the vision of making Sialkot a self-sustainable city envisioned by the business leaders of Sialkot. Soon the world would see aircrafts hailing from Sialkot representing the rich cultural heritage of the city and the industrial dynamism of the business community.

KHAWAJA ZAKA UD DIN TRUST

Sialkot Chamber of Commerce & Industry is diligently engaged in welfare projects. It is striving as a leading organization in rehabilitating the victims of disasters, relieving the poverty-stricken people of agonies and miseries, and building their confidence in life afresh the world over.

In 2018, Sialkot Chamber of Commerce & Industry conceived the idea of setting up Khawaja Zaka ud Din Trust. Named after the late Mr. Khawaja Zaka ud Din, a leader of the Industry, the trust collects charity and donations from the members ensures that it reaches the rightfully deserving. This year, the Khawaja Zaka ud Din Trust, collected around PKR 22.14 (M) and distributed it among the key charitable organizations of Sialkot. On the other hand, Khawaja Zaka ud Din Trust is also initiating a state of the art Ambulance Service for the people of the city.

OUR PURPOSE

We at Sialkot Chamber of commerce & Industry are committed to fulfill our member's requirements and strengthen our position as a quality managed organization.

OUR AMBITION



Our pledge is to provide best quality services through a memberdriven, service oriented and dynamic management team. To meet this obligation, the Chamber will continue updating the employee's skill by training, acquisition of new technology and regular reevaluation of it's services. The Chamber will continue to be the Advocacy & Lobbying body for its members getting relief and benefit by resolving issues relating to trade & industry.







ANNUAL GENERAL MEETING 2018















ANNUAL GENERAL MEETING 2018

















Khawaja Masud Akhtar (SI)



Waqas Akram Awan



Amer Hamid Bhatti



Zahid Latif Malik



Sh. Tariq Soni



Naeem Javed



Arslan Sheikh



M. Jalil Aslam



Atif Raza



Khalid Mehmood



Khalid Mehmood Mughal



Khurram Azeem Khan



Malik M. Ashraf



Muhammad Jahangeer Iqbal



Abdul Ghafoor Butt



Muhammad Ijaz Ch.



Muhammad Waseem



Ayyaz Choudary



Faizan Akber



Junaid Shahid



Zahir Amir



Dr. Uzma Azam



Mrs. Nadia Qaiser

PRESIDENT'S MESSAGE

It is a matter of paramount honor for me to present to you the Annual Report 2019 of this August Chamber. Despite the turbulent economic environment this year and challenges posed by the new budget, Sialkot Chamber continued its efforts to put the businesses on the path of economic diversification and growth by enhancing its value proposition for its valued members.

This year, we envisioned the idea of striving towards taking pro-business reforms to ensure a favorable environment that is conducive to growth, boost productivity, and enhance the competitiveness of the business community of Sialkot. To achieve the same, in 2018-19, we worked closely with the Government Quarters and all relevant fora for finding mutual grounds for the betterment of the Industry in general and Sialkot as a city in particular. Some of such initiatives and projects were the formulation of Ease of Doing Business Proposals, Reforms in Export Processing Zone Sialkot, Establishment of Sialkot Special Economic Zone, Relaxation of stringent laws to facilitate the Business Community and many others.

But the biggest achievement to my mind is the Tariff Rationalization by the Federal Government of the vital Raw Material used by the Industry, a project solely initiated by the Sialkot Chamber of Commerce & Industry, fruits of which would be enjoyed by the whole Export Industry of Pakistan.

One of the key factors that has differentiated Sialkot Chamber from other Chambers has been the foundation of its ambitious international expansion strategy which would provide its members with access to growth opportunities in promising markets around the world through hiring of Marketing Companies backed by Warehousing and E-Commerce platforms to give a paradigm shift to the existing model of the Export Sectors of Sialkot.

As I share the tale of 2018-19 through this report, I may assure you that Sialkot Chamber of Commerce & Industry is always focused towards providing maximum facilities to its members and taking a leap forward with its vision of becoming a catalyst for transforming the city of Sialkot into an epitome of success, a sustainable and dynamic model for others to follow.

This year at Chamber, we also focused on capacity building and enhancing manufacturing prowess of our members through inculcating knowledge of Lean Manufacturing and Six Sigma among the Industry in collaboration with top Consultants of Pakistan.

In 2018-19, our family of members increased significantly as we welcomed 3685 new businesses to our member base. Today with over 12700 active members, we are one of the largest and the most influential trade bodies in Pakistan.





The key highlights and major achievements are depicted as under:

1. ISSUE OF ADVANCE PAYMENTS ON IMPORTS RESOLVED

On July 14, 2018, the State Bank of Pakistan through its FE Circular No. 06 of 2018 withdrew the facility to make advance payments of USD 10,000 on imports, disallowing the SME based export industry of Pakistan to import smaller quantities of Raw Material on Advance Payment basis.

As we joined office, resolution of this issue was our foremost priority considering the fact that the previous team of Office Bearers had worked hard for the same. Through concerted efforts of my team backed by continuous lobbying and advocacy of Sialkot Chamber with Government Authorities including the Ministry of Finance, Ministry of Commerce and the State Bank of Pakistan, we are able to finally resolve the issue for good.

On January 01, 2019, the State Bank of Pakistan issued the Official EPD Circular Letter No. 01 of 2019, lifting the moratorium on advance payments.

2. ISSUE OF MEDICAL DEVICES RULES BY DRAP RESOLVED

In January 2018, Drug Regulatory Authority of Pakistan (DRAP) issued Medical Devices Rules vide its SRO 32 (I)/2018 dated January 16, 2018. The new medical rules also encompassed Surgical Instruments Sector demanding the manufacturers involved in export & import of Surgical Instruments to comply with stiff conditions and rules required for Pharmaceutical Industry, which have been included in the SRO without due deliberation with the stakeholders from the Surgical Instruments sector i.e., the Sialkot Chamber of Commerce & Industry and

the Surgical Instruments Manufacturers Association of Pakistan.

This was indeed one of the most burning issues which had put the Surgical Instruments Sector on the verge of collapse due to the impossible demands that the new Medical Device Rules required in compliance. In this regard, we actively pursued the case and voiced our concerns with the Government and after months of hectic exercise, we were successful in getting an exemption for the Surgical Instruments Sector from the Medical Device Rules vide SRO 32 (I)/2018 dated January 16, 2018.

3. TARIFF RATIONALIZATION OF RAW MATERIAL

Through the Federal Budget 2019-20, a total of 114 raw material items relating to the Export Sectors of Sialkot were rationalized and duties were waived off on most of them.

This is a big step for Export Sector
Development as it would reduce the cost
and would make our exports competitive
in the International Markets. This year, we
initiated the project by calling proposals from
all members to submit the list of vital raw
materials used in their respective sectors.
After a month of intensive working by our
team, we were able to submit a list of 377
items to the Federal Government of Pakistan
for tariff reduction out of which 35 were
approved in 2nd Finance Amendment Bill and
79 were included in the Budget 2019-20

The whole exercise was not easy as it required us to have series of meetings all throughout the year with Government Functionaries including Mr. Abdul Razak Dawood, Advisor to PM on Commerce & Textile, Mr. Asad Umer, Former Minister of Finance, Mr. Hammad Azhar, Minister of State for Finance, Chairman, National Tariff Commission, Mrs. Robina Akhter, Member

National Tariff Commission, Mr. Javed Ghani, Member Customs, FBR and Mr. Iqbal Muneeb, Chief (Ops), FBR.

It is indeed a big achievement of Sialkot Chamber, its team and most importantly its members and I am sure it would greatly help my honorable members to utilize this facility to grow exports. Sialkot Chamber of Commerce & Industry would continue to pursue the Government to add more items in the list for rationalizing tariff in future as well.

4. ISSUE OF LEGALIZATION OF DOCUMENTS RESOLVED

A significant number of our members were facing issues as some countries were not accepting documents with a certain stamp being affixed by the Ministry of Foreign Affairs. Sialkot Chamber of Commerce & Industry took up the matter with Ministry of Foreign Affairs and after thorough followup, Ministry of Foreign Affairs has agreed not to affix the said stamp on documents for Exporters.

Through several lobbying activities and meetups, Ministry of Foreign Affairs vides its Directive dated June 14, 2019, has waived off the formality of affixing the stamp "Ministry of Foreign Affairs is not Responsible for the Contents of the Documents".

It is a big achievement and relief for our members and we would like to thank Mr. Muhammad Sarfraz Butt, Chairman, Departmental Committee on Liaison with Embassies & Government Departments for his relentless efforts in said regard.

5. EASE OF DOING BUSINESS PROPOSALS

As per the vision of Federal Government to take necessary ease of doing business measures for the betterment of SMEs and Export Industry of Pakistan, Sialkot Chamber of Commerce & Industry devised specific proposals through which Pakistan can improve its Ease of Doing Business Ranking. The proposals specifically focused on Access to Finance for SMEs, Exemption of Duties & Taxes on Samples, Mechanism of all Refunds through PRCs, Enhancement of DLTL Rates, One Window Facility for Exporters, Establishment of Special Economic Zone in Sialkot, Exemption for Temporary Imports from Infrastructure Development Cess and many more.

The proposals were shared with key personalities including the Honorable Prime Minister of Pakistan, Minister of Finance, Minister of Commerce & Textile, and Chairman FBR. I am positive that the Sialkot Chamber would continue to peruse these proposals until the formal approvals.

6. REFORMS IN EXPORT PROCESSING ZONES (EPZ)

Our special focus this year was on bringing necessary reforms in Export Processing Zones. In 1981, The Government of Pakistan took a revolutionary initiative of establishing Export Processing Zones in Pakistan including the following Salient Features:

- No taxes on imports of Materials.
- No taxes on import of Construction Materials.
- Non Applicability of Labor Laws
- No Customs Audit Requirement
- Holding of Materials in EPZ until sale without fixation of the period for Re-Export

However, with the passage of time, FBR made several modifications in the laws of EPZ taking away the incentives and benefits from the Investors interested in EPZs

discouraging them to invest and establish facilities in the said Zone. This is the same reason that EPZs today are deserted and have not produced desired results for the Economy.

We at Sialkot Chamber took the initiative to get certain laws amended to ease up the business environment in the EPZs and to encourage new industrialization through Joint Ventures. The breakthrough occurred when on the directions of Prime Minister of Pakistan, a special committee was formed to discuss our proposals. By the grace of Almighty, the proposals have been submitted to the Federal Government and we are very hopeful that most of them would be approved.

Managing all this was an exhausting task as we had to meet the top brass of the Federal Board of Revenue, Ministry of Finance, Ministry of Industries and Ministry of Commerce & Textile to plead our case and convince the authorities on our proposals.

7. SIALKOT SPECIAL ECONOMIC ZONE

With the advent of CPEC and its prospects for Pakistan, the Federal Government had announced several SEZs to be established across the country. However, the Golden Economic Triangle consisting of Sialkot, Gujranwala, and Gujrat was ignored despite the momentous industrialization potential lying in the region. Sialkot Chamber proposed the Federal Government of the idea of having a Special Economic Zone in Sialkot and thankfully with the efforts of Mr. Abdul Razak Dawood, Advisor to PM on Commerce & Textile and Mian Aslam Igbal, Provincial Minister for Industries, the Government has principally agreed on the proposal and the process of land identification and acquisition has been started.

Sialkot Special Economic Zone would be a staggering opportunity for local and foreign investors to set up Industries through Joint Ventures and pave the way for a new era of Industrialization in the region.

8. MEMORANDUM OF UNDERSTANDING WITH ANLIURFA TEKNOKENT

ANLIURFA TEKNOKENT, a Technology
Development Zone established under Harran
University and Ministry of Science, Industry,
and Technology, Turkey has been working
as a center of excellence and a model
example of Industry-Academia Linkages for
Turkey since many years now. It is due to
the same institution, the Turkish Industry
has transformed itself and experienced a
momentous growth through Research &
Development Activities and Development of
new product lines and technologies.

This year, Sialkot Chamber had the opportunity to meet the top brass Researchers of the august institution through which we were successful in the signing of Memorandum of Understanding between SCCI and Teknokent to cooperate on Research and replicate the model of Sanliurfa Teknokent in Pakistan. The intent is to help the Industry upgrade and enhance their manufacturing capacities to meet the ever changing work market trends and demands.

9. ACQUISITION OF FOREIGN EXCHANGE MODULE FOR MEMBERS

We are pleased to share with you that the Sialkot Chamber of Commerce & Industry has acquired the Live Foreign Exchange Module for the facilitation of our members. As you all know that the situation of the Foreign Exchange Market is volatile and it is imperative for Export Industry of Sialkot to have real-time statistics of Currency Exchange Rates to plan and forecast their transactions.

We hope that this facility would serve our members to get maximum benefit in negotiating exchange rates with their respective banks. Through this, we have also empowered our Research & Development Department to provide members with the latest FX Projections.

10. HIRING OF ADVOCACY AND LOBBYING AGENT

Hiring of an advocacy and lobbying representative in Islamabad was under discussion for several years in the Chamber. As you know, Sialkot being a distant city from Islamabad has to face several issues in terms of voicing its concerns in Government Corridors. There was a need to have a permanent representation in Islamabad to follow up on our issues and proposals with the Government.

This year, we hired services of MODEC, an Islamabad based firm specializing in such activities. The agreement was done for the period of 6 months on probation. The organization served the SCCI and was instrumental in highlighting our points and necessary follow up with important Ministries.

11. PM INCENTIVE PROGRAM

The Drawback of Local Taxes and Levies under the PM Incentive Program proved to be a success for the Industry as the exports of Pakistan faced a positive trend after years of decline. The scheme is up and running till the Financial Year 2021.

We are pleased to share that clearance of PKR 1,675,689,325 under all the DLTL Scheme has been made by the State Bank of Sialkot to the exporters of the city till June 27, 2019. We are in continuous follow up with the Authorities and I am sure that pending claims would be cleared soon.

12. WINDS PROJECT WITH USAID

Sialkot Chamber of Commerce & Industry apart from its Export Promotion role and facilitation to its members is actively involved in the promotion of Women Entrepreneurs and a strong advocate of "Women Empowerment".

To support the vision in practical terms, a project "Women Investment in Networks of Dairy Sectors – WINDS" had been initiated last year with the collaboration of USAID-PEEP. Aim of this project is to empower women entrepreneurs in the dairy sector. Under this Project, technical training and business opportunities are provided to the rural female farmers with the aim to contribute positively in their lives towards prosperity.

On the other side, a company "Sialkot Agriculture & Livestock Company (SALCO) Pvt. Ltd." has been formed under the auspices of this project to run & expand the activities of the said project on a commercially large scale. Along with male members, women entrepreneurs of the city are also the shareholders/directors in this company and are playing their significant role for this project. Through this project, job & investment opportunities will also be increased.

13. REVIVAL OF SWEDISH TECHNICAL UNIVERSITY PROJECT

Swedish University Project conceived in 2006 was probably the best initiative taken by the Business Community of Sialkot which, if completed, would have changed the destiny of both the Industry and the populace of Sialkot. However, it is regretful the due to red-tapism and lack of will at the Punjab Government, the project was shelved despite acquisition of 500-acre land.

This year, we have tried to revive the project and to pursue the same with the Provincial and Federal Governments and I am very hopeful that in coming years, we would see the landmark project finally being executed.

14. KHAWAJA ZAKA UD DIN TRUST

Last year, one of the many positive initiatives among others was the formation of Khawaja Zaka ud Din Trust by my learned predecessor. The trust was a success among the community of Sialkot which focused on providing support to the organizations working for society.

This year, we collected a staggering PKR 22,145,850 worth of contributions from the open hearted people of Sialkot and distributed PKR 19,796,800 to the well deserving Social and Charitable Institutions of the city for wellbeing of marginalized.

I have all the best hopes for this Trust and I have faith that it would grow into one of the most prolific Charitable Institutions of Pakistan in near future.

15. STATE OF THE ART AMBULANCE SERVICE

Another positive initiative of Sialkot Chamber was further streamlined this year as the ambulance service was not being utilized to its full potential. In order to provide the public of Sialkot with the facility round the clock, we signed an MOU with Rescue 1122 and handed over the Ambulance to 1122 Sialkot Management. Through this, the Ambulance would be available to the public of Sialkot round the clock with professional staff.

16. AGREEMENTS WITH AIRLINES

Facilitating the members of SCCI in their daily work routines has been on our agenda throughout this tenure. In this regard, SCCI signed MOUs with several corporate service providers like Airlines. In continuation of the

same, we renewed our corporate agreements with airlines like the Emirates and Qatar and also included Oman Air for the facilitation of our members to get special discounts on airfare.

17. DEVELOPMENT OF MANAGEMENT INFORMATION SYSTEM FOR SCCI

As a leading Advocacy & Lobbying body, SCCI's main aim is to provide best quality service through a member-driven, service oriented and dynamic management team. To meet this obligation, the Chamber has to continue updating the employee's skill by training, acquisition of new technology and regular re-evaluation of its services. The Organization's success in the achievement of its strategic outcomes will depend critically on ensuring that it remains an increasingly responsive and efficient Organization equipped to provide best services to its members.

In order to be responsive and efficient, SCCI needs to ensure that it builds a comprehensive management information system and enterprise resource planning software for:

- ensuring better service to Member and all stakeholders;
- b. placing results at the core of planning and managing programs;
- c. managing human and financial resources effectively;
- d. providing reliable operational support to programs; and above all
- e. ensuring efficiency and compliance of its daily operations.

Over the years, Sialkot Chamber of Commerce & Industry has garnered praise and recognition nationally and internationally due to its projects, services for the members and issues resolved with the Government. However, with the passage of time Chamber has evolved into an organization with complex

and multiple operations which would also increase in the future. Given the stature of SCCI and future challenges, it is vital for us to evolve and strive for continuous improvement. As I believe future proofing Chamber would increase our efficiency significantly and all the investments made for the system would pay off. This would also allow SCCI to set a benchmark of performance management for other Chambers and Associations to follow and would make SCCI, perhaps, the only trade body in Pakistan with such sophisticated technology. But most importantly, it would allow us to serve our members better, as serving the ever increasing member base is the prime reason for the existence of this Chamber.

I am glad that through the decision of the Executive Committee, the work on the implementation of such a system has begun in our tenure.

18. PARTICIPATION IN INTERNATIONAL TRADE DELEGATIONS

New market exploration and finding avenues for increasing trade have always been the foremost priority of the Sialkot Chamber of Commerce & Industry. It wouldn't be wrong to say that SCCI exists to serve its members by facilitating them to expand their businesses. The Departmental Committee on Fairs & Exhibitions/Delegations is fully aware of the fact and is actively pursuing the same agenda. It is to the credit of this Chamber to set the trend of sending self-financed Trade Delegations to International Trade Avenues in pursuit of B2B Exchanges. Although it is the duty of Trade Development Authority of Pakistan to facilitate such exchanges yet we did not wait for the Government to facilitate all our delegations and made it possible on a self-help basis.

This year, the Fairs & Exhibitions Committee, apart from facilitating the members in the

participation of several trade fairs around the globe, planned delegations to the following countries and continued the execution of delegations announced in the previous year:

- Surgical Specific Trade Delegation to China
- Trade Delegation to France
- Trade Delegation to Morocco
- Trade Delegation to Australia
- Trade Delegation to Turkey
- Women Specific Trade Delegation to Turkey
- Market Study tour of Somalia

The biggest achievement under this committee came in the shape of arranging a Pavilion at the FIME Show, Las Vegas, 2019 with the special and concerted efforts of Sialkot Chamber of Commerce & Industry team. This year, TDAP had dropped participation in the show leaving several of exhibitors from Sialkot with an opportunity to showcase their products at the event. Sialkot Chamber, realizing the significance of the issue was swift to take action and convinced Trade Development Authority of Pakistan to hire a special pavilion for the members of Sialkot Chamber.

19. BUSINESS VISA FACILITATION FOR MEMBERS

Sialkot Chamber, issues Business Visa Recommendation letters to its members through a foolproof scrutiny system to help them visit foreign countries for the promotion of businesses. We appreciate and remain thankful that foreign missions in Pakistan acknowledge our strong scrutiny and positively consider Visa Cases of our members.

Throughout the whole process, we ensure that strict merits of professionalism are maintained and maximum number of members are facilitated. I would especially like to thank Mr. Waqas Akram Awan, Senior Vice President for managing the issuance of VRL with utmost care, vigilance and dedication to serve the members

Details of Visa Recommendatory requests especially processed during the year are given below:

 Number of Visa Recommendatory Letters Issued 3224

20. AIRSIAL

AIRSIAL is one of the projects of Sialkot Chamber which has received much traction and acclaim around the globe. The Project which was announced in 2016 is heading towards its completion and soon people would see planes hailing from Sialkot reaching out to the World. The Management Team of AIRSIAL is dedicated and is working hard for its earliest launch. This year, AIRSIAL is expected to complete the process of procurement of Aircraft.

21. CHILD AND SOCIAL DEVELOPMENT ORGANIZATION

Child and Social Development Organization is another distinctive project of Sialkot Chamber of Commerce and Industry. It has been acting profoundly for the enrichment of society through several CSR initiatives. CSDO is evolved as an outcome of a unique partnership which was developed between Sialkot Chamber of Commerce and Industry, United Nations Children Fund and International Labor Organization (ILO) to eliminate child labor from Soccer ball industry of Sialkot in 1997 at Atlanta Georgia. It's worth mentioning that patronage with other esteemed organizations has made it a role model. One of the most captivating

projects is the Child Labor Elimination Program from Soccer Ball Industry of Sialkot. The project has successfully eradicated child labor as a result of strict monitoring of the Program.

CSDO has been materializing and processing different designs to create a protective atmosphere for the marginalized children of society by adopting defensive and guarding methods of various categories very effectively with the beneficial support of Industry.

It provides the best quality services to poor of the poorest communities. CSDO is running eight schools to provide quality education to the deprived children living in straitened conditions and circumstances under the banner of SCCI. Currently, more than 1100 students are getting free of cost education in these schools.

22. SPORTS INDUSTRIES DEVELOPMENT CENTRE

Sports Industries Development Centre (SIDC) and Product Development Centre (PDC) for Composites Based Sports Goods are joint projects of Small and Medium Enterprise Development Authority (SMEDA) under Ministry of Industries and Production (Mol&P), Government of Pakistan and Sialkot Chamber of Commerce & Industry.

The highlights of both projects during the year 2018-19 are mentioned below:

SIDC:

- Manufacturing of almost 1,700,000 bladders, 2,050,000 Rubber nozzles, 60,000 Thermo balls, 34,000 basketballs and yarn winding of 310,000 bladders for international brands through local industry.
- Sampling of American Football Initiated

PDC:

- Product Development Centre (PDC) for Composites Based Sports Goods, Sialkot has been approved Rs. 488 Mn and funds for FY: 2018-19 have released.
- Designing of project building have been completed by civil consultant.
- Civil Work contract has been awarded and contractor has started work at site.

23. SIALKOT TANNERY ZONE

Sialkot Tannery Zone is another project with immense importance for the Industry of Sialkot and another feather in the cap of Sialkot Chamber. The project which would bring brighter prospects for Leather Sector in future and would serve to protect the environment in compliance with the latest REACH Standards is nearing its completion at a rapid pace thanks to the abled team of STZ.

Following are the major milestones the project has achieved so far.

- A total of 620 plots have been allotted to the applicants in draws already held during public gatherings at STZ. Overall 350 Members have been handed over Possession Letters after paying off complete Land Cost and Development Charges and they have started construction of boundary walls of their Plots.
- Environmental Impact Assessment (EIA) study has been completed and NOC for EIA from the Environmental Protection Agency (EPA) has already been obtained for the Zone.
- The project shall have an external overhead Electrical System; 98% of work is already completed. Initially, GEPCO

- is supplying 4.9 MW from their existing system however afterward the 21 MW grid station will be constructed.
- Metal roads 120, 90 and 60 feet provided for easy haul and 80% work has already been completed.
- The Process Design of the first module of CETP having the capacity of 4000 m3 per day has been finalized by International/ National experts through UNIDO comprising of Civil Works, Electrical Works, and Mechanical Works.
- UNIDO is in Final Phase of qualifying Contractor for the procurement of Electrical and Mechanical Equipment of CETP first module.
- STAGL has Pre-Qualified Civil Contractors for the Construction of CETP first module and hopefully, the contractor will be finalized until August 2019.
- To carry Tannery Effluents to CETP Construction of Drainage system and Culverts is underway, and 85% completed already.
- For the treatment of Chrome originating from Chrome Tanning, a Chrome Recovery Plant in STZ is planned. For the purpose, a contract has been awarded to M/s In-consult for the Process design and Tender Documents.
- For assurance of LWG compliant
 Tanneries setup, Typical Tannery Design
 guideline preparation is in progress
 for the tanneries to be housed in the
 STZ. For the purpose contract has been
 awarded to an Italian company M/s
 Italprogetti, Italy by UNIDO and hopefully
 by September 2019 the design will be
 finalized.

24. KHUD KIFALAT ROZGAR TRUST

"Khud Kifalat Rozgar Trust" formed in 2010, has been successfully providing financial assistance in the shape of interest-free loan to the people of Sialkot aspiring for bread and butter. The project is a milestone which many dream of achieving but with the determination of the business community of Sialkot has been making waves across the country.

Since 2010, the project has disbursed a total amount of PKR 55,108,000 to a total of 1058 Borrowers. I am pleased to mention that during my tenure, we successfully disbursed PKR 18,951,100 amount of load to the deserving people striving to change their fates through self-employment.

As this initiative has a charitable purpose, this Chamber encourages its members to contribute towards funds of the Trust to expand its operations.

25. ENHANCED LINKAGES WITH FOREIGN MISSIONS

Sialkot Chamber realizes that having strong relationships with Foreign Missions in Pakistan ultimately benefits its members and serves to project a soft image of the city and the country. This year, we worked on a two-prong strategy i.e., inviting the Ambassadors and Diplomats to visit Sialkot and also going to the Missions directly to meet the Ambassadors/High Commissioners, and Commercial/Economic Teams to represent Sialkot and finding avenues of cooperation in promotion of bilateral trade.

We visited key Diplomatic Representations including the United States, Germany, China, Italy, Brazil, Somalia, Azerbaijan, and South Korea. Also this year, 13 Foreign Diplomats, High Commissioners, and Ambassadors of countries like Nigeria, Australia, Sri Lanka, United States, Somalia, Germany, Russian

Federation, European Union, Turkey Spain, and Indonesia visited Sialkot Chamber for intensive sessions on prospects of increasing bilateral trade.

26. WITHDRAWAL OF ZERO RATED REGIME BY THE GOVERNMENT

The Federal Government in its Budget 2019-20 withdrew the Zero Rated Facility via SRO 1125 (I)/2011 extended to the 05 Export Oriented Sectors which exempted the Industry from paying of Sales Tax and ultimately be free of hassle of pendency of refund claims.

This action of the Government would have most negative effect on the already crises ridden Export Industry of Pakistan especially the SMEs of Sialkot. Export Industry of Pakistan, despite challenges like increased input costs, pending refunds and drawbacks claims, and complicated business procedures and consistent devaluation of currency, is striving hard to sustain and contribute towards economic growth of the country in which zero rated regime is playing a key role.

Sialkot Chamber, realizing the gravity of the situation and foreseeing its implications on the Industry, took up the matter with the Government to provide necessary facilitation to the Export Sector of Pakistan especially Sialkot which has 100% export oriented Sectors.

In this regard, our team had intensive sessions with Chairman FBR, Mr. Shabbar Zaidi and his team to devise a solution for exempting 100% Export Oriented Sectors from the levy of Sales Tax. We are pleased to share that the Chairman FBR had agreed in principle to allow necessary amendments in SRO 327(I)/2008 to restore benefits and provide relief to the Export Industry.

I am pleased to share with you that through SRO 327 (I)/2008, following facilities would be

made available to the Export Sector:

- Facility of Import of Raw Material without Customs Duty, Additional Customs Duty, Regulatory Duty and Sales Tax.
- Facility to purchase Raw Material from Commercial Exporters on Zero Rated Sales Tax and FED invoice.
- Facility of exemption from Sales Tax on Electricity and Gas.
- Facility to get Raw Material Shipment released upon Provisional Approval by IOCO rather than waiting for full approval.
- Facility to dispose of machinery and parts after 5 years which was previously 10 years.

We are affirmative that a new amended SRO in said regard would soon be issued by the Federal Government.

27. SERIES OF SEMINARS AND WORKSHOPS

This year we had a special focus to arrange several seminars and workshops optimized with the needs of Sialkot's Business Community. Following are some of the major workshops and seminars that were arranged during 2018-19.

- Awareness Session on Breast Cancer held on October 19, 2018.
- Seminar on "The Progress of Turkish Economy and Social Change in Turkey and Islam in Modern Turkey" by the three Turkish Scholars held on November 24, 2018.
- Maritime Awareness Session by Station Commander (Navy) Lahore held on December 24, 2018.
- Seminar on 'Cyber Security' held on

December 26, 2018.

- Seminar on 'Islamic Banking' with the collaboration of SCCI & Meezan Bank, on January 19, 2019
- Seminar on 'Cluster Meet-up' for SMEs held on January 12, 2019.
- Training Session on 'Drawback of Local Taxes and Levies Order for Exporters' by State Bank of Pakistan held on January 07, 2019.
- Training Workshop on 'Occupational Health and Safety Environment' held on February 12, 2019.
- Seminar on 'Facebook Marketing for SMEs' in Collaboration with the SMEDA held on March 19, 2019.
- Seminar on 'EU Medical Devices Regulations (MDR)' organized by the Departmental Committee on Surgical Industry/Veterinary/Personal Care Industry held on February 26, 2019.
- 3rd Awareness Session of City World-Wide Partnership for Water Stewardship and Sustainable Water use held on March 28, 2019.
- Seminar on 'Leadership Skill Development' held on April 04, 2019.
- Seminar on 'Quality and Lean
 Management' with the collaboration of
 Kaizen Quest held on April 06, 2019.
- 10-Days Training Session on 'E-Commerce' for Women Entrepreneurs of Rural Areas held on April 16, 2019.
- Program on 'IQBAL DAY' held on April 23, 2019.
- Seminar on "New Horizons of Export

Trade Finance" by Prima Dollar held on April 25, 2019.

- Seminar on "Online Tax Payment" with the collaboration of State Bank held on May 03, 2019.
- Seminar on Leather Working Group (LWG) Protocol by Sialkot Tannery Association in collaboration with M/s. Asian Verification and Sialkot Chamber held on May 07, 2019.
- 2nd Session on 'Lean Management' by Kaizen Quest held on May 18, 2019.
- Seminar on 'ERP system' organized by Abacus Consulting held on June 19, 2019.
- Awareness session on 'Assets declaration scheme 2019' held on June 20, 2019.
- Seminar on Identification of Problems of the Industry and their Solutions in collaboration with XAVOR, a private Research Institute held on July 15, 2019

28. FORMATION OF NEW DEPARTMENTAL COMMITTEES

Considering the ever-changing dynamics of the Industry and the city, this year we introduced the following departmental committees.

- Departmental Committee on Real Estate
- Departmental Committee on Engineering
- Departmental Committee on Farogh e Iqbaliat
- Departmental Committee on Textile & Apparel Industry

29. RENOVATION OF SCCI BUILDING

With the passage of time and increase in operational activities of Chamber, it is vital that the Chamber building poses a modern and compact look effectively utilizing its space and giving maximum room for carrying out various activities. This year, we also worked on enhancing the interior of the glorious landmark building of SCCI. We have created a master plan in collaboration with the professional architects and interior designers to build state of the art meeting rooms for the staff and members to have meetings and working stations for the secretariat to perform their duties in a comfortable and modern environment. The working on the plan has begun and I am positive that it would be completed before September 2019.

30. PRESIDENT'S EXCELLENCE AWARD

In recognition of remarkable services towards resolution of problems faced by the members of Sialkot Chamber and support rendered to the Office Bearers, President's Award for Excellence is endowed upon the following Chairpersons of Departmental Committees:

MR. WAQAS AKRAM AWAN

Chairman, Departmental Committees on Human Resource, Trade Disputes (International/Labor & Local), Membership Bylaws/Visa Letters, Agriculture/Live Stock and Dairy Development

CHAUDHARY AHMED ZULFIQAR HAYAT

Chairman, Departmental Committee on FBR/ Customs/Sales Tax/Federal Taxation

MR. SHAFIQ UR REHMAN

Chairman, Departmental Committee on Banking & Finance

MR. JALIL ASLAM

Chairman, Departmental Committee on Badges Industry

MR. MIR ALAMGIR MEYER

Chairman, Departmental Committee on Post Office/Telecommunications

SHEIKH ZOHAIB RAFIQUE

Chairman, Departmental Committee on Emergency/Disaster Management/ Work Safety

MR. TAHIR MAJID KAPUR

Chairman, Departmental Committee on Dryport/Shipping/Airport/Railway/ Transportation

MR. NASIR SALEEM MIRZA

Chairman, Departmental Committee on Crime Watch & Traffic Management

MR. MUHAMMAD KASHIF ALMAS

Chairman, Departmental Committee on Information Technology

MR. OMER KHALID

Chairman, Departmental Committee on Media/Cyber Crime

MR. AMER HAMID BHATTI

Chairman, Departmental Committees on WAPDA, Chamber Building/Mosque Maintenance/ Repair and Real Estate.

MR. GHAFOOR BUTT

Chairman, Departmental Committee on Sui Gas

MR. ZAHID LATIF MALIK

Chairman, Departmental Committees on Local Government/City Package and Project Committee on New Education Institutes, Health Projects & Other Initiatives

MR. ZAHID HAMEED

Chairman, Departmental Committee on Garrison HQ/Cantonment Board Affairs

MR. MUHAMMAD AZHAR DAR

Chairman, Departmental Committee on Table Cutlery, Flatware/Knives, & Kitchen Ware

DR. MUHAMMAD JAVAID DEURA

Chairman, Departmental Committee on Musical Instruments

DR. KHURRAM ANWAR KHAWAJA

Chairman, Departmental Committee on Education (Universities)

DR. MARYAM NOUMAN

Chairperson, Departmental Committee on Women Entrepreneurs

MR. MALIK NASEER AHMED

Chairman, Departmental Committee on Accounts

MR. HASNAIN CHEEMA

Chairman, Departmental Committee on Sports Industry/Sports Wear/Bags

MR. IKRAM UL HAQ

Chairman, Departmental Committee on Surgical/Dental/Veterinary/Personal Care Industry

MIAN OMER FAROOQ

Chairman, Departmental Committee on Gloves Industry

MR. MUHAMMAD SARFRAZ BUTT

Chairman, Departmental Committees on Fair & Exhibition/Delegation and CPEC/Liaison with Govt./Embassies

MR. MUHAMMAD SARWAR

Chairman, Departmental Committee on Leather Garments, Industry/Leather Products

MR. AHTESHAM GILLANI

Chairman, Departmental Committee on Environmental Protection

MR. FIZAN AKBAR

Chairman, Departmental Committee on SME/ Training Committee

MR. ASAD BAJWA

Chairman, Departmental Committee on Labour Laws

MR. DAUD AHMED CHATTHA

Chairman, Departmental Committee on Library & Publications

MIAN MUHAMMAD KHALIL

Chairman, Departmental Committee on Event Management & Liaison Committee

MR. SHAHID RAZA

Chairman, Departmental Committee on Child Labour

MIAN ASIF ALI

Chairman, Departmental Committee on Sports Activities

DR. JEHANGEER IQBAL

Chairman, Departmental Committee on Martial Arts/Fitness

MR. MAJID RAZA BHUTTA

Chairman, Departmental Committee on LWG/Shoes & Saddlery

MR. KHALID MEHMOOD SADRA

Chairman, Departmental Committee on Excise & Provincial Taxation

HAFIZ JUNAID SHAHID SANDAL

Chairman, Departmental Committee on Young Entrepreneurs

MALIK MUHAMMAD ASHRAF

Chairman, Departmental Committee on Hospitals & Health Services

MR. RIZWAN AHMED

Chairman, Departmental Committee on Textile & Apparel Industry

SYED SHAHZADA AHMED IBN E IQBAL

Chairman, Departmental Committee on Farogh e Iqbaliat

MR. ZAHID HUSSAIN MUGHAL

Chairman, Departmental Committee on Engineering

MR. SARFRAZ BHATTI

Chairman, Project Committee on Sialkot Tannery Zone

DR. MUHAMMAD ASLAM DARR

Chairman, Project Committee on Small Industrial Estates/EPZ/Small Industrial Cluster

MR. QAISER IQBAL BARYAR

Chairman, Project Committee on New Welfare Projects Related to Sialkot/Fund Raising Committee

Since its inception, the Sialkot Chamber of Commerce & Industry has proved to be one of the premier trade bodies of Pakistan.

Achieving so my milestones not only for the Industry but also for the general public of Sialkot. All the projects we have done are a testament to our love for the country and our sheer belief in the future. We have faced challenges and discouragement but we, as a family of the largest exporting businesses of Pakistan, kept on dreaming and turning them into realities with our bare hands.

This year was just one step taken ahead in the same legacy, as I along with an astounding team of Sialkot Chamber of Commerce & Industry, in shape of my fellow Office Bearers including Mr. Waqas Akram Awan, Senior Vice President, Mr. Amer Hamid Bhatti, Vice President, The Members of Executive Committee, Chairpersons of All the Departmental Committees and also the most abled Secretariat of Sialkot Chamber, strived to live up to the expectations of our worthy members.

We may have tried to do things a little differently with an out of the box approach, but we made sure that all of our efforts were to the best interests of the community. As

an entrepreneur with a personal interest in developing systems and making systems work, I tried to put my efforts in giving a new direction to the Industry with a systemized approach and ultimately bringing a paradigm shift in the manufacturing sector of Sialkot. This city has given me an identity and through this tenure, I tried to give something back to this city of progressive people.

As the President and a humble member of this Chamber, I have a vision for the Industry that together, we shall take it to new heights of success, recognition, and sustainability. And I have a firm belief that together we would achieve it against all odds.

Here, I would especially like to thank the Group Leader, Mr. Riaz ud Din Sheikh for entrusting me with the opportunity to serve the business community. But most of all, I would like to thank the Almighty Allah for giving me the strength to fill in the most prestigious seat of the city of Iqbal, the Presidency of Sialkot Chamber of Commerce & Industry.

I wish the future Office Bearers and the Executive Committee the best of luck in taking the baton of progress ahead.

Thanking you,

Khawaja Masud Akhtar (SI)

President



FORMER PRESIDENTS OF SCCI



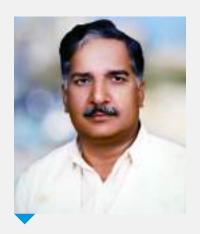
A.D Bhutta 1982-1983/1986



M. Anwar Khawaja 1984-1985



Nadeem Iqbal Sh. 1987



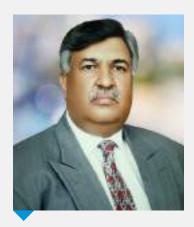
Mian M. Shafi 1988



M. Yunus Ratara 1989



Kh. Zka-ud-Din 1990-1991



Ghazanfar Ali Shabbir 1993-1994



M. Anwer Qureshi 1991-1992



Sh. Altan Azmat 1992-1993

FORMER PRESIDENTS OF SCCI



Syed Mukhtar Bokhari 1994-1995



M. Akhtar Qaiser 1995-1996



M. Hanif Khan 1996-1997



Dr. M. Aslam Darr 1997-1998



Mian M. Riaz 1998-1999



Khawar A. Khawaja 1999-2000



Mian Naeem Javed 2000-2001



Daud Ahmad Chattha 2001-2002

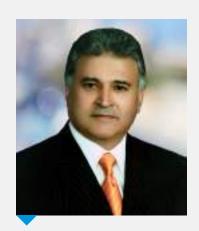


Baber Iqbal 2002-2003

FORMER PRESIDENTS OF SCCI



Sh. Tahir M. Kapur 2003-2004



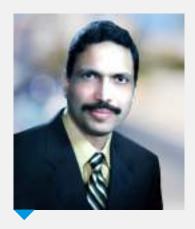
Qaiser S. Shabbir 2004-2005



Dr. Nouman Idris Butt 2005-2006



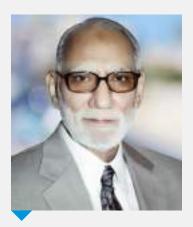
Sh. Abdul Waheed Sandal 2006-2007



Dr. Khurram A. Khawaja 2007-2008



Hassan Ali Bhatti 2008-2009



Muhammad Ishaq Butt 2009-2010



Ghulam Mustafa Ch. 2010-2011



Naeem Anwar Qureshi 2011-2012

FORMER PRESIDENTS OF SCCI



Sheikh Abdul Majeed 2012-2013



Dr. Sarfraz Bashir 2013-2014



Fazal Jillani 2014-2015



<u>Maj. (R) Mansoor Ahmed</u> 2015-2016



Majid Raza Bhutta 2016-2017



Zahid Latif Malik 2017-2018

SENIOR VICE PRESIDENT'S MESSAGE

Business friendly environment, Ease of Doing business, steered economic policies and coherence of the institutes with single vision to elevate the exports of the country are the lifelines of any industry. Sialkot Chamber of Commerce and Industry enjoys the status of maintaining its strategic position as an apex trade body of a multidynamic and multi-sector Industry. Sialkot Chamber with distinction from other conventional trade bodies, advocates for the rights of its members, the Industry as a whole and the Sialkot city at large, knocking the doors of the Government, Competent Authorities and Foreign Bodies to provide the city the stature, Sialkot as a city, most deservingly holds.

As Senior Vice President, I humbly enjoyed the self-esteemed spirit while representing the Industry of Sialkot, which maintains a prominence of being backbone of the country's economy, The export Industry of Sialkot has attained a position of representing Pakistan as a people with business-oriented mindset, hardworking and skilled, maintaining high quality and achieving diversity in product development. Indeed, the intense Research and Development undertaken at each step of manufacturing and accomplishing precision in their finished products, has graced the city with a slogan "Made in Sialkot".

Sialkot Chamber as an institute is providing export Industry with variety of platforms in shape of training and consultant sessions for improving skills of the labor, developing corporate culture, capacity building and complying with international standards and certifications. One of the vital role of this institute is to develop bilateral relations with different Embassies, making a way forward for its members to interact with foreign missions and increase their trade volumes.

Being an office bearer, I tried my best to serve this industry with my best possible efforts and to represent this esteemed organization at all forums be it the Diplomatic Missions, the Government Quarters or the Academic Institutes. During this tenure, I carried a mission of flourishing the business community for which I personally visited the Commercial Sections of many Embassies to increase avenues of Trade for the Business community of Sialkot. It is my strong belief that skilled craftsmanship is the lifeline of the Sialkot Industry and growth of the industry relies on skilled development, for which I carried forward the vision of establishing Industry and Academia linkages.

After the Almighty, I would like to thank my Fellow Office Bearers, Executive Committee, Chairmen departmental committees and competent team of Sialkot Chamber who put the faith in me and made everything possible with their dedication and collaboration. I am pleased with the services I have rendered to the members of Sialkot Chamber by issuing visa recommendation letters which has helped them getting an easy access to the international market through their visits abroad. I also strived to make justified decision in trade dispute cases with clarity and utmost purity.

Other than the business and diplomatic obligations, my vision was also to increase the competency of SCCI's departments, by serving the members with instant service and resolving their justified issue on prompt basis. I am sure that coming office bearers would further strived to enhance the productivity of Sialkot Chamber as an institute and its contribution for Export Industry of Sialkot would be taken to the next level.

I am grateful to my group leaders who trusted in my abilities and given the confidence to serve the business community with best of my capacity and capabilities.

Waqas Akram Awan Senior Vice President



FORMER SENIOR VICE PRESIDENTS



Mian M. Riaz 1991-1992



Ehsan A. Karim 1992-1993



Ejaz Ul Haq Mirza 1993-1994



ljaz Ahmad Dar 1994-1995



M. Hanif Khan 1995-1996



Ch. Ghulam Mustafa 1996-1997



Khawaja Zafar Hashmat 1998-1999



Maqbool Ahmad Janjua 1999-2000



M. Zubair Agha 2000-2001



Naveed Iqbal Sheikh 2001-2002



M. Sadiq Goraya 2002-2003



Zahid Latif Malik 2003-2004



Ahsan Naeem 2004-2005



Faisal Mahmood 2005-2006



Zia Ullah Mirza 2007-2008



<u>Dr. Sarfraz Bashir</u> 2006-2007/2009-2010



Ikram-ul-Haq 2012-2013



Mian Muhammad Anwar 2013-2014



Mir Alamgir Mayer 2014-2015



Muhammad Sarfraz Butt 2015-2016



Adnan Arshad Sethi 2016-2017



Abdul Waheed 2017-2018

VICE PRESIDENT'S MESSAGE

Sialkot Chamber of Commerce and Industry, a representative body of over 12 thousand members, has continued the legacy of reshaping, nurturing and promoting the industry with modern principals of governance and strived to move towards a pro-business friendly environment for Export Industry of Sialkot.

Sialkot Chamber took initiatives and always stood at the front lines to revisit and cultivate policies of the government into an exportoriented and economic development direction. Keeping Research and Development a key of survival and vital for growth of the industry, during this tenure being an office bearer, I have ensured to spread the words for importance of R&D through deliberate efforts of organizing seminars and training sessions, as a key ingredient to the success and stressing on adoption of Lean & Quality Control management into the production line and core management as per the vision of my President

I would like to express that it was an honor for me to hold the office as Vice president, I feel contented that I have discharged my responsibilities with passion and dedication that are in the best interests of the Sialkot Industry. I am grateful to the Executive Committee who has shown full confidence in me and the decisions made by me as Vice President of Sialkot Chamber of Commerce and Industry.

As one of the office bearers, I have looked into the administrative matters and tried to serve the members of the Chamber with dignity and utmost purity. I tried my best to further orient a few key turning decisions that would bring harmony, efficiency and transparency into the administrative system of this Institute. The transition of the overall administrative systems into a computerized structure and introducing ERP into the financial management system including the transformation of Cash counter system and other accounts ledgers of Sialkot Chamber, will further aid into efficiency. I believe that development of the Industry is based on the core i.e. Sialkot Chamber of Commerce and Industry the Trade Body, for which this institute has been remodeled into a modern corporate structure. I am thankful

to my fellow office bearers Khawaja Masud Akhtar (SI) President SCCI and Mr. Waqas Akram Awan, Senior Vice President, who cordially cooperated with me and helped me in realizing my vision that was to improve the quality of management eventually providing value addition into the services to our members through well organized, automatic structure and improving communication with Government Institutes.

Vocally, I am pleased to follow the path and vision of My President Khawaja Masud Akhtar (SI), and tried to add my efforts within my capacity in realizing his vision. I would like to mention here that President SCCI carries a long term-vision for the Export Industry of Sialkot and has made serious efforts to actualize maximum of its vision during this tenure. I am sure that the learning experience and guide lines will stay with me throughout my life.

I am also thankful to the staff of Sialkot Chamber of Commerce and Industry who cooperated with me, given their best to make each step fruitful and adding significance into the initiatives. Each department of this Chamber is oriented and harmonized with a vision to serve the industrial community.

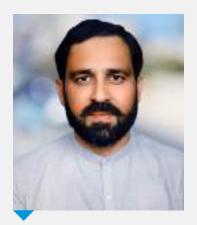
Other than the business activities, owing my responsibility as an office bearer of this prestigious trade body, I also strived for obligating to our Social Responsibility for society and for needy people of Sialkot City. I am hopeful that the journey of this Social welfare will continue with same spirit and compassion in the coming year by succeeded office bearers.

As a Vice President, I have learned a lot from the designation which was given to me by our members, for which I am heartily grateful to them. I would also like to extend my gratitude to the honorable group leaders for believing in my skills and capabilities. I can assure that Sialkot Chamber of Commerce and Industry as an Institute would always stand for the rights of its members and the citizen of this great city.

AMER HAMID BHATTI

Vice President





M. Amjad Khawaja 1982-1985



M. Aslam Darr 1986-1987



M. Ayoub Khan 1987-1989



Daud Ahmad Chattha 1990-1992



Khawar A. Khawaja 1992-1993



Ch. Nazir Hussain 1993-1994



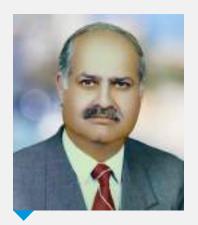
Waheed Akhtar 1994-1995



M. Ashraf Khokhar 1995-1996



Khawaja Masud Akhtar 1997-1998



M. Yahya Bhatti 1998-1999



Sh. Muhammad Yaqub 1999-2000



Arshad Javed Sandal 2000-2001



Raja M. Ather Dar 2001-2002



M. Ashraf Malik 2002-2003



Maj. (R) Mansoor Ahmed 2003-2004



Shafiq-ur-Rehman 2004-2005



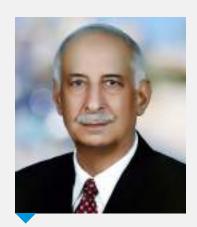
Sheikh Ejaz Ahmed Soni 2005-2006



Ch. Raza Munir 2006-2007



Fazal Jilani 2007-2008



Mir Farooq Meyer 2008-2009



Pervaiz Ahmed Khan 2009-2010



Adnan Sarwar Kapur 2010-2011



Qaiser Baig 2010-2011



Rahat Chand 2011-2012



Zafar Iqbal Geoffrey 2014-2015



M. Kashif Almas 2012-2013



Khawar Hussain Spall 2013-2014



Malik Naseer Ahmed 2014-2015



Syed Ahtasham Mazher 2015-2016



Mian Imran Akbar 2016-2017



Abid A. Khawaja 2017-2018

38th Specialized Diplomatic Course from Foreign Service Academy

October 06, 2018



38th Specialized Diplomatic Course from Foreign Service Academy visited the Sialkot Chamber of Commerce & Industry. Mr. Waqas Akram Awan, Senior Vice President SCCI welcomed the delegation from Foreign Service Academy and members of Sialkot Chamber. Senior Vice President addressed the guests, appreciated the role of Foreign Services academy in capacity building and training of the officers. He encouraged all the officers that they should strive to project a positive image of Pakistan on all the diplomatic avenues. He told that Sialkot, an export oriented city of Pakistan,

was earning foreign exchange USD 2 Billion annually. The City was producing many products for global markets as well as for the top international brands in various categories (sports goods, sports wears, leather goods, surgical instruments, etc.), he added. He also told that Sialkot Chamber was a representative body and contributing to the economic development of the country by adopting best practices compatible with the International Market. He briefed about the active role of Sialkot Chamber in completing different development projects on a self-help basis including the

project of AIRSIAL for providing quality air travel services to the community. He emphasized that the officers should play a significant role for enabling the better business environment to flourish economic activities, to ensure steady growth in private sector investment and to attract higher levels of foreign direct investment (FDI). He stressed on maximum possible support from the Government Departments especially foreign diplomats of Pakistan to overcome the growing economic crisis and to maintain international market share.

Mr. Shahbaz (Head of Delegation) thanked Sialkot Chamber for hospitality and warm welcome on behalf of the Foreign Service Academy. He shared the dynamics of training and said that under-training officers visited different cities. chambers and industrial units for their exposure; so that, they could serve the country well after their appointments in different departments. He appreciated the dynamic business community and passion of Sialkot's Industry. He requested that a questionnaire should be prepared for the guidance of foreign missions, so that Foreign Service Academy would circulate among them for developing module and preparation; and officers would be trained according to those guidelines by the Chambers & Trade Bodies, therefore they may efficiently contribute towards the economy of Pakistan.

Some of the participants discussed the role of commercial sections for enhancing trade, availability of skilled labor and skill training through the vocational center, the significance of branding, and SCCI's links with government departments as well as commercial sections abroad.

SCCI members and Office Bearers discussed the above cited matters in detail and said that the Commercial Counsellors were appointed with the great responsibility to work for the betterment of economy by expanding the trade between Pakistan and respective countries; they also had a close liaison with private sectors of the respective Countries; hence, they should facilitate Business Community by arranging B2B meetings to promote exports of the Products of Pakistan. He also shared the efforts of Sialkot Industry to promote skill training for

engaging the youth to train them and to overcome the scarcity of skilled labor. As far as products are concerned, they told about the brands including top cricket and field hockey brands belong to Sialkot like CA Sports, Malik Sports, Grays of Cambridge, and Dita Hockey, etc.

Mrs. Nadia Qaiser, Executive Committee Member also appreciated the idea to take Trade Bodies on board for the training of foreign officers. She said that women entrepreneurs should also be invited to different programs of Ministries and Foreign Affairs so that they may interact and discuss problems at all forums. Whereas, Mr. Amer Hamid Bhatti. Vice President SCCI stressed that all foreign officers were the future of the country and they should render their services for the prestige and betterment of the economy.



26th Mid-Career Management Course from NIM, Peshawar

October 10, 2018

26th Mid-Career Management Course from NIM Peshawar visited the Sialkot Chamber of Commerce & Industry. Mr. Wagas Akram Awan, Senior Vice President SCCI welcomed the delegation from National Institute of Management Peshawar and members of Sialkot Chamber. He addressed the audience and emphasized on the importance of advanced courses and training in management to train them for the higher levels of responsibilities; and hoping that the officers would put their best efforts in the functioning of the Government Machinery and would serve for the betterment of the masses of the Country. He further stressed that the Government should take all necessary measures for improving law & order and security situation to ensure growth in private sector investment and to attract higher levels of foreign direct investment. Public-Private Cooperation was also important for business promotion and successful implementation of social & economic development schemes.

Furthermore, he shared about Sialkot City, export sectors and industrial dynamics in detail. He told about the achievements of Sialkot Industry as Sialkot-made products e.g. sports products were being used by the top international players as well as Sialkot was also producing for top brands in Sports like Adidas, Nike, Puma, Reebok, MITRE, Fila, Kappa, etc. and this city



was earning foreign exchange of USD 2 Billion annually through its exports. He also shared about the inheritance of skilled craftsmanship in the manufacturing of surgical instruments which were used by Medics, Surgeons, Beauticians, and Dentists with complete trust in all over the world. He further briefed about all products and industrial sectors of Sialkot. Furthermore. he explained about the active role of Sialkot Chamber of Commerce in completing different development projects on a self-help basis and also introduced the new project of AIRSIAL to provide quality air travel services to the people.

Discussion between delegates and SCCI members was held on different concerns/matters related to Sialkot Industry and Exports Sectors. They appreciated the Documentary and contribution of Sialkot Business Community for their effective role in City's Infrastructure Development. They discussed the impact of

political instability on business & International Trade, CSR in sports industry, skilled training through vocational training institutes, policy making by the Government and its effects on business community etc. whereas, SCCI members elaborated about the points raised by the delegates in detail.

The head of Delegation addressed the audience and thanked the Senior Vice President of SCCI for warm welcome & hospitality. He acknowledged the industrialists of Sialkot as the pride of Pakistan for their contributions to the economic prosperity of the Country. Social responsibilities of the business community and the social welfare projects had done by the Sialkot Business Community were commendable and praiseworthy. He also expressed his gratitude on behalf of the National Institute of Management of Peshawar for giving them the opportunity for the useful interaction.

Probationary Officers

from Ministry of Commerce

October 12, 2018



Probationary Officers from the Ministry of Commerce visited the Sialkot Chamber of Commerce & Industry. Mr. Wagas Akram Awan, Senior Vice President SCCI welcomed Mr. Salman Warraich, Director (Head of Delegation) and probationary officers from Ministry of Commerce and the members of Sialkot Chamber He addressed the audience and appreciated the significant role of the Ministry of Commerce and Trade Development Authority of Pakistan (TDAP) in promotion of Exports and Trade of Pakistan. He emphasized that Probationary Officer must have thorough information about trade & the industry of Pakistan

so that they could render their services in the best interest of the country; as export sector of Pakistan needed support from the Government Departments to overcome the growing economic crises.

Mr. Salman Warraich, Head of Delegation thanked the Senior Vice President, other office bearers and members for their cooperation and hospitality. He appreciated the dynamics of Sialkot Industry and expressed his hope for the bright future of Sialkot. He acknowledged the projects done by the Sialkot Chamber of Commerce for the development and prosperity of the City and he claimed that

Sialkot Industry had a potential to further channelize & grow with the international market. Furthermore, he told the purpose of their visit to SCCI that probationary officers could be aware of the major trade issues throughout the country.

Officers discussed about the Sialkot Industrial sectors, their issues, importance of skills & technology, required assistance from the Government Bodies for increasing trade, etc. whereas, the SCCI office bearers and member responded to their questions. Mian Naeem Javed, Former President SCCI also welcomed the guests and emphasized the requirement of



'industrialization' to increase the trade. He highlighted the requirement & need of new industrial departments/ sectors and stressed that the complete liaison between Government Bodies and Business Community must be focused on trade enhancement. Furthermore, he explained the significance and increasing

scarcity of skilled labor in Sialkot Industry; he stressed the issues in Vocational Education and said that skilled based Geographical Zoning was also essential. Whereas Mr. Muhammad Sarwar, Chairman Pakistan Gloves Association discussed the various concerns/ issues faced by the Industry. Mr. Waqas Akram Awan, Senior Vice President also discussed the concerns of the industry and explained the importance of instructive linkages between the **Business Community** and Government Departments. He also elaborated the effective liaison of Trade Bodies with the Ministry of Commerce for communicating the concerns/issues of the

industry to the Ministry for the better solution. He encouraged the delegation to learn about the dynamics of the country's industry, local & international trade and other opportunities to raise the economy up to a certain height. He thanked the delegation for their visit and urged them to serve the country with their best efforts.



His Excellency Mr. Jean-Francois Cautain

Ambassador of the European Union to Pakistan

October 15, 2018



H.E. Mr. Jean-Francois CAUTAIN, Ambassador of the European Union to Pakistan visited the Sialkot Chamber of Commerce and Industry. Khawaja Masud Akhtar (SI), President SCCI welcomed the distinguished guests and members of this Chamber. He mentioned that Pakistan re-affirmed its relations with the European Union as most important based on mutual cooperation, trust, shared values of democracy, respect for human rights & cultural and economic liberalism. He appreciated the fact that European Union was a unique economic and political union which had delivered more than half a century of peace, stability, prosperity, helpful in raising the living standards of EU citizens and citizens of the other parts of the world. This signified how Europeans have come together under the motto of "United

in diversity", to work for the common goals. The relationship between the EU and the Islamic Republic of Pakistan had grown in recent years in the fields of politics and development. He lauded the EU for their cooperation with Pakistan in the fields of trade, humanitarian assistance, security, counterterrorism, energy, environment, health, transport, migration and climate change.

President SCCI told that EU was one of Pakistan's largest trading partners and one of the biggest markets for Pakistani exports with total EU-Pakistan trade reaching 12.84 billion in 2017; he thanked the EU for extending the GSP+ status to Pakistan. Due to that support, more than 78% of Pakistan's exports were entering the EU at most concessional rates. He said after awarding of GSP+ Status, Exports from Pakistan

to the EU increased from 4.53 billion (in 2013) to 6.69 billion (in 2017) with a cumulative growth of a staggering 47.39% in 4 years. President SCCI told that Pakistan was the 42nd largest Trading partner of the EU and it was proud to share that the Sialkot Industry had also benefitted from the GSP+ scheme with some of worthy members reported to have increased their individual exports over 50 to 70%. The GSP+ status was also being utilized to the maximum through the Registered Exporter System (REX System) launched by EU in 2017 which had greatly facilitated the business community in terms of quick documentation. Pakistan's exports to the EU were dominated by textiles and clothing as well as leather products while Pakistan's imports from the EU mainly comprised with mechanical &

electrical machinery, chemical and pharmaceutical products. He requested to discuss the way forward that how the maximum potential could be achieved and how the trade & business linkages could be enhanced through mutual efforts.

H.E. Mr. Jean-Francois CAUTAIN Ambassador of the European Union to Pakistan thanked the Sialkot Chamber of Commerce & Industry and its members for their hospitality. He said that the European Union was a geopolitical entity covering a large portion of the European continent; was founded upon numerous treaties and had undergone expansions that have taken it from 6 member states to 28, a majority of the states in Europe. He discussed the relations between EU & Pakistan since last five years (from 2012 -17) and expressed his hope that it would try to enhance bilateral relations in shape of political, trade and investments linkages by the new Government through the better strategies. While talking about the implementation of GSP plus Status, he emphasized that Pakistan should fulfill the 27 conventions (Labor Right, Human Right etc.) in order to gain more benefits from the



GSP Plus.

The honorable guest also mentioned that EU's Government expected Pakistan to focus on all conventions for more trade. EU's Government encouraged the business community of Pakistan to boost up the trade ties between both the countries.

Khawaja Masud Akhtar (SI), President SCCI also told that Sialkot had a different approach towards its issues and Sialkot Business community was always ready to work for increasing trade as well as for social & welfare cause. Sialkot Business Community had developed road infrastructure by a project "City Package" and established its own Dry port and Private Airport as well; the city had loads of potential

to resolve their issues and save its industry & exports. Sialkot Chamber had a strong image and would try to raise its voice to communicate the genuine concerns to the new Government; as the new Government had a positive vision to enhance trade and developed economy. He assured that the Sialkot Chamber and business community was ready to cooperate with the EU for resolving the issues related to the implementation of GSP Conventions and to increase trade. Whereas, Mr. Adnan Arshad Sethi, Mr. Mohsan Gull, Ms. Nadia Qaiser and other members discussed BREXIT as a crucial issue, environment and culture of the EU market and further opportunities for Pakistani Industry in Europe.



MAJ GEN (R) ASHIMIYU A. OLANIYI, OON, MNI,

High Commissioner of the Federal Republic of Nigeria to Pakistan

October 17, 2018



H.E. MAJ GEN (R) ASHIMIYU A. OLANIYI, OON, MNI, High Commissioner of the Federal Republic of Nigeria to Pakistan visited the Sialkot Chamber of Commerce & Industry. Khawaja Masud Akhtar (SI), President SCCI welcomed the guests and said that Nigeria was an emerging economic power in the African Continent and was the important country for Pakistan especially relating to trade. Nigeria was classified as a mixed economy and emerging market, and had already reached middle-income status country according to the world bank with its abundant supply of natural resources especially oil resources, welldeveloped financial, legal, communications, transport

sector and stock exchange. The business community of Pakistan hoped that the High Commission of Nigeria would facilitate to enter into the Nigerian Markets. He mentioned that the total trade volume between the two countries was limited to around USD 300 (M) with the balance of trade favoring Nigeria as per sources like Ministry of Commerce, Pakistan and Trade Map which didn't reflect the true potential that lies between the two countries. He suggested that an active engagements of the Nigerian & Pakistani Chambers and other trade bodies should be ensured, which could act as a resource base for exchanging information.

President SCCI requested His Excellency for sharing data of tariff and customs duties in Nigeria on products like Surgical Instruments, Sports Goods, Sports Wear, Leather Products, Gloves, and Textile along with the Investment Policy of Nigeria in order for the business community of Sialkot to study in detail and allow them to plan investment in Joint Ventures and other opportunities for increasing trade relations with Nigeria. Nigerian market had enormous demand for the items produced in Sialkot but the goods are supplied through other sources resulting in higher prices and delivery time. Therefore, he requested His Excellency to motivate the business

community of Nigeria to buy directly from Sialkot. He said that there was a lack of proper information regarding what type of technologies, products and Industry in Nigeria; he requested that High Commission would provide such information to increase collaboration between both the countries.

Mr. MAJ GEN (R) ASHIMIYU A. OLANIYI. High Commissioner of Nigeria to Pakistan thanked the Sialkot Chamber & its members for their warm welcome and appreciated the City Sialkot as a renowned Industrial Hub, its dynamics, Industrial Sectors and the progressive people. He appreciated the social & welfare projects of Sialkot Chamber and lauded the Football Industry for providing first class footballs to all over the world e.g. Tango, Brazuca and Telstar. He shared some similarities between Nigeria and Pakistan in terms of their demographics, economic indicators (GDP, Per Capita Income, and PPP, etc.), international statuses according to the world ranking, foreign reserves, FDI and trade figures etc. Pakistan's top economic and industrial sectors as well as he also told about the Nigerian sectors including agriculture (cocoa, peanuts, cotton, palm oil, corn, rice, sorghum, millet, cassava, yams, rubber etc.) minerals (natural gas, petroleum, tin, iron ore, coal, limestone, niobium, lead, zinc, arable land) and industries (crude oil, coal, tin, the columbine; rubber products, wood; hides and skins, textiles, cement, and other construction materials, food products, footwear, chemicals, fertilizer, printing, ceramics, steel). He told about some of the incentives, The Nigerian Government was offering to the potential industries to attract foreign direct investment;

- All business enterprises could be registered with the Registrar-General of the Corporate Affairs Commission (Registrar of Companies); and told about its online registration process
- Shared the online Tax relaxation for investors and online Tax payment system.
- The agricultural potential of Nigeria was barely being tapped and this explains the inability of the country to meet the ever-increasing demand for agricultural produce. Although the agricultural sector remains a dominant employer of labor, serious investment was needed across the board to enhance production and increase the contribution of the sector to GDP.
- Nigeria would welcome
 Joint Venture & Investment
 Opportunities in the
 Transportation Sector.
 - As part of the efforts to provide an enabling environment that was conducive to the growth and development of industries, an inflow of Foreign Direct Investment (FDI), shield existing investments from unfair competition, and stimulate the expansion of domestic production capacity; the Federal Government of Nigeria had developed a package of incentives for various sectors of the economy e.g. Nigerian Investment Promotion Decree, Foreign Exchange Decree, Securities and Exchange Commission Act, Exchange Control Regulations, The Nigerian Financial System, Privatization

and Commercialization Decree, Protection of Industrial Investment and International Trade Business

He further told that Nigeria was a country endowed with arable land and abundant natural resources. The investors were free to bring their currency as an investment to Nigeria through a designated "Central Bank of Nigeria", and the bank issued the Certificate of Capital against the money (investment); he also told about the sector-specific incentives for the foreign investors in agriculture, industry and other fields. He shared the status of Nigeria in its different Industry e.g. palm oil production, food sector, etc. and appreciated the Textile Sector of Pakistan as the largest and advanced sector. He requested that Pakistan's expertise in the said sector would welcome to Nigeria. He said that Nigeria had the textile sector but not much advanced. He encouraged the efforts would make for joining the resources & expertise in the textile sector.

High Commissioner told about the abundant mineral resources in Nigeria and encouraged that Pakistan could invest in mining side as well with its expertise to join hands with Nigeria. "people-to-people linkages" were necessary to bring the business community closer; government from both sides should play their roles as a facilitator. Furthermore, there were two bilateral trade agreements between both the countries were in the process, and he encouraged that both sides should make efforts for enhancing the bilateral trade and to strengthen the mutual ties.

Major General Muhammad Zafar Iqbal

GOC 15 Div & Garrison Commander Sialkot

October 29, 2018

Mr. Muhammad Zafar Igbal, Major General, GOC 15 Div Sialkot and Brig. Ayyaz Masood Khan, Station Commander visited the Sialkot Chamber of Commerce & Industry, Khawaia Masud Akhtar (SI), President SCCI warmly welcomed the distinguished guests and members of the Chamber. President SCCI admired the services of Pakistan Armed Forces as they were doing their exemplary job against any internal problem or foreign aggression to uphold sovereignty and honor of the country. He appreciated the developments of new road infrastructure, construction of new shopping mall in Sialkot Cantt. and also appriciated the various counteractive steps for beautification of Cantonment Areas of the City. Sialkot Chamber had also been actively participated & contributed in different social & welfare projects. Sialkot was facing some problems which were needed to be addressed on immediate basis; He requested to make GLR renewal procedure convenient for which MEO Officer should be available at Sialkot Office. He discussed the matter related to Membership Cards of Chavinda Ground and issuance of NOC for foreign travelers. He also requested to extend permission for initiation of membership cards facility at Golf Club. He shared some suggestions regarding the maintenance of roads and some new projects. He requested that Cantonment Board Officer should visit the Sialkot Chamber



regularly so that important matters would discuss regularly.

Major General Muhammad Zafar Igbal, GOC 15 Div & Garrison Commander Sialkot Garrison thanked Khawaja Masud Akhtar (SI), President SCCI for such a warm welcome and said that he would form a Joint Committee for redressal of all above said issues mentioned by President SCCI. He said that Sialkot Business Community was also a major pillar of economy and appreciated the dynamics of Sialkot Industry. He shared about the army's efforts for the safety & security of the country as well as the internal issues. He told about the launching campaign for tree plantation and encouraged the members for participation to make healthy environment. He also shared about the ongoing construction of sewerage system and after completion of that project; environment of Sialkot Cantt would further be cleaner and healther. Furthermore, he assured to work on the discussed matters and positive collaboration with

SCCI regarding all the concerns. Sheikh Zahid Hameed, Chairman SCCI's Departmental Committee on Garrison HQ and Cantonment Board Affairs thanked the guest for formation of the joint Committee on Station Headquarter and Sialkot Chamber for collaborating on important concerns. He acknowledged the efforts of Former Garrison Commander Major General (R) Zahid Hussain. Mrs. Nuzhat Khawar, Dr. Khurram Anwar Khawaja, Dr. Mariam Nouman, Mr. Khalid Mahmood and other members appreciated the guests and thanked them for visiting the Sialkot Chamber of Commerce to discuss the matters of maintenance & development of the city; it was requested that the campaign for tree plantation should be prioritize and planned on time. Pending construction of Masjid of officer colony was also brought into the notice of GOC 15 Div. In the end, President hoped that this meeting would bring most fruitful results in strengthening the relationships between Cantonment Board and Sialkot Chamber.

Maj. Gen. (R) Zahid Mubashir Khan

Ambassador Designate to Ukraine

November 08, 2018

Maj. Gen. (R) Zahid Mubashir Khan, Ambassador Designate to Ukraine visited the Sialkot Chamber of Commerce & Industry on November 08, 2018. Khawaja Masud Akhtar (SI), President Sialkot Chamber welcomed the Ambassador and told that Sialkot was the only export-oriented & industrial city of Pakistan that was producing for global markets including top brands in various categories/products. He requested Maj. Gen. (R) Zahid Mubashir Khan to share the list of Potential exhibitions, so that the information would be circulated among the related members of SCCI. He also requested to develop linkages with the marketing companies in Ukraine, so that the products produced by Sialkot could be marketed through proper channel. He further added that industry should follow the example of China to enhance the trade; he mentioned the importance of establishing warehouses in exported countries to ensure timely and easy delivery of goods. He concluded with the thought that Pakistani Exporters should approach Marketing Companies in Ukraine and setup their marketing offices there to create linkages and to enhance trade with them.

Mr. Amer Hamid Bhatti, Vice President SCCI pointed out the problems in Banking Channels of Ukraine. Mr. Waqas Akram Awan, Senior



Vice President SCCI suggested that a Trade delegation should also be organized in order to enhance the trade between the two countries. He said that Foreign offices should work as facilitators and identify the right areas to be tapped, provide necessary assistance to the exporters in participating in the relevant trade fairs & exhibitions held internationally and put in sincere efforts to make the exhibitions successful. He requested the Ambassador to share the List of Exhibitions of Ukraine with Sialkot Chamber and also highlighted the point that Ukraine was importing at high prices from Europe and being a cheaper industry, there was a great opportunity for Sialkot.

H.E. Maj. Gen. (R) Zahid Mubashir Khan, Ambassador designate to Ukraine thanked Khawaja Masud Akhtar (SI) (President), other office bearers and all the participants of the meeting. H.E. endorsed the points mentioned by the office bearers of SCCI and said that

Pakistan imported Battle Tanks from Ukraine; he also said that Ukraine was a beautiful Country and people went there for holidays. H.E. shared that his mission was based on a single point agenda, 'to boost the exports and provide better Economic condition to the Country'. He assured his full cooperation and facilitation in all aspects to Sialkot Industry for the promotion of Exports. He informed that Gems, Potatoes, Rice, Leather, Surgical Instruments, Beauty Instruments and Sports gears were in great demand in Ukrainian Market. He emphasized that the quality of the product should not be compromised, he stressed that Ukraine was an industrial estate of Russia and it would be beneficial for Pakistan to start long term relations with this unexplored market. He also encouraged the concept of trade delegations and said that the exchange of delegations from both countries should be planned in the near future.

Mr. Roger C. Claar

Mayor Bolingbrook-USA

November 15, 2018



Mr. Roger C. Claar, Mayor Bolingbrook-USA visited the Sialkot Chamber of Commerce & Industry. Khawaja Masud Akhtar (SI), President welcomed the honorable guest Mr. Roger C. Claar, Mayor of Bolingbrook, distinguished delegates from United States and members of the Chamber. He expressed his gratitude to Mr. Claar for visiting the Sialkot Chamber to exchange his views with the members on issues of mutual interest, which surely would help in opening up new avenues of cooperation between the people of two Sister Cities 'Sialkot and Bolingbrook' especially promotion of trade. The President highlighted that it was a matter of great honor for the citizens of Sialkot

to be linked with the people of Bolingbrook through the historic Sister City Agreement signed in 2016 aimed at promoting cultural exchanges, collaboration and combined growth. He extended his heartiest gratitude to the Mayor for being the friend of Pakistan and for celebrating "Pakistan's Independence Day" for the last 25 years. He said that both cities besides having talented population shared several commonalities like uniform vision of growth, economic development and sustainable infrastructure for their residents etc. He emphasized that Pakistan should learn from the experience of Bolingbrook-USA to implement systems and growth vision to uplift the

city, business and people. He mentioned that Sialkot with its entrepreneurial background had the potential and determination to adapt the new technologies, techniques and advancements of top level for which we expect cooperation and support of USA. He suggested the active engagements of business communities from both sides, through Chambers of Commerce in both cities which could act as resource base for exchanging information and would serve to promote trade and would translate into longterm and promising relations of Sialkot and Bolingbrook.

Mr. Roger C. Claar, Mayor Bolingbrook-USA thanked the Sialkot Chamber and business community for their hospitality. He appreciated the entrepreneurial mindset and export/industrial setup of the city, as well as acknowledged the history and dynamics of Sialkot as a city of progressive people. He said that Bolingbrook was a small town but had huge significance in USA. He told about Bolingbrook as a southwest suburb of Chicago with the population of 76,000 people and had large distribution industrial base of Bolingbrook. He said that the size and location of the said industrial base showed the opportunities for Individuals and companies etc. to come and grow their business. He shared his positive experience regarding interaction with Pakistani people and praised their hospitality and courtesy. He told about Pakistan's Independence Day Celebrations

in Bolingbrook as lots of families were living there, all of them were very important to him; furthermore, he told about the facilities provided to the Pakistani community in Bolingbrook. He appreciated the role of Chamber and said that Chambers of both the countries should collaborate in order to enhance the linkages of business community/private sector. He appreciated the Mayor of Sialkot and suggested to form a delegation from Sialkot Industry to visit USA. He expressed his warmth for Sialkot, Pakistan and said that he would work on the image building of Pakistan as a representative or Ambassador in USA.

Khawaja Masud Akhtar (SI), President SCCI thanked the Mr. Roger C. Claar for his remarks as he was working for Pakistan

as an Ambassador to enhance bilateral linkages. Appreciated the idea to form a delegation. he assured that he would work on it and a delegation from Sialkot would visit USA, as USA was a biggest and attractive market for our products. Mr. Wagas Akram Awan, Senior Vice President thanked the honorable guests and said that such friendly relationship between both the cities was heartening and surely would strengthen the ties between Pakistan & USA. Exchange of delegations from both sides would prove significant to provoke people to people interaction. He said that SCCI and Sialkot City would always welcome the guests from Bolingbrook in future as well to make this tie more strong and friendly.



Delegation of Junior Foreign Trainee Diplomats from Foreign Service Academy, Islamabad

November 19, 2018



A delegation of Junior Foreign Trainee Diplomats from the Civil Service Academy, Islamabad visited the Sialkot Chamber of Commerce & Industry. Mr. Wagas Akram Awan, Senior Vice President welcomed the junior foreign trainee diplomats from 22 friendly countries at SCCI and hoped that the visit of diplomats would surely help to open new avenues of economic and trade cooperation with respective 22 countries. Pakistan had always been eager to develop strong bilateral relations with all the countries, the SVP added. He emphasized that despite having immense prospects of growth, the trade volume was below par.

Therefore, he stressed that the honorable guests should further try to strengthen the business linkages for enhancing trade because there was a huge scope of joint ventures and business cooperation with them.

Mr. Waqas Akram Awan shared with the guests that Sialkot Industry was greatly contributing in the economic development of the country by earning foreign exchange of US \$ 2.5 Billion annually through its exports. While discussing the export-oriented industrial segments of Sialkot, he said that many countries were importing Made-In-Sialkot products indirectly

from other channels but it should be focused to increase the direct trade of those countries with Sialkot. Active engagements of the Chambers of Commerce should be focused to exchange information and trade delegations; to promote bilateral trade and linkages between the different countries. Furthermore, he told that the Sialkot Chamber of Commerce was a representative body of the private sector. He briefed about the active role of Sialkot Chamber of Commerce in completing many development projects on self-help basis and also introduced a new project of 'AIRSIAL'. He expressed hope that Diplomats would promote



better understanding between business communities for developing economic relations with their countries.

DG, Foreign Service Academy addressed the audience and thanked the Senior Vice President on behalf of Foreign Service Academy for a warm welcome at Sialkot Chamber of Commerce and Industry. He shared his experience of meeting with the delegation of Sialkot Industry and admired that industrialist of Sialkot were dedicated & well-aware about the current affairs. He

also appreciated the Sialkot Chamber for its active role as an apex body was not only contributing to the country's economy but also actively engaged to promote the social sector development projects. He praised the achievements in remarkable social & welfare projects of Sialkot Industry and said that the young diplomats would share the success story of Sialkot in their respective countries for positive image building as well as for strengthening the collaboration between Sialkot Chamber and Foreign Service Academy.

Delegates from Nepal, Azerbaijan, Uzbekistan, Djibouti, Liberia and other countries appreciated the Sialkot Industry and its success stories in business & social side.



SESSION ON

The Progress of Turkish Economy & Social Change in Turkey & Islam in Modern Turkey

November 19, 2018

The Sialkot Chamber of Commerce & Industry arranged a session on "Progress of Turkish Economy and Social Change in Turkey and Islam in Modern Turkey" at SCCI. Turkish Scholars: Dr. Hakan Gulerce (Assistant Professor at Department of Sociology, Harran University, Turkey), Ismail Latif HACINEBIOGLU (Professor Doctor, Head of Philosophy Department, Istanbul University) and Dr. Ahmet Yildiz (Legislative Expert in Human Rights Inquiry Committee of the Grand National Assembly of Turkey) were invited to the Sialkot Chamber to enlighten the said subject. Khawaja Masud Akhtar (SI), President SCCI welcomed the honorable guests, and acknowledged "Turkey as a Role Model" for the other countries, Turkey had emerged as a leader of the Islamic Brotherhood in past few decades with a strong economy, a well-developed human resource and most of all presenting the true picture of Islam. He also gave an introduction of SCCI as a representative body of Sialkot was greatly contributing in the economic uplift. Sialkot Industry was actively pursuing the global economic agenda by adopting the best practices compatible with the International standards. He shared about the city, had developed SME culture highly conducive to business collaborations and joint ventures in various industries in Sialkot: He shared the exceptional work of the business



community in Social Sector Development and Welfare of the people. He mentioned the gigantic projects e.g. Sialkot International Airport, Sialkot Dryport Trust, Sialkot City Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone and AIRSIAL etc. were in the portfolio of SCCI's achievements.

The President briefed that Seerat Study Centre was also a project of Faith and Spiritual realization; The Sialkot Chamber had pride in this project as it was serving as a knowledge hub of Islam and teachings of Prophet (S.A.W). The guests would also be pleased to note that a Research Department at the Seerat Study Center had been developed for the latest Researches on Islam. He appreciated Dr. Shumaila Majeed, Director of the project to organize the seminar. He also shared that a "Memorandum

of Understanding" between Sialkot Chamber of Commerce & Industry and ANLIURFA TEKNOKENT, a Technology Development Zone established under Harran University and Ministry of Science, Industry and Technology would be signed at the end of the seminar. The MOU would allow Joint Research of Industrial Projects of the Sialkot's Industry and sharing of knowledge of Turkey's Technological Advances with the Manufacturers of Sialkot.

Dr. Ahmet Yildiz, Legislative
Expert in Human Rights Inquiry
Committee of the Grand
National Assembly of Turkey
thanked the Sialkot Chamber
and explained about the social
& economic transformation
of Turkey in the last 15 years.
He briefed about the rational
State reforms were planned
and implemented on "Human
Resource & Economic
Resources" as these were
the most crucial part of the



country's development. He further told that Turkey had also worked parallel on the political stability as it was necessary to strengthen the judiciary system. He shared the tools that had been adopted and priorities of the Government e.g. strong legal infrastructure, privatization of institutes to boost up the performance, attracting foreign direct investment and political stability etc. to facilitate the masses. He further shared the efforts & relations of Turkey with the other countries for resource & infrastructure development.

Dr. Hakan Gulerce, Assistant Professor at Department of Sociology, Harran University, Turkey thanked the Chamber for its remarkable hospitality. He said that the balance between materialism and Islam should be focused on developing a stable and fair economy. He discussed the ideas of Bediüzzaman Said Nursi (1876-1960), a great Turkish (Islamic) Philosopher regarding ignorance, poverty and conflict were three enemies of all: and there were three weapons to fight against these enemies e.g. Education, establishment of Industry and Brotherhood. He

shared about the dark period of Turkish history and shared another idea/philosophy of Said Nursi that; there were six sicknesses in a human which should be identified and cured timely for his/her spiritual growth e.g. hopelessness, death of truthfulness, love of heatedness, not knowing one another, despotism and individuality (selfishness). He also shared the medication of these six sicknesses from the pharmacy of Quran in details e.g. Quran taught to have hope & believe on Allah, truthfulness & honesty, love, sacrifice, brotherhood, Mushawarat & help each other etc. He said that these sicknesses should be identified and cured with the solutions described by the Holy Quran so that every individual should learn and practice Quran to form a peaceful society.

Ismail Latif HACINEBIOGLU (Professor Doctor, Head of Philosophy Department, Istanbul University thanked for inviting them to Pakistan and also shared the ideas of Said Nursi regarding "Eq-te'saad & Shukar". He mentioned that "Industry was a weapon against poverty", but on the other side Quran Taught that Eq-te'saad

was one of the essential concept related to the concept of Rizg and Allah Subhan'wa Tallah was the "Razzag". He also said that in the modern economy, there were loads of materialism and selfishness to earn more & more, but Islam instructed the followers to share and to sacrifice for others. He also explained the attributes of Allah that reflected in His creature make them valuable and different from each other. He told that a man had worth in the eyes of Allah and society by his virtues that highlighted the characteristics of a person. He told about the very important Quranic perspective and features of Industry/business was "Nazar (Vision) and Niyat (intention)" that started every process, and he shared that "production" was the profession of Sialkot Industry but it contained the attribute of Allah as "Khaalig"; therefore, the products should also the reflection of the producer. While discussing the subject, he said that most of the economies had invested in infrastructure (the material things) but according to the Quran "the best investment is the investment on men". He elaborated the concept of Niyat, Qana'at, Israaf, Eq-te'saad and business ethics etc. in detail with the examples of Quranic verses. He ended his speech with the words that emphasized that everyone should recognize the real worth of life and this Duniya and to make a balance with our dealings.

Dr. Hakan elaborated the details of Harran University, Turkey and its Research Centre. After completing the discussion, a ceremony was held to sign the Memorandum of Understanding (MOU) between ANLIURFA TEKNOKENT and Sialkot Chamber for further collaboration.

Mr. David Preston

Acting Deputy High Commissioner Australia

December 01, 2018



Mr. David Preston, Acting Deputy High Commissioner Australia, MDF Team visited the Sialkot Chamber of Commerce & Industry. Mr. Wagas Akram Awan, Senior Vice President welcomed the honorable guests and the members of Sialkot Chamber. He described the vibrant & dynamic nature of Sialkot Industry and its exports share in country's economy. He highlighted the remarkable role of Khawaja Masud Akhtar (SI) (President SCCI) in encouraging "Women Empowerment" in Sialkot Industry by hiring more than 900 females in his factory; he further shared about the facilities and environment provided to the workers by M/S Forward Sports. He also mentioned the existing SCCI project named Women Investment Network of Dairy Sector (WINDS) in collaboration with USAID related to women

empowerment specifically in rural areas. Women Resource Center (WRC) of SCCI was also engaged in arranging different informative seminars/ sessions related for women entrepreneurs and recently they had planned a women specific delegation to Turkey as well.

Mr. David Preston, Acting Deputy High Commissioner Australia thanked the Office Bearers of Sialkot Chamber and all other members for their hospitality. He described the bilateral trade between Australia & Pakistan and Ms. Margerat Adamson, Australian High Commissioner to Pakistan, had been keenly involved in activities with other Chambers of Pakistan to enhance the trade. He suggested making good connections with Australian Trade Representative in Islamabad in order to

enhance trade relationship of Pakistan & Australia. He assured that he would support the planned delegation of SCCI by providing contacts of Women Entrepreneur Network (WENET) in Turkey; he also advised to conduct B2B meetings, Symposium and delegations with Australian Business Sectors to expand the bilateral trade of both the countries. He endorsed that Sialkot City had a fertile land and would be considered for the future projects of MDF. Mr. Abdullah Aziz Khan (Coordinator MDF) thanked for the hospitality and explained the Pilot Project of MDF with M/s Servis Shoes which was related to expand the number of units in order to increase quality of input and women workforce involvement. He elaborated that the vision of MDF was to provide support to develop economy and they



were focusing the betterment of women workforce.

Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. David Preston & MDF Team and suggested to identify the real problems faced by the women workforce in industrial sector before arranging seminars/sessions etc. He stated that there was a need to form a viable strategy to encourage women empowerment in industrial sector for enabling them to work for their betterment. The total population of women in Pakistan was 51% but their role in industrial sector as workforce was only 0.5% which was alarming. He stressed that comfortable and safe environment should be provided to women entrepreneurs or workforce. He stressed to create friendly environment for female workers to give them confidence and to train them; so that they could contribute for their families as well as for the country's economy. He suggested providing Australian Commissioner with the list of

specialized products of Sialkot Industry for finding relevant & interested business partners in Australia to make this delegation focused.

Dr. Maryam Nouman, Chairperson Women Entrepreneur Committee thanked the guests and mentioned that the number of Women Entrepreneurs were less as compared to Women Workforce. She also appreciated the effort of MDF to empower women workforce. She recommended initiating different projects in Sialkot like Day Care Centers & Training Centers particularly for secretarial female workforce. She shared about the ratio of educated females in the city but they had difficulties to find appropriate jobs. She introduced the "Khud Kifalat Rozgar Trust" initiated by the Sialkot Chamber for providing interest free loans to the small scale businesses whereas, there were very few number of women approached to KKRT for taking loans. The aspects of collaborating and working for the betterment were discussed and shared by both the organizations.



Mr. Abdul Razak Dawood

Advisor to Prime Minister on Commerce, Textile, Industry & Production and Investment

December 01, 2018



Mr. Abdul Razak Dawood, the Advisor to Prime Minister on Commerce & Textile visited the Sialkot Chamber of Commerce & Industry on December 02, 2018. Khawaja Masud Akhtar (SI), President warmly welcomed the guest and Members. The President was of the view that with new Government in place, the business community was expecting positive changes in the system and relief through resolution of key issues. Khawaja Masud Akhtar (SI) assured the Advisor to Prime Minister of full support from Sialkot Chamber of Commerce & Industry in line with resolution of issues pertaining

to the Export Sector of Pakistan. He also briefed regarding the Industrial dynamism of Sialkot and history of industrial development. Sialkot was the hub of largest cluster of export oriented cottage industry in Pakistan and was contributing to the economy of Pakistan by earning precious foreign exchange despite all odds, Mr. Masud added. The President emphasized on the fact that Sialkot being only 0.5% of the total population was one of the biggest contributors to National Exchequer with zero tax defaults from the business community and contribution around 10% of the country's exports.

Availing the Presence of Mr. Abdul Razak Dawood, The President SCCI requested the kind consideration of Advisor on following key points for resolution:

- It was proposed that Warehousing Facilities in EPZs should be allowed wherein commercial importers would import duty free goods/all kinds of raw materials and sell them to SME exporters under SRO 492, 326, 327, 450 or Export Oriented Units (EOU).
- Sialkot Chamber was planning to establish a

- Special Economic Zone in the private sector; he requested for facilitation in the project by providing 50% of the project cost from EDF.
- He highlighted some critical issues in Export Processing Zone Authority like absence of Chairman for last 2.5 years and mentioned that only 01 meeting had been
- The President requested Mr. Abdul Razak Dawood to direct the State Bank of Pakistan for reconsideration the decision of withdrawal and that limit of Advance Payment specifically on import of accessories and material meant for re-exports for the value added sectors of Sialkot be allowed.
- Dawood for facilitation from the Government in shape of matching grant on 1:1 basis.
- Removal of regulatory and anti-dumping duty on polyester yarn.

Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce, Textile, Industries & Production and Investment



- conducted in the last 3 years. In this regard, he requested the Advisor to PM for a special meeting on EPZA and its issues in Islamabad.
- In order to facilitate the business community of Pakistan particularly the export sector, the President SCCI suggested that a One Window Facility/ Operations be established wherein levies and taxes for Social Security, EOBI and Worker Welfare fund be deducted at source from the Exporters to eliminate the cumbersome documentation processes.
- The President stressed that the Temporary Imports meant for Re-Export purposes be exempted from Punjab & Sindh Infrastructure Development Cess.
- Clearance of custom duty drawback, sales tax refunds and DLTL claims through PRC.
- Exemption of samples from any sort of duties/taxes/ levies.
- Trade Bodies of Sialkot had agreed to revive the "Sialkot City Development Package Program" and he requested Mr. Abdul Razak

expressed his gratitude to the members of Sialkot Chamber and assured the business community that he was there in Islamabad as the representative of the exporters of Sialkot. He recalled his last visit to the city was when the project of Airport had been initiated and said that he would ensure every possible support from EDF in line with the projects for the betterment of Export Sector of Sialkot. The Advisor to Prime Minister informed the house regarding the 100 Day performance of the Government and shared the important points and highlighted the main focus of Federal Government. Regarding the points raised by President SCCI, following

points were noted from address of Mr. Abdul Razak Dawood said that proposal of Sialkot Special Economic Zone would be his number one priority and requested the President SCCI to form a Committee and all the matters would be finalized in Ministry of Commerce with Board of Investment. He had also initiated the process of formulation of Industrial Policy with Salient Features like identification of Strategic Sectors, Diversification into new Product Lines (Engineering Products, Chemicals, Plastic Based products etc.). The Advisor, sharing his views, said that relying on Textiles only would not take Pakistan's exports to desired targets. He stressed that the Industry of Pakistan needed to enter into new product lines and assured that Government would extend every possible facility.

While discussing the points, he informed that his focus was

also on Import Substitution; whereas, the Prime Minister had a special focus on enhancing ranks in Ease of Doing Business and to bring Pakistan within top 100. In this regard, he said that the Government was working on One Window Facility and formulation of simple mechanism for taxation. He also expressed his will to revise the Bonded Warehouse and DTRE rules considering their complicated procedures and requested the SCCI to bring in a working paper regarding the changes they required. Furthermore. Government was also focusing on clearance of Refunds and would soon be releasing the pending amounts as well as the Regulatory Duty on Polyester Yarn would also be after calling out all stakeholders for meeting. Regarding the issue of USD 10,000 Advance Limit on Imports of Accessories and Raw Material, the Mr. Abdul Razak Dawood said that he had discussed the matter with SBP

and shared that the issue would be resolved after having another meeting of the Stakeholders. He further said that the industry would need to work on branding and exploring new markets like Africa and Latin America. He also stressed for the need of Reverse Engineering to diversify the export basket of Pakistan. He expressed his resolve to work with the business community to promote an enabling environment mutually beneficial for the Industrialists.

In the end, Khawaja Masud Akhtar (SI), President Sialkot Chamber thanked Mr. Abdul Razak Dawood, Advisor to Prime Minister of Commerce, Textile, Industries & Production and Investment for his kind views and resolve for promotion of Exports. Mr. Abdul Razak Dawood thanked all the members of Sialkot Chamber and assured that he would not let them down.



H.E. Mr. Vladimir Berezyuk

Deputy Chief of the Mission of The Russian Federation

December 04, 2018



H.E. Mr. Vladimir Berezyuk, Deputy Chief of Mission of the Russian Federation visited the Sialkot Chamber of Commerce & Industry. Mr. Waqas Akram Awan, Senior Vice President SCCI welcomed the honorable quests and members of this Chamber. The Senior Vice President said that the relationship between Russia and Pakistan was based on solid foundations and cooperation in various important fields. He stressed that both sides should develop greater economic linkages having great potential in fields of trade, energy and infrastructure development. For Russia, Pakistan had the

potential to provide market for its defense supplies and investment in the energy and infrastructure sectors. People to people contacts in the shape of cultural especially trade delegations of both countries were also necessary and should be encouraged. He stressed to take immediate and drastic steps to increase bilateral trade as total trade volume between the two countries according to Ministry of Commerce Pakistan was around USD 500 (M) which didn't reflect the true potential that existed in the markets of both countries. He said that access to Made in Pakistan products like Leather Goods,

Surgical Instruments, Work Wear & Gloves, and Sports Goods and Apparel to Russia should be ensured. A significant amount of these commodities were being imported into Russia through other countries; direct trade should be encouraged as it would result in saving delivery times and controlling costs, the SVP informed. He further said that bilateral trade was not possible without effective banking system; he recommended that both sides should expedite the process of Banking and Payment Arrangement (BPA) between Russia's Central Bank and the State Bank of Pakistan

to provide a trade settlement mechanism for promotion of trade between Pakistan and Russia

Furthermore, he mentioned that issuance of visas to businessmen should be simplified; direct linkages and communication network between Pakistan and Russia should be established. Both should facilitate and encourage frequent exchanges of trade delegations in order to create effective linkages between the business communities of both countries. Also, hefty documentation for the export sectors of both sides should be simplified to facilitate the smooth flow of trade. He also shared about the dynamics and working of Sialkot Chamber of Commerce & Industry as an apex body of Sialkot Industry. Sialkot had developed SME culture highly conducive to business collaborations and joint ventures in various industries.

Mr. Vladimir Berezyuk, Deputy Chief of Mission of Russia to Pakistan thanked the Sialkot Chamber of Commerce & Industry and its members for their warm welcome and appreciated the City Sialkot as a renowned Industrial Hub, its dynamics, Industrial Sectors and its progressive people. He appreciated all the social & welfare projects of Sialkot Chamber. He shared the ups & downs in relations between Russia & Pakistan as both the countries were the important trade partners. He also mentioned the significance of Pakistan in Muslim world because of its influential strategic location. Sialkot as an Export Oriented City had lots of potential; both the countries should have to develop the opportunities for each other, the Deputy Chief said. He further elaborated the role of Russian Embassy in Pakistan and he said that both the countries should have to work with the trade organizations e.g. Chambers. trade bodies. Embassies etc. to connect the private sectors. He also suggested that a step forward should be taken to establish a kind of joint organization like Joint Chamber of Commerce to flourish the trade and economic relations of Russia & Pakistan. Central Banks of Both Russia and Pakistan should collaborate for sharing economic information and for playing partial role to strengthen the economies. He

shared that there was a specific procedure for Business Visa, mentioned the requirement of invitation letter from Russian partner; he said that there was no obstacle if the applicant fulfill the requirements for the required visa. Furthermore, he assured that the concerns of Sialkot Business Community would be forwarded to the Visa Consulate Section.

Members of SCCI and Wagas Akram Awan. Senior Vice President SCCI appreciated the encouraging words of the Guest and emphasized that bilateral relations should be promoted in true sense with the true spirit. Linkages and People-to-People Contact should have to be strong in order to increase the trade. In this regard, visa policy for the newcomers should be facilitative; so that, they could visit Russia frequently and explore the market. They mentioned the import duties, taxes and Tariffs on goods etc. these impediments should also be focused for enhancing the trade. Sialkot Industry had the Multi-Commodity Industry looking forward the means to promote those products in Russia.



Mr. Tariq Abbas Qureshi

Regional Police Officer Gujranwala (RPO)

December 13, 2018

Mr. Tariq Abbas Qureshi, Regional Police Officer Gujranwala (RPO) visited the Sialkot Chamber of Commerce & Industry. Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. Tariq Abbas Qureshi (Regional Police Officer, Guiranwala) and Mr. Ameer Abdullah Khan Niazi (District Police Officer, Sialkot) to visit this esteemed Chamber. President SCCI said that he had firm belief that RPO, on the basis of his experience, would play his significant role in improving law and order situation of Sialkot. He shared that Sialkot Chamber had cordial relations/liaison with Police Department to collaborate for peace and prosperity of the city that was instrumental for healthy business environment. It was also discussed that there were lack of police staff in Sialkot. Issue of traffic choking in Sialkot, low manpower of Traffic Wardens, shortage of vehicles, motor cycles, wireless sets and other mandatory equipment's were also discussed. Mr. Tariq Abbas Qureshi, Regional Police Officer, Gujranwala thanked the authorities of SCCI and said that it was an honor for him to visit the esteemed Chamber. He appreciated high literacy rate and per Capita Income of masses of Sialkot as he also mentioned that Sialkot Community were well aware and had an excellent international



exposure. He shared that he had devised a comprehensive plan for the improvement in Police department in order to give best possible services for this city. He admitted the issue of less number of Traffic Wardens in Sialkot due to which it was difficult to control. the traffic. He further shared about the Computerized Traffic Management System was the smart and effective solution and it should be adopted because of its efficiency. He emphasized that Sialkot Chamber should take up this matter with higher authorities to initiate computerized traffic management system in Sialkot. Traffic Police Department may improve traffic management system with the coordination of local government efficiently; he also instructed the DPO to send "give take" / "Payment

Disputes" issues / cases of the members of Sialkot Chamber for resolution, the RPO shared. He also instructed the DPO to give Proper Representation to this Chamber in Alternate Dispute Bodies (ADRs) and also facilitate its members in Police Stations on priority basis. He requested the members that cash carrying inside the city area should be with proper Security quard.

In the end, member of Sialkot Chamber of Commerce and office bearers thanked the guests and appreciated the them for their previous services; whereas, they expressed their hope that Police Department of Sialkot would improve and law and order situation would be better in coming days.

Mr. Yuji Tokita

Economic Counsellor, Embassy of Japan to Pakistan

December 19, 2018



Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. Yuji Tokita, Economic Counsellor of Embassy of Japan to Pakistan in Sialkot Chamber of Commerce & Industry. He shared that Pakistan Exports to Japan in 2017-18 (July-June) US\$ 194 (M) and Pakistan Imports from Japan 2017-18 (July-June) US\$ 2.42 (B). He said that Chinese Companies were coming to Lahore, Faisalabad, Karachi, and Sialkot Chambers. Sialkot Chamber anticipated creation of B2B linkages with the business community of Japan to explore prospects of Joint Ventures in Pakistan especially considering

the Special Economic Zones being setup in Sialkot. He said that Surgical Instruments manufacturing was one of the major sector of Sialkot's Industry and for that purpose, Sialkot Industry was very much interested in Japanese steel. He emphasized on exchange of delegations and shared that Government of Pakistan was ready to change Laws in order to facilitate the business people.

Mr. Yuji Tokita, Economic Counsellor thanked President SCCI and members; he informed that 23 Japanese Companies would like to invest in Pakistan and it was much appreciable. He shared that couple of Japanese Companies faced problem in terms of Taxes and Duties etc. He shared that manufacturing companies in Sialkot had an advantage over the Japanese Companies. He referred to the successful visit of Mr. Abdul Razak Dawood, Advisor to Prime Minister of Pakistan to Japan.

Mr. Ikram-ul-Haq, Former Senior Vice President SCCI shared that companies from Pakistan were ready to support Japanese Companies. He said that Sialkot Surgical Instruments exports to Japan in 2017-18 were US\$ 8(M) whereas Japan imported US\$ 5.7 (B) from other countries. He emphasized that Japan should source these products directly from Pakistan rather to use indirect sources. He suggested that sector specific delegations should be exchanged between both the countries. He informed that the role Sialkot Chamber was very dynamic and vibrant in promotion of business activities. He informed that raw material sourcing would be very important for the manufacturing Sectors of Sialkot. He suggested that Japanese Companies should establish Material Banks in Sialkot with collaboration of Sialkot Industry. He requested that Government of Japan should promote this idea because millions of instruments produced every month and Businessmen of Sialkot have confidence in Japanese Raw Material. He also shared that Japan is the 8th largest importer of Surgical Instruments as well.

Mr. Ejaz Khokhar, Chairman

Pakistan Readymade Garments
Manufacturers and Exporters
Associations shared that
Pakistan was now improving
the quality of the products
manufactured; so that Sialkot
needed Technical people of
Japan to support the Industry.
Pakistan was also the
largest importer of Japanese
Machinery. He suggested that
regular interactions would
be made between both the
countries, so that fruitful results
should be taken

Mr. Wagas Akram Awan, Senior Vice President SCCI shared about the high quality & value added goods which were being sourced by top brands around the globe. In order to expand and explore potential in Japanese markets, Sialkot Chamber would appreciate if Japanese Embassy could create linkages with Marketing Companies in Japan and also Japan International Cooperation Agency (JICA), The SVP acknowledged. Mr. Awan shared that PakistanJapan Business Forum was established in February 2001 with support from Board of Investment, Embassy of Japan, Consulate of Japan and the reciprocal partner Japan Pakistan Business Cooperation Committee (JPBCC) PJBF had been playing vital role in expanding and strengthening business and social relations between both the countries. He informed that JETRO Karachi Office plays a pivotal role of facilitating and linking the Japanese Business and Government side with the Pakistani business and Government side. He shared that Sialkot Chamber would like to sign MoU with Pakistan Japan Business Forum (PJBF) to explore new avenues of cooperation and would like to know what kind of facilitation Pakistan Japan Business Forum (PJBF) was providing to the businesses of Japan. He requested that cooperation of Japanese Embassy was required in this regard.



Major General Syed Hasnat Amir (Hilal-E-Imtiaz Military)

Director General Military Land & Cantonment Board, Rawalpindi

January 04, 2019

Major General Syed Hasnat Amir (Hilal-E-Imtiaz Military), Director General Military Land and Cantonment Board, Rawalpindi visited the Sialkot Chamber of Commerce & Industry on January 04, 2019. Khawaja Masud Akhtar (SI), President SCCI warmly welcomed distinguished quests and members of the Chamber. President SCCI admired the services of Pakistan Armed Forces and said that Armed Forces had always performed their exemplary job against internal problem or external aggression to uphold sovereignty and honor of the country. He appreciated the higher Military Management of Sialkot Cantt for developing the new roads and shopping malls in Sialkot Cantt and taken up various corrective steps for maintenance and beautification of that area. He mentioned the collaborative relations of previous Garrison Commanders and appraised him for his services. On the other side, he also briefed the purpose of formation and functioning of Departmental Committee on Garrison HQ / Cantonment Board Affairs.

President SCCI requested to make GLR renewal procedure convenient and said that, MEO Officer should be available at Sialkot Office once in a month so that residents may submit GLR renewal dcuments to him instead of visit Gujranwala. He



also discussed the matters related to Cantt area and its maintenance e.g. Speed Breaker should be tire friendly, sign Boards should also be affixed on all roads for the better deriving, Hospital should be reconstructed at Masjid Road which was the actual Land of General Hospital and Sui Gas connections should be provided to Defense Officer Housing Colony which was pending from last 10 years. Furthermore, he also discussed some pending work of different projects and colonies and requested that matter should be focused and completed under the supervision of related authorities.

Major General Syed Hasnat Amir (Hilal-E-Imtiaz Military), Director General Military Land and Cantonment Board, Rawalpindi thanked

Khawaja Masud Akhtar (SI), President Sialkot Chamber and other members for their warm welcome and hospitality. He assured that he had understanding about the concerns shared by the President SCCI about the city and he would work on all those issues with his best possible efforts. He assured that he would try to resolve the issues of SCCI members regarding Cantonment Board affairs on priority basis. Regarding issue of Defense Officer Housing Colony Survey No 127, he said that he was already working on the matters of encroachment in that colony. He discussed the matters of beautification & maintenance of the Cantonment Area of the city and assured that he would take up all the related matters with proactive approach.

H.E. Noordeen Mohamed Shaheid

High Commissioner of Sri Lanka

January 08, 2019



Khawaja Masud Akhtar (SI), President SCCI welcomed His Excellency Noordeen Mohamed Shaheid, High Commissioner of Sri Lanka to Pakistan, and also congratulated the High Commissioner for assuming charge as the High Commissioner. President SCCI mentioned the relations between Pakistan and Sri Lanka were marked by mutual respect and commonality of views on major regional and global issues and close-cooperation all issues of mutual interest. He said that it was also encouraging to note that both sides had stepped up their efforts in increasing business to business linkages to enhance trade and further build upon the existing relations both countries enjoy. Efforts like

3rd Edition of Single Country Exhibition of Pakistan in Sri Lanka held in January 2018, was the evidence of the vision of both sides to enhance B2B linkages and promote trade. He also mentioned the total trade volume between the two countries was around 430 (M) USD: whereas he stressed that with collaborated efforts from Sialkot Chamber and the esteemed High Commission of Sri Lanka, trade could cross billion dollar mark by facilitating frequent interactions of private sectors and promoting B2B Linkages.

President SCCI suggested for active engagements of the Sri Lankan and Pakistani Chambers, which could act as resource base for exchanging information. Mr. Masud Sharing his views said that to increase bilateral trade, both countries should facilitate single country trade exhibitions and encourage frequent exchanges of trade delegations and urged the businesses from both countries to enter into Joint Ventures President SCCI also appreciated the positivity of Sri Lankan People; being a multi-cultural market and shared about the diversity & demographics of Sri Lanka. He emphasized that exchange of business delegations, B2B Meetings and Exhibitions should be encouraged to enhance the trade volume between both the countries as he also mentioned that bilateral trade of two

countries were not up to the real potential. Many goods in Sri Lanka, that Pakistan could be imported, and many products could be exported to Sri Lanka as well and he also mentioned a FTA under which import or export of some products were duty free for both the countries.

Noordeen Mohamed Shaheid, High Commissioner of Sri Lanka to Pakistan thanked the President, SCCI members & Sialkot Chamber; he applauded the Industrial dynamics of the city and business community to serve the country by contributing a hefty amount of Foreign Exchange in National Exchequer. He admired the personality of great philosopher & poet "Dr. Allama Muhammad Igbal" for his unforgettable contributions for the nation. He focused that Single Country Exhibition should be encouraged and he assured that he would work on it to make it possible for this year. He added that he had a mission to visit all over the Pakistan in order to assess the products made by Pakistan and could be exported to Sri Lank through the prospective FTA revision and vice versa. Furthermore, he assured that he would study the FTA in detail and work on different delegation & exhibitions, than he would visit Sialkot again



to share more opportunities with Sialkot Industry. At the end, he appraised the Sialkot International Airport established by Sialkot business community as the first privately owned airport, he hoped that Sri Lankan airline would also fly from Sri Lanka to Sialkot in future, and it would also be discussed on upper level. He also expressed his love for the cricket and mentioned Pakistani and Sri Lankan renowned players and memorable cricket matches between both the countries. He thanked again for inviting him as a guest to Sialkot Chamber and hoped that this visit would prove beneficial for both the countries.

Mr. Waqas Akram Awan, Senior Vice President SCCI discussed the Sports Diplomacy and also mentioned the Sri Lankan Cricketers: he shared some historic perspectives of Sri Lanka and its glory. Gratitude to Sri Lanka as the true friend of Pakistan was paid by SCCI; it was mentioned that the above discussed FTA was about Agriculture Products, Fisheries and Minerals etc. He requested to review that FTA and emphasized that Sialkot made products e.g. surgical instruments, sports goods, leather products and other sectors etc. should be considered in free-trade agreements to enhance the access of these products into Sri Lankan Market. He said that FTA for the Sialkot made products would be open up the door for more trade between both the countries and would prove WIN-WIN situation for hoth



MOU SIGNING CEREMONY

Between SCCI & MODEC Pvt Ltd.

January 09, 2019

Khawaja Masud Akhtar (SI), President Sialkot Chamber of Commerce & Industry welcomed Dr. Muhammad Irshad, President, MODEC Pvt Ltd, Islamabad and his team. He said that Sialkot Chamber was in search for a team of professionals, who could help in creating better liaison with Government offices. He informed that Mr. Zahid Latif Malik, Former President SCCI worked a lot on this and short listed MODEC, Islamabad for the said purpose. He said that after having a meeting with the team MODEC, Sialkot Chamber found them very professional and found them very much suitable for Lobbying and creating soft image of Sialkot Chamber in front of the Government officials. He said that the Government of Pakistan was focused enough to facilitate the SME's and export sectors of Pakistan. The President was of the view. Sialkot Chamber felt that Laws creating hurdles in Exports could be amended. He said that Sialkot being the hub of SME's was in a position to realize the problems and rectify them for the exports. He referred to the visit of with Mr. Abdul Razak Dawood to Sialkot Chamber, he assured that Government would facilitate SME's sector. He said that Sialkot Chamber needed MODEC supported in achieving the desired goal. He informed Team MODEC that follow-up should be very strong. He said that Government should make Sialkot a place where foreigners



could come easily. He said that Sialkot Chamber needed guidance from MODEC on how to work with the Government Officials

Mr. Zahid Latif Malik. Former President Sialkot SCCI congratulated on the MoU signing ceremony between both MODEC and Sialkot Chamber. He said that follow-ups were always very important in order to keep the issues alive and not buried down in files. He said that Government of Pakistan was willing to do something for the businesses and especially Mr. Imran Khan. Prime Minister of Pakistan was focused on enhancing of exports of the Country. He also said that it would prove to be the Golden time for MODEC to perform its services in a better way. Furthermore, he informed that Sialkot's local leadership also working a lot in order to facilitate the Industry. He said that they had already taken up some issues with MODEC and with the passage of time more issues would be shared.

Mr. Waqas Akram Awan, Senior Vice President SCCI said that a partnership between MODEC and Sialkot Chamber is going to happen and both of them should focus on how to realize the Government about the importance of ease of doing business.

Dr. Muhammad Irshad, President MODEC, Islamabad said that he was very happy to sit with real business people. He assured that genuine business issues would be highlighted in a proper manner. Moreover. he said that MODEC would be an office of Sialkot Chamber in Islamabad. He said that team of MODEC would analyze the issues and take up the same with the Government. He said that team MODEC would follow-up on the issues on daily basis. He said the MODEC would own every task given by Sialkot Chamber. He said that enhancement of export would be the only way to get out the economic crises currently faced by Pakistan. He hoped that partnership between Sialkot Chamber and MODEC would develop a new model in Pakistan.

Mr. Muhammad Qasim Khan Suri

Deputy Speaker National Assembly, Pakistan

January 12, 2019



Khawaja Masud Akhtar (SI), President Sialkot Chamber welcomed the Honorable quest Mr. Muhammad Qasim Khan Suri, Deputy Speaker National Assembly, Islamic Republic of Pakistan, Mr. Usman Dar, Special Adviser to the Prime Minister on Youth Affairs, Mr. Umer Dar. President of Pakistan Tehreek-e-Insaf Central Punjab, Chaudhry Muhammad Akhlag, Provincial Minister of Punjab for Special Education, Dr. Firdous Ashiq Awan, Mr. Muhammad Akmal Cheema, and all the participants of the meeting. He appreciated that Government of Pakistan was taking positive steps to boost the SME sector and businesses in Pakistan. He appreciated the support rendered by Mr. Usman Dar in order to resolve the issues of the business community of Sialkot.

He said that SME sector needed the support of the Government and Sialkot being a hub of SME's required special attention. He informed that Sialkot's share in the exports of Pakistan was US\$ 2.0 (B), and assured if some impractical obligations on the exporters by FBR, etc., which ultimately gave no benefit to the Government were removed. SME sector would definitely double the exports of Sialkot. He also discussed the issues that banks were not practically following the SBP's schemes to finance the SMEs for their growth & development; on the other hand, He also informed that development of samples were heavily charged by the Customs, marked high values of the item and hold the item for 4-5 days. He requested that such type of samples should not

be stopped and an exemption on customs duty should be given up to US\$ 500 would be given, so that FBR personals could not stop them. He hopped that Government would support the exporters in every respect so that they work whole heartedly.

Mr. Muhammad Qasim Khan Suri, Deputy Speaker National Assembly, Islamic Republic of Pakistan, thanked Khawaja Masud Akhtar (SI). President SCCI and members. He also appreciated Khawaja Masud Akhtar (SI) for competing with the whole world in the field of football and manufactured FIFA World Cup 2014 & 2018 official match ball. He also said that he was honored to visit Sialkot. who was earning US\$ 2.0 (B) exports per annum and earning precious foreign exchange

for Pakistan. He appreciated the role of Sialkot business Community in establishing Sialkot International Airport (SIAL) in private sector. He said that any country which indulged in corruption and disregard merit system would lag far behind like Pakistan. He informed that current Government was Business friendly and would support the Exporters and SME sector of Pakistan. He appreciated the efforts of Sialkot Business Community that they fought against the unjust policies made by the previous governments and kept the industry alive. He said that exporters should work with Government of Pakistan. He assured that he would suggest Mr. Asad Umar. Minister of Finance to introduce better Laws in the

Small Industrial Estate. He also assured that Industry will grow and Government would always keep the interest of the businesses on priority.

Mr. Usman Dar, Special Adviser to the Prime Minister on Youth Affairs, thanked President SCCI and appreciated him for his commitment for betterment of Sialkot Industry. He said that People of Sialkot people worked very hard but at Government level Sialkot was always neglected and his goal was to raise the voice of Sialkot people in Government offices. He said that he stood with the business community of Sialkot in issues like DRAP, Air-SIAL, etc., and now they were moving towards one window operation for the exporters of Sialkot. He shared that SME's always

played a vital role in creating jobs. He emphasized that Sialkot deserved the focus of the Government. He said that he would play his role as a bridge between Government of Pakistan and people of Sialkot.

Chaudhry Muhammad Akhlaq, Provincial Minister of Punjab for Special Education requested to pin point the issues faced by the Industry, so that issues would be highlighted in front of high-ups and maximum relief would be given to the people of Sialkot. Whereas, Mr. Umer Dar, President of Pakistan Tehreeke-Insaf Central Punjab thanked President SCCI and assured that Sialkot Business Community would be on top priority. He said that Sialkot had contributed a lot in the economy of Pakistan.



Mr. Asad Umar

Federal Minister for Finance, Revenue & Economic Affairs

January 28, 2019



Mr. Asad Umar, Federal Minister for Finance, Revenue and Economic Affairs visited the Sialkot Chamber. Khawaja Masud Akhtar (SI), President, Sialkot Chamber of Commerce and Industry, welcomed Mr. Asad Umar, Federal Minister for Finance, Revenue and Economic Affairs, Mr. Muhammad Hammad Azhar, Minister of State for Revenue. Mian Muhammad Aslam Igbal, Provincial Minister for Industries, Commerce and Investment, Punjab, Mr. Ansar Majeed Khan Niazi, Provincial Minister for Labour and Human Resource, Punjab, distinguished guests and members of Sialkot Chamber. He appreciated

Government's efforts to strengthen the economy of Pakistan in view of prevailing economic challenges and expressed hope of revival of economy through Government's efforts to promote exports and attract foreign direct investment. He informed that the proposed bill would reduce custom duty on import of raw materials needed for the export industry. He appreciated Government's move to allow Advance Payments of up to US\$10,000/- against import of raw materials for the export industry. He said that true potential of the export sector of Sialkot could only be realized by addressing critical issues

of the industry. He shared current status of colonization of Sialkot Export Processing Zone and emphasized that SEPZ could be rendered successful by restoration of incentives gradually withdrawn by the Government over time.

He explained the incentives which were made available at the time of launch of EPZs in 1981 e.g. No taxes on import of materials & import of construction materials, Nonapplicability of labour laws, No requirement of custom audit, Allowance of holding of materials in EPZ until sale without fixation of period for re-export etc. He also apprised



that unilateral changes in customs laws by FBR had the effective results. But in order to facilitate colonization of EPZ, he proposed to; render facilitation in installation of import substitution industry through joint ventures with Chinese businesses, low commercial warehousing facility within the zone, Allowing the facility of custom clearance to EPZ units from any Dry Port or Sea Port of the country to provide the flexibility of consolidation of shipments at any port, simplifying procedures for bond to bond movement of inputs / raw materials, define mechanism for refund of duties against duty paid inputs purchased from tariff area and allow normal depreciation on plant and machinery at the time of disposal of machinery in tariff area and no duty should be charged if plant and machinery had aged more than five years. He informed that EPZ had been established on 238 acres of land with 881 plots allotted to the businesses whereas only 14 units had been operational due to harsh legal requirements of the zone. He requested to introduce above mentioned changes in law to encourage investment in the zone.

The President Chamber appreciated introduction of Finance Supplementary (Second

Amendment) Bill, 2019, by the Government and said that a list of 377 items had been proposed by Sialkot Chamber for reduction of duties to the Government; whereof, duties on 8 out of 43 items of Gloves sector, 21 out of 77 items of Leather Sector and 14 items of Footwear had been reduced. He requested to consider other proposed items for reduction of duties as well. During his address, he drew attention of the guests towards the issues including outstanding duty drawback claims of Rs.3 billion, Infrastructure Development Cess imposed by Sindh and Punjab Governments at the rate of 1.15% and 0.90%, nonprovision of security by SBP for collateral Free Loan to SMEs etc. He discussed that duty free import of samples and spare part of industrial machinery up to the value of US\$ 500 should be exempated; process to claim Duty Drawback be simplified. Sales Tax and DLTL claims should be simplified, collection of taxes and levies through One Window Operation should be introduced so that Social Security and EOBI contribution could be collected at source at the time of realization of export proceeds and exporters could be saved from harassment as a result of notices issued by the departments. It was further proposed to simplify levy and

collection of Federal, Provincial and Local Taxes to promote business friendly environment. It was also proposed to abolish regulatory duty on import of Magnetic Steel scrap and revise ITP to declare it Zero Rated to support Surgical Industry. Furthermore, he discussed about delays in Sialkot-Pasrur Road project, Property Valuation rates notified by the Deputy Commissioner (DC valuation rate) in Sialkot especially in SIE-I and EPZ and Clearance of shipments returned by the foreign customers due to quality or any other issues.

Mr. Ansar Majeed Khan Niazi, Provincial Minister for Labour and Human Resource. Puniab thanked the President and said that Government was chalking out new policies for business facilitation. He informed that Labour and Human Resource Department Punjab had been working on a broader agenda to promote enabling environment for the businesses and break through decisions were expected in the near future. He assured that all problems of the employers and employees would be addressed swiftly. He apprised that system of collection of Social Security Contribution and provision of healthcare facilities to the workers was being revamped to maximize facilitation to the industry and the workers. He assured to take up all the related concerns of Sialkot on priority basis.

Mian Muhammad Aslam Iqbal, Provincial Minister thanked the President and informed that Industries, Commerce and Investment Department Punjab was planning to establish an Industrial Zone on Lahore-Sialkot Motorway. He apprised that the proposed Industrial Zone would be planned on 3000 acres, 1500 acres on both sides, half-way on the motorway, so that it could cater the requirements of Lahore. Sheikhupura and Sialkot industry. During his address, he discussed about a loan scheme for startup businesses. a Credit Guarantee Scheme with a fund of Rs.3.0 billion, a Loan Markup Scheme etc. in detail. He announced that Government was introducing an Inspection Free Labour Regime and he further elaborated that a web portal was being developed to introduce One Window Operations, whereby all business taxes would be clubbed so that businesses. would not have to deal with multiple tax collecting agencies. He assured that more facilitation to the businesses would be extended in the upcoming Federal and Provincial Budgets.

Choudhry Akhlag Ahmed. Provincial Minister for Special Education, Punjab also briefed the house about the efforts done for rationalization of Property Valuation Rates and highlighted the support extended by Mian Muhammad Aslam Igbal to address issues of the Surgical Industry at provincial level and trusted that it would go a long way in strengthening of Surgical sector in Pakistan. Mr. Muhammad Hammad Azhar, Minister of State for Revenue while referring to the concepts of ease of doing business stated that Government was determined to promote enabling environment for the businesses and would be focusing on initiatives targeted on the betterment of the industry. He also discussed the working on reduction of regulatory & custom duties on import of Polyester Yarn, issue of Import Trade Price of Steel Scrap and Regulatory Duty on the item could also be revised etc. Mr. Muhammad Usman Dar appreciated the vision of

the Finance Minister as he had been having meeting with the representatives of the Chamber for the fifth time during last five months. He appreciated the political leadership for resolving various issues relating to export oriented industries of Sialkot and trusted that with the support and vision of the Government, the exports of the city would double in the next five years.

Mr. Asad Umar, Federal Minister for Finance. Revenue and Economic Affairs thanked the President and members to discuss issues of the SMEs and the export sector. He said that without strong communication and linkages between the Government and the businesses, the economic challenges could not be overcome. He constituted a committee to formulate concrete recommendations for colonization of Export Processing Zone Sambrial in consultation with Sialkot Chamber, within two months, so that they could be incorporated in the upcoming Finance Bill. While referring to pendency of refunds, he informed that it was prime consideration of the Government to simplify collection of taxes, so that

businessmen would not have to deal with multiple tax collection agencies and in Finance Supplementary (Second Amendment) Bill, 2019, incentives had been announced for the corporate sector. While discussing proposal of One Window Operation, he said that Government was focused on clubbing of all Federal Taxes and Mr. Muhammad Hammad Azhar had been working on the proposal. He indicated some major changes in tax collection system in the upcoming federal budget. He said that Establishment of Women Chamber of Commerce and Industry Sialkot had been great news and assured his all-out help to expedite it. In the end, he commented that Sialkot would be the real beneficiary of the Government's SMEfriendly policies and encouraged the business community to achieve the target of exports of US\$ 6.0 billion in five years. He motivated the business community to identify the avenues, ascertain the markets, point out skill development requirements and advise the Government about the tasks to be performed and the Government would implement the things accordingly.



Delegation from Foundation University

Rawalpindi Campus

February 07, 2019

Lt Col. Syed Amir Haider (R), Col. (R) Ghuffar (Principal Fauji Foundation Sialkot Campus), Mr. Ebad-Ullah Bhalli (Vice Principle FF Sialkot Campus) visited the Sialkot Chamber. Mr. Wagar Akram Awan, Senior Vice President warmly welcomed the quests and members of Sialkot Chamber of Commerce & Industry. He said that apparently, every Industry would be reluctant to share their skilled key worker for a longer period, since the production would affect due to their absence from production unit. Furthermore, he suggested that some private institutes which were specialized in CNC and Milling Machines used in surgical production line, their services could also be availed.

Lt. Col Syed Amir Haider (R), Technical & Vocational Training consultant at Fauji Foundation thanked Mr. Waqas Akram Awan, Senior Vice President SCCI and said that due to space constraint, Fauji Foundation had reduced the number of active courses from 10 to 7. Courses were included Sports Wear Stitcher, Leather Garments pattern maker, Machine Mechanic, Computerized Accounting, Graphic Designing, Milling Machine/CNC Machine, Import and Export procedures and documentations. He shared that in his recent visit to National Textile University (NTU), Faisalabad; it was suggested to get affiliated with their FF Sialkot campus. He hoped that in near future National Textile University may sign a MOU



with the Fauji Foundation. He shared that FF was focused to enroll experience graduates instead of fresh graduates, but main stress would be given to Instructors/Demonstrators or Lab Assistants with 10-20 years of practical experience. He also proposed to have 'on job trainings' of at least 20 students on production units for 2 to 3 months depending on requirement of their acquired courses. He also shared about their co-ordination with Ministry of Commerce to fund training institute for producing skilled tradesmen catering to export based industries of Sialkot to run an awareness campaign. where vendors from the industry will be called upon to demonstrate them with new technology to boast Exports.

Mr. Ebad-Ullah Bhalli, Vice Principle Fauji Foundation Sialkot Campus said that a recommendation for instructors and demonstrators from the industry was given by the SCCI. He shared that some issues for getting an instructor for export & import documentations and procedures. He also said that SCCI could help FF in identifying concerned Persons who has worked under a renowned name and now working as an entrepreneur.

Mr. Syed Ahtesham Mazher, Former Vice President SCCI thanked the guests to visit SCCI and collaborate with Sialkot Industry; he suggested that an ad for required instructor(s) could be posted within SCCI premises and notice could also be published in Chamber's Bulletin. He also suggested that FFUS team should give stipend up to Rs.10,000/- which would inject the spirit within the students, the stipend should be given on basis of attendance in order to make sure their presence. FFUS could also avail the avenues like for Export Development Fund (EDF) and Punjab Skill Development Fund (PSDF) to make sure availability of funds for their students. All the participants of the meeting unanimously decided that Mr. Waqas Akram Awan, Senior Vice President would be the focal person for this Project from Sialkot Chamber.

Dr. Yasmeen Rashid

Provincial Minister of Punjab for Primary & Secondary Healthcare

February 19, 2019

Dr. Yasmeen Rashid. Honorable Provincial Minister of Punjab for Primary and Secondary Healthcare visited the Sialkot Chamber on February 19, 2019. Mr. Wagas Akram Awan, Senior Vice President Sialkot Chamber welcomed the guests and appreciated revolutionary initiatives in health sector like Issuance of Health Card initially in 8 districts of South Punjab and up gradation of Basic Health Units due to which deprived people would be facilitated and able to get basic necessities of health. He informed that Sialkot Chamber was striving hard to facilitate the business community of Sialkot and welfare of civil society as well. He assured fullest cooperation in provision of better health services to people in line with the vision of the Honorable Prime Minister of Pakistan.

Dr. Yasmeen Rashid, Provincial Minister for Health thanked and informed that Prime Minister Health Scheme would be launched on February 22, 2019 initially in 8 districts and later on would be expanded to 36 Districts of Punjab. She also informed that Health Card would be issued to 7.2 million families and the economic value of one card was 7 lac 20 thousand though which all types of patients would be treated anywhere in Pakistan. She told that Basic Health Units of rural areas were not working properly



due to non-availability of proper doctors owing to which hospitals of main cities were overcrowded with patients. She said that new revolutionary measures would be taken to deal with the long standing problems of workforce and latest equipment in Basic Health Units. Rural Health Centers, Tehsil Headquarters and District Headquarters of backward districts Rajanpur, D. G Khan, Lodhara, Jhang, Chaniot, Attock, Mianwali and Qasoor would be provided. Rural health centers would be transformed into emergency health centers which would be opened for 24 hours.

Dr. Khurram Anwar Khawaja welcomed the guests and said that Joint Committee should be formed to look after the matters with all the requirements in coordination with Health Department. Mr. Muhammad Ashraf Malik also briefed about the functioning

of Departmental Committee on Hospitals and Health Services of Sialkot Chamber and said that all Medical Superintendents of hospitals were invited in the meetings of the Committee to discuss the matters cited above. He requested to take necessary measures for approval of PC-1 of new hospital in the name of "Missing Specialties at DHQ Hospital" to be established in the premises of Civil Hospital Sialkot which was pending for approval.

Honorable Minister shared her consent for the suggestions by the members and assured the full support to the Sialkot Community for taking important steps for the betterment. Mr. Waqas Akram Awan, Senior Vice President thanked the Honorable Minister for visiting the Sialkot Chamber of Commerce and Industry for providing opportunity to discuss the important concerns.

H.E. Mr. iHSAN Mustafa Yurdakul

Ambassador of Republic of Turkey to Pakistan

March 11, 2019



Mr. Waqas Akram Awan, Senior Vice President welcomed H.E. Mr. ihsan Mustafa Yurdakul. the Ambassador of Turkev to Pakistan, Mr. Rashid Mansur, Honorary Consul General of Turkey, distinguished guests and members of Chamber. He stated that Turkey and Pakistan were brotherly Islamic Countries sharing religious, cultural and socio-political heritage. He also said that Turkey had a robust economy with sustained growth rate. He stressed that Pakistan could learn a lot from the economic and development models implemented by Turkey. He told that the Federal Government of Pakistan was trying to boost the economy; it had embarked on an ambitious socio-economic, infrastructure development agenda and various steps being

taken to attract both domestic and foreign investment in Pakistan. He emphasized that the vision of Prime Minister Imran Khan to facilitate the foreign investment, brothers in Turkey would look forward to investing in Pakistan by entering into Joint Ventures for which Sialkot had immense potential. He said that it was also encouraging to note that both countries were eager to expand bilateral cooperation in diverse fields to benefit from each other's expertise to make progress. He mentioned the total trade volume between the two countries as per Ministry of Commerce Pakistan, in FY 2017-18 was just over USD 640 (M). He also said that there was a lot of potential to increase this volume of trade as both sides had a huge unexplored

trade potential. Both countries could enjoy fruits of liberal trade between them by removing trade barriers and promoting business to business linkages, Mr. Awan added.

He requested the Ambassador's support in getting access to Made in Pakistan products to Turkey as the Surgical Instruments, Work Wear & Gloves, and Sports Apparel had huge demand in Turkish Markets and Pakistan was known for having excellence in terms of quality in these products. He said that facilitation from the esteemed Embassy of Turkey in creation of linkages between the Sialkot Chamber of Commerce & Industry and Marketing Companies in Turkey to promote Sialkot's product line and to

increase B2B Linkages should be focused. He shared that Sialkot Chamber, owing to its vision of promoting Joint Ventures and Trading Relations with Turkish Businesses. had also signed an MOU with Sanliurfa Teknokent of Turkey, a Technology Development Zone established under Harran University and Ministry of Science, Industry and Technology to collaborate in Research. Innovation and **Exploration of Business** Opportunities. He expressed his hope that meeting would set the foundation for stronger and mutually beneficial trading relations between Pakistan and Turkev.

H.E. Mr. I. Mustafa Yurdakul, Ambassador of Republic of Turkey to Pakistan thanked the Senior Vice President, SCCI members and Sialkot Chamber of Commerce & Industry for warm welcome and hospitality. He shared that was not aware about Sialkot City before taking the charge, and further shared his experience to learn about Sialkot & its Industrial Sectors. He emphasized that the love & affiliation between both the countries 'Turkey & Pakistan' had been increasing day by day; and he hoped that the friendship would create fruitful results. He mentioned the recent issues between India & Pakistan: told about the clear and strong vision of Turkish President that Turkey would always be with Pakistan through thick & thin. He discussed the low trade volume between both the countries and said that it was less than the actual potential. He stressed that the potential areas should be identified for increasing the trade volume. He also mentioned the last visit of Mr. Imran Khan, PM of Pakistan to Turkey and shared the positive feedback about the meetings held between high ups of both the countries. He told that Turkey was working to draft a trade agreement for both brotherly countries to enhance work/trade/business/investment opportunities; therefore, in coming years results could be visible in shape of economic uplift by mutual efforts. He stated that Turkish companies

were already working in Pakistan and he said that Turkey was always ready to invest in Pakistan. He also discussed about the agriculture sector of Pakistan and applauded the quality wheat, rice, fruits and vegetables produce in Pakistan. He told about an opportunity about purchasing property in Turkey for investment; he said that many facilities were on offer up to certain limits. He said that he would share the details regarding this opportunity. He emphasized on the tourism sector of Turkey, its cities & culture to explore the nature and beauty.

The Ambassador told that there were many sectors/ products on which there were zero custom rates; Pakistan should also focus those sectors/ products e.g. marble, stones etc. He suggested that Pakistan should also participate in different trade Exhibitions held in Turkey and should promote the Business-to-Business visits/meeting for enhancing interaction of private sector of both the countries.



International Women's Day Celebration &

Launching of Women Resource Center (WRC) - Outreach Programme

March 12, 2019



Dr. Mariam Nouman, Chairperson WRC welcomed the female quests (industrial workers) form different villages, Mr. Arshid Mehmood Mirza. Executive Director (Baidarie, Sialkot-Pakistan). Dr. Khurram Anwar Khawaja (President KKRTS). Mr. Fizan Akbar (Chairman. Departmental Committee on SME/Trainings), students and members of Chamber on International Women's Day Celebration. She thanked the guest speakers for joining the event; she also encouraged the students to learn about the Sialkot Chamber's role in Sialkot Industry and

Women Resource Center of Chamber. She told that WRC had been established by SCCI Departmental Committee on Women Entrepreneurs in 2009 in collaboration with CIPE. She elaborated its aims & objective as it was conceived to provide full support and assistance to the existing as well as upcoming Women Entrepreneurs and SCCI's female members. She explained the working and functions of SCCI Departmental Committee on Women Entrepreneurs. "The mission of SCCI's Women Resource Centre (WRC) is to enhance entrepreneurial Skills among Women Entrepreneurs of Sialkot by providing them easy access to resources for starting and growing their businesses", she added. She shared the experience of WRC in working with other national/international organizations as well as she discussed the way forward of WRC in future. She said that urban women were involved in different types of work/ profession, but there was a lack in linkages between urban & rural female population. She appreciated the guest' females for their hard work and motivated them to connect with Industry as well as with Sialkot Chamber.



Ms. Samina Center Incharge "Roshni Group" at Jaurian Kalan and Ms. Khalida Latief, Center Incharge (Roras Village) shared their experiences and life journey with Baidarie. They told about the obstacles they had faced in their lives and shared the story of their hard work. They had learned different skills with the help of Baidarie for making them able to earn and run their families. She further shared that Baidarie had started training cum work centers and many WOMEN were working in

those centers to learn & earn their livelihood. They thanked Baidarie, Sialkot for such efforts and projects to make huge changes in people's lives. They shared a message of 'hard work, bravery & motivation' to all the women.

Ms Hafsa Mazhar, Head of sub office-Punjab UN Women appreciated and congratulated the WRC, SCCI and Baidarie for celebrating International Women's Day at Sialkot Chamber. She shared her views on "Women's Day" and

its significance. She discussed the rights, obligations, duties and opportunities of women internationally. She shared that the "Women's Day" was celebrated to demonstrate that women had equal rights and a society should be framed to provide them equal opportunities by mutual efforts. She shared the economic facts & figures about female population, female employment, and its effects on national economy. She explained the agenda and vision of UN-Women and the working to achieve the goals.

Dr. Mariam Nouman, Chairperson WRC thanked all the speakers & guests and announced the "WOMEN Resource Center (WRC) -Outreach Programme" for the rural women. She explained that under the programme, the rural women entrepreneurs would get registered in WRC, SCCI. Therefore, efforts would be made to grow & strengthen their businesses.



Ms. Ann Mason, Chief Political and Economic Section

US Consulate Lahore

March 12, 2019



Mr. Waqas Akram Awan, Senior Vice President warmly welcomed Ms. Ann Mason Chief Political and Economic Section at SCCI. He expressed that her visit would further strengthen the US-Pak relations particularly the promotion of bilateral trade i.e. around USD 6.8 Billion. He expressed that Pakistan affirmed USA as a major trade partner and had always been keen to promote trade between two countries. He said that Sialkot had an eternal history with inherited values and known as City of

Progressive People. Further added that Sialkot had a multi commodity industry exporting around the globe with a major chunk exported to USA. He said that Sialkot Chamber had been playing a role of apex body not only in trade promotion and facilitation to its members, but also contributing equally to the Social Welfare by overcoming certain issues like Child Labor, adapting International standardizations and encouraging usage of e-commerce in order to make the industry most favorable

to the world. He proposed that R&D Department of SCCI would continue liaison with US Consulate General at Lahore for accomplishment of the same. "Sialkot Industry with its potential could cater demands of US markets with utmost quality, value addition and commitments" he added.

The Senior Vice President said that 90 % of the Sialkot Industry comprised of export based Small Medium Enterprises, which could be facilitated with strong US-PAK ties. In said regard, US GSP program would serve as one aspect of plan to enhance trade between the two countries. He also said that the Industry was in need of joint ventures in terms of transfer of technology to extend portfolio in accordance to US demands. Sialkot Chamber would highly encourage such collaborative initiatives and would protect the deserving rights of Foreign investors. He said that Sialkot Chamber would consistently interacting with Government and other trade bodies for a unilateral understanding to facilitate and promote Ease of Doing Business, Access to Finance, Sialkot Export Processing Zone and Small Industrial State i.e. in the best interest of the SMFs.

Ms. Ann Mason Political and Economic Chief expressed gratitude to SCCI and its Executive Committee for the warm welcome. She appreciated the versatility of Sialkot for being benchmark of standardization and quality in terms of excellence. She appreciated active role of Sialkot Chamber in providing extraordinary facilities, platforms to grow, portraying industry's best image to world that were in best interest of its members. She said that SCCI had yet again made benchmark in the field of CSR in supporting individuals and society, courageously taking social initiatives being a trade body. She acknowledged that Sialkot Industry always stood to the expectations of buyers of United States. "The Industry also possesses potential to improve further in terms of IPR structure that was perhaps the most concerning issues to majority of US companies" the envoy quoted.

She informed regarding inclusion of made in Sialkot products like Surgical Goods. Sports Goods Leather etc. into US GSP Program, Ms. Ann Mason said that the practice would be lengthy in general as such addition would be considered after analyzing the level of production of the same products in multiple countries. She however suggested to study the products falling in 10-digit HS Codes which might serve the cause of adding products in US GSP. Ms. Ann Mason appreciated forward thinking and proactive futuristic approach of SCCI. She further expressed her willingness to initiate program like US Business Awareness Opportunity in Punjab in collaboration with SCCI which was a comprehensive package for new comers to business.

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY



Mr. Nauman Aslam

Executive Director IPO Pakistan

March 18, 2019

Mr. Waqas Akram Awan, Senior Vice President Sialkot Chamber of Commerce & Industry welcomed Mr. Nauman Aslam, Executive Director IPO Pakistan and Mr. Fahad Raza Director IPO Pakistan on their visit to Sialkot Chamber.

Mr. Nauman Aslam. Executive Director IPO Pakistan thanked Mr. Waqas Akram Awan, SVP for the warm welcome. He shared that in 2019 the theme of World Intellectual Property Organization (WIPO) on World IP Day was "Reach for Gold: IP & Sports". He informed that Intellectual Property Organization (IPO), Pakistan was celebrating World IP Day on 24th of April 2019 at Serena Hotel Islamabad in which delegation from Sialkot Chamber, International dignitaries and concerned authorities would be called upon. He further said that an IP Awareness Walk had also been scheduled on 20th of April 2019 for general public in local cricket ground, Islamabad. He informed that IPO would mobilize a campaign for awareness of event to public with 200 advertisement poles within twin cities. He explicitly asked for a short documentary comprising achievement of Sialkot Industry specifically for IP day. He also said that on 26th April, 2019 supplement would be displayed in Newspaper and IPO would be ready to share the cost of space with



any of Chamber member who would be willing. Moreover, he also said that IPO Pakistan would extend its full support in resolving issues pertaining to Intellectual Property Rights and would also be ready to organize a seminar for awareness of the same.

Mr. Wagas Akram Awan, Senior Vice President informed that SCCI had successfully dispatched products to IPO Pakistan for IP Day Event at Geneva on 22nd March, 2019. He assured Mr. Nauman Aslam that SCCI would provide sufficient material of the companies that are working with brands of world to IPO Pakistan for the said events. Further said that Sialkot Industry was full of success stories starting from MB sports, CA sports to Forwards Sports for manufacturing Soccer balls

for FIFA World Cup 2014 & 2018 "Brazuca" and "Telstar" would build image of Pakistan in general and Sialkot in particular. He further said that Khawaja Masud Akhtar (SI) President SCCI was a roaming ambassador and a success story of Sialkot Industry and will be leading both events. He further communicated the issues pertaining to the notices been received to SCCI from IP tribunals without details of the

The meeting was concluded with vote of thanks to the honorable guests and extended surety to ensure full participation of SCCI Members and related Associations in the event, further built consensus to make close liaison of SCCI and IPO Pakistan to overcome the issues of IP Right faced by Sialkot Industry.

Khawaja Masud Akhtar (SI)

Awarded with Sitar-i-Imtiaz by Government of Pakistan

March 23, 2019



On 23rd March, 2019, Khawaja Masud Akhtar (SI), President Sialkot Chamber Commerce and Industry was awarded with SITARA-I-IMTIAZ for his tireless efforts, commitment to evolve the dynamics of Soccer Ball and commendable work in the field Sports Goods through constant Research and Development. The Gentleman was laureled the Pakistani Nation for his dedication and commitment in the field of Soccer Ball Manufacturing Industry by supplying Soccer Balls to FIFA World Cup 2014 Brazuca and Telstar to FIFA World Cup 2018, respectively. Khawaja Masud Akhtar (SI) is the CEO of the

Forward Group that is mainly famous for manufacturing and exporting Soccer Balls, Sports and Fashion Bags and Wallets to the World. Forward Sports is among a few other companies in Sialkot Industry who have state of the art Research and Development Labs in their factories, consistently working in bringing innovation and diversities in their product line. Adidas has also appreciated him on the determinations and reward the company of Khawaja Masud Akhtar (SI) with a certificate of Scientist behind the product, supplied for FIFA World Cup.

A result of their constant innovation the company has managed to decrease the wastage and improved their productivity by 7.2 Million Balls in 2015 and 7.5 Million in 2016 under the vision of Khawaja Masud Akhtar (SI). Being President Sialkot Chamber he has ensured to strive with the same spirit and dedication for rights of the Export Industry of Sialkot, providing them enough space and a platform to grow constantly to compete in the World.

Mr. Siddique Sheikh

Chairman, Pakistan American Business Association

March 26, 2019

Khawaja Masud Akhtar (SI) President SCCI welcomed Mr. Siddique Sheikh Chairman Pakistan American Business Association at Sialkot Chamber of Commerce & Industry.

Mr. Siddique Sheikh Chairman Pakistan American Business Association thanked President for the warm welcome extended. He handed over the profile of Pakistan American Business Association (PABA) and said that PABA was persistently working to reduce Trade Gap between Pakistan and USA. He mentioned that PABA was organizing International **Business Convention & Trade** Show 2020 where delegations coming from Pakistan specifically from Sialkot industry would get the opportunities to develop business linkages, trade opportunities and equal chance of penetrating in untapped market within USA. He said that PABA had already signed MOU with Lahore Chamber and looking forward to having MOUs with Sialkot and Gujranwala Chamber of Commerce & Industry that would focus working together to find better and beneficial ways for local companies. PABA was focusing SMEs of Sialkot Industry that could not get the opportunities to grow in foreign markets. International Business Convention & Trade show 2020 would be a flourishing platform to expand their markets. He further added that PABA would provide proper training and



education to SMEs of marketing their products in USA, in order to give equal opportunity and give tough time to Indian, Bangladeshi and Chinese supplier.

Khawaja Masud Akhtar (SI) President SCCI thanked Mr. Siddique Sheikh for considering the Sialkot Industry as PABA's prime focus. He said that China had emerged as a strong economy in recent decades, Chinese expats helped their motherland getting business and played role of liaison. He said that China town in any country was an example of task-oriented approach, likewise each US-Pakistani must play a role of ambassador of Pakistan. He further said that PM Mr. Imran Khan admired overseas Pakistani and equally considered them as a key driver of Pakistani economy. Pakistan should also follow the industrial model of China, similar Economic Zones, Export Processing Zones EPZs and Small Industrial Estates SIEs been build outside

city areas, conforming with International Standards the President said. He also said that MOUs should be practical in every possible way followed by multiple interactions that could be fruitful to industry. As China's economy flourished due to substantial FDI coming which developed the country, likewise, Pakistan needed same investments in Pakistan. PABA must play the role to eradicate the hurdles that resultantly reduced the investments coming from USA to Pakistan. He further added that Sialkot Industry needs a company that could market their products in the US Market and help them grow business from untapped markets of USA. He said that visits to exhibitions were not serving the purpose. He also shared his experience of opening office in China, how Chinese investors and Governments were helping him out of the way to invest in China. He asked Mr. Siddique Sheikh to send their proposal in writing in order to take the concerned on broad.

CASH PRIZE DISTRIBUTION CEREMONY

Students of City School and GC Women University

March 27, 2019

Sialkot Chamber of Commerce & Industry arranged a program to extend its support towards academic excellence achieved by the hard-working and noteworthy students of Sialkot. Khawaja Masood Akhtar (SI), President Sialkot Chamber of Commerce & Industry warmly welcomed the students. teachers, and parents to the Prize Distribution Ceremony. He stressed on the importance of education and also highlighted the role of education in building of a nation. He appreciated the hard-working students for their achievements.

Mr. Hammad Afzal. spokesperson of The City School took pride in sharing that Mr. Muhammad Hamza Wagas Awan had cleared his A-Levels Examination with the First Position in 5 subjects across Pakistan. He proudly mentioned that it was the First-ever Accomplishment of its type in Schooling history of Sialkot with best results across five (5) (Science and Business Streams) Subjects in CAIEs nationwide. He delightfully mentioned that Muhammad Hamza Wagas Awan was the one who secured admission at Imperial College London in Mechanical Engineering without entrance exam. He said that out of around 90 students from The City School acquired top-grade results in O/A levels



across Pakistan. He enormously appreciated the hard work, dedication, and determination of the honorable teachers towards defining the future of students. He informed that **Mr. Abdul Wasay** succeeded to secure 1st Position in Urdu at 0 level Examination under the very umbrella of The City School. He also shared that **Mr. Izaz-ul-Haq** secured 1st Position in Chemistry in 0 level Examination across Pakistan.

Mr. Sohaib, Spokesperson of GCWU Sialkot shared that Ms. Mahnoor Tariq won 25 medals in the athletics in the last three years. In the said regard, he appreciated the tireless efforts of Director Student Affairs Dr. Sayeda Sadia, Dr. Zarin Fatima, and Manager ORIC & Director Physical Education, Ms. Atia

Altaf, Ms. Mahnoor Tariq' and her fellow athletes from GCWU Sialkot.

President SCCI, Khawaja Masood Akhtar (SI) not only acknowledged the role of former VC Prof. Dr. Farhat Saleemi for being a keen interest taker in curricular and co-curricular activities but also appreciated the role of Director Physical Education, Ms. Atia Altaf, as fulfilling the true responsibility of not only training the students for becoming a professional athlete but also in traveling with them for their due support and security. He honored the impressive students with cash prizes and souvenir to remember the great achievements. The house wished the remarkable students a bright future ahead.

Command & Staff College Quetta

April 3, 2019

Mr. Amer Hamid Bhatti, Vice President Sialkot Chamber of Commerce & Industry welcomed and greeted the delegation of Command & Staff College, Quetta in Sialkot Chamber. The Vice President highly appreciated and acknowledged the services of Pakistan Army towards the prosperity and peace of Pakistan. He also shared with the house the valuable share of Sialkot's exports by sourcing the famous international brands i.e., FIFA & ADIDAS, Puma, Nike, and many others. He said that Sialkot's major contribution to the export was US\$ 2.0 Billion.

Col. Salman, Programme
Coordinator of Command &
Staff College Quetta thanked
Sialkot Chamber for such a
warm welcome and hospitality.
He appreciated the remarkable
role played by SCCI for the
betterment and prosperity of
the region and Pakistan. He
also well-regarded the Sialkot
community for being selfreliant for its mega-projects
i.e., dry port, AirSial, Sialkot
International Airport.

In response to a question Mr. Majid Raza Bhutta, Former President SCCI replied that utilization of genuine leather had not been affected, as it was the essential item for manufacturing leather shoes. He informed that Leather products secured their position in the market of artificial



leather due to its uniques features. He also mentioned that Tannery Zone Sialkot was also completed and the scattered units of the leather industry would all converge there. It would provide a better and safe business platform to the leather Industry of Sialkot. He also mentioned that Sialkot Industry was concerned about the elimination of Child Labor. SCCI had its own NGO that was teaching the children who were in child labor and those families were provided some alternate substitutes of earnings as well. Mr. Ikram Ul Haq, Former Senior Vice President SCCI added that with the effective operations of Sialkot Tannery Zones, it was projected that Leather Industry Sialkot would surge its share in exports up to US\$ 2 Billion.

In response to another question Mr. Fazal Jilani, Former President SCCI replied that Industry of Sialkot timely

anticipated the energy crisis by using generators for energy back up. But severe consequences were faced in the shape of delayed shipments and increased manufacturing cost to the Industry. It made difficult for the Sialkot Industry to expand more, in that time the Industry managed to survive successfully. He added that Sialkot industry was largely based on the family-based firms & SMEs and those firms were only able to meet the demand of some International brands in available resources, moreover certain products did not have a market in Pakistan i.e Ice Hockey, etc, so such items were exported to other countries. Mian Naeem Javed, Former President SCCI answered that it was regretful that import and export policies were not much favorable in the past. Sialkot Industry was majorly relied on value addition, so the strict policies were a major reason for affecting the export of Sialkot.

Mr. Khadan Dheen Gulled Commercial Attaché

Somalia Embassy in Islamabad-Pakistan

April 09, 2019

Khawaja Masud Akhtar (SI), President Sialkot Chamber welcomed Mr. Khadan Dheen Gulled Commercial Attaché, Embassy of Somalia, Islamabad-Pakistan at SCCI. He further said that Somalia was a Brother Muslim Country with around 99% of Muslim population in majority. He said that Somalia was an importoriented country which imported all most all products and their major exports were raw hides and leather. He said that with the help of Commercial Attaché, Sialkot Chamber would form a delegation to explore Somalia after foreseeing Exhibition in coming future, the delegation would examine Somalian market and opportunities associated with Sialkot Industry. He said that SCCI would strive to double the numbers of Bilateral Trade with Somalia. He said that in recent times, Somalia had the same law and order situation as of Pakistan. He said that Somalia had the advantage of long Coastal Area within Africa, reason being it became a hub of trade to African Countries. He said that SCCI would like more interactions with Somalian and invited Somalian Ambassador to SCCI. Moreover, he said that Africa was an untapped market and to thrive Sialkot Industry needed to explore untapped markets. He said that sending a delegation to Somalia would inquire style of doing with Somalia, banking systems and payment methods



prior to initiating any for opportunity.

He shared that China was penetrating in Low Income Countries where they were building their warehouses and investing heavily in such countries. He further said that it was high time to explore and capture the market before China and India took over the Industry. He said that African countries had collaboratively reduced taxes within their region to Promote & Trade in Africa. He said that looking at seriousness of Africa, Sialkot Industry must foresee Africa and consider it future of the industry.

Mr. Khadan Dheen Gulled Commercial Attaché Somalia to Pakistan thanked President SCCI and admired President SCCI's desire to work with African Countries and considering them future of Sialkot Industry. He said that Ministry of Commerce was keenly working to promote and facilitate trade in Africa, improve Ease of Doing business and welcome any Foreign Direct Investment coming to Somalia that would revive factories He said that Somalia was considered as Central Hub for trade in Africa. He further said that Somalia had the largest livestock resource (around 5 million) vis-à-vis leather and raw hides. He said that Somalia largely imported Surgical Instruments from India and China, and Sialkot Industry had a huge opportunity in Somalia for Surgical sector. He said that Somalia was transforming and developing and became an opportunist market for investments and trade. He further said that SCCI had a huge experience of exports and Somalian Trade bodies and Chambers would foresee guidance to improve their trade figures. He said that Sialkot Industry delegation must visit Somalia in June 2019.

H.E. Mr. Manuel Duran GIMENEZ-RICO

Ambassador of Spain

April 10, 2019



Khawaja Masud Akhtar (SI), President SCCI welcomed His Excellency Mr. Manuel Duran GIMENEZ-RICO, Ambassador of Spain to Pakistan, distinguished quests and members of Chamber in the meeting. He said that Spain and Pakistan had enjoyed cordial relations since the independence of Pakistan. Pakistan's major exports items to Spain included textiles products, while Pakistan's major imports items from Spain included machinery and parts, chemical materials and products, iron,

steel etc. The President said that both sides must ponder to include more trade products; that bilateral trade was confined to few items. He said that there was an emergent need for diversification of exports as both countries had tremendous potential for business communities at both sides. He informed that the total trade volume between the two countries according to Ministry of Commerce, Pakistan was around 1.16 (B) USD with balance of trade in favor of Pakistan at 952 (M)

USD. Bilateral trade could be conveniently enhanced for which Chambers of Commerce could play an important role by facilitating frequent interactions of private sectors.

He proposed that both countries should facilitate single country trade exhibitions and encourage frequent exchanges of trade delegations. In order to enhance private sector and contact, The President requested that the procedure for issuance of visas to businesspersons might be relaxed. He also suggested to facilitate investments and joint



ventures in the value added industries of Sialkot, which would be beneficial for both sides.

Mr. Manuel Duran GIMENEZ-RICO, Ambassador of Spain thanked the Office Bearers of Sialkot Chamber of Commerce & Industry for their warm welcome & hospitality. He shared about his visit to M/S Forward Sports Pvt. Ltd. that was impressive. He appreciated Khawaja Masud Akhtar (SI)

and thanked him for the said visit. He applauded the official documentary of Sialkot Chamber; admired all the sectors of Sialkot Industry and the potential & energy of the City. He said that the bilateral relation between both the countries was below potential, as Sialkot was producing diverse range of products and could penetrate in Spanish market. He introduced his counselor and visa section and welcomed the Sialkot Chamber and its

members for Visa facilitation and any other required service. He assured that his team and the Embassy would work on the opportunities of Joint Venture for both the countries. He emphasized that both SCCI and Embassy should create a liaison to work for the promotion of mutual trade relation and other new opportunities. In response to a question Ambassador said that media didn't highlight the positive facts and it affected the goodwill of a country. He appreciated the Sialkot Industry for their tremendous social welfare projects e.g. CSDO etc. he congratulated the Sialkot Business Community for the achievement to start an Airline "AIRSIAL". He assured that he would communicate the positive

facts & figures about Sialkot,

Pakistan and even about his visit

to SCCI. He also congratulated

Mr. Khawaja Masud Akhtar (SI),

President SCCI for receiving

Government of Pakistan, and

"Sitara-e-Imtiaz" from the

said that it was the proud

moment for the whole City.



Mr. Mohsin Raza

Chief Executive Officer GEPCO

April 11, 2019

Khawaja Masud Akhtar (SI) (SI), President Sialkot Chamber of Commerce and Industry warmly welcomed the Honorable guest Mr. Mohsin Raza, Chief Executive Officer GEPCO, Gujranwala and Haji Muhammad Ashraf, Superintendent Engineer GEPCO, Sialkot and thanked them for visiting Sialkot Chamber. He informed that the Criteria should be defined for early implementation of Electricity Reduced Tariff to Zero Rated Sector under S.R.O 06(1) 2019 for members firm of this Chamber. He suggested that a list of Industrial Dominated feeders should be generated by the coordination of Chamber as industries of Sialkot were scattered all around the city. He requested to ensure 8 hours uninterruptable electricity supply on all industrial dominated feeders of Sialkot during working hours as per procedure adopted by previous government. He also requested that Sialkot Chamber should be on board before scheduling load shedding on all industrial dominated feeders during Ramadan and afterwards in case of shortage of electricity supply from national grid.

He suggested that WAPDA should play role as facilitator instead of regulator, (customer and seller relationship should be built among GEPCO Staff and Electricity consumers of GEPCO to provide best and earliest possible facilitation of customers). He enquired about the forum for taking up the issue of "ban of issuing two meters in one factory premises" as industry of Sialkot was based on SMEs where



more than on businesses were working in one factory premises for manufacturing of different nature of items by Informing that they are making efforts for facilitation of industrialist of Sialkot and started a project "Ease of Doing Business" and in this regard proposal has been handed over to Ministry for Finance for approval.

Mr. Mohsin Raza thanked the President for his warm welcome and hospitality extended to him. He said that present Government was also working with the vision to give maximum facilitation to industry in order to enhance export turnover which was the main reason that Ministry of Energy, Government of Pakistan had issued Electricity Reduced Tariff to Zero Rated Sector under S.R.O 06(1) 2019 on special instructions of the honorable Prime Minister of Pakistan for facilitation of zero rated export sectors. He informed that GEPCO was working on the vision of Prime Minister of Pakistan for maximum facilitation of industrial consumers of GEPCO for which GEPCO had started online demand notice issuing system and instructed all of his

Xens and S.Es to accept online applications of new connection and to ensure it to issue demand notices through online system in minimum time.

He shared regarding implementation of Electricity Reduced Tariff to Zero Rated Sector under above said S.R.O he informed that GEPCO would provide subsidy to all members who would submit the Zero Rated certificate to the Revenue Department of GEPCO after obtaining from relevant FBR Office. Moreover, he informed that the issue of ban on issuance of two meters in one factory premises, he informed that in this regard, GEPCO was bound to comply under the strict S.O.Ps circular issued from WAPDA head office, Lahore and informed that above said circular was issued by NEPRA due to difference of tariff impact on revenue. He further said that GEPCO would appreciate if Sialkot Chamber may take up that issue with appropriate forum for its reversal. He had already instructed concerned Xens to expedite the process of pending electrification of Tannery Zone.

Mr. Matthias Theis

Honorary Consul of Pakistan for the State of NRW, Germany

April 15, 2019



Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. Matthias Theis Honorary Consul of Pakistan for the state of NRW, Germany to SCCI. He informed that exporters from Sialkot Industry were frequent traveler to Germany and were exhibited multiple exhibitions like ISPO, A+A Trade Fair and Medica Trade Fair, etc. He further added that Chinese had followed exemplary model of hiring marketing companies and having their warehouses facilities in a particular country. He also said that Sialkot Industry needed to follow the footsteps of the Chinese nation. He said that although, Pakistan was going through political issues but a marketing company in abroad could bridge the gap of misunderstanding regarding political instability, economical recession and peril of doing business in Pakistan. He further added that there was no ideal situation for business in any country. He also said that Marketing Companies were need of the time and only away forward for Sialkot Industry to survive. He also said that Honorary Consul Mr. Matthias Theis should assist Sialkot Industry by marketing its products in Germany and arranging facilities of warehouses where from products of industry could be distributed. He said that in collaboration with the Honorary Consul, Pakistan owned marketing companies could also be established. He

further added that marketing companies already working there could also be hired for the same purpose.

He shared that Mr. Martin Kobler, Former German Ambassador created a positive image of Pakistan. He added that the Ambassador almost travelled whole Pakistan and communicated that Pakistan was a safe country to visit, invest and travel. He said that we had experienced that most of the top brands were not allowing their top management to travel to Pakistan, which had created a hurdle to grow Sialkot's market. He said that China's working style was a proven success from last decades and Sialkot Industry must follow the same



pattern to grow. Moreover, he said that delegation could also visit Germany from Sialkot to see the progress, such initiatives would provide Pakistan a surety of selling their products on the stop from designated warehouses. Furthermore, he said that most of foreigners now get surprised to see actual face of Pakistan by the visiting and they often endorsed Pakistan being a safe country to visit and invest. He further added that Pakistan, especially Sialkot, needed such PR building to regain the trust of foreign investor and

brands. He shared that Pakistan needed to follow the same path as China did in recent years, Chinese foreigners did vigorous marketing of Chinese products and also facilitated them in building warehouses in abroad.

Mr. Matthias Theis Honorary Consul of Pakistan for the state of NRW, Germany thanked Mr. President for warm welcome at SCCI. He shared that his goodoffice was facilitating exhibitors coming from Pakistan for fair/ exhibitions like ISPO, A+A Trade Show, and Medica Trade Fair. He briefed the house by presenting

their official website on which their diplomatic activities were shown to the house. He further stated that Germany was considered fifth largest Bilateral Trade partner of Pakistan. He further presented a DW documentary where his office committed to portray a positive image of Pakistan in due favor of business community. He said that he also assisted Pakistan exporters by arranging their business to business meeting with potential CEOs and Executives of importers companies in Germany. He also facilitated surgical importers of Pakistani origin and also did the job of connecting companies with Pakistani exporter, especially Sialkot Industry. He appreciated the idea of President SCCI and also assured him to pledge his goodoffice support in this regard. He said that Honorary Consul already had a Competence Centre with designated floors for Business to Consumer and Business to Business meetings. He informed that TEXPO Trade Show 2019 was a wonderful event and had portrayed a positive image of Pakistan.



VISIT OF A DELEGATION FROM

UK Pakistan Chamber of Commerce & Industry

April 15, 2019

Khawaja Masud Akhtar (SI), President Sialkot Chamber warmly welcomed President UK-PCCI along with his team to SCCI. He appreciated the robust efforts of UKPCCI for the promotion and facilitation the bilateral trade between Pakistan and the UK. He promised to strengthen the relations between the two countries. He stressed that Overseas Pakistanis must invest in Pakistan, they must play their role in the modern technology transfer to Pakistan. He mentioned that due to increasing labor prices in China, the foreign firms were looking forward to the countries which offered lower labor and production cost. Pakistan must take advantage of the said opportunity. He further added that the Marketing companies in the UK must market Sialkot Industry and its goods in the UK. He also mentioned that Oversea Chinese investment played an important role in the development of the modern Chinese Market. In terms of investment regarding technology transfer, marketing, and warehousing facilities worldwide, Sialkot also required the same role to be played by the overseas Pakistanis.

Khawaja Masud Akhtar (SI), President SCCI anticipated UKPCCI to extend its dedicated support in the following Sialkot Industrial sectors:



- Marketing companies established in the UK dedicated to Sialkot Industry
- Joint ventures
- Warehouse facilities and Logistics facilitation
- Technology transfer to Sialkot

Mr. Amjad Khan, President UKPCCI, thanked the President SCCI for warm welcome and hospitality. He vowed to increase the cooperation between the two countries for the promotion and facilitation of bilateral trade. Mian Waheed ur Rehman (Secretary General, UKPCCI) mentioned that the agenda of UKPCCI's visit was to explore the investment potential and opportunities in the following sectors;

- Tourism sector
- IT sector
- Real estate (focused on restaurants and hotels)

- Halal meat/food processing plants
- Surgical and beauty instruments export
- Agriculture and Dairy Products
- Educational courses and other technical courses

Majid Raza Bhutta, Former President SCCI thanked UKPCCI and the house for gracing the event with their presence. He took pride in sharing that Sialkot was the only city in Pakistan that was producing for more than 100 International brands of different sectors. He further shared the emergent need for a 5-star hotel in Sialkot as the international flights avoided landing in Sialkot. He mentioned that opening the Kartarpur border for Sikh pilgrims would also attract lots of tourism business. It was a big business and investment opportunity.

Mr. Muhammad Reza Nazeri

Consul General of Iran in Lahore, Pakistan

April 26, 2019



Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. Muhammad Reza Nazeri Consul General of Iran in Lahore for paying his first visit to Sialkot Chamber and also for choosing Sialkot over other cities for his first ever diplomatic visit in Pakistan. He said that unfortunately Bilateral Trade between Iran and Pakistan was just USD 400 Million annually and Pakistan, especially exporters from Sialkot wished to promote Trade with two brotherly country. He also referred to recent visit of Mr. Imran Khan Prime Minister of Pakistan to Iran wherein dialogues to promote trade had taken place, which would open

new gates of Bilateral Trade. He said that the meeting would open new avenues of bilateral trade including streamlining effective logistic channels between both of the countries. likewise a consensus on practical measures would be decided for mutually beneficial ways ahead. He also said that SCCI would like to interact with Consulate of Iran in order to do private partnerships with Iran in terms of Joint Ventures of Iranian Private ventures with Sialkot Industry. Moreover, he said that under his supervision, a trade delegation to Iran would be sent in near future to look for market opportunities and avenues of mutual interest in

Iran.

Mr. Muhammad Reza Nazeri, Consul General of Iran in Lahore thanked President SCCI and its members for the warm welcome and providing the opportunity to share his thoughts and best wishes. He also thanked female members of SCCI for their presence and welcome extended to the lady guests. He said that before coming to Pakistan, he had served in China and also had done his diplomatic assignments in other countries as well, as Diplomatic Attaché. He said that Iran also comprised of small and medium industry, similar model he had experienced in



China and he was surprised and overwhelmed by knowing that Sialkot had contributed 2.0 Billion USD annually to the exports of Pakistan. He added that such a contribution to economy was evidence of quality centric nature of people of Sialkot. He also said that like Pakistan, Iran was also fond of spiritual thoughts and writings of Dr. Allama Muhammad Igbal. He also added that Iranians were mostly inspired by His writings and messages to Muslim Ummah. Moreover, he said that he was quite hopeful that Pakistan and Iran could overcome shortcomings of

Industries on both sides. To do so he urged that "Our industries need to get engaged in future". Furthermore, he said that it was unfortunate that enemies of Pakistan and Iran did not want to see both countries collaborating in future. He also said that his office would pledge full support to SCCI and Sialkot industry, since Iran organized multiple exhibitions and he would also foresee delegations from Sialkot coming to Iran and Iranian delegations coming to visit trade shows in Pakistan. He referred to the recent visit of Mr. Imran Khan Prime Minister Pakistan, advisor to PM Mr.

Abdul Razzak Dawood Pakistan had mutually decided to formulate a common committee to promote trade. He wished that up to his next visit to Sialkot Chamber, delegations from both countries could be made to proceed to the next step of dialogues.

Mr. Khawar Anwar Khawaja, Former President SCCI said that, both countries had immense political pressure from foreign elements who did not want to see good relations between Pakistan and Iran. Despite such pressures stakeholders of both sides had to see avenues of trade. He said that he believed Iran had much more potential due to low transition and transportation cost and within 24 hours commodities could be exchanged. He also said that both countries could collaborate in field of automobile and at technology front and in coming future a delegation of trade and cultural exchange could be sent to Iran to see Islamic heritage and explore market opportunities.



Mr. Yury M. Kozlov

Trade Representative, Russian Federation

May 07, 2019

Khawaja Masud Akhtar (SI), President SCCI welcomed Mr. Yury M. Kozlov, Trade Representative, Russian Federation in Sialkot Chamber of Commerce & Industry. He said that Pakistan was merely exporting goods of worth 200 Million USD to Russia. He further said that Exporters from Sialkot could not have interaction with prospective client so SCCI was working to hire some marketing companies in Russia for selling/ marketing products of Sialkot Industry (SCCI would formally request REPRESENTATION OF THE RUSSIAN FEDERATION in Pakistan to share details of marketing companies in Russia). He added that it would be a forthcoming opportunity to better match Exporters of Sialkot with Russian Importers that would increase the volume of the Bilateral Trade. Moreover, he sought that his office could facilitate in simplifying the visa processing in order to make it easy for business community to get Business Visa and also to work on FTA to utilize raw material i.e. free custom duty,

Mr. Yury M. Kozlov, Trade Representative thanked President SCCI for the welcome extended and said that the progress in development of the Bilateral trade was slow despite



several meetings but his office was keen to propagate the Trade span between two Countries. He shared that Russian Retail Week was one of the largest Trade Fair in Russia being organized in 3-8 June 2019 in Moscow. He said that he would be foreseeing participation of SCCI's members in the event wherein meeting with key retail owners of the Russia would be participating in the event. He further said that he could arrange business to business meetings of retail owners with Exporters of Sialkot.

Mr. Fazal jilani, Former President SCCI & Chairman AIRSIAL said that some of the companies who were involved in doing business with Russia used indirect Channels, being a reason that Pakistan and Russia did not share needed terms with each other due to lack of interaction. He further added that getting business visa was tough and hectic job, most of the time visa would get expired in completing the documentation. Mr. Yury M. Kozlov, Trade Representative replied that he understood the hurdles being faced by Exporters of Sialkot and his office would take necessary steps to facilitate Sialkot Industry on Visa Regime and building direct relation between Central Bank to Russia and Pakistan. He also assured that he would share the details and information required by Sialkot Chamber, so that their members could be facilitated.

IFTAR DINNER FOR

Fund Raising

May 11, 2019

An Iftar Dinner was hosted by The Sialkot Chamber of Commerce & Industry at Grace Marquee, Sialkot Cantt. The primary Objective of the aforementioned program was to raise funds for the welfare/ charity organizations operating in Sialkot. The said social occasion was presided by Mr. Khawaja Masud Akhtar (SI) (SI), President SCCI and hosted by Mian Khalil Ahmed.



Mr. Khawaja Masud Akhtar (SI) (SI), President SCCI appreciated the initiative taken by Mr. Zahid Latif Malik, Former President SCCI and thanked the honorable guests for their presence. He shared that funds raised under the umbrella of KHAWAJA ZAKA-UD-DIN TRUST were managed by Sialkot Chamber. He also appreciated the efforts of Mr. Qaisar Baryar, who dispersed the funds transparently among various welfare organizations.

Mr. Qaisar Baryar shared that a state of the art ambulance with latest medical facilities was furnished by Sialkot Chamber, he further shared that the said ambulance was handed over to 1122 by signing a Memorandum of Understanding (MoU) between the Sialkot Chamber and 1122. He mentioned that the funds raised in the previous year were dispersed transparently.

The fundraising began after the address of the Mr. Khawaja Masud Akhtar (SI) (SI) President SCCI, and received contributions of the major stakeholders of the Sialkot Industry i.e Mr. Khawaaaja Masud Akhtar (SI) President SCCI, Mr. Wagas Akram Awan, Senior Vice President SCCI, Amir Hamid Bhatti Vice President SCCI, Dr. Nauman Idrees Butt, Mr. Pervaiz Ahmed Khan, Mr. Mian Khalil Ahmed, Mr. Qaisar Igbal Biryar, Mr. Mian Muhammad Riaz, Mr. Khawar Khawaja along with Mr. Zahid Latif Malik collected an amount of PKR 28 Millions from the business community of the Sialkot.

Honorable guest, Mr. Riazud-Din Sheikh cherished the vigorous efforts of the Sialkot Chamber along with Sialkot Industry for the welfare of the region. He valued the

remarkable step taken by Mr. Zahid Latif Malik, Former President SCCI and believed that it would always be remembered in golden words. He further shared different welfare organizations were facing issues and it was really tough for them to function with very limited financial resources. He further added that every year organizations from other cities took a major portion of the funds. He hoped that such remarkable activities would continue in the future.

In the end, Mr. Khawaja Masud Akhtar (SI), President SCCI once again thanked all the honorable guests for their graceful presence and appreciated their significant contributions for the splendid cause, and expressed his hope that this would continue in future also.

AWARENESS SEMINAR ON

Quality & Lean Practices

May 18, 2019



Khawaja Masud Akhtar (SI), President Sialkot Chamber of Commerce & Industry warmly welcomed the M/s Kaizen Quest team.

Engr. Mureed Abbas, Trainer & Principal Consultant of M/s Kaizen Quest Institute of Professional Development (KQIPD) conducted an awareness seminar on Lean management at Sialkot Chamber and thanked the guests for their timely participation. He said that the basic purpose of any organization was profit maximization. He said that Organizations fulfilled the changing requirements (Quality,

Cost, Delivery, Design, etc.) of their stakeholders including customers consistently for competitive edge (an advantage over their competitors). He explained the key points that differentiated one organization from others. He threw the light on the following points;

- The quality was defined as perfection in compliance with policies and procedures while maintaining the consistency with eliminating the waste.
- Dimensions of Product Quality comprise of the following features; primary characteristics that were
- measurable. Reliability; likelihood of the product that it would not fail within a specific period. Conformance; "Degree to which a product' meet established standards". Durability, "A measure of product life" / Expected Product Life After so many hours of use, the filament of a light bulb burns up and the bulb must be replaced.
- Organizations worked on "Process Approach" where Processes were Managed (Design, Control, & Improve) to deliver Quality Products and Services as per requirements of

- the customers Nearly everything an organization does, could be viewed as a process"
- A "process" could be defined as a "set of interrelated or interacting activities, which transforms inputs into outputs".
- Process Management involved planning and administering the activities necessary to achieve a high level of performance in key business processes, and identifying opportunities for improving quality and operational performance and ultimately customer satisfaction.
- Process Control focuses on assessing whether the processes performed as planned process output was on target. If not, take corrective action some of the tools were SPC (Control Charts, Problem Solving Techniques, Control Plan, Audits, TPM, Training, and Process Capability Studies.
- Process improvement

- focused on continually seeking to achieve higher levels of performance in the processes, (reduced variations, higher yields, fewer defects, and errors and so on). Some of the tools were DoE, Process Flow Charting, F MEA, SWOT Analysis, PEST Analysis, 5S, Gap Analysis, Implementation of future state VSM, etc.
- A standard was a document that provided requirements, specifications, guidelines or characteristics that could be used consistently to ensure that materials, products, processes, and services were fit for their purpose. (WASO).
- The process was effective if the output meets customer needs. Typical effectiveness measures include things such as market share, customer satisfaction, revenue, and time to market. (Quality, Six Sigma)
- It was efficient when it was effective at the least cost (ability to operate within

- given resources) Typical efficiency measures include things such as manpower productivity, cost per unit, process efficiency, and costs of staff and manpower.
- The process was adaptable when it remains effective and efficient in the face of the many changes that occur over time.

Khawaja Masud Akhtar (SI) (SI), President SCCI thanked the team of M/s Kaizen Quest for conducting the seminar at Sialkot Chamber and hoping that local industry would adopt Lean Practices and get benefits from the information shared.

In response to a question, he replied that lean practices could be applied to any organization regardless of what their operations were. He further elaborated that lean practices helped to reduce the unnecessary practices and resulted in improved quality at less cost.

VISIT OF

Mr. Hafiz Mumtaz Ahmed

Provincial Minister for Excise, Taxation and Narcotics Control Department, Government of the Punjab

May 07, 2019



Mr. Khawaja Masud Akhtar (SI), President, Sialkot Chamber of Commerce and Industry, welcomed Mr. Hafiz Mumtaz Ahmed, Provincial Minister, Excise, Taxation and Narcotics Control Department, Government of the Punjab. He shared growing concerns of the business community on the economic policies being introduced by the Federal Government as they were seriously hurting the export sector. He requested the honourable Minister to voice their concerns to political leadership, so that concerns of the business community could be effectively addressed.

While referring to the economic and tax issues relating to the Government of the Punjab, he emphasized to;

- Rationalize Minimum Valuation rates (DC rates) of the properties situated in District Sialkot and bring them at par with DC rates notified for properties situated in adjacent districts.
- ii) Abolish Punjab Infrastructure Development Cess on temporary imports, so that the export businesses could
- import raw materials and inputs in a cost effective manner. It was explained that 1.15% infrastructure cess implemented by Sindh Government and 0.90% cess imposed by the Punjab Government were unjustified as vehicles carrying the cargo were already paying heavy Toll Taxes at National Highways.
- iii) Rationalize notified extended areas of Municipal Corporation Sialkot, so that the areas brought into the jurisdiction of Municipal Corporation Sialkot were not simply charged higher

tax rates of Municipal Corporation but also provided with the amenities commensurate to their status

Mr. Hafiz Mumtaz Ahmed. Provincial Minister. Excise. Taxation and Narcotics Control Department, Government of the Punjab, thanked the President and members of the business community for their warm welcome. He said that facilitation to the businesses was prime focus of their Government, so that maximum tax collection could be ensured to carry on affairs of the Government and undertake development projects. He apprised that more than 80% of the tax collected by the Punjab Government was transferred to the District Governments as per rules of business and various surveys were being conducted to know the priority development areas in the light of feedback of the people. He said that people were generally reluctant to fulfill their tax obligations due to various factors, whereas, tax

department was reaching out to the people through visits to their representative organizations for restoration of trust and confidence of the taxpayers. While referring to the issue of higher DC rates, he assured to take up the matter with the provincial cabinet to resolve the issue.

He highlighted salient features of the upcoming budget of the Punjab as follows;

- Luxury tax on vehicles
 was being abolished as
 it resulted in transfer of
 registration of vehicles to
 Islamabad Capital Territory.
 It was informed that before
 implementation of tax by
 the previous Government,
 estimated 12000 vehicles
 were being registered in the
 Punjab, which number had
 reduced to around 3000, and
 had resulted in loss of token
 tax on vehicles as well.
- Property Tax on houses occupied by the widows was being waived.

- iii) No new tax was being introduced.
- iv) A new internet/mobile app was being introduced to provide facilitation to the taxpayers to enable them pay their excise and provincial taxes through debit/credit card from the comfort of their office/home without having to visit any tax department.

In response to a question, he said that persons deputed on enforcement usually had a fixed mindset and it was usually difficult to change them. He however said that Government of the Punjab was introducing an app that would be linked to all the toll plazas and the safe cities developed under safe cities project, to automate detection of tax non-paid vehicles. As a result, human intervention would be limited only to the cases flagged by the automatic system.



VISIT OF

Mr. Muhammad Ashraf Khan

Managing Director BSC - State Bank of Pakistan

June 17, 2019



Khawaja Masud Akhtar (SI), President of Sialkot Chamber of Commerce & Industry warmly welcomed Mr. Muhammad Ashraf Khan, MD BSC - SBP, Mr. Shaukat Zaman - ED/Group Head Forex & Development Finance, Mr. Javaid Igbal -Director CMD, Mr. Javaid Ahmed Bhatti - Regional Head/CM SBP BSC Lahore, distinguished quests and members of Chamber. He expressed his gratitude to the Managing Director SBP for sparing time and visiting Sialkot Chamber for discussion with the members on issues pertaining to Banking Sector.

Availing the presence of MD State Bank of Pakistan, The President Chamber requested his kind consideration on following key points:

- Compliance on clean lending facility of SBP by the Commercial Banks
- Sharing of information on currency exchange rate determination especially Chinese yuan to PKR
- Role of State Bank in clearance of sales tax refunds after withdrawal of SRO 1125 by the federal government

- Dealing with speculators in exchange market
- Rationalizing DLTL service charges by the Commercial Banks which ranging from minimum 500 to 1%
- Approval for other commercial banks to offer services in export processing zone Sialkot as only UBL was providing services.
- Status of Exim Bank
- Discouraging Bancassurance and stressing on Commercial

- Banks to focus on their primary services
- Constituting a Bankers
 forum chaired by
 SBP Sialkot including
 representations from Sialkot
 chamber and commercial
 banks. The forum would
 discuss issues export sector
 and would propose the
 same to SBP HQs for policy
 making and resolution
- Exemption on charging of withholding tax from exporters on transactions executed for participation in trade fairs
- Allowing the exporters to manage TT's of smaller amounts to import samples for reverse engineering

Mr. Muhammad Ashraf Khan, Managing Director, State Bank of Pakistan thanked Khawaja Masud Akhtar (SI) (SI) for his warm welcome. The MD SBP appreciated the role of SCCI for being the most dynamic Chamber in Pakistan having worked tremendously in the field of Corporate Social Responsibility. He appreciated the proactive nature of the business community of Sialkot and its contribution of more than 14% to the National Economy through exports. Addressing to the points of the President SCCI, Mr. Muhammad Ashraf Khan shared the following:

• The point of Clean Lending Facility was valid and that the Government was establishing Pakistan Credit Guarantee Corporation with a capital of 6 (B) which would serve to give guarantees to the Commercial Banks for SMEs to ensure timely access to finance. The Corporation would be operational within 6 to 7 months the MD added.

- The Chinese Currency Rate determination was being done through Currency Swap Agreement recently signed between the two nations. He also shared that Forward Booking facility had also been made available from 1 to 12 months.
- Issue of Service Charges on DLTL would be worked upon. The MD SBP requested SCCI to share data of rates being charged with the Chief Manager SBP Sialkot for onward submission to SBP HQs
- Regarding approval of other commercial banks to offer services in EPZ, MD SBP said that the State Bank would approve the banks submitting the applications for providing services in the Zones.
- The MD SBP informed the house that the EXIM Bank had been established and would be fully operational soon. He said that hiring President of the organization was in progress. He further shared that EXIM Bank would provide services like Credit Guarantees to Exporters

- encouraging them to explore unconventional markets.
- He informed that the issue with Bancassurance was that the banks were not sharing TOR's and other information to clients.
 He said that the matter would be considered and Banks would be directed to share complete TOR's of the products and services offered to clients.
- On Exemption of WHT on Transactions for Trade Fairs, Mr. Ashraf Mehmood Khan shared that the matter was not in the domain of SBP. He added that it was related to Federal Government as the SBP was only the agent of implementing policies set by the former.
- He endorsed the idea of Bankers Forum and Directed CM SBP Sialkot to work out on TOR's and include the Representation from SCCI.
- The MD requested the SCCI to share the proposal of TTs on Import of Samples with maximum limit in order for SBP to deliberate upon.



VISIT OF

H.E. Mr. Iwan Suyudhie Amri

Ambassador of Republic of Indonesia to Pakistan

July 12, 2019



Mr. Waqas Akram Awan, Senior Vice President SCCI welcomed His Excellency. MR. IWAN SUYUDHIE AMRI. Ambassador of the Republic of Indonesia to Pakistan, Honorable Officials of the Embassy, distinguished quests and members of this Chamber. He said that Indonesia, the largest populated country in the Islamic world. was a true friend of Pakistan; both Islamic countries were striving for worldwide peace. promoting tolerance, fighting to get rid of terrorism, extremism and endeavoring to settle problems and differences by peaceful means and dialogues. He mentioned that both Pakistan and Indonesia were committed and making joint

efforts towards promotion of bilateral relations especially trade. Therefore, in order to overcome the problems for progressive development in every sector, it was important to collaborate and develop a coordinated approach and strategy for the betterment of the people of the two brotherly countries, Mr. Awan said

The Senior Vice President said that both the countries had agreed to setup a mechanism to ensure implementation of existing agreements, aimed at substantial increase of two-way trade. The potential was huge and commitment from both sides was strong. He said that as per the Ministry

of Commerce. Pakistan, total trade volume between the two countries in FY 2017-18 was USD 2.8 (B) with balance of trade strongly in favor of Indonesia. However, there was a lot of potential to increase this volume of trade. Both sides needed to ponder on these factors for bringing improvements. He believed that the recent Government to Government interactions and talks of enhancing PTA to FTA would greatly boost the bilateral trade promotion activities of the two countries and business communities of both sides should exploit this opportunity. He said that Sialkot Chamber of Commerce & Industry and the Embassy should develop a



mutually beneficial long term relationship.

H.E. MR. IWAN SUYUDHIE
AMRI, Ambassador of the
Republic of Indonesia to
Pakistan thanked Mr. Waqas
Akram Awan, Senior Vice
President, SCCI and showed
his gratitude for giving him
the opportunity to visit Sialkot
Chamber and interact with the
business community of Sialkot.
He told that Indonesia had
already signed many MOUs with
different Pakistani Universities

in Karachi and Islamabad etc. He also told about the total numbers of Indonesian students were studying in Pakistan. He said that thousands of students were also studying in Madrisa (Raiwind, Lahore); and he emphasized that educational relations between both the countries could be enhanced with the mutual efforts I right direction. He mentioned the progressing trade & economic relations of Indonesia and Pakistan. He shared that Indonesia was one of the larger

exporters of Palm Oil, whereas Pakistan was a large consumer of the same product; trade could be enhanced in that segment.

He told about a delegation would visit to Pakistan from Indonesia in coming months to discuss about FTAs and its future impacts on both economies. He told about an exhibition would be planned in Jakarta, Indonesia on 16-19 Oct. 2019: he welcomed the business community of Sialkot for the said exhibition. He assured that he would work to explore the opportunities for Joint Ventures between both the countries. He said that cooperation between Chambers and Embassies should be focused, he assured to facilitate Pakistani business community in terms of visa facilitation and another facilitation required. The envoy explained the procedure to apply the visa for Indonesia in detail. He thanked again to all the members of SCCI and appreciated the hospitality.



VISIT OF

H.E. Mr. Furgat Sidiqov

Ambassador of Uzbekistan to Pakistan

July 22, 2019



Khawaja Masud Akhtar (SI) President, Sialkot Chamber of Commerce & Industry warmly welcomed H.E. Mr. Furgat Sidiqov, Ambassador of Uzbekistan to Pakistan, Mr. Zafar Akhmedov DHM. Mr. Jasur Saidahmedov Third secretary and members of the Chamber. He said that both countries must strive to transfer theirspecilities into a strategic partnership covering all areas of bilateral relations. "Dedicated efforts are needed from both sides to further improve twoway trade." Mr. Masud added. While sharing his views on bilateral trade between both countries, he stressed that immediate steps were needed

to be taken in order to improve bilateral trade.

H.E. Mr. Furgat Sidigov, Ambassador of Uzbekistan thanked the President, for the warm welcome to Sialkot Chamber of Commerce & Industry. He shared that Uzbek Government of Uzbekistan was working on ease of doing business. He informed that Uzbek market was open for the investment in the leather sector, surgical sector, martial arts equipment, sports apparel, and all type of boxing and other gloves. He said that Government of Uzbekistan was keen to have joint ventures in these sectors. He further informed that logistic

railways were being built by Uzbekistan. He further added that the idea of the Trilateral Chamber Of Commerce was offered by Uzbekistan to Afghanistan and Pakistan Governments. It would resolve the issues that hinder the trade in the region. Uzbek had a free trade agreement with Russia, so it would open new horizons for the Pakistani manufacturers and exporters to penetrate in Russian and Central Asian market through investment in Uzbekistan.

Mr. Waqas Akram Awan, Senior Vice President SCCI said that the access of Made in Pakistan products to Uzbekistan Market



may be facilitated through warehouses and dedicated marketing companies for the Leather Goods, Surgical Instruments, Work Wear & Gloves, and Sports Goods & Apparel, Martial Arts Gear, Footwear and Cutlery Instruments, as those products had huge demands in Uzbek Market. He further added that the proposed solution of logistics could boost up trade between the two countries. He further mentioned that the products produced in Sialkot

were excellent in terms of quality, manufactured based on international standards and certifications. The dedicated marketing companies and warehouses in Uzbekistan could play a huge role in market expansion for Sialkot Industry.

In response to a question, Mr. Zafar Akhmedov mentioned that Uzbekistan was the world's fifth-largest cotton exporter and seventh-largest producer. He said that Uzbekistan's growth had been driven primarily by

state-led investments, and export of natural gas, gold, petroleum, coal, uranium, silver. copper, lead and zinc, tungsten, and cotton provides a significant share of foreign exchange growth. Belt road initiatives make the position of Uzbekistan in the promotion of trade among the region. Uzbekistan was offering incentives for foreign investors especially in Special Economic Zones, tax exemption was different for special sectors. He further shared that more than 97 companies from Pakistan had moved to Uzbekistan.

H.E. Mr. Furqat Sidiqov again thanked President SCCI and said that he would share the list of companies but the businesses in the Uzbekistan Republic were more interested in Joint Ventures. Their major industries were textile processing, food processing, machine building, metallurgy, mining hydrocarbon extraction, and chemical industry.



Training Workshop / Seminars

- 1. Awareness Session on Breast Cancer held on October 19, 2018.
- 2. Seminar on "The Progress of Turkish Economy and Social Change in Turkey and Islam in Modern Turkey" by the three Turkish Scholars held on November 24, 2018
- 3. Maritime Awareness Session by Station Commander (Navy) Lahore held on December 24, 2018.
- 4. Seminar on 'Cyber Security' held on December 26, 2018.
- 5. Seminar on 'Islamic Banking' with the collaboration of SCCI & Meezan Bank, on January 19, 2019
- 6. Seminar on 'Cluster Meet-up' for SMEs held on January 12, 2019.
- 7. Training Session on 'Drawback of Local Taxes and Levies Order for Exporters' by State Bank of Pakistan held on January 07, 2019.
- 8. Training Workshop on 'Occupational Health and Safety Environment' held on February 12, 2019.
- 9. Seminar on 'Facebook Marketing for SMEs' in Collaboration with the SMEDA held on March 19, 2019.
- 10. Seminar on 'EU Medical Devices
 Regulations (MDR)' organized by
 Departmental Committee on Surgical
 Industry/Veterinary/Personal Care
 Industry held on February 26, 2019.
- 11. 3rd Awareness Session of City World-Wide Partnership for Water Stewardship and Sustainable Water use held on March 28, 2019.
- 12. Seminar on 'Leadership Skill Development' held on April 04, 2019.

- Seminar on 'Quality and Lean
 Management' with collaboration of Kaizen
 Quest held on April 06, 2019.
- 14. 10-Days Training Session on 'E-Commerce' for Women Entrepreneurs of Rural Areas held on April 16, 2019.
- 15. Program on 'IQBAL DAY' held on April 23, 2019.
- 16. Seminar on "New Horizons of Export Trade Finance" by Prima Dollar held on April 25, 2019.
- 17. Seminar on "Online Tax Payment" with collaboration of State Bank held on May 03. 2019.
- 18. Seminar on Leather Working Group (LWG)
 Protocol by Sialkot Tannery Association in
 collaboration with M/s. Asian Verification
 and Sialkot Chamber held on May 07,
 2019
- 19. 2nd Session on 'Lean Management' by Kaizen Quest held on May 18, 2019.
- 20. Seminar on 'ERP system' organized by Abacus Consulting held on June 19, 2019.
- 21. Awareness session on 'Assets declaration scheme 2019' held on June 20, 2019.
- 22. Round Table session with Gallup Pakistan held on June 21, 2019
- 23. Seminar on Cyber Security by Catalyic Consulting Pvt Ltd Lahore held on July 3, 2019.
- 24. Seminar by Xavor Corporation was held on July 15, 2019.
- Seminar on "Islamic Banking Awareness"
 by Bankislami Pakistan was held on July 24, 2019.
- One Day Training Program "NTN & STRN Registration & E-filling of Returns" held on July 30, 2019.

Photographs of different Occasions

















Training Workshop / Seminars

















Photographs of different Occasions

















Training Workshop / Seminars

















Photographs of different Occasions

















SCCI Staff

with Office Bearers



Determined to achieve excellence in Service Delivery to our Members, the Chamber Staff is committed and dedicated in line with the agenda of this August Institution.









INDEPENDENT AUDITOR'S REPORT

To the members of THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

Report on the Audit of the Financial Statements

Opinion

We have audited the annexed financial statements of **THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY** (the Company), which comprise the statement of financial position as at **June 30, 2019**, and the statement of income and expenditure, the statement of changes in funds, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of income and expenditure, the statement of changes in funds and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **June 30, 2019** and of the surplus, the changes in funds and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Executive Committee for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Executive Committee is responsible for overseeing the Company's financial reporting process.



Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the executive committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017):
- b) the statement of financial position, the statement of income and expenditure, the statement of changes in funds and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns:
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) No Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

The engagement partner on the audit resulting in this independent auditor's report is Mr. Zulfiqar Ahmed Nasir, FCA.

Sialkot

Date: 31 July, 2019

PKF F.R.A.N.T.S. Chartered Accountants

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY **STATEMENT OF FINANCIAL POSITION**

AS AT JUNE 30, 2019

	Note	2019 Rupe	2018
ASSETS		Кире	=5
NON CURRENT ASSETS			
Property and equipment	5	16,593,251	16,331,977
Intangible assets	6	966,170	139,526
Long term investment in SBCC	7	31,095,317	31,095,317
Long term deposits		187,583	187,583
	•	48,842,321	47,754,403
CURRENT ASSETS			
General store inventory		992,465	856,791
Advances, deposits, prepayments and other receivables	8	10,804,379	7,255,727
Cash and bank balances	9	109,186,381	117,153,253
	•	120,983,225	125,265,771
TOTAL ASSETS	•	169,825,546	173,020,174
FUNDS AND RESERVES			
Unrestricted funds	10	63,953,231	57,356,558
Restricted funds	10	80,530,782	93,011,045
	!	144,484,013	150,367,603
NON CURRENT LIABILITIES			
Long term security payable		3,722,019	3,749,539
CURRENT LIABILITIES			
Advance fee and subscription	11	19,487,877	15,566,759
Advance rent		380,266	1,892,878
Accrued and other payables	12	1,751,371	1,443,395
	•	21,619,514	18,903,032
	,		
TOTAL FUNDS AND LIABILITIES	:	169,825,546	173,020,174

The annexed notes from 1 to 15 form an integral part of these financial statements.

PRESIDENT

SECRETARY GENERAL

STATEMENT OF INCOME AND EXPENDITURE

FOR THE YEAR ENDED JUNE 30, 2019

Restricted Funds				2019				
NACOME					Total funds	Total funds		
Contributions from members 10.3 29,180,373 5,4028,337 Fee and subscription 13 7 1,590,871 1,590,871 1,688,643 1,688,648 1,688,		Note		Rupe	ees			
Fee and subscription 13	INCOME							
Profit on PLS accounts - 1,590,871 1,590,871 1,690,871 1,698,643 Rental income 29,180,373 66,017,733 95,198,106 109,836,564 EXPENDITURE Staff salaries and benefits 2,645,750 25,575,169 28,220,919 25,813,376 Other utilization of restricted funds 38,724,342 - 38,724,342 35,920,040 Printing and stationery - 9,218,862 9,218,862 6,361,718 Utilities - 4,089,240 4,089,240 1,552,605 Repair and maintenance - 4,089,240 4,089,240 1,552,605 Advertisement - 956,649 956,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 80,000 80,000 80,000 - Audit fee	Contributions from members	10.3	29,180,373	-	29,180,373	54,028,337		
Rental income	Fee and subscription	13	_	55,514,668	55,514,668	45,761,952		
Rental income	Profit on PLS accounts		-	1,590,871	1,590,871	1,688,643		
Staff salaries and benefits 2,645,750 25,575,169 28,220,919 35,913,376 38,724,342 - 38,724,342 335,920,040 38,724,342 - 38,724,342 335,920,040 33,724,342 335,920,040 33,724,342 335,920,040 33,724,342 335,920,040 33,724,342 335,920,040 33,724,342 335,920,040 33,921 32,8852 32,88594 32,881,348 32,88594 32,881,348 32,88594 32,881,348 32,88594 32,881,348 32,88594 32,881,348 32,88594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,89594 32,881,348 32,881,381 32,98594 32,881,381 32,981,381 3	Rental income		-	8,912,194	8,912,194			
Staff salaries and benefits 2,645,750 25,575,169 28,220,919 25,813,376 Other utilization of restricted funds 38,724,342 - 38,724,342 35,920,040 Printing and stationery - 9,218,862 9,218,862 6,361,718 Utilities - 4,089,240 4,089,594 2,881,348 Repair and maintenance - 4,089,240 4,089,240 1,582,605 Advertisement - 956,649 995,649 907,514 Communication - 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 720,0064 720,0064 370,461 Entertainment and functions - 80,000 80,000 1,350,000 Audit fee - 80,000 80,000 80,000 Audit fee - 80,000 80,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges			29,180,373	66,017,733	95,198,106	109,836,564		
Other utilization of restricted funds 38,724,342 - 38,724,342 35,920,040 Printing and stationery - 9,218,862 9,218,862 6,361,718 Utilities - 3,289,594 3,289,594 2,881,348 Repair and maintenance - 4,089,240 4,089,240 1,582,605 Advertisement - 956,649 995,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,664 720,664 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Audit fee - 80,000 80,000 80,000 Audit fee - 80,000 80,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 </td <td>EXPENDITURE</td> <td></td> <td></td> <td></td> <td></td> <td></td>	EXPENDITURE							
Other utilization of restricted funds 38,724,342 - 38,724,342 35,920,040 Printing and stationery - 9,218,862 9,218,862 6,361,718 Utilities - 3,289,594 3,289,594 2,881,348 Repair and maintenance - 4,089,240 4,089,240 1,582,605 Advertisement - 956,649 995,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,664 720,664 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Audit fee - 80,000 80,000 80,000 Audit fee - 80,000 80,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 </td <td>Staff salaries and benefits</td> <td></td> <td>2,645,750</td> <td>25,575,169</td> <td>28,220,919</td> <td>25,813,376</td>	Staff salaries and benefits		2,645,750	25,575,169	28,220,919	25,813,376		
Printing and stationery - 9,218,862 9,218,862 6,361,718 Utilities - 3,289,594 3,289,594 2,881,348 Repair and maintenance - 4,089,240 4,089,240 1,582,605 Advertisement - 956,649 956,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 500,000 500,000 1,350,000 Auditon - 500,000 500,000 1,350,000 Audit fee - 80,000 80,000 80,000 - Tax consultancy - 815,815 815,815 739,978 Legal and professional charges - 815,815 815,815 739,978 Legal and professional charges - 812,402 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies <td>Other utilization of restricted fund</td> <td>ds</td> <td></td> <td>· · ·</td> <td></td> <td></td>	Other utilization of restricted fund	ds		· · ·				
Repair and maintenance - 4,089,240 4,089,240 1,582,605 Advertisement - 956,649 956,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Audit fee - 80,000 80,000 80,000 - Audit fee - 80,000 80,000 30,000 - Tax consultancy - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599	Printing and stationery		_	9,218,862	9,218,862	6,361,718		
Advertisement - 956,649 956,649 907,514 Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Auditors' remuneration - 80,000 80,000 80,000 - Audit fee - 80,000 30,000 30,000 - Tax consultancy - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 - - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108	Utilities		-	3,289,594	3,289,594	2,881,348		
Communication - 1,504,008 1,504,008 1,259,870 Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Auditors' remuneration - 80,000 80,000 80,000 - Audit fee - 80,000 30,000 30,000 - Tax consultancy - 30,000 30,000 30,000 - Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108	Repair and maintenance		-	4,089,240	4,089,240	1,582,605		
Traveling and conveyance - 720,064 720,064 370,461 Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Auditors' remuneration - 80,000 80,000 80,000 - Audit fee - 80,000 30,000 30,000 - Tax consultancy - 30,000 30,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - -	Advertisement		-	956,649	956,649	907,514		
Entertainment and functions - 4,552,514 4,552,514 4,372,254 Donation - 500,000 500,000 1,350,000 Auditors' remuneration - 80,000 80,000 80,000 - Audit fee - 80,000 30,000 30,000 - Tax consultancy - 30,000 30,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,	Communication		-	1,504,008	1,504,008	1,259,870		
Donation - 500,000 500,000 1,350,000 Auditors' remuneration - 80,000 80,000 80,000 - Audit fee - 80,000 80,000 30,000 - Tax consultancy - 30,000 30,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938)<	Traveling and conveyance		-	720,064	720,064	370,461		
Auditors' remuneration - Audit fee - 80,000 80,000 80,000 - Tax consultancy - 30,000 30,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Entertainment and functions		-	4,552,514	4,552,514	4,372,254		
- Audit fee - 80,000 80,000 80,000 30,000 - Tax consultancy - 30,000 30,000 30,000 30,000 Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Donation		-	500,000	500,000	1,350,000		
- Tax consultancy Fee and subscription Legal and professional charges Bank charges SCCI shields and trophies Insurance Property tax Miscellaneous expenses Amortization Depreciation Surplus / (deficit) before tax Taxation 12.1 - 30,000 48,685,815 F739,978 B15,815 F7	Auditors' remuneration							
Fee and subscription - 815,815 815,815 739,978 Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	- Audit fee		-	80,000	80,000	80,000		
Legal and professional charges - 2,867,000 2,867,000 188,800 Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,709,326)	- Tax consultancy		-	30,000	30,000	30,000		
Bank charges 3,441 27,122 30,563 35,457 SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,709,326)	Fee and subscription		-	815,815	815,815	739,978		
SCCI shields and trophies - 812,402 812,402 - Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Legal and professional charges		-	2,867,000	2,867,000	188,800		
Insurance - 118,677 118,677 137,534 Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Bank charges		3,441	27,122	30,563	35,457		
Property tax - 499,599 499,599 429,105 Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	SCCI shields and trophies		-	812,402	812,402	-		
Miscellaneous expenses - 547,108 547,108 961,212 Amortization 134,556 - - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 Surplus / (deficit) before tax 41,660,636 57,411,964 98,938,044 84,805,327 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Insurance		-	118,677	118,677	'		
Amortization 134,556 - - 34,880 Depreciation 152,547 1,208,141 1,360,688 1,349,175 41,660,636 57,411,964 98,938,044 84,805,327 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Property tax		-	499,599	499,599			
Depreciation 152,547 1,208,141 1,360,688 1,349,175 41,660,636 57,411,964 98,938,044 84,805,327 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Miscellaneous expenses		-	547,108	547,108	961,212		
41,660,636 57,411,964 98,938,044 84,805,327 Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Amortization		134,556	-	-	34,880		
Surplus / (deficit) before tax (12,480,263) 8,605,769 (3,739,938) 25,031,237 Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)	Depreciation		152,547	1,208,141	1,360,688	1,349,175		
Taxation 12.1 - (2,009,096) (2,009,096) (2,790,326)			41,660,636	57,411,964	98,938,044	84,805,327		
	Surplus / (deficit) before tax		(12,480,263)	8,605,769	(3,739,938)	25,031,237		
Curplus / (deficit) for the year (12.490.363) 6 FOS 673 (F.740.034) 23.340.044	Taxation	12.1		(2,009,096)	(2,009,096)	(2,790,326)		
22,240,911 (c) the year (12,400,203) 6,596,673 (5,749,034) 22,240,911	Surplus / (deficit) for the year		(12,480,263)	6,596,673	(5,749,034)	22,240,911		

The annexed notes from 1 to 15 form an integral part of these financial statements.

PRESIDENT

SECRETARY GENERAL

CASH FLOW STATEMENT

CASH FLOW FROM OPERATING ACTIVITIES

FOR THE YEAR ENDED JUNE 30, 2019

		2019	2018
	Note	Rupee	s
Surplus before taxation		8,605,769	9,508,118
Adjustment for:			
Depreciation	5.1	1,360,688	1,349,175
Amortization	6.1	134,556	34,880
Profit on PLS accounts		(1,590,871)	(1,688,643)
Net cash provided by operating activities		8,510,142	9,203,530
Working capital changes:			
(Increase) / decrease in general store inventory		(135,674)	(117,266)
Decrease / (increase) in advances, deposits and other receivables		(3,548,652)	1,205,403
Increase / (decrease) in advance fee and subscription		3,921,118	3,276,558
Increase in advance rent		(1,512,612)	441,851
Decrease in creditors and accruals		309,120	(23,771)
	'	(966,700)	4,782,775
Cash generated from operations	•	7,543,442	13,986,305
Taxes paid		(2,010,239)	(2,591,877)
Net cash generated from operating activities		5,533,203	11,394,428
CASH FLOW FROM INVESTING ACTIVITIES			
Additions in operating fixed assets		(1,621,962)	(1,000,774)
Additions in intangible assets		(961,200)	(251.050)
Additions in long term investment		1 500 971	(251,058)
Profit on PLS accounts Long term security payable		1,590,871 (27,520)	1,688,643
Decrease in long term deposits		(27,520)	(8,980)
Net cash generated from / (used in) investing activities		(1,019,811)	427,831
Net cash generated from / (asea iii) investing activities		(1/013/011)	427,031
CASH FLOW FROM FINANCING ACTIVITIES			
Increase in research and development cell fund		2,847,942	2,075,626
(Decrease) / increase in other funds		(15,328,205)	13,447,493
Net cash generated from / (used in) financing activities		(12,480,263)	15,523,119
Net increase / (decrease) in cash and cash equivalents		(7,966,872)	27,345,377
Cash and cash equivalents at the beginning of the year		117,153,253	89,807,876
Cash and cash equivalents at the end of the year		109,186,381	117,153,253
	•		

The annexed notes from 1 to 15 form an integral part of these financial statements.

PRESIDENT SECRETARY GENERAL

STATEMENT OF CHANGES IN FUNDS

FOR THE YEAR ENDED JUNE 30, 2019

	Restricted Funds	Un Restricted Funds	Total Fund
		Rupees	
Balance as at June 30, 2017	77,487,926	50,638,766	128,126,692
Surplus for the year ended June 30, 2018	15,523,119	6,717,792	22,240,911
Balance as at June 30, 2018	93,011,045	57,356,558	150,367,603
Surplus for the year ended June 30, 2019	(12,480,263)	6,596,673	(5,883,590)
Balance as at June 30, 2019	80,530,782	63,953,231	144,484,013

The annexed notes from 1 to 15 form an integral part of these financial statements.

PRESIDENT SECRETARY GENERAL

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2019

1. LEGAL STATUS AND OPERATIONS

The Sialkot Chamber of Commerce and industry "the Chamber" was incorporated in Pakistan on 28th July, 1982 under the companies Act 1913 (now Companies Act, 2017) vide Federal Government License No. 24 dated 15th, 1982. The main object of the Chamber is to promote trade, commerce and industry and conduct research and development work. The registered office of SCCI is situated at Paris road, Sialkot.

2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The approved accounting and reporting standards applicable in Pakistan comprise of:

International Financial Reporting Standard for Small and Medium-sized Entities (IFRS for SMEs) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017;

Accounting Standard for Not for Profit Organizations (Accounting Standard for NPOs) issued by the Institute of Chartered Accountants of Pakistan as notified under the Companies Act, 2017; and provision of and directive issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS for SMEs or the Accounting Standard for NPOs, the provisions of and directives issued under the Companies Act, 2017 have been followed

3. BASIS OF MEASUREMENT

3.1 Basis of preparation

These financial statements have been prepared under the historical cost convention. Further these financial statements have been prepared under the accrual basis of accounting.

4. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies applied in the preparation of these financial statements are consistent to all the years presented, unless otherwise stated and are as follows:

4.1 Property and equipment

4.1.1 Operating fixed assets

Operating fixed assets purchased are stated at cost less accumulated depreciation and impairment loss, if any, except land held for business use is stated at cost.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefit associated with the operating fixed asset will flow to the company and cost can be measured reliably. Normal repairs and maintenance are charged to expenses as and when incurred.

Depreciation is provided on reducing balance method over the estimated useful lives of the assets at rates specified in note 5.1.

Depreciation on additions is charged from the day of acquisition and on disposals up to the day the asset is in use. Maintenance and normal repairs are charged to income as and when incurred. Major renewals and improvements are capitalized.

Gain / loss on disposal of operating fixed assets is taken to the profit and loss account. Gains or losses on disposal or retirement of operating fixed assets are determined as the difference between the sale proceeds and the carrying amount of assets and are included in the income and expenditure account.

The company assesses at each reporting date whether there is any indication that operating fixed assets may be impaired. If such indication exists the carrying amount of such assets are reviewed to assess whether they are recorded in excess of there recoverable amount. Where carrying values exceed the respective recoverable amount, assets are written down to there recoverable amounts and the resulting impairment loss is taken to income and expenditure account.

4.2 Capital work-in-progress

Capital work-in-progress (CWIP) is stated at cost less any recognized impairment loss. All expenditures connected to the specific assets incurred during installation and construction period are carried under CWIP. These are transferred to specific assets as and when assets are available for use.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2019

4.3 Intangibles and amortization

Intangible assets, which are assets without physical substance, are recognized at cost, which comprise purchase price, non-refundable purchase taxes and other directly attributable expenditures relating to their implementation and customization. After initial recognition, an intangible asset is carried at cost less accumulated amortization and impairment losses, if any. Intangible assets are amortized from the month, when these assets are available for use, using the reducing balance method, whereby the cost of the intangible asset is amortized over its estimated useful life over which economic benefits are expected to flow to the Company. The useful life and amortization method are reviewed and adjusted, if appropriate, at each reporting date.

4.4 General Store Inventory

General store inventory is valued at lower of cost determined on first in first out basis and net realizable value.

4.5 Advances and receivables

Advances and receivables are not derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the end of reporting period, in which case, these are classified as non current assets.

4.6 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand and balances with banks in current and savings accounts.

4.7 Accrued and other liabilities

Accrued and other liabilities are carried at their cost, which is the fair value of the consideration to be paid in the future for goods and services received, whether or not billed to the company.

4.8 Taxation

Provision for current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year, if enacted. The charge for current tax also includes adjustments, where considered necessary, to provision for taxation made in previous years arising from assessments framed during the year for such years.

4.9 Staff Gratuity

The Chamber operates a fully funded gratuity scheme covering all of its employees. The Chamber has created a separate fund whose trustees are responsible for ensuring that the fund covers the gratuity payable at a particular date. However, annual transfer of funds is made to the fund in order to cover obligation under this scheme. This transfer equals the amount of provision for gratuity for that year after deducting any profits earned on the investments of gratuity fund in the same period.

4.10 Revenue Recognition

Unrestricted / general fund

Revenue from admission, subscription and other receipts collected from members are recognized on accrual basis. Return on deposits is accrued on a time proportion basis by reference to the principle outstanding and the applicable rate of return.

Restricted fund

The organization follows the restricted fund method for recognition of its funds, as prescribed by ICAP in Accounting Standards for Non for Profit Organizations (NPOs). Under this method grants and contributions from members are recognized as revenue of the fund when received, irrespective of the expenses incurred.

4.11 Figures

Figures have been rounded off to the nearest rupee.

4.12 Reclassifications

Figures of the comparative period have been rearranged and regrouped, wherever deemed necessary, to facilitate comparison and to present statements according to industry common practices. Significant rearrangements for comparative period are as follows:-

	Before			After			
Note	Description	Amount	Note	Description	Amount		
5	Property and equipment	16,471,503	5	Property and equipment	16,331,977		
N/A	Intangible assets	-	6	Intangible assets	139,526		

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019

										2019	2018
5. PRO	PROPERTY AND EQUIPMENT	EQUIPMENT							Note	Rup	Rupees
Ope	Operating fixed assets	sets							5.1	16,593,251	16,331,977
5.1 Ope	Operating fixed assets	ssets									
			ŭ	Cost				Accumulated	Accumulated depreciation		Net book
Par	Particulars	As at July 01, 2018	Additions	Deletions	As at June 30, 2019	Depreciation rate	As at July 01, 2018	Charge for the period	Adjustment for the year	As at June 30, 2019	value as at June 30, 2019
			Ru	Rupees		%			Rupees		
Chamber assets	. assets										
Building		17,667,715	ı	i	17,667,715	2%	10,776,197	344,576	ı	11,120,773	6,546,942
Furniture a	Furniture and fixtures	4,026,546	675,595	ı	4,702,141	10%	1,912,828	248,388	1	2,161,216	2,540,925
Office equipment	uipment	2,885,537	472,400	ı	3,357,937	10%	1,446,996	171,340	1	1,618,336	1,739,601
Air conditioner	ioner	1,899,581	371,279	İ	2,270,860	10%	1,068,870	98,730	ı	1,167,600	1,103,260
Fans		224,484	31,150	Į	255,634	10%	119,130	10,638	1	129,768	125,866
Electric installation	stallation	4,525,277	28,275	ı	4,553,552	10%	1,503,000	304,377	ı	1,807,377	2,746,175
Telephone	Telephone installation	83,600	ı	ı	83,600	10%	27,290	5,631	ı	32,921	50,679
Other assets	ets	270,251	ı	ı	270,251	10%	126,851	14,340	1	141,191	129,060
Vehicles		67,200	1	1	67,200	20%	16,593	10,121	•	26,714	40,486
		31,650,191	1,578,699	1	33,228,890		16,997,755	1,208,141	ı	18,205,896	15,022,994
Chamber	Chamber - R & D Assets	ts									
Building		1,476,766	ı	ı	1,476,766	2%	1,033,499	22,163	ı	1,055,662	421,104
	Furniture and fixtures	386,370	ı	ı	386,370	10%	261,365	12,501	ı	273,866	112,504
Office equipment	uipment	1,745,050	43,263	ı	1,788,313	10%	762,370	102,547	ı	864,917	953,396
Air conditioners	ioners	313,953	ı	ı	313,953	10%	210,134	10,382	ı	220,516	93,437
Library - Books	Books	56,871	1	1	56,871	20%	32,101	4,954	1	37,055	19,816
		3,979,010	43,263	1	4,022,273		2,299,469	152,547	1	2,452,016	1,570,257
Total Jun	Total June 30, 2019	35,629,201	1,621,962	'	37,251,163		19,297,224	1,360,688	'	20,657,912	16,593,251
	Total June 30,2018	34,628,427	1,000,774		35,629,201		17,948,049	1,349,175		19,297,224	16,331,977

NOTES TO THE FINANCIAL STATEMENTS

FOR	THE YEAR ENDED JUNE 30, 2019		2019	2018
		Note	Rupees	6
6.	Intangible assets			
	Balance as on July 01,		532,000	532,000
	Addition / (Deletion)		961,200	
			1,493,200	532,000
	Accumulated amortization	6.1	(527,030)	(392,474)
	Balance as on June 30,	:	966,170	139,526
6.1	Accumulated amortization			
	Balance as on July 01,		392,474	357,594
	For the year		134,556	34,880
	Balance as on June 30,	:	527,030	392,474
6.2	Intangible assets comprise of documentary films on Sialkot industry.			
7.	LONG TERM INVESTMENT IN SBCC	7.1	31,095,317	31,095,317
7.1	The Chamber invested Rs 31.095 million (earlier shown as "Capital Woo Commerce Center" adjacent to the Chamber building. The Chamber of production to join hands and complete this project. This project shall be comprised of 10 members. The BOM has already been notified in Februard 4 members from the ministry. The chairman of the BOM shall be elected.	entered in to agr be managed by inc uary, 2013 compr	eement with Ministry of dependent Board of Ma rising of 6 members fro	of Industry and nagement(BOM) m the Chamber
8.	ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES Advances:	3		

Con	sidered	good

	- to suppliers		241,500	706,240
	- to employees		8,275,684	5,733,684
			8,517,184	6,439,924
	Advance against expenses		-	5,150
	Prepaid expenses		442,334	401,226
	Due from members-lunch contribution	8.1	-	8,467
	Rent receivable		1,105,318	263,950
	Other receivables		739,543	137,010
			10,804,379	7,255,727
8.1	Due / advance from members -lunch contribution			
	Balance as at July 01,		8,467	(124,333)
	Charged to members		293,650	246,600
			302,117	122,267
	Received from members		(302,117)	(113,800)
	Balance as on June 30,		<u> </u>	8,467
9.	CASH AND BANK BALANCES			
	Cash in hand			
	Postage		5,822	22,154
	Petty cash		115,000	115,000
			120,822	137,154
	Cash at bank			
	Current accounts			
	Faysal Bank Limited		8,583,382	22,036,528
	AL Baraka Bank Limited		1,227	1,227
	Standard Chartered Bank		11,835,933	10,776,386
	Standard Chartered Bank - sadqa and zakat		18,515	9,115
	National Bank of Pakistan - child labor		9,611,493	19,611,493
	United Bank Limited		181,172	181,277
			30,231,722	52,616,026

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2019

Note	Rup	
	2019	2018

9. CASH AND BANK BALANCES (CONTINUED) Saving accounts

	Faysal Bank Limited	964	405,003
	Faysal Bank Limited - research and development	7,537,302	4,980,818
	Faysal Bank Limited - child labor fund	5,818,517	3,689,489
	MCB Bank Limited	6,566,614	2,440,774
	Askari Bank Limited - emergency fund	12,247,716	7,529,932
	Bank Islami Limited	46,650,129	45,342,412
	Alfalah Bank Limited - child labor fund	12,595	11,645
		78,833,837	64,400,073
		109,186,381	117,153,253
10.	FUNDS AND RESERVES		
	Unrestricted funds (represents general fund) 10.1	63,953,231	57,356,558
	Restricted funds (represents specific fund) 10.2	80,530,782	93,011,045
		144,484,013	150,367,603
10.1	Unrestricted funds (represents general fund)		
	Balance as at July 01,	57,356,558	50,638,766
	Surplus for the year	6,596,673	6,717,792
	Balance as on June 30,	63,953,231	57,356,558
10.2	Restricted funds (represents specific fund)		
	Balance as at July 01,	93,011,045	77,487,926
	Deficit / surplus for the year	(12,480,263)	15,523,119
	Balance as on June 30, 10.3	80,530,782	93,011,045

		In	flows	Out	flows	
Fund names	Balance as at July 01, 2018	From transfers	From receipts	From transfers	Due to utilization / refund	Balance as at June 30, 2019
				Rupees		
			<u>'</u>	Киреез		
Capital fund	9,665,027	-	-	-		9,665,027
R&D fund	10,275,845	-	5,784,008	-	(2,936,066)	13,123,787
SBCC	23,749,309	-	-	-	-	23,749,309
Child labour fund	24,828,616	-	7,168,519	-	(15,001,128)	16,996,00
Surplus of various funds	1,487,316	-	-	(209,386)	(767,286)	510,64
Education fund	1,297,993	-	1,861,812	-	(1,635,070)	1,524,73
Ambulance fund	4,244,000	114,850	34,150	-	(4,393,000)	_
Road construction fund	1,852,000	94,536	450,000	-	(2,396,536)	_
Sadqa and zakat fund	9,133	-	10,000	-	(600)	18,53
Emergency fund	7,559,006	-	4,757,384	-	(500)	12,315,890
Delegation funds	346,000	-	1,569,000	-	(1,244,000)	671,000
Khawaja zaka welfare fund	2,130,000	-	7,245,500	-	(8,986,450)	389,05
Dairy milk project	4,500,000	-	200,000	-	(4,300,000)	400,00
Alshifa hospital	1,066,800	-	100,000	-	-	1,166,80
	93,011,045	209,386	29,180,373	(209,386)	(41,660,636)	80,530,78

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2019			2019	2018
		Note	Rupe	es
11.	ADVANCE FEE AND SUBSCRIPTION			
	Admission fee		56,290	37,767
	Annual subscription		6,122,155	5,447,470
	Certificate fee		3,833,099	2,857,598
	Identity card		2,405,171	1,490,619
	Application processing charges		648,448	437,398
	Publication charges		5,259,651	4,286,404
	Sports and culture	_	1,163,063	1,009,503
		=	19,487,877	15,566,759
12.	ACCRUED AND OTHER PAYABLES			
	Accrued expenses		994,288	598,932
	Income tax payable	12.1	344,362	345,505
	Other payables		412,721	498,958
		_	1,751,371	1,443,395
12.1	Income tax payable			
	Balance as at July 01,		345,505	147,056
	Paid during the year	_	(2,010,239)	(2,591,877)
		_	(1,664,734)	(2,444,821)
	Provision for taxation - current year	_	2,009,096	2,790,326
	Balance as at June 30,	=	344,362	345,505
12	FEE AND SUBSCRIPTION			
13.	Admission fee		620,531	562,266
	Annual subscription and membership certificate		15,030,615	12,020,995
	Identity card fee		3,261,478	2,369,123
	Visa certificate fee		9,194,200	8,361,700
	Attestation fee		2,186,600	2,281,109
	Sale of C.O.O. pads		401,870	396,150
	Advertisement in circular		635,643	919,490
	Membership application processing fee		2,471,240	1,795,190
	Publication charges		9,026,301	7,636,599
	Firm name reservation fee		10,246,500	7,344,000
	Change of constitution		319,500	280,000
	Sports and cultural contribution Other income		1,719,674 400,516	1,622,995 172,335
	Other income	_	55,514,668	45,761,952
14	NUMBER OF EMPLOYEES	=	33,314,008	43,701,932
17.	Average number of employees during the period		39	38
	Number of employees at period end	=	38	39
		<u> </u>		

15. DATE OF AUTHORIZATION

These financial statements were authorized for issue on 31 July 2019 by the executive body of the Chamber.

PRESIDENT

SECRETARY GENERAL

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