



Annual Report 2019-20

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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 member-driven, 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 re-evaluation 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.





Muhammad Ashraf Malik

President



Khurram Azim Khan

Senior Vice President



Ch. M. Jalil Aslam

Vice President

Annual General Meeting 2019



Annual General Meeting 2019



Members of Executive Committee - (2019-20)



Muhammad Ashraf Malik



Khurram Azim Khan



Ch. M. Jalil Aslam



Khawaja Masud Akhtar (SI)

Members of Executive Committee - (2019-20)



Khalid Mahmood



Fizan Akbar



Khalid Mahmood Mughal



Ayyaz Choudhery

Members of Executive Committee - (2019-20)



Atif Raza



Junaid Shahid



Qaiser Baryar



Zaheer Amir

Members of Executive Committee - (2019-20)



Ansar Aziz Puri



Sh. Zahid Hameed



Muhammad Umair Mir



Asif Manzoor

Members of Executive Committee - (2019-20)



Muhammad Sarwar



Hafiz Shamas Hameed



Muhammad Bilal



Faisal Naveed

Members of Executive Committee - (2019-20)



Khurram Aslam



Syeda Shabina Gillani



Nadia Qaiser

PRESIDENT'S MESSAGE

I am extremely pleased and honored to have this opportunity to present to you the Annual Report 2020 of the most prominent trade body of Pakistan the Sialkot Chamber of Commerce & Industry. This marks the 38 years of the sheer excellence of this prestigious organization that has always been on the front lines to protect its members and promote exports and economic prosperity of Pakistan in general and Sialkot in particular.

There have been many tales of success throughout this decades-long journey of SCCI and today, it is an overwhelming feeling for me to share with you the story of the latest mile we took under my Presidency.

Uncertainty was at its peak this year as the COVID-19 pandemic disrupted everything across the globe making the biggest of the markets fall and strongest of the economies to wither. Indeed, no one was prepared for such an impactful contagion that resulted in a complete standstill of this bustling export city of Sialkot. However, one thing was certain and that was the Sialkot Chamber's resolve to address the perennial issues impacting your businesses amidst the imposed lockdown. I am pleased to mention that the Sialkot Chamber did not blink an eye and never went into the lockdown as our team continued to work and strategize for bringing the economic activity of the city to normalcy as earliest as we could. We studied the irritants and obstacles to the business growth due to the hiatus caused by the coronavirus and made sure that we get maximum facilitation from the Government to provide relief to the Industry and also to the people of the city.

We are cognizant of the fact that the pandemic is not over yet and so are the economic menaces caused by it but we want you to know that you are not alone in your concerns about issues like cancellation of orders, a sharp increase in raw material prices, disruptions in the supply chain, opening up of factories to full capacities, and lack of liquidity. The whole team of Sialkot Chamber stands beside you and remain committed to get maximum benefit and facilitation.

This year, we worked very hard to deliver key policy victories after strenuous lobbying and advocacy efforts, including the exemption of temporary imports from levy of Punjab Infrastructure Development Cess, relaxations in instructions regarding advance payments against imports by the State Bank of Pakistan, Mechanism to facilitate 3rd Party Payments against exports, Chinese Visa Guarantee Letter to members of Sialkot Chamber, Release of pending rebates and LTLD and DDT claims, enhancement of limit of Direct Shipments, and many others. Ultimately, our main purpose is to facilitate our members to the maximum. We do this by developing deeply researched positions on policy issues with pragmatic proposals for the Government to implement. It is a process that works well because of our strength in numbers which depends on you. I am glad that we are a family of over 13000 members, a force of influence that is unmatched.

I wish to share with you the key developments for the year 2020 as under:



RELAXATIONS IN INSTRUCTIONS REGARDING ADVANCE PAYMENT AGAINST IMPORTS

On December 12, 2019, the State Bank of Pakistan through its FE Circular No. 18 of 2019 relaxed its conditions for Advance payments on imports. This was a development as a result of concerted efforts and strong lobbying of this Chamber. The SBP through the aforementioned circular allowed the banks to make advance payments up to 50% of the value of imports against the letter of credit for manufacturing concerns. Using this facility, members are now able to import plant & machinery, spare parts, and raw material, etc. by making payment in advance. Earlier in July 2018, in light of the pressure in the foreign exchange market and a deteriorating balance of payments situation, SBP had withdrawn the advance payment facility. Subsequently, some of the restrictions were relaxed to facilitate imports in critical areas related to medicines, education, and defense while most of the restrictions remained in place but the export sector of Pakistan especially Sialkot was ignored.

As I took charge of this Chamber, this was one of the most important points in my agenda items for which I had a meeting with Governor SBP and Executive Directors of the State Bank of Pakistan through a video link on December 09, 2019.

The facility of advance payment on imports was further amended on March 19, 2020, which extended the limit of USD 10,000 for manufacturing and industrial concerns, and commercial importers to import on a direct basis was further enhanced to USD 25,000.

TEMPORARY IMPORTS EXEMPTED FROM LEVY OF PUNJAB INFRASTRUCTURE DEVELOPMENT CESS

Perhaps one of the most burning issues of the Industry was indeed the levy of Infrastructure Development Cess imposed by the Provincial Governments of Punjab and Sindh. Sialkot Chamber had always advocated among all the relevant quarters that the levy was unjust as it

resulted in double taxation increasing the cost of production. Thankfully on December 12, 2019, a notification was issued by the Punjab Revenue Authority (PRA) for exemption of the temporary imports (raw material) from PIDC at 0.90%. The long-standing demand of the export sector of Sialkot finally saw the nod of the Government of Punjab thanks to strong lobbying efforts at part of the Sialkot Chamber of Commerce for the last many years.

Starting from the third day of my tenure, we took up the matter with the authorities including the Prime Minister, Governor of Punjab, Chief Minister Punjab, Advisor to PM on Commerce, Finance Minister (Punjab), Minister of Industries (Punjab) among many others.

The Sialkot Chamber is now actively pursuing with the Sindh Government to follow suit of the Government of Punjab and exempt the temporary imports from levy of Sindh Infrastructure Development Cess. I am hopeful that our efforts would soon materialize.

TARIFF RATIONALIZATION OF RAW MATERIAL

Through the Federal Budget 2019-20, a total of 1600 raw material items relating to the Export Sectors were rationalized and duties were waived off on most of them and this year through the Federal Budget 2020-21, the Government has slashed duties on 20,000 raw material items essential for the Export Sector of Pakistan.

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. I am pleased to share with you that the project was initiated by the Sialkot Chamber of Commerce & Industry and during my tenure, we made sure that we continue to persuade the Government to include more items in the list as promised.

It is indeed a big achievement of the 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 tariffs in the future as well.

ISSUE OF LEGALIZATION OF DOCUMENTS RESOLVED

Personal appearance by the owners was mandatory for the legalization of Commercial & Business Documents by the Ministry of Foreign Affairs. To facilitate smooth verification of business & commercial documents and to save our members from the hassle of frequent traveling to the Ministry of Foreign Affairs just for attestation purposes, we took up the matter with the Ministry.

I am pleased to share with you that on December 26, 2019, the Ministry of Foreign Affairs vides its order No. Con-1/1/2019, waived off the condition of the personal appearance of the Owner/MD/CEO of any Firm/Company/Business for submission of such documents and allowed an authorized person having legitimate authority on behalf of the company to submit the same for legalization.

Here, I would especially like to thank my colleague, Mr. Khurram Azim Khan, Senior Vice President for his efforts in getting the issue resolved and meeting with Mr. Shah Mahmood Qureshi, Foreign Minister and sensitizing him about the situation.

ISSUE OF 3RD PARTY PAYMENT CLEARANCE

One of the breakthrough achievements of this year was getting the issue of third-party payment clearance for the Export Sector resolved through the State Bank of Pakistan.

As I was meeting several Government Functionaries including Mr. Abdul Razak Dawood, Advisor to PM on Commerce, Mr. Jehangir Khan Tareen, Sardar Ahmad Nawaz Sukhera, Federal Secretary Commerce, and

Mr. Reza Baqir, Governor State Bank of Pakistan, I made sure this point was heard and understood as the Exporters of Sialkot have to deal with international brands who get their shipments shipped to locations other than the source country of the payment.

In this regard, the State Bank of Pakistan vides its EPD Circular Letter No. 13 of 2019 dated November 18, 2019, had amended the condition and allowed the 3rd Party Payment clearance subject to verification through a swift message or underlying contract establishing a relationship of the consignee and the entity clearing the payment.

ISSUANCE OF CHINESE BUSINESS VISA AGAINST GUARANTEE LETTER OF SIALKOT CHAMBER

As you are aware that one of the key functions of the Sialkot Chamber is to facilitate the business travels of our members in terms of Visa Processing and any Consular Affairs of particular interest to our members. China is an important trading partner of Pakistan and for the last few years, the exporters of Sialkot have successfully penetrated the Chinese market thus increasing business travels.

To facilitate the members in getting the Chinese Visas, we entered into an agreement with the Chinese Embassy to allow this Chamber to issue a Guarantee Letter to its members for the issuance of Business Visa after proper verification of their documents. The facility also served the purpose to get an exemption for our members to obtain Barcode Invitation from China which was, for many, a hefty task. The facility was implemented from January 20, 2020, onwards.

RESOLVING THE ISSUES OF UOM ERRORS AND 50% IMPORT QUOTA RESTRICTION IN WEBOC DTRE MODULE

Issues relating to UOM Error and 50% Import Quota restriction in WeBOC badly affected the export industry operating under the DTRE Scheme. Keeping in view the problem, I took up the matter with the authorities at

the Federal Board of Revenue and Model Customs Collectorate, Sialkot for necessary resolution. In this regard, I had a meeting with Dr. Jawad Uwais Asghar, Member (Customs Operations) at his office in Islamabad to seek an expeditious remedy.

I am pleased to mention that the issue was resolved to the complete satisfaction of my members.

REVISION OF INSTRUCTIONS REGARDING MAKING AND DISPATCH OF SHIPPING DOCUMENTS BY THE EXPORTERS

This year, another achievement of this Chamber was that SBP, vide EPD Circular Letter No. 05 of 2020, allowed the exporters to carry out Direct Shipment transactions without any limit which was previously capped at USD 100,000. This limit was in place since 2017 and was also allowed due to the strong lobbying efforts of the Sialkot Chamber of Commerce & Industry.

The facility has been provided to the exporters subject to conditions including overdue under 1% and a cumulative export of USD 5 (M) in 3 years.

COVID-19 PANDEMIC

Since the first day of the Lockdown, the Sialkot Chamber of Commerce & Industry was fully active to get the maximum facilitation for our members to help them sustain their businesses and ultimately support their deserving laborers and daily wagers to continue to earn their livelihood.

Our efforts included active lobbying and advocacy with the Government Quarters to allow the exporters to open their factories with bare minimum laborers to execute their Export Orders at hand, duly complying with the Standard Operating Procedures of the Government of Punjab.

During this time, we faced a lot of challenges from several quarters as we were told to follow conditions other than those mentioned in the SOPs like Quarantined Labor not

applicable anywhere in Punjab. To remove the discrimination, we took up the matter with key personalities including the Honorable President of the Islamic Republic of Pakistan, the Advisor to Prime Minister on Commerce & Trade, Federal Minister of Industries, and Special Assistant to Prime Minister on Youth Affairs, Special Assistant to Prime Minister on Information & Broadcasting, and the Commissioner Gujranwala Division. Following are the key achievements of the Sialkot Chamber of Commerce & Industry for the benefit of our members:

- a. Opening up of 339 Factories to lift ready to dispatch shipments in the first week of April 2020, which resulted in Export of USD 20 (M) in just 2 days.
- b. Creation of Consensus with the Local Government to open up the Factories.
- c. Issuance of Government of Punjab's Order No. SO (G)/P&SHD/3-8/2020 to allow the factories to work with due compliance of the Standard Operating Procedures of the Industry, Commerce & Investment Department, Punjab.
- d. Understanding with the Trade Development Authority of Pakistan, Sialkot to hide sensitive information on required documents as required for opening of factories.
- e. Collection of 280 Rebate Cheques from Model Customs Collectorate Sialkot and disbursement to the Members.
- f. Clearance of PKR 1.25 (B) DLT Claims till March 27, 2020, from the State Bank of Pakistan.
- g. Clearance of PKR 900 (M) Custom Rebate Claims from the Federal Government.
- h. Relaxation in matching amount from the State Bank of Pakistan; Availing cheaper credit under EFS is linked with the export performance. Previously,

- exporters were required to export twice the amount of borrowed funds. In case of failure in meeting the requirement, penalties were imposed and the credit limit for the next year was also reduced accordingly. SBP had reduced the performance requirement from twice to one-and-a-half times that will be effective for the current year as well as for FY21.
- i. Extension in the time period to meet performance requirements; Exporters were required to show performance under the EFS schemes by end-June 2020. This period has been extended by 6 months till the end of Dec. 2020. Since the additional period will also be counted towards setting new limits, this will help the exporters in availing higher limits for FY21.
 - j. Extension in the time period to ship goods; Exporters availing the subsidized credit schemes were required to ship their goods within 6 months of availing credit under EFS. In case of failure, penalties were imposed. This period was extended from six to twelve months. Therefore, exporters will not be liable to pay penalties due to breach of this condition from January to June 2020.
 - k. Relaxation in conditions for Long Term Financing Facility. Exporters who wanted to avail credit under Long Term Financing Facility (LTFF) were required to have exports worth 50 percent, or USD 5 million, of the total sales to become eligible. This limit was reduced to 40 percent or USD 4 million for all the borrowings under LTFF during the period January 01, 2020, to September 30, 2020. Moreover, under the requirement of annual projected export performance for four years to avail LTFF for new or BMR projects was extended by another one year. Now the projected export performance will be measured in 5 years.
 - l. Another major relaxation provided to the exporters was on the foreign exchange side. Keeping in view the difficulties faced by the exporters, SBP allowed banks to enhance the period for realization of exports proceeds from the existing requirement of 180 days to 270 days on a case by case basis where the delay is related to COVID-19. This would help exporters to provide extended time to their buyers in making payment due to above pandemic. Likewise, to facilitate importers, SBP also extended the period for import of goods into Pakistan against advance payment from the existing requirement of 120 days to 210 days. The above measures are expected to facilitate exports.
 - m. Due to the imposed lockdown, a significant number of members were unable to submit their incremental claims pertaining to DDT 2018-21 and LTLD 2018 claims by May 31, 2020. In this regard, Chamber took up the issue the Government Quarters, and thankfully, the efforts materialized and the State Bank of Pakistan vide its EPD Circular letter No. 16 of 2020 extended the cut-off date of submission of claims for both the schemes.
 - n. Collaboration with SBP and FBR on the development of Automated Refund System pertaining to Duty Drawback and Sales Tax Refunds. The system is expected to be fully functional by this year-end.
 - o. Getting approval from the Government to allow the export of Personal Protective Equipment including Surgical Masks & KN95 Masks.
 - p. Withdrawal of FIRs against the members amidst the imposed lockdown and de-sealing of factories.
 - q. Extension in Renewal of Membership till June 15, 2020.

- r. Understanding with the Local Government to allow workings on Saturdays for export sector and Sundays for PPE Manufacturers which was later notified vide Government of Punjab's order No. So. (G)/P&SHD/4-1/2020.
- s. Creation of Charity Fund to distribute food bags among the poor. We collected a handsome PKR 17,486,956 from generous donors.

REPRESENTATION OF SIALKOT CHAMBER IN BOARD OF ADMINISTRATORS OF EDF

Export Development Fund (EDF) was created in 1991 to address bottlenecks faced by the exporters and producers of export goods & services in Pakistan to increase the performance of the export sector. The fund has been extending financial support for initiatives/activities aligned with infrastructure development necessary for the promotion of exports from Pakistan.

However, since the past few years, the EDF was not being utilized as per its objectives due to a lack of proper Export-Oriented Trade Bodies and Associations. We believe that it is imperative to devise a mechanism for equal and fair distribution of EDF Funds. As you know that each year, exporters contribute a hefty amount through Export Development Surcharge yet do not enjoy equal benefits.

It is also a sad fact the Sialkot Chamber, which used to exist till 2013 in the shape of a permanent member of the Board, was later removed by the previous Government. Being the trade body of the largest Export Based SME sector of Pakistan, Sialkot Chamber fully deserved to be represented at a forum of the stature of EDF.

This year, we took up the matter with Mr. Abdul Razak Dawood, Advisor to PM on Commerce & Trade for the inclusion of this Chamber in the EDF Board, to better suggest and explore the opportunities for Export Infrastructure Development and ensure that the funds are utilized solely for Export Promotion.

I am pleased to mention that, Sialkot Chamber has now been included as a member of the Board of Administrators of the EDF which would bring brighter prospects for the Industry of Sialkot.

AGREEMENTS WITH AIRLINES

The signing of MOUs with prominent airlines has been a regular practice of the Sialkot Chamber for the last many years. This year, we added the Oman Airline to our panel to offer discounted air travel services to our members and also renewed our agreement with the Emirates Airline.

FUEL CRISIS

The fuel crisis of 2020 was perhaps the longest and worst in recent times which impacted both the general public and the businesses at large disrupting the supply chains. Sialkot Chamber was quick to intervene and made an understanding with the Attock Petrol Pump, Defense Road, for the provision of an uninterrupted supply of fuel for members of the Sialkot Chamber of Commerce & Industry.

SAFE MONEY TRANSFER SYSTEM FOR MEMBERS

Sialkot Chamber in collaboration with Mr. Tariq Abbas Qureshi, Regional Police Officer, Gujranwala and Cap (R) Mustansar Feroze Awan, DPO, Sialkot, reached an understanding to introduce Safe Money Transfer System for members of Sialkot Chamber. Through the facility, the DPO Office Sialkot would provide well-equipped motorbike rider Police Security Guards on demand of SCCI members to securely carry money exceeding PKR 1 (M).

PARTICIPATION IN INTERNATIONAL TRADE DELEGATIONS

Sialkot Chamber of Commerce and Industry has been working intensively to provide its members with numerous opportunities to help them flourish and excel in their respective fields. One of which is sending Trade Delegations in collaboration with Foreign

Missions of Pakistan to multiple markets having the potential of “Made in Sialkot” products.

Similarly, this year Sialkot Chamber of Commerce and Industry formulated a few delegations to prominent markets like Japan, The United States of America, and Australia. To make these delegations successful and productive for the participating companies, this Chamber is in strong liaison with the Foreign Missions of Pakistan for organizing Business to Business interactions with local importers, distributors, and buying houses and also to engage the delegates in maximum commercial activities that help them in expanding their businesses.

However, due to the adverse scenario created by the COVID-19 pandemic that led to the closure of businesses as well as commercial activities across the World, the delegations are yet to be executed. The Sialkot Chamber of Commerce and Industry is hopeful that the delegations that are in the pipeline would be successfully executed towards the last quarter of 2020, soon after the businesses, as well as commercial activities, are resumed.

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, strict compliance of standards and merit-based decision making is ensured. I would especially like to thank Mr. Khurram Azim Khan, Senior Vice President for managing the issuance of VRL with the utmost care, vigilance, and dedication to serving the members.

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

below:

- Number of Visa Recommendatory Letters Issued 1902

AIRSIAL

AIRSIAL, a name that has made waves not just across Pakistan but the entire world. The mega project which was considered a dream a few years ago is pacing towards its execution rapidly. Although, we faced some setbacks due to the COVID-19 pandemic as the launch was planned in May 2020, the whole team of AIRSIAL is committed to going airborne in the year 2020. Following are the key highlights of this success story in the making:

- a. RPTL License was renewed from the Civil Aviation Authority.
- b. The process of lease of three A320 aircraft from AerCap, the leading lessor in the world, has been completed.
- c. Operational Network in Karachi completed with the opening of office and hiring of key operations team.
- d. Contracts for ground handling, catering and engineering software were also signed in anticipation of imminent operations.

CHILD AND SOCIAL DEVELOPMENT ORGANIZATION

Child and Social Development Organization is one of the flagship projects of the Sialkot Chamber of Commerce and Industry. It has been acting profoundly for the enrichment of society through several CSR initiatives.

CSDO has evolved as an outcome of a unique partnership that was developed between the Sialkot Chamber of Commerce and Industry, United Nations Children Fund, and International Labor Organization (ILO) to eliminate child labor from the 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 the underprivileged 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 800 students are getting free of cost education in these schools.

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 the Ministry of Industries and Production (MoI&P), Government of Pakistan and Sialkot Chamber of Commerce & Industry. The project is functioning in full swing providing common facility manufacturing services to SMEs and local industry for Butyl & SR Bladders (of all sizes & weights), Thermo Bonded Football (size-3, 4, 5 and Futsal ball), Basketball (size-3, 5, 6 & 7), Rugby ball and Volleyball

The highlights of both projects during this year are mentioned below:

SIDC:

- Manufacturing of 2,341,200 bladders, 2,027,400 Rubber Nozzles, 67,300 Thermo balls, 41,240 Basketballs, and Yarn Winding of 356,000 bladders for Local Industry.

PDC:

- Land measuring 14.4 Kanal has already been earmarked at SIDC project premises.
- The contract was awarded to Civil Contractor for Construction of Building Works and Allied Facilities. The contractor mobilized and started work at the site in July -2019.
- Earth filling & all foundations completed. Buildings' grey structure almost completed, electrification, and finishing in progress. The basic structure of Pre-Fabricated buildings completed, installation of roof sheets, and construction of walls in the process as per design.
- "Invitation for Bids" for procurement of Machinery advertised in newspapers but couldn't get a healthy response due to the outbreak of Covid-19.
- Re-Tendering for the procurement of Machinery is in process.
- Project Staff hired as per requirement.

SIALKOT TANNERY ZONE

A project of prime importance, the Sialkot Tannery Zone was initiated to relocate the Tanneries from Sialkot's congested residential areas to the designated Leather Industrial Zone in Khambranwala Sialkot. The project was undertaken not only to remedy the pollution in the city but also to facilitate around 250 local Tanners to become members of Leather Working Group (LWG) by adopting Cleaner Production Techniques/ Waste minimization Techniques and resultantly earning valuable foreign exchange and prestige for Pakistan Leather Sector worldwide.

The STZ would be equipped with the state of the art Combined Effluent Treatment Plant (CETP), Combined Chrome Recovery Plant, Flood Disposal Site, and an efficient solid

management system.

STAGL has also initiated various Capacity Building Initiatives for the Local Tanners to incorporate Cleaner Production Techniques in the Tanning Process and has conducted various Workshops and Seminars in SCCI auditorium inviting not only the Tanners but also the Academia and the Civil Society representative for creating awareness among masses.

The following are the major milestones the project has achieved so far.

- a. Environmental Impact Assessment (EIA) of the Combined Effluent Treatment Plant and has been carried out and the Conveyance system for taking effluents from tanneries to the plant is also complete. Moreover, tenders for CETP's Civil and Mechanical Part is in its final phase.
- b. STAGL is planning to establish a scientific landfill site & solid waste to energy plant based on High-Temperature Pyrolysis, leading towards the production of electricity, fuel oils, and synthetic gas. For this purpose, technology is ready to be installed in the STZ.
- c. External overhead Electrical System is installed and GEPCO is supplying 5 MW from their existing system
- d. For assurance of LWG compliant Tanneries setup, Typical Tannery Design guidelines have been completed by an Italian company. Based on these guidelines, now local consultant is preparing Green Tannery Designs according to which Tanners will construct their Tanneries to ensure implementation of BAT/BEP techniques during the tanning process.
- e. 438 out of 620 Plot owners have been handed over Possession Letters and they

are allowed to construct their Tanneries as per the Layout and construction design provided by Sialkot Tannery Zone from September 2020.

SIALKOT BUSINESS AND COMMERCE CENTRE

Sialkot Business and Commerce Centre is another landmark project of the Sialkot Chamber of Commerce & Industry to serve as a gateway to international markets in the days to come. This Centre has all the necessary facilities of a Display Centre, so that the visiting dignitaries may have a glimpse of the Sialkot made products in one place, the facility which would surely play a positive role in the promotion of exports.

The key development of this year pertaining to the subject project was the formation of the Management Committee for the SBCC under the ex-officio Chairmanship of President SCCI.

SIALKOT SPECIAL ECONOMIC ZONE

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. The project was brought into discussion during the tenure of my learned predecessor in 2018-19.

This year, we strived to take the process ahead which resulted in approval and announcement by the Honorable Chief Minister of Punjab, Sardar Usman Buzdar on January 25, 2020, in a meeting with the delegation of Sialkot Chamber of Commerce & Industry. I am pleased to share with you that the process of land identification and procurement was initiated this year and the task was given to Punjab Industrial Estate Development and Management Company (PIEDMC). Here, I would especially like to thank the role of Mr. Muhammad Usman Dar, Special Advisor to PM on Youth Affairs for his relentless efforts in line with our vision of having a Special Economic Zone in Sialkot.

SIALKOT MEDICAL CITY

Quality of health care is a key component of the right to health, and the route to equity and dignity for the public at large. Developing countries like Pakistan must deliver health services that meet quality criteria.

It is a sad fact that Sialkot, a city that has transformed itself into a model metropolitan with Industrial Revolution and Mega Infrastructure Projects lacks quality health care facilities where people feel safe and get quality treatment as per the International Standards. The irony of the matter is that the patients are asked to move to Lahore or Islamabad to get treatment and that too when matters have aggravated. We all know numerous cases where people have lost their lives just because they couldn't find even the basic of facilities in Sialkot. Presently, Health facilities that exist in Sialkot often struggle to provide the rapid emergency care needed to manage complications and care for patients. Common causes include inadequate or unhygienic infrastructure; lack of competent, motivated staff; lack of availability or poor quality of medicines; poor compliance to evidence-based clinical interventions and practices; and poor documentation and use of information.

Sialkot Medical City is a project conceived and initiated by the Sialkot Chamber of Commerce & Industry for building a state-of-the-art Hospital with all the vital amenities complying with International Standards of Health Care. Sialkot would now also be remembered for creating one of the best Hospitals Pakistan has to offer. The project was conceived in 2016 and formally launched on October 24, 2019, with a cost of PKR 7 (B) to be pooled from 250 Directors.

This year's key developments of the project include procurement of 50 acres of land out of planned 100 acres, and feasibility study of the project that would be presented by Shifa International Hospital by the end of this year.

KHUD KIFALAT ROZGAR TRUST

A model project that has been recognized and appreciated by all quarters is the "Khud Kifalat Rozgar Trust" formed in 2010, that has been successfully providing interest-free loans to the aspirants in pursuit of a decent income stream. The project is a milestone as a result of the determination of the business community of Sialkot that has been making waves across the country.

Since 2010, the project has disbursed a total amount of PKR 67,429,500 to a total of 1240 borrowers. I am pleased to mention that during my tenure, we successfully disbursed PKR 11,454,500 amount of loan 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.

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.

- Seminar on UK Business Visa Opportunity organized by Farani Taylor Solicitors held on October 08, 2019.
- Seminar on Significance of Family Owned Business organized by RTS Global Partner held on October 11, 2019.
- Seminar on Drawbacks of Claims by State Bank of Pakistan held on October 23, 2019.
- Seminar on "Mandatory Online Filing of Returns under E-Services Regime held on November 06, 2019.

- Seminar on Roadmap to “E-Commerce” held on November 11, 2019.
- Seminar organized by Sourcing of Magic Show /Reach Expo held on November 14, 2019.
- Seminar on DLT by State Bank of Pakistan held on November 15, 2019.
- Seminar on Islamic Banking and SME Finance Scheme by MCB Islamic Bank held on November 20, 2019.
- Seminar on EU-GSP Rules of Origin Certification under the REX System held on November 20, 2019.
- Awareness Session on “Refinance Schemes of State Bank of Pakistan for Women Entrepreneurs held on November 22, 2019.
- Seminar on “DTRE Scheme for Exporters” held on November 28, 2019.
- Seminar on Financing Facility for Renewable Energy and Presentation on PM Housing Projects held on December 10, 2019.
- Awareness Session on Foreign Exchange Operations and SBP online Portal by State Bank of Pakistan held on December 20, 2019.
- Seminar on “Business Website and E-Commerce held on December 28, 2019.
- Training Session on Communication & Public Speaking Skills held on January 01, 2020.
- Awareness Seminar on “Biodegradable Plastics-Environmental and Commercial Aspects held on January 08, 2020.
- Seminar on “Industrial and Workers Safety Guidelines” held on January 10, 2020.
- Awareness Session on USAID funded project “Small & Medium Enterprises Activity (SMEA) held on January 16, 2020.
- Awareness Seminar on Representative of Overseas Business Scheme by UK Government held on January 21, 2020.
- Seminar on Expansion of Business Outreach via E-Commerce held on January 28, 2020.
- Seminar by Habib Bank held on February 03, 2020.
- Seminar regarding online collection of FBR duties and taxes by State Bank held on February 06, 2020.
- Seminar regarding Trade-Based Money Laundering by Meezan Bank held on February 13, 2020.
- Seminar on “Lead Generation in Export” held on February 25, 2020.
- Orientation Session on “Entrepreneurship Development and Advisory Services” by (EDAS) held on March 05, 2020.
- Awareness Training Session on “Ease of Doing Business and Online Collection of Social Security Contribution” held on March 05, 2020.
- Seminar on “Resolution of Trade-Related Issues faced by Traders” by Bank-Islami Pakistan held on March 10, 2020.
- Session on “Development of a New GSP Scheme under BREXIT by TDAP held on March 11, 2020.
- Online session with SBP BSC Sialkot on SBP Refinance Schemes and Incentives in view of COVID-19 held on June 17, 2020.

FORMATION OF NEW DEPARTMENTAL COMMITTEES

The Chamber always strives to explore new avenues of working to facilitate its members and play its part in the socio-economic development of the city. It does so through a number of Departmental & Project Committees which work in their subject domains and pass on recommendations. This year, we formed the following new Committees besides other

- Departmental Committee on Beauty/Single Use Instruments
- Departmental Committee on SME/Training (Female)
- Departmental Committee on Religious & Cultural Affairs (Revived)
- Departmental Committee on Petroleum
- Departmental Committee on Travel & Tourism

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. Khurram Azim Khan

Chairman, Departmental Committee on Visa Letter/International Trade Disputes

Mr. Jalil Aslam

Chairman, Departmental Committee on Membership By-Laws/Trade Disputes (Labor & Local), Departmental Committee on Military Apparel/Military Uniform & Badges Industry, and Departmental Committee on Chamber Building/Mosque Maintenance/Repair

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. Zaheer Amir

Chairman, Departmental Committee on Post Office/Telecommunications

Sheikh Zohaib Rafique

Chairman, Departmental Committee on Industrial Safety and Risk Management

Mr. Tahir Majid Kapur

Chairman, Departmental Committee on Dry port/Airport

Mr. Muhammad Bilal

Chairman, Departmental Committee on Shipping/Railways/Transportation

Mr. Waqas Akram Awan

Chairman, Departmental Committee on Crime Watch & Traffic Management/Media

Mr. Omer Khalid

Chairman, Departmental Committee on Information Technology/Cyber Crime

Mr. Ayyaz Choudhary

Chairman, Departmental Committee on TMA

Mr. Amer Hamid Bhatti

Chairman, Departmental Committees on WAPDA, and Departmental Committee on Beauty/Single Use Instruments.

Mr. Ghafoor Butt

Chairman, Departmental Committee on Sui Gas

Mr. Zahid Hameed

Chairman, Departmental Committee on Garrison HQ/Cantonment Board Affairs

Mr. Qayyum Mehboob Rana

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

Mr. Naeem Akhtar

Chairman, Departmental Committee on Musical Instruments

Dr. Khurram Anwar Khawaja

Chairman, Departmental Committee on Education/Universities

Mr. Zahid Latif Malik

Chairman, Departmental Committee on City Package, and Project Committee on New Education Projects.

Dr. Maryam Nouman

Chairperson, Departmental Committee on Women Entrepreneurs

Mr. Malik Naseer Ahmed

Chairman, Departmental Committee on Accounts

Mr. Muhammad Umer Mir

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

Mr. Ikram ul Haq

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

Mr. Muhammad Sarwar

Chairman, Departmental Committee on Gloves Industry

Mr. Qaiser Baig

Chairman, Departmental Committees on Fair & Exhibition/Delegations

Mr. Hassan Ali Bhatti

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

Mr. Fazal Jilani

Departmental Committee on Research, Development.

Mr. Ahtesham Gillani

Chairman, Departmental Committee on Environmental Protection

Mr. Fizan Akbar

Chairman, Departmental Committee on SME/ Training (Male) Committee

Syeda Shabbina Gillani

Chairperson, Departmental Committee on SME/Training (Female) Committee

Mr. Raja Athar Dar

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. Muhammad Aslam Darr

Departmental Committee on Agriculture/ Live Stock & Dairy Development, Project Committee on Sialkot Business & Commerce Centre (SBCC) and Project Committee on Small Industrial Estates/EPZ/Small Industrial Cluster

Khawaja Masud Akhtar (SI)

Departmental Committee on Export Business Development & Foreign Investment Committee

Mr. Atif Raza

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

Dr. Javaid Deura

Chairman, Departmental Committee on Hospitals & Health Services

Mr. Muhammad Sarfraz Butt

Chairman Departmental Committee on CPEC/ Liaison with Govt. Offices

Mr. Ghulam Mustafa Chaudhry

Chairman, Departmental Committee on Textile & Apparel Industry

Syed Shahzada Ahmed Ibn e Iqbal

Chairman, Departmental Committee on Farogh e Iqbaliat

Mr. Khaliq Mehmood Mughal

Chairman, Departmental Committee on Engineering

Mr. Moshin Gull

Chairman, Departmental Committee on Religious & Cultural Affairs

Hafiz Shamas Hameed

Chairman, Departmental Committee on Petroleum

Rana Nadeem Ahmed

Chairman, Departmental Committee on Travel & Tourism

Mr. Hassan Ali Bhatti

Chairman, Project Committee on Sialkot Tannery Zone

Mr. Qaiser Iqbal Baryar

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

Mian Muhammad Riaz

Chairman Project Committee on Health Projects

This year has been like a roller coaster ride we started with many developments with full

support from the Government Quarters and yet we faced a huge fiasco in the shape of the COVID-19 pandemic which hampered progress on so many other projects. Yet we believed that as the most prominent Chamber of Pakistan, we would continue to serve our members whatever the circumstances may be.

We understand that the members of Sialkot Chamber have faced the direct impact of the Corona Virus due to several irritants like the closure of factories, cancellation of export orders, lack of funds to support and sustain payables but we made sure that Sialkot Chamber was there for its members to ease up their burden and to allow them to work most conveniently.

I may share with you that we have been working days and nights throughout the lockdown period with our team always in coordination with Local, Provincial & Federal Government. The Sialkot Chamber of Commerce & Industry has always served to protect its members with a rich history of 34 Presidents leading the way to many marvels we have together achieved. I as the 35th President of this esteemed organization tried my best to take the legacy further and contribute as much as I could to the continuous development of our industry. As your representative, I would like to assure you that Sialkot Chamber would continue its efforts with the same zeal and spirit to do whatever we can in favor of our members.

But all of what we have done so far in this year would not have been possible without the support of the Almighty, and prayers of my family, friends, and well-wishers. Here, I would like to thank our honorable business leader Mr. Riaz ud Din Sheikh who entrusted me and allowed me the opportunity to serve the business community of Sialkot.

I would also like to praise my colleagues Mr. Khurram Azim Khan, Senior Vice President, and Mr. Jalil Aslam, Vice President who along with the whole Executive Committee members and Chairpersons of all the Departmental & Project Committee, were there in all the thick and thins of this tenure

and motivated me to take some out of the box decisions in the best interest of our members. Our performance for the year 2020 also owes a great deal to the most abled Secretariat of this Chamber that is serving wholeheartedly under the leadership of Mr. Tariq Mahmood Malik, Secretary-General. I hope that this team of most polished minds would continue to serve the industry to the best of their capacities.

My special note of thanks and appreciation to the political leadership of Sialkot including Mr. Muhammad Usman Dar, SAPM for Youth Affairs and Chaudhry Muhammad Akhlaq, Provincial Minister for Special Education, for their relentless efforts in line with our vision to protect the industry of Sialkot. I would always remember the support of, Mr. Nasir Mehmood Bashir, Deputy Commissioner of Sialkot, Capt. (Retd.) Mustansar Feroz Awan, District Police

Officer of Sialkot, all the local government representatives and the media, in achieving our goals and objectives throughout this year.

And last but not the least, all of what we achieve in the corridors of this Chambers as Office Bearers is because of your support, our valued members. You are the sole reason for the existence of this trade body and we promise you that you will always be our number one priority.

I hope that these times would soon pass and the Industry of Sialkot would resume its economic activity with all its glory. Stay Safe and Stay Healthy!

Thanking you,

Muhammad Ashraf Malik

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 Ratarra
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



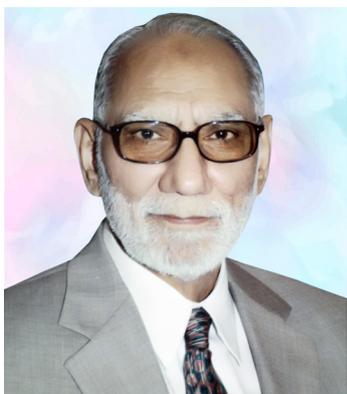
Sh. Abdul Waheed Sandal
2006-2007



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



Maj. (R) Mansoor Ahmed
2015-2016



Majid Raza Bhutta
2016-2017



Zahid Latif Malik
2017-2018



Khawaja Masud Akhtar (SI)
2018-2019

SENIOR VICE PRESIDENT'S MESSAGE

I fall short of words to describe the moments of bliss and satisfaction which I have experienced being the Senior Vice President of Sialkot Chamber of Commerce and Industry. I felt the sense of honor and privilege to serve in Pakistan's most dynamic and iconic Trade Body. Sialkot has a significant history of achieving the milestones through dedication, passion and commitment. The Industry of Sialkot distinguishes itself from other export-oriented industries as more than 90 percent of the exporters here in Sialkot are true Entrepreneurs and carry the legacy of their family owned businesses for decades.

Sialkot Chamber of Commerce and Industry being an apex trade body, continues to serve its over 13 thousand members with a vision to transforming the SME's based industry of Sialkot with E- skills, maximizing productivity and improving skillfulness. I, along with other office bearers have strived to maximize the possibilities of providing business friendly environment to the members and advocating for enforcing pro-business policies in Pakistan, enabling them to achieve excellence and impeccability.

Being the Senior Vice President of this Chamber, I worked vigorously to facilitate the industry with best possible efforts and represented this esteemed organization at all forums be it the Ministries, Diplomatic Missions, the Government Quarters or the Academic Institutes. During this tenure, I worked intensively to realize my mission of easing the environment for the business community for which I personally visited the Ministry of Foreign Affairs and multiple Embassies to increase avenues of Trade for the Business community and easing attestation process of Commercial documents.

The year 2020, came along with a challenge of COVID-19 Pandemic, where the businesses around the world including the export-oriented industry of Sialkot were adversely affected with prolonged

lockdowns and closure of Industries. Sialkot Chamber of Commerce and Industry, owing the responsibility, has made strenuous efforts that ensured resumption of Export-Oriented Industry under strict compliance to the SOPs and also to optimize the opportunities arising in the times of Corona-crisis. The Leadership of Sialkot Chamber of Commerce and Industry, remained committed to the vision of encouraging small business to flourish, even in the times of COVID-19 pandemic.

After the Almighty, I would like to thank my Fellow Office Bearers, Executive Committee, Chairmen Departmental committees and competent team of Sialkot Chamber of Commerce and Industry who put the faith in me and made everything possible with their dedication and collaboration. I am overwhelmed with the services I have rendered to the members of Sialkot Chamber of Commerce and Industry 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 conclusions 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. It's my strong belief that the forthcoming office bearers would keep the legacy going in the same spirit and motivation to advocate for promotion of exports of Pakistan.

This all has been made possible with the support of my Leadership, their trust in my abilities and giving encouragement to serve the business community of Sialkot.





Khurram Azim Khan
Senior Vice President

FORMER SENIOR VICE PRESIDENTS



Mian M. Riaz
1991-1992



Ehsan A. Karim
1992-1993



Ejaz UI Haq Mirza
1993-1994



Ijaz 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

FORMER SENIOR VICE PRESIDENTS



Ahsan Naeem
2004-2005



Faisal Mahmood
2005-2006



Zia Ullah Mirza
2007-2008



Dr. Sarfraz Bashir
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



Waqas Akram Awan
2018-2019

VICE PRESIDENT'S MESSAGE

Sialkot Chamber of Commerce and Industry has been consistently striving to ensure the provision of un-interrupted facilitation and enabling environment to explore the unleashed markets throughout the world, to its over 13 thousand active members. There are a series of productive and results-oriented sessions that took place in the year 2020, to enhance the efficiency, productivity, and capacity of the export-oriented setups in Sialkot.

Sialkot Chamber of Commerce and Industry has always emphasized on providing a level playing atmosphere to its members in terms of cultivating pro-business policies and environment. This has provided the acclaimed excellence to Sialkot Industry, as their supreme quality products are recommended by world-class players. The perfection and precision have been achieved through consistent Research and Development and adapting to Lean and Quality Control Management in the production lines of the Industry. Sialkot Chamber of Commerce and Industry remains the most dynamic Chamber of Commerce and Industry in Pakistan, because of the vision of its leaders, and their firm resolves to earn the recognition for the city it verily deserves. This motivation has led us to keep advancing to achieve collective growth and excellence.

It was a tremendous and overwhelming experience for me to be one of the Office Bearers of this remarkable organization. It was an absolute honor to serve in this remarkable organizations. I received true respect wherever I introduced myself as the Vice President of SCCI. It is all due to great achievements and immense work for the betterment of the business community. I took it as my responsibility and sense of commitment to discharge my duties as Vice President of the Sialkot Chamber of Commerce and Industry. Though this year has been tough and challenging as a pandemic has hit the world, led to the closure of Businesses with lockdowns. Sialkot Chamber of Commerce and Industry, standing at the front foot, has strived to plea the case of Sialkot Industry, in the Government Quarters that resulted in ease of lockdowns, announcements of relief packages, and opening of the export-oriented units and factories in Sialkot.

As Vice President, I have looked into the administrative matters and tried to serve the members of the Chamber with dignity and utmost priority. I tried my best to further orient a few key revolving decisions that would bring atomization, synergy, and transparency into the daily operations of this Institute. One of the key issues like Visa Refusals of our certain members from the German Embassy during ISPO 2020 Fair. I tried my level best to help out our members and Alhumdulillah, got a positive response. I believe that the development of the industry is based on the core i.e. Sialkot Chamber of Commerce and Industry the Trade Body, for which this organization has been remodeled into a modern corporate structure. I am thankful for my fellow office bearers, who stood beside me on my decisions and recommendations and assisted 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.

None of this would have been possible without a hardworking team, for which I recognize 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, I also strived for obligating to our Social Responsibility for society and needy people of Sialkot City. I am hopeful that the journey of this Social welfare will continue with the same spirit and compassion in the coming year by succeeding in office-bearers.

Being the Vice President of a unique Chamber, I have learned a lot from the designation which was given to me by our members, for which I am heartily grateful to them, after the Almighty. The sense of self-confidence which was given to me by my Group and its leadership has helped me throughout my tenure.



07. MR. WAHEED AHYAT	1981-1984
08. MR. W. SIDDIQ QURESHI	1984-1985
09. CH. MAHJUB MOHAMMAD AHYAT	1985-1986
10. MR. MUHAMMAD TAYYIB SHAFI	1987-1988
11. SHEKH MUHAMMAD YASIN	1988-1989
12. MR. ANWAR JAVED USMANI	1989-2000
13. RAJA W. ATHEER DAN	2000-2001
14. MR. W. ASHRAF HAKI	2001-2002
15. MAJ. (R) RAJESH KUMAR	2002-2003
16. MR. SHAFIQ UR REHMAN	2003-2004
17. SHEKH SAJJAD AHMED SYED	2004-2005
18. CH. RAZA MUNDI	2005-2006
19. MR. FAZAL JALIL	2007-2008
20. MR. FAYOZ MEER	2008-2009

Ch. M. Jalil Aslam
Vice President

FORMER VICE PRESIDENTS



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

FORMER VICE PRESIDENTS



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

FORMER VICE PRESIDENTS



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

FORMER VICE PRESIDENTS



Malik Naseer Ahmed
2014-2015



Syed Ahtasham Mazher
2015-2016



Mian Imran Akbar
2016-2017



Abid A. Khawaja
2017-2018



Amer Hamid Bhatti
2018-2019

H.E. MR. HARRI KAMARAINEN

Ambassador of Finland to Pakistan

October 07, 2019



H.E. Mr. Harri Kamarainen, Ambassador of Finland to Pakistan visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President SCCI welcomed distinguished guests & members of the Chamber and also elaborated the cordial relations of both the countries. He mentioned that Finland, the land of thousand lakes had evolved itself into a majorly industrialized country with largely a free-market economy. He also shared that growth & sustainability of Finland based on principles of social wellbeing of its citizens and adaptation of environment friendly practices. He said that Finland also had one of the best education systems in the world. He said that Pakistan had learnt a lot from a close friend

like Finland in EU by investing in clean energy, artificial intelligence & skill development of its youth. He thanked the Finnish Government for being an avid supporter of Pakistan in getting the GSP+ Status. He mentioned the trade volume between the two countries was around USD 170 (M) with balance of trade strongly in favor of Finland at USD 141.2 (M) . To increase bilateral trade, he suggested a few measures for expansion of trade between the two countries:

- Both countries should facilitate single country trade exhibitions & encourage frequent exchanges of trade delegations. In order to enhance private sector contact, he suggested

that long term visas should be issued to the businessmen. He also shared about the Business Visa Recommendation letters issued by SCCI to its members through a fool proof scrutiny system to help them visit foreign countries for promotion of businesses.

- The President said that Finland had also made strides in Technology & was one of the most innovative countries in the world; while Pakistan, that was still on the way to adopting latest tech, was enriched with highly skilled craftsmen & visionary businessmen.
- The President suggested



that investments & joint ventures in the value-added industries of Sialkot should be focused and promoted; Finnish Technology & Pakistani Craftsmanship jointly could do wonders in the International markets.

- In order to promote B2B Linkages, Memorandum of Understanding with prominent Finnish Chambers was also recommended, so that the two countries could collaborate & create linkages between members to strengthen commercial cooperation.
- Sialkot Chamber should also be linked with Finland Pakistan Business Council in Helsinki to explore avenues of cooperation & increased trade. To move further in this regard, it was recommended that Finland may establish its Embassy in Pakistan.

H.E. Mr. Harri Kamarainen, Ambassador of Finland to Pakistan thanked Mr. Muhammad Ashraf Malik, President SCCI and participants of the meeting for their hospitality. He appreciated the detailed documentary presented by SCCI and applauded the remarkable projects executed by the Sialkot's Business Community. He shared about Finland's Embassy

and Honorary Consulates in different cities of Pakistan, along with his dedication towards the betterment of both the countries. He added that Finland had 400 years of history of the richest and thickest forest resources in the world. He said that sustainable use of natural resources was the real secret of development & growing forestry in Finland. He informed that Finland mainly exported finished and value-added furniture and finished wooden products across the world. He assured that Finland would welcome any delegation coming from Punjab and Pakistan to have assistance in maintaining forest resources of Pakistan. He also shared that one of the growing industries of Finland was "Health Technology", producing three dimensional x-rays machines used in many developed countries around the world. He told that Finnish Government had regularized the law related

to education especially for women, which had shown the intent of Finnish Government for Women Empowerment. He also mentioned that there were more Women Ministers than men in Finland currently elected. Furthermore, he also told the ratio of Pakistani students in top Finnish Universities and expressed that Pakistani students were doing extraordinary work in research & innovation fields; due to which Finland became famous as one of the most innovative countries around the globe.

In response to a question, H.E. Mr. Harri Kamarainen, Ambassador of Finland to Pakistan said that Finland was also the part of Schengen Area and visa could only be applied or issued with all the Schengen Visa requirements. He added that issues might be created because Finland had no Embassy in Islamabad and mostly the Pakistani community applied the visa through Netherland Embassy. He also shared about the circumstances and economic crises the Finnish Economy had been facing through the last decade, due to which almost 10 Finnish Embassies in different countries had been closed. He further told that Finland became a stable and developed economy and the Finnish Government was working on reopening of its embassies.



DELEGATION OF STUDENTS FROM THE DEPARTMENT OF SOCIOLOGY

Forman Christian College, Lahore

October 12, 2019



A delegation of students from the Department of Sociology, Forman Christian College Lahore visited the Sialkot Chamber of Commerce & Industry. Mr. Khurram Azim Khan, Senior President of Sialkot Chamber and faculty members of the University for their Study Tour. He appreciated the University's working with the mission "to impart, create and disseminate knowledge and to develop informed, ethical and responsible citizens who are prepared and committed to learn, lead and serve; persons who exemplify the FCCU motto, "By love serve one another". He encouraged the students to work hard and learn more about the economy, economic/political issues, and different industrial sectors and trade potential of Pakistan. He also shared about the Sialkot's Industry, its industrial sectors,

trade potential and dynamics. He said that Sialkot was an export oriented city, exported 99% of its products to the international market and was working with many international brands (Adidas, Nike, Puma, Reebok, Fila etc.). Senior Vice President told that the city was contributing a huge amount of foreign exchange in overall earning of the country. He shared about the Social & welfare projects executed by the Sialkot Business Community under the umbrella of Sialkot Chamber of Commerce & Industry.

WRC Coordinator also elaborated about Women Resource Center (WRC) of Sialkot Chamber which was conceived to provide full support and assistance to the existing as well as upcoming Women Entrepreneurs. She explained about different projects done by WRC in last few years for

the growth & development of women business community especially for the capacity building of rural women entrepreneurs. She told about the project "Women Resource Center – Outreach Programme" for connecting the rural working women community with the urban community as well as with this esteemed Chamber. Delegation from FCCU thanked the Senior Vice President, Sialkot Chamber of Commerce & Industry for the special cooperation & coordination. They appreciated the Documentary and the detailed briefings of Senior Vice President and SCCI Secretariat on the dynamics and achievements of Sialkot's Industry as well as Women Business Community. They applauded the success and the commitment of Sialkot's Business Community with their City.

MR. NORMAN LAROCQUE

Principal Education Specialist, Asian Development Bank

October 14, 2019



Mr. Norman LaRocque, Principal Education Specialist/Asian Development Bank, along with his team, visited Sialkot Chamber of Commerce & Industry. Mr. Khurram Azim Khan, Senior Vice President SCCI welcomed the Honorable guests and members of this Chamber. He acknowledged the role of Asian Development Bank for having strong liaison with Government of Pakistan. He appreciated the initiative of Government of Punjab for promoting Technical and Vocational Training Programs for youth that would encourage the employment in industry. He said that developing skilled labor was vital for National development and TVET played important roles like training and providing career-oriented approach along with polishing skills of the workers of the industry. He also said that TVET also helped in providing skilled force enhancing the national industrialization process. He shared that it was encouraging to see Government getting

involved in reforms of the TVET sector, that was the need of the era and vital for the elevation of the exports. He further added that Government must also introduce practical assignment-based training to students for ensuring employability. Furthermore, he suggested that Industrial sector and TVET should grow side by side to bring innovations in industrialization.

Mr. Norman LaRocque Principal Education Specialist/Asian Development Bank thanked Senior Vice President SCCI for the welcome and said that 100 Million USD would be given to Government of Punjab for the reforms in Technical and Vocational Institutes (in Punjab). He said that Asian Development Bank was at the initial stage of the project and wanted to involve trade associations and Chambers to prepare a line of action for a way forward. He also mentioned that he, along with his team, visited TVET institutes in majority of the cities including

Sialkot and Faisalabad to have a picture of current situation and design what was needed. He said that the purpose of doing such exercise was to establish a direction, utilizing funds in proper manner and improve the performance of Technical Institutes. He also said that a joint collaboration of Asian Development Bank, Government of Punjab and Consultant would definitely help in reinstating the functioning of technical institutes, introducing new and demand-oriented programs. He shared that Asian Development Bank was an organization which was very strict with the contracts and the process implementation. He informed that Asian Development Bank wished to collaborate with Associations and Chambers of Commerce and Industry including Sialkot Chamber.

It was suggested that Sialkot's Industry needed proper labs for its survival, for which Government needed to intervene to incorporate upgraded instruments in the Labs along with Technology upgradation. It was also suggested that Asian Development Bank needed to know the gap analysis, the programs being offered in TVET institutes and what was the actual need of the industry. Suggestion was also made that Public-Private partnership should be encouraged and training be given on practical basis.

Visit of

28TH MID-CAREER MANAGEMENT COURSE

National Institute of Management, Islamabad

October 21, 2019



Training Officers of 28th mid-career management course from National Institute of Management Islamabad visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Jalil Aslam, Vice President SCCI welcomed the group of distinguished guests and all the participants of the meeting. He said that advanced courses and training in management were important for the trainees to move up to higher levels of responsibilities. He expressed hope that moving forward, the officers would put their best in the functioning of the Government Machinery and would serve for the betterment of the people and the Country. He said that Government must take all necessary measures for

improving law and order and security situation to ensure steady growth in private sector investment and to attract higher levels of foreign direct investment. He further shared the details about the history of Sialkot and export industry of Sialkot which were contributing to strengthen the economy of Pakistan. He also briefed about the active role of Sialkot Chamber of Commerce in completion of development projects on self-help basis.

The Head of the Delegation addressed the audience and thanked the 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. He also expressed his gratitude on behalf of National Institute of Management, Islamabad for giving them an opportunity for such a useful interaction.

In response to a question Mr. Muhammad Jalil Aslam shared that import and export with China would be enhanced with the establishment of CPEC. Moreover, cost of doing business would also be reduced. He said that Government's support was indispensable in term of formation of business-friendly policies to strengthen the economy. He expressed desire and hoped that Officers would contribute to the best of their efforts for the industrial growth.

MR. MUHAMMAD JAVED AFZAL, PROVINCIAL CHIEF (PUNJAB)

Small and Medium Enterprises Development Authority (SMEDA)

October 24, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed Mr. Muhammad Javed Afzal, Provincial Chief (Punjab), Small and Medium Enterprises Development Authority (SMEDA) and honorable members at Sialkot Chamber on October 24, 2019. After his brief introduction, the President emphasized to continue joint efforts for the development and promotion of SME Sector in the region because SMEDA was the authority mandated with the responsibility to spur growth of SMEs in Pakistan. He told that Sialkot was the hub of export oriented SMEs and emphasized that strategies for the growth & development of SMEs through product specialization and market diversification must be focused; to identify the scope

of local production of inputs for import substitution, to develop Agro-based industries to strengthen the economy, to provide viable business plans along with provision of loans to the youth and to promote knowledge-based industry for higher value addition of the products.

Mr. Muhammad Javed Afzal, Provincial Chief (Punjab), SMEDA, expressed heartfelt congratulations to the newly elected President. He referred to the mutual understanding and long association between SCCI and SMEDA spanning over years resulting in the execution of projects like Sialkot Business and Commerce Center and Sports Industries Development Center. He also mentioned to

the latest approved project of Product Development Center to be established adjacent to SIDC for utilization of composite technology in the sports goods industry. SMEDA was desirous to scale up the interventions in the new projects to generate income for broadening of operations in the best interest of economy. He informed that PC-1 of the proposal had been approved by the Government; whereby, SMEDA had been aiming to enhance activity and scope of its services through generation of revenue from its successful projects. During the discussion, he also introduced the services being rendered by SMEDA including facilitation centers for Prime Minister's Kamyab Jawan Program, to conduct awareness seminars in different Universities,

to provide advisory services on policy and regulatory matters to the Government on the basis of stakeholders' feedback, Formulation of Budget/Trade Policy proposals in the light of feedback of the Chambers of Commerce and Industry & Trade Associations and Development of Sector/Cluster Development strategies.

He informed that SMEDA had formulated SME policy in 2007, which had been reviewed after consultative sessions with the stakeholders and submitted to the Government for approval. He informed that consultative sessions required substantial funding but instead of seeking funds from the Government, SMEDA arranged financial resources from USAID. He informed that SMEDA had been working on 13 Sector Development Strategies in the recent past including Light Engineering and Leather Sectors that catered the requirements of Surgical and Leather sectors of Sialkot. He informed that potential of body implants and electro-surgical instruments in the category of product diversification had been identified in the surgical sector strategy. He remarked that Surgical Sector had shown

remarkable resilience in the ongoing economic crisis as its exports had not declined despite decline in other export sectors. He said that exports of Surgical Sector had the potential to reach new heights with adoption of new technology and innovation.

Mr. Muhammad Hanif Khan thanked the honorable guests and shared background of the project "Sialkot Business and Commerce Center"; that project had a great potential to uplift the export sector and emphasized to gear up its operations. He also told that land had been transferred to the Chamber under directives of the Chief Minister of the Punjab and it might not be feasible to get it transferred through a registered deed, and further discussed the matters related to land ownership. He said that the project had been executed by the SMEDA; and as a Government project, it should be exempted from the requirement of commercialization. Whereas, Dr. Muhammad Aslam Darr said that all the approvals were processed at Governmental level and private sector simply succumbed to the pressure of the Government Departments. He said that Sialkot Chamber had always considered SMEDA

as part of the Chamber, as SCCI had been accommodating office of Regional Business Center of SMEDA in Chamber's building since long time with all costs associated with it; Although, Sialkot Business and Commerce Center was an attractive addition to the city of Sialkot and emphasized to gear up its operations to earn revenue for self-sustainability. He proposed to devise a joint operational model that could help run the project successfully.

Mr. Muhammad Javed Afzal said that building of the project had been completed and next step was to move on to full-scale operations. He further shared that GBC was generating revenue both from exhibitions as well as from rental of premises for generating a continuous stream of revenue. After comprehensive discussion, important decision regarding the revision of cover letter of the Management Agreement and reconsideration of the clauses of the proposed Management Agreement; it was also decided that the model of Gujranwala Business Center (GBC) would be studied to devise a self-sustaining operational model for Sialkot Business and Commerce Center (SBCC).



SIALKOT SHIFA MEDICAL CITY

Sialkot Chamber of Commerce & Industry

October 25, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed all the participants on the Launching Ceremony of Sialkot Shifa Medical City on October 25, 2019 at Sialkot Chamber. He said that there was no well-equipped hospital available for proper treatment of different diseases in Sialkot. He shared his experience and highlighted the serious concerns regarding absence of medical facilities faced by the masses of the city. He gave an example that there was no such hospital or Lab in the city that could provide facility of angiography and other such treatments. He also stressed that Doctors were available in Government Hospitals but, there were no highly equipped operation theaters/laboratories for high-end surgeries etc. President SCCI stated that the Sialkot Chamber of Commerce & Industry always tried hard

to fulfill its Corporate Social Responsibility and shared that Business Community of Sialkot individually & jointly supported the already established medical trusts; but it was desirous for the Sialkot Chamber to play its role in education and health sector for the city. He informed that keeping in view the lack of Medical facilities available in the city, Sialkot Chamber of Commerce and Industry, with the support of Business Community, decided to establish a "State of the art" Hospital in Sialkot. He stated that Shifa International Hospital was one of the best Hospitals in Pakistan and was providing extra ordinary services to the patients in terms of diagnosis and treatment. President SCCI also acknowledged that Former Presidents who worked on planning of Hospital establishment in Sialkot and long series of meetings that

had been done to discuss and finalize the matters related to that project. He expressed his pleasure that the management of Shifa International Hospital had assured not only to establish a state-of-the-art Hospital in Sialkot on the pattern of Islamabad but had also started working for the said project.

President SCCI told that regarding the establishment of Hospital, a suggestion was also under consideration that the management of Shifa International Hospital should be included as partner of 20% in the project. He emphasized that the biggest benefit of this partnership would be in shape of engaging specialist Doctors in their particular fields and qualified staff, also in the purchase of the relevant machinery for the Hospital. He hoped that like previous projects of Sialkot, business Community



would also play its pivotal role in the completion of said project, so that a long-awaited requirement of the City could be fulfilled.

Mr. Majid Raza Bhutta welcomed the members and thanked the President SCCI. He emphasized that establishment of a new and State of the art Hospital was need of the hour and also a business opportunity for the business community of Sialkot. He shared a brief history of the project including the details of meetings with the Management of Shifa International Hospital (SIH) and sharing of the Project's Idea with Mr. Manzoor H. Qazi, Chief Executive Officer SIH. He also told about signing of Memorandum of Understanding between SCCI and SIH on September 16, 2017. Mr. Bhutta further shared that the expression of Interest and hiring of Consultancy Firms for preparing a comprehensive Financial Model/Feasibility study for Sialkot Shifa International Medical City was given on April 10, 2018. He also told about the proposal presented by Shifa International Hospital, Islamabad and shared the financials included in it.

He shared that value of the share for directorship would be PKR 20 (M) which would be paid in the time span of 3 years in 12 installments and

the amount of 1st installment would be PKR 2.0 (M). He elaborated that after the formal consent of Investors, letters of Promoters would be issued then a Committee comprising of 10-15 members would be formed, then formation of the Company under SECP, and in the first AGM, Board would be formed.

Mian Muhammad Riaz said that need of the Hospital was identified long time ago but no one had taken the initiative. He shared that he prepared the Expression of Interest regarding the Hospital to be published in the newspaper and then it came to his knowledge that the Chamber had already taken the first step to establish a state-of-the-art Hospital in Sialkot. He said that Sialkot's Business Community had a history of completion of successful projects with positive

intentions. He said that Business Community of Sialkot had decided to establish a Hospital in Sialkot for easy access of the people as compared to Lahore or Islamabad. Mr. Muhammad Hanif Khan appreciated the enthusiasm of Mr. Majid Raza Bhutta and Mian Muhammad Riaz. He said that some positive points like Nursing College must be addressed earlier and shared his point of view regarding different matters related to the future of this project.

Engineer Imran Ashraf, Ch. Raza Munir, Mr. Khawar Anwar Khawaja, Mr. Naseer Ahmed Malik, Mr. Adnan Arshad Sethi, Mian Naeem Javaid, Mr. Ghulam Mustafa Chaudhry and other members appreciated this project, thanked Mr. Majid Raza Bhutta for conceiving the Idea and courage to take the initiative for the city. In the end, Mian Muhammad Riaz, called for the commitment/Consent of the participants for the said project and presented a list of the people who had shared their consent for directorship along with their detail.

Mr. Muhammad Ashraf Malik, President SCCI thanked all the participants of the meeting and expressed their confidence on the Hospital Project Launched by this Chamber.



A DELEGATION FROM PORTUGAL

To Sialkot Chamber of Commerce & Industry

October 28, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed the dignitaries from Portugal to the Sialkot Chamber of Commerce & Industry on October 28, 2019. He said that Sialkot's Industry was a "Multi-Commodity Industry" and majority of the exporters were willing to export to the markets which were untapped and had opportunities for Sialkot made products. He said that Sialkot Chamber would anticipate signing MOU with the Chambers of Commerce and Industry and other recognized Trade Bodies in Portugal.

Dr. Surriya Manzoor, Liaison Officer, Bahauddin Zakariya University Multan gave her introduction and said that her office was also acting as language translator to multiple organizations. During her stay in Portugal while having higher studies; she told that she had a chance of meeting many investors who were willing to

invest in Pakistan. She said that the Entrepreneurial spirit of Sialkot city had attracted the delegation to visit Sialkot Chamber of Commerce and Industry.

Dr. Manuel António da Cunha Bellem de Sousa thanked the President SCCI and presented the important points to the house. He shared that BEST PROFILE was a B2B company that operates in Portugal, the PALOP's and Azerbaijan. He said that its core business was the provision of Business Development and Outsourcing services through a set of effective and innovative solutions that ensure the achievement of its partner's objectives, thereby increasing their business and financial performance). He also shared that Best Profile had Business Trading Partners in several countries: Morocco, Libya, Mauritania, Turkey, South

Africa, CPLP, EU and Azerbaijan. Discussing on the model of his company, he said that the vast experience and maturity of its employees and external consultants and the know-how accumulated in the 15 years it has been developing multiple projects in various segments. Moreover, he told about the Recent Projects executed including Training programs for various sales teams, Development of a Continued Specific Training Program for the Generic team of Bluepharma Genéricos, Organizational Development "Husse" Pet Food, and Acquisition of "Materodente" etc.

The meeting was concluded with vote of thanks with a notion to continue the cooperation between Pakistan and Portugal and jointly work to increase bilateral trade.

28TH MID-CAREER MANAGEMENT COURSE

National Institute of Management, Lahore

October 29, 2019



Mr. Muhammad Ashraf Malik, President Sialkot Chamber welcomed a group of 28th Mid-Career Management Course from National Institute of Management, Lahore at SCCI on October 29, 2019. He said that the advance courses & trainings in management were important for the trainees to move up to higher levels of responsibilities. He expressed hope that moving forward the officers would put their best in the functioning of the Government Machinery and would serve for the betterment of the people and the Country. The President stressed that the Government must take all necessary measures for improving law and order and security situation to ensure steady growth in private sector investment and to attract higher levels of foreign direct investment. He shared the details about the history of Sialkot and export sectors of Sialkot which were contributing to strengthen the economy of Pakistan. He also briefed about the active role of Sialkot Chamber of Commerce in

completing development projects on self-help basis.

Head of Delegation thanked the President SCCI for his warm welcome at Sialkot Chamber and appreciated the dynamics of Sialkot & role played by the business community. He said that industrialists of Sialkot were pride of Pakistan because of their remarkable contribution to the Country's economy. In the meeting, delegates discussed about different aspects of trade/ exports, ease of doing business, policy framework for business community by the government, factors affecting the growth & development of businesses/ trade & industry of the country etc.

Mian Muhammad Khalil welcomed the delegation and elaborated that the manufacturers of Sialkot had also initiated many like Dry Port, Airport, and AIRSIAL on self-help basis as a duty and to facilitate the masses of the city. He expressed that the Almighty had selected them for responsible

positions hence; all officers should facilitate the people and serve the country with their best possible efforts. He expressed his hope that the Officers would contribute to the betterment of Industry and ultimate progress of the Country. Whereas, Mr. Muhammad Ashraf Malik, Mr. Qaiser Baryar, Mr. Khurram Aslam Butt, Mr. Asim Shafique Sulehria, Mr. Ayoub Khan, and other members participated in the discussion with delegates to provide them with sufficient information about the city and its industrial sectors. It was discussed that Government provided facilities to the foreign businessmen, whereas similar benefits should also be provided to the local industry/businesses for their progress in local as well as in international market.

Moreover, it was emphasized that all officers should provide input for betterment of economy, trade and country in their concerned departments where they would be appointed. They told that 99% of Sialkot made products were exported to other countries hence Government should declare Sialkot's Special Economic Zone as a special case. They also discussed some of the trade barriers faced by the industry that should be resolved by the government on priority basis. It was also suggested that training of officers on ethics and courtesy was imperative.

MR. SHAHID KHAN AFRIDI, LEGENDARY CRICKETER OF PAKISTAN

October 30, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed Mr. Shahid Khan Afridi, legendary Cricketer of Pakistan and his team of the Shahid Afridi Foundation (SAF) at Sialkot Chamber of Commerce & Industry on October 30, 2019. President SCCI appreciated his exceptional achievements in Cricket and his remarkable efforts in the welfare services with the aim to transform the lives of marginalized community through providing education and other basic facilities to them. Applauding the vision of Mr. Shahid Khan Afridi, the President Chamber briefed about the development projects under the umbrella of Sialkot Chamber executed on self-help basis. He also told that

Sialkot Chamber had established Child and Social Development Organization (CSDO) under which various schools had been established in different locations of the city with the objective to provide free of cost education to deserving students. President SCCI assured the fullest cooperation and requested to members for contribution for this noble cause.

Mr. Zeeshan Afzal, Global CEO of Shahid Afridi Foundation thanked for the warm welcome from SCCI and explained about the mission & vision of Shahid Afridi Foundation (SAF). He said that the visit to Sialkot & this esteemed Chamber was the part of "Road to Education - 11 Days Tour" by the team of SAF to

raise awareness about SAF and funds raising. He told about the vision of Mr. Shahid Khan Afridi to provide quality education to the deserving children and to help them in accomplishing their dreams. He briefed that SAF was started in March 2014 by Mr. Shahid Khan Afridi and it was working globally irrespective of caste and creed with the aim to improve the conditions of the most destitute communities. "Under this Foundation, a state of the art hospital is also established for deserving people and almost 1 lac patients has been treated free of cost in that hospital", he added. He further shared that the second hospital was being established with the collaboration of ENGRO Corporation. He also shared



the facts & figures e.g. 1 lac children of vulnerable families were getting education in SAF Schools. Moreover, uniform, shoes, books etc. were also provided to them free of cost. He said that 14 schools would be established in 2020 in different areas including Azad Kashmir. He told that Sialkot was the last destination of the tour and expressed hope that people of Sialkot would contribute for SAF with open heart. He requested the participants of the meeting to take part in the journey which was solely dedicated to "Taleem ho ge Aam Har Beti k Naam". He informed that total expense of one school (with 200 numbers of students) was approx. 6 Billion and 250 strength was 7.5 Billion per

annum. He also added that an average education expense of one child was 30,000 annually.

Mr. Shahid Khan Afridi expressed his gratitude to SCCI members for their precious time to attend the meeting. He told about his foundation and explained that SAF had been successfully working in building hospitals, developing schools network and initiating water projects across Pakistan. "We are committed to serve the people of Pakistan in order to transform the lives of the poor communities through our humanitarian aid and provide hope for a better future because together we had HOPE NOT OUT for humanity" he stated. He appreciated the achievements of Sialkot and said that Sialkot

had a rich history of its social & welfare projects, supporting such initiatives and always stood with nation in every difficulty and disaster. He also encouraged the business community of Sialkot to cooperate with SAF; so that, the foundation could serve its noble cause to strengthen daughters of the soil with the jewel of education.

Mr. Qaiser Iqbal Baryar, Chairman Project Committee on New Welfare Projects of SCCI announced that one School of SAF would be adopted by Sialkot Chamber in which 1 million would be donated by him. Moreover, SCCI Members announced their donations for the school of SAF.



Visit of

A DELEGATION FROM SHAHID JAVED BURKI INSTITUTE OF PUBLIC POLICY

November 05, 2019



Mr. Khurram Azim Khan, Senior Vice President welcomed the dignitaries to Sialkot Chamber of Commerce and Industry on November 05, 2019 and acknowledged their support for upbringing the future of the industry located within and outskirts of Sialkot, Sambrial and Daska. He mentioned that the Punjab Urban Unit had appointed Shahid Burki Institute of Public Policy on a project that was to create feasibility of Sialkot, Sambrial and Daska Industrial Corridor. The project would focus on upgrading the efficiency of the region including development of the industrial clusters, infrastructure development, creating connectivity, up gradation of technical institutes,

that would help in boosting the exports of the region. The Punjab Urban Unit had given Shahid Bharki Institute of Public Policy to upgrade the industrial corridor that was one of the 20 Industrial Corridors in Punjab. Senior Vice President invited Mr. Shahid Bharki to share the salient features of the Industrial Corridor Development Plan Sialkot, Sambrial and Daska.

Mr. Shahid Bharki, Chairman Shahid Bharki Institute of Public Policy thanked the Senior Vice President Mr. Khurram Azim Khan for warm welcome and giving an opportunity to share the thoughts with participants of the meeting. He said that he had an association with Sialkot since longtime, and acknowledged the

achievements of the Industry of Sialkot including projects like Dry port Trust, Sialkot International Airport, AIRSIAL etc. He said that he had a chance of visiting state of the art factories of Sialkot Industry and was delighted to see the quality of products being produced in such factories based in Sialkot. "Sialkot's Industry has the chance to upgrade the capacity, to do more and perform beyond the capacity" he added. He suggested for that model of China's industrialization should be studied and followed to increase country's overall economic growth & exports. He further said that Pakistan had the capacity to excel in the Exports-Oriented Industry.

Mr. Shahid Najam, Vice



Chairman Shahid Bharki Institute of Public Policy thanked all for their participation. He said that he had a chance of visiting Sialkot, after 30 years and added that he acknowledged the entrepreneurial spirit of the city. Being an export-oriented and a city of innovative SME's, he said that Sialkot performed very well in the ultimate economic growth. He said that although, international media had spread negative perception about Pakistan, the country still possessed tangible aspects to grow more on global level. He

mentioned that Pakistan needed to do more to match the pace of the world and that Development of Industrial Corridor would enhance the capacity of the Sialkot, Sambrial and Daska. Mr. Azhar Ul Haq elaborated the salient features of Development of Industrial Corridor Sialkot, Sambrial and Daska e.g. Industrial Corridor, Project's Salient Features, Dimensions Studied, Geographical Location and Boundaries (Zoning Map, Land use Distribution in the IC, Settlements in the Corridor, Settlements to be Upgraded),

Conceptual Framework – Urban System Approach, Endowed Facilities – Situation Analysis, Areas of Deficit - Gaps Analysis, Complementary Fundamentals and Stakeholder Input.

The session was concluded on a note of thanks to the team from The Punjab Urban Unit and Shahid Bharki Institute of Public Policy for the project specifically planned for Industrial corridor of Sialkot, Sambrial and Daska.



MR. AHMED SUJAH KIDWAI, CEO

Al-Baraka Bank Pakistan Ltd.

November 06, 2019



Mr. Khurram Azim Khan, Senior Vice President SCCI welcomed Mr. Ahmed Sujah Kidwai CEO Al-Baraka Bank Pakistan Ltd, to Sialkot Chamber of Commerce and Industry on November 06, 2019. He said that Honorable CEO had been appointed on multiple designations and had served several departments in Pakistan and abroad. He said that the visit of Mr. Ahmed Sujah Kidwai would bring further betterment in the banking relations of the participants of the session and would also help understanding the issues of exporters of Sialkot Industry while dealing with the Banks and proposing solutions. He further added that Sialkot's Industry had been growing rapidly with annual exports of USD 2.2 Billion and out of which USD 71 Million of transactions were expected through Al-Baraka Bank Pakistan Ltd. He further invited the Honorable CEO Al-Baraka Bank to say a few words with the participants of the session.

Mr. Ahmed Sujah Kidwai CEO, AL-Baraka Bank Pakistan Ltd. thanked Senior Vice President for the warm welcome and said that he had the honor to express about the services of Al Baraka Bank Pakistan Ltd to the exporters of Pakistan. He said that he was delighted to know the fact that majority of the exports transaction were done through Al-Baraka Bank Pakistan Ltd. and expressed that he was sure that the session would overcome the issues of the clients/participants that were interested to start banking with Al-Baraka Bank Pakistan Ltd. He expressed his affiliation with the City because of Dr. Allama Iqbal and also said that Sialkot was the pride of Pakistan due to the name of the city in country's exports & CSR projects. He praised the self-financed projects like Dry port, Sialkot International Airport, Sialkot Tannery Zone and AIRSIAL and Shifa Sialkot Medical City by the dedicated business community of Sialkot.

He told that Al-Baraka Bank was established by Al-Baraka Group in 1978, with the vision of endorsing Islamic Banking. He said that unlike conventional banks, Al-Baraka group had not stopped the Banking subsidiary even the group was in a big loss. He added that the bank would continue to serve the clients with spirit of Islamic Banking.

Dr. Maryam Nouman, Chairperson WRC welcomed the CEO AL-Baraka bank Pakistan Ltd. to Sialkot and SCCI. She said that unlike other Chambers of Pakistan, SCCI was a strong advocate of Women Entrepreneurship with more than 200 registered female members. She added that she, as representative of Women Entrepreneurs was expecting some initiatives by Al Baraka Bank for the support of businesswomen of Sialkot. CEO Al-Baraka Bank assured to provide maximum facilitation to the women entrepreneurs of Sialkot.

Dr. Muhammad Aslam Darr appreciated CEO Al-Baraka Bank for visiting the Sialkot Chamber. He stated that SCCI, as a trade body of over 13 thousand active members was eager to make banking easy for the exporters because majority of the exporters had difficulty to understand complex banking terms and procedures. He said that the bank should also introduce a soft loan strategy for SME and new exporters.

Visit of

MR. MOHSAN RAZA, CHIEF EXECUTIVE OFFICER

GEPSCO

November 07, 2019



Mr. Khurram Azim Khan, Senior Vice President Sialkot Chamber of Commerce and Industry warmly welcomed the Honorable guests Mr. Mohsin Raza, Chief Executive Officer GEPSCO, Gujranwala and Haji Muhammad Ashraf, Superintendent Engineer GEPSCO, Sialkot on November 07, 2019. The Senior Vice President SCCI briefed the C.E.O GEPSCO Gujranwala about the dynamics of Sialkot and its Business Community, Industrial Sectors and the total export volume of US\$ 2.2B annually. He briefed them about the active role of Sialkot Chamber of Commerce & industry in completing different development projects under self-help basis, like Sialkot Dry port Trust, City Package Programme, Sialkot International Airport,

Sialkot Export Processing Zone, Sialkot Tannery Zone, Child labor elimination programme, Sialkot Business & Commerce Centre etc.

Senior Vice President SCCI highlighted that in some of the residential areas, the electricity lines were not in compliance with the safety standards, whereas in some areas, electricity lines were old and may cause serious damage. He stressed that special attention should be given to the said problem and the distribution lines should be standardized. He emphasized to issue electricity connections in minimum working days and replacing the damaged transformers in order to improve the electricity system with collaboration of

the department. It was also suggested that overloading cases should be regularized and extended load should be permitted to the industrialists instead of penalizing them. He also appreciated the services and sincere efforts of the local Superintendent Engineering, WAPDA and his staff to address the problems and to provide the consumers in Sialkot with trouble free and uninterrupted supply of electricity. He also stressed that the concerns of SCCI members should be resolved on priority basis

Mr. Mohsin Raza, Chief Executive Officer, GEPSCO, Gujranwala thanked the Senior Vice President for his warm welcome and told about the working of current overnment



with the vision to give maximum facilitation to industry for enhancement in overall export turnover. He assured for the uninterrupted supply to the Sialkot's industrial dominated feeders to facilitate the industry. He also instructed the S.E GEPCO to make survey for analyzing the load on industrial dominated feeders to ensure interruptible supply of electricity on all industrial feeders. He also said that GEPCO would upgrade and rehabilitate the distribution lines at their own expenses; to ensure the compliance of safety standard. He said that GEPCO would shift all old lines which were routed from the residential buildings at their own expenses. He also assured his fullest cooperation in resolving the matters related to repairing or replacing the transformers

and the concerns/issues of SCCI members. Regarding Tannery Zone, he informed that on revival of route, GEPCO would facilitate the Tannery Zone on reducing their Demand Notice from 12 million to 7 million.

Mian Pervaiz Akhtar, Mr. Ayyaz Chaudhary, Sheikh Zahid Hameed, Mr. Atif raza, Mr. Umair Mir, Mr. Qaiser Baig, Mr. Bilal Dar, Mr. Ansar Aziz Puri, and other members participated in the discussion and shared issues regarding different matters & areas. Mr. Amer Hamid Bhatti, Chairman SCCI Departmental Committee on WAPDA thanked the Chief GEPCO for always honoring his submissions related to SCCI Members. He shared the valuable suggestions with the guest for improvements & developments.

Whereas, Mr. Mohsin Raza informed that Ministry of Energy had decided to give relief to all industrial consumers i-e B-I, B-II, B-III by charging electricity on flat rate of Rs: 11.97 / kwh during November 2019 to February 2020 in case of consuming excessive electricity as compared to corresponding month of 2018. Moreover, he also clarified that in this regard, consumption of electricity during the peak hours would also be charged on above said flat rate. He once again thanked Mr. Khurram Azim Khan for his warm welcome and assured that he would always remain available to hear and redress the issues/ complaints of the members of Sialkot Chamber on priority basis.



DR. FAREED IQBAL QURESHI, CHIEF COLLECTOR (APPRAISEMENT)-CENTRAL

Federal Board of Revenue

November 08, 2019



Mr. Muhammad Ashraf Malik welcomed Dr. Fareed Iqbal Qureshi, Chief Collector (Appraisal) Central, Federal Board of Revenue, Mr. Asif Abbas Khan, Collector of Customs, Model Customs Collectorate Sialkot and SCCI members on November 8, 2019 at Sialkot Chamber. After brief introduction of the City and industrial sectors of Sialkot, he highlighted problems/concerns faced by the exporters due to delay in payment of duty drawback claims. He requested to share the statistics of pending duty drawback claims of Sialkot.

Mr. Asif Abbas Khan, Collector of Customs, Model Customs Collectorate Sialkot, informed about the pendency of Duty Drawback Claims of Sialkot for the last year. He further informed that Duty Drawback

Claims filed under WeBOC system had been cleared until July 2019, whereas, cases of One Custom had been cleared until July 2018. He informed that only Rs.300 million worth of cases filed through One-Custom had been pending with the Department, whereas the remaining pendency was of cases filed through WeBOC system after July 2019. He encouraged the members to avail DTRE scheme for facilitation in temporary import of raw materials and inputs.

Dr. Fareed Iqbal Qureshi, Chief Collector (Appraisal) Central, thanked the President and the members for a warm welcome and had a formal discussion with the members on matters of mutual interest. He expressed concern on weak off take of DTRE in Sialkot and

enquired about the bottlenecks in availing the scheme. He informed that even the concept of Indirect Exporter had been acknowledged under DTRE scheme and apparently, there had been no difficulty in availing the scheme. He apprised that maintenance of record had been simplified through online monitoring system and no Custom Officer was authorized to visit the business premises to conduct audit except only in very few special cases. He said that there was a need to hold a Seminar on DTRE Scheme for awareness of the business community. He proposed to invite the stakeholders and hold a consultative session to identify problems and hurdles faced by the exporters and work out its solution.

Ch. Ahmed Zulfqar Hayat, Mr. Zahid Latif Malik, and other members also participated in the discussion with the guests. It was discussed that DTRE was a relatively complex temporary importation scheme and SMEs generally avoided the scheme due to stringent requirements of maintenance of record and conduct of multiple audits; it was further highlighted the confusion created in the previous budget, whereby Withholding Income Tax had been enhanced from 1% to 3%, Additional Tax implemented at 3% and then Sales Tax on Goods imported into Bond. It was proposed that Sales Tax matters of exporters especially refunds should be dealt with by the Customs Department as they had been better acquainted with the sales tax matters of the exporters. Objections on the pending Duty Drawback Claims were also being shared with the guests. Whereas, Mr. Khurram Azim Khan, Senior Vice President highlighted the problems faced by the members in getting WeBOC registration. He requested to simplify the procedure and extend facilitation for easy registration in WeBOC system.

Dr. Fareed Iqbal Qureshi responded them and said that

the most critical issue of the exporters had been blockage of their liquidity in Sales Tax refunds resulting in cash flow problems for the businesses. He endorsed the proposal that export related sales tax refunds might be processed through the exporting Custom station as it would be convenient for Custom Authorities to verify exports and issue sales tax refunds expeditiously. He further said that it might not be possible to link WeBOC with an external mail server to communicate emails to the users due to stringent policies to safeguard system against hacking attacks. He however said that changes could be introduced in the system in a way that the system alert messages would stay there until they would be clicked by the user.

Dr. Fareed Iqbal Qureshi responded that registration in WeBOC system should be under strict scrutiny of the Custom Department to ensure proper profiling of the WeBOC users and to counter any fraudulent activity. He said that main reason of withdrawal of zero-rating had been the fact that systems were unable to distinguish between the genuine exporter and a non-exporter and there was

no mechanism intact to stop sale of imported inputs to the local markets. He said that SRO 1125 had become the most complicated piece of legislation with multiple rates and multiple conditions, which were a nightmare for the regulatory body to enforce. He said that any concession for the export business should be associated with a certain minimum level of export performance and the facility should be withdrawn if the export performance declined below the prescribed minimum threshold.

After due deliberation, it was decided that; A letter would be addressed to Dr. Fareed Iqbal Qureshi, Chief Collector (Appraisal) Central, to take up the matter with the Directorate General of Customs Reforms and Automation to introduce proposed changes in the WeBOC system to prolong availability of the Flash Message until it would be clicked / viewed by the exporter; and an Awareness Seminars would be organized by the Customs Department on DTRE and Web Based One Custom (WeBOC) System for awareness of the members.



DELEGATION OF JUNIOR FOREIGN TRAINEE DIPLOMATS FROM 14 DIFFERENT COUNTRIES

Foreign Service Academy, Lahore

November 11, 2019



A delegation of Junior Foreign Trainee Diplomats visited the Sialkot Chamber of Commerce & Industry on November 11, 2019. Mr. Muhammad Ashraf Malik, President Sialkot Chamber welcomed the junior foreign trainee diplomats from 14 different countries at SCCI. He encouraged the Diplomats and hoped that their visit would surely help to open new avenues of economic and trade cooperation with their countries. Pakistan had always been keen to develop strong bilateral relations with all the countries, and he expressed hope that guests would play role in further strengthening the business/economic linkages for enhancing trade because there was huge scope of joint ventures and business cooperation with other countries. President SCCI told that that despite having immense prospects of growth, the trade volume was low and needed the immediate attention of respective policy makers from each country.

President SCCI also elaborated about the Sialkot Chamber of Commerce & Industry as a representative body of the private sector of Sialkot greatly contributing to the economic development of the country by earning foreign exchange of US \$ 2.2 Billion annually. He also briefed about active & social role of the Sialkot Chamber of Commerce in completing development projects on self-help basis and also introduced new project of AIRSIAL aimed to providing quality air travel services to the people. He suggested that active engagements of the Chambers of Commerce of different countries to exchange information and trade delegations would be helpful in promoting bilateral trade and other business opportunities. He expressed hope that Diplomats would promote better understanding between business communities for developing economic relations with their respective countries.

Ms. Faiza Saleem from Foreign Service Academy also thanked the President SCCI for warm welcome & hospitality by the Sialkot Chamber of Commerce & Industry. She said that young diplomats would share the success story of Sialkot and potential of its industry in their respective countries after taking their charge. Whereas, all the foreign diplomats shared their introduction and discussed different points related to Pakistan, Sialkot City, Industrial sector and trade with the members of SCCI.

Diplomats discussed about the market of aromatic rice in Mauritius, sourcing of raw-material for leather industry, range of instruments manufactured in surgical industry of Sialkot along with the price list, opportunities to invest in Nigeria in their Special Economic Zone. They also appreciated the role of Sialkot Chamber of Commerce & Industry to address the issue of child labor amicably and other concerns related to their industrial sectors. Members of Chamber also took part in the discussion and provided the details of products manufactured in Sialkot industry, export markets, sourcing of raw-material from different countries, potential markets, and some suggestions for further strengthening the bilateral relations.

MR. YURY M. KOZLOV

Trade Officer of the Russian Federation

November 21, 2019



Mr. Yury M. Kozlov, Trade Officer of the Russian Federation visited the SCCI on November 21, 2019. He thanked President SCCI for the welcome extended and said that he was a frequent visitor to the Sialkot Chamber of Commerce and Industry. He shared his experience of previous interaction with the management of SCCI and how he had facilitated the members of SCCI in resolving their trade related issues. He also mentioned that there were 57 Trade Representatives of Russian Federation around the world which were dealing with trade related issues and promotion of bilateral Trade. He told about the share of trade between Pakistan and Russia was very low and was not encouraging enough. He also mentioned that Russia was exporting Metals, oil products and recently had supplied Helicopters to Pakistan, Similarly, Pakistan was exporting Rice, Cotton and others to Russia, he added. He also presented the minutes of Fifth session of the Russia-Pakistan Inter-Governmental Commission on Trade, Economic, Scientific

and Technical Cooperation and also extended an invitation of Sixth session to President Sialkot Chamber of Commerce and Industry.

Mr. Muhammad Ashraf Malik, President SCCI said that the members of Sialkot Chamber of Commerce and Industry were facing problems while carrying samples due to restrictions imposed by the Customs Authorities of Russia. The President Chamber mentioned that the absence of proper banking channels between the two countries was a major irritant in trade as a lot of businesses were facing troubles in processing of payments. He further added that tariffs on products of Sialkot's Industry were very high and the Chambers of Commerce and Industry including other trade associations were charging high fees for business to business meetings with local importers of Russian markets. He added that Russian investors should also invest into the industry of Sialkot and in Special Economic Zones. He also proposed that

a business Association of Pakistan's Business Diaspora should also be established in Russia that would help in resolving Visa related issues and arranging business meetings to promote bilateral relations. He also added that a heavy amount was being charged for issuing Invitation letters for visas, which could also be managed by the Pakistan Business Association. He also insisted that Industry of Sialkot was also very keen to do joint ventures with Russian counterparts.

Mr. Shahid, CEO Ru-Pa Trading Company said that Sialkot Chamber of Commerce and Industry should discuss the issues in Sixth session of the Russia-Pakistan Inter-Governmental Commission on Trade, Economic, Scientific and Technical Cooperation, wherein concerned departments would be called upon and would help in addressing the issues related to Visa, High Tariff and exorbitant charges for issuing invitation letters. Mr. Shahid also said that he being a major trade partner with Russian authorities would help in issuance of Invitation Letter and executing trade delegation of Russia, in coming future.

The Meeting was concluded with the vote of thanks to Mr. Yury M. Kozlov, Trade Representative and it was agreed that Trade Representative would help in resolving the issues related to the business community of Sialkot including visa and arranging business to business meetings particularly for a trade delegation to Russia.

PROF. DR. NOOR MUHAMMAD BUTT

Chairman, Preston Institute of Nano Science & Technology (PINSAT)

November 23, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed Prof. Dr. Noor Muhammad Butt at Sialkot Chamber of Commerce & Industry on November 23, 2019. He said that he had met Dr. Noor Muhammad Butt in Islamabad at Iqbal Day, where he invited him to visit Sialkot Chamber and share the importance of Nano-Technology with members of Sialkot Chamber. He extended his gratitude for sparing time for the visit to the Chamber. He said that Prof Dr. Noor Muhammad Butt was a bright student during his study in Sialkot, in Lahore and abroad. He further mentioned that the gentleman had also given multiple lectures and demonstration in many

universities and had the honor to speak on Nano Technology on different forums. He further said that Prof. Dr. Noor Muhammad Butt had written plenty of research papers on Nano technology as well.

Prof. Dr. Noor Muhammad Butt, Professor of Nano Science & Technology and Chairman, Preston Institute of Nano Science & Technology (PINSAT) thanked the President Sialkot Chamber for his warm welcome and said that Sialkot was his motherland. He said that Iran and Pakistan started working on Nano Technology at the same time, but Iran managed to make certain improvement and Pakistan lacked behind due to

some reasons. He added that Sialkot Chamber had managed to build Airport, Sialkot Dry port trust and Air Sial, on self-finance basis, and had the capacity of building an institute on Nano Technology, which would add value into the products of Sialkot Industry. He gave a presentation on the topics including basic concept of Nanotechnology, Scientific & Socioeconomic/ Importance, World Importance of Nanotechnology, and Russian Budget for Nanotechnology, Iranian President Calls for National Nanotechnology Organization, Global Impacts, and Nanotechnology Market Outlook 2017 NEW YORK May 15, 2013.



He further elaborated the Applications of Nanotechnology in Medical and Health Care Sector (Anti-cancer drugs, Bio-sensors, Implants, Dental Pastes, Cancer treatment, Targeted drug delivery, Pharmaceuticals, Nano detergents for hospitals, Diagnostics and Therapeutics) in Cosmetics (Anti-aging creams, Skin Creams etc.), in Agriculture (Food Safety, food reservations, Quality Assurance, water purification Environment: Filters, anti-toxicants etc.) in Textiles

(Special clothes, Bullet proof shirts, Anti- smelling socks etc.), in Sports Sector (Sunglasses, Rackets, Tennis and Golf balls, Hockey sticks etc.) in Aerospace (Communication, High strength lightweight materials, Space elevator Nanotechnology in Oil and Gas Exploration 50% more exploration due to oil extraction, diesel, oil cleaning). He said that the technology was also being used in Cancer Treatment (Use of carbon Nano tubes for cancer detection by touch of a

brush on tongue or cheek) in TB Treatment, in detection of ALZHEIMER'S, targeted drug delivery, Nanoemulsion for burn treatment etc. He also told about Breathable, Wearable Electronics (Skin patch made from nano-scale meshes containing a water-soluble polymer, polyvinyl alcohol (PVA), and a gold layer) directly on Skin to monitor heart rate and other vital health signals, with next-generation gadgets employing lightweight, highly elastic materials attached directly onto the skin for more sensitive, precise measurements.

After completing his presentation, Question/Answer Session was held to give the audience more information. The event was concluded with vote of thanks to the Prof. Dr. Noor Muhammad Butt Preston Professor of Nano Science & Technology & Chairman for visiting Sialkot Chamber of Commerce and Industry.



MR. AKAN RAKHMETULLIN

Ambassador of the Republic of Kazakhstan to Pakistan

November 27, 2019



Mr. Khurram Azim Khan, Senior Vice President, SCCI welcomed His Excellency. Mr. Akan Rakhmetullin, Ambassador of the Republic of Kazakhstan to Pakistan, Honorable Officials of the Embassy and distinguished guests to Chamber on November 27, 2019 to discuss the opportunities and concerns of mutual interests. "Pakistan and Kazakhstan have been enjoying cordial bilateral relations since the independence of Kazakhstan in 1992. Over the years, Pakistan and Kazakhstan have been working for realizing the goal of establishing

functional transport corridors and institutionalizing business linkages. Both the countries need to take full advantage of their geographic proximity to enhance cooperation" Senior Vice President briefed. He further added that Pakistan and Kazakhstan were committed to making joint efforts towards promotion of bilateral relations especially the trade which, he believed, was encouraging.

Senior Vice President also apprised that Sialkot Chamber was keen to build trade relations with Central Asian Republics

especially Kazakhstan; through land routes and optimized trade agreements. He mentioned the total trade volume between the two countries in FY 2018 was USD 84 (M) and said that the figures were not impressive as there was a lot of potential to increase this volume of trade for which, both sides needed to ponder on joint and concerted efforts for bringing improvements. He suggested that both countries should facilitate single country trade exhibitions and encourage frequent exchanges of trade delegations and cooperate and

enter into Joint Ventures, which would lead to diversification of exports. The Senior Vice President also stressed that necessary visa facilitation should be provided to businessmen of both countries, and direct linkages and communication network between the business communities of Pakistan and Kazakhstan should be established.

Mr. Khurram Azim Khan, Senior Vice President during his address, also stressed that both the governments should work on enhancing the relations through the development of the China-Pakistan Economic Corridor and other connectivity projects which would ensure regional development and prosperity. He highlighted that Pakistani ports offered the shortest land route to Kazakhstan for access to the Arabian Sea which could be advantageous for both the countries. He told about the Sialkot Chamber, as a representative body of the Private Sector and was greatly contributing in the economic development of the country. "The city has developed SME culture highly conducive to

business collaborations and joint ventures in various industries in Sialkot including the Surgical Instruments, Sports Goods & Sports Wear, Leather Products, Manicure & Pedicure Beauty Instruments, Table Cutlery & Flatware, Martial Arts and many more. The exporters are well versed with rules, regulations and requirements of International trade, which has resulted in exports from Sialkot, being over USD 2.2 (B) annually" he added.

Mr. AKAN RAKHMETULLIN, Ambassador of the Republic of Kazakhstan to Pakistan thanked the President SCCI, Office Bearers and Members for the hospitality and warm welcome. "Sialkot is the city of visionary people" he said and discussed the trade figures mentioned by the Senior Vice President SCCI. H.E. said that both the countries should be focused on all the possible opportunities to explore the markets and to enhance the bilateral trade. He gave a presentation on the industrial zones in his country and also shared the incentives provided by the Kazakhstan's Government

to the foreign investors and also encouraged the business community to visit his country.

He emphasized on the significance of exchange of Trade Delegations of both the countries and said that the Chambers of both the countries should try to create such possibilities and arrange the delegations of different sectors to explore the new avenues of trade.

Mian Naeem Javed, Sheikh Faisal Naveed and other members discussed about the CPEC route and shared the benefits of the said project in trade and route connection of Pakistan with other Central Asian Republics.

It was also suggested by the members that Kazakhstan could build direct linkages with the business community of Sialkot and source quality products directly from Pakistan. Furthermore, it was also recommended that Kazakhstan's Airline would also be welcomed to start their flights from the Sialkot International Airport.



AIR-MARSHAL (RETD) MR. ARSHAD MALIK

CEO/President, Pakistan International Airlines

December 02, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed Air-Marshal Mr. Arshad Malik CEO/President Pakistan International Airlines, Air Commodore Mr. Shahid Qadir, Head of Security & Vigilance PIA and other dignitaries at Sialkot Chamber of Commerce and Industry on December 02, 2019. President SCCI acknowledged Air-Marshal Mr. Arshad Malik for starting direct flight operations from Sialkot to The United Kingdom that had created ease for the business travelers of the city. He requested the CEO PIA to start new routes to the Scandinavian Countries including Frankfurt, Norway, and Sweden, from Sialkot International Airport. President Chamber highlighted the achievements of Air-Marshal Mr. Arshad Malik and also acknowledged his pivotal

role in the development of JF-17 thunder Aircraft. He also appreciated the honorable CEO PIA for his tireless efforts to improve the services of the PIA. Sharing his views on the national carrier, President SCCI said that Pakistan International Airlines was once considered among World's Top Airlines; however, due to immense loss to the institute, the National Airlines' ranking drastically suffered. President SCCI also highlighted that the PIA had improved the services with the addition of new aircraft(s) and revival of discontinued routes, since Air Marshal Arshad Malik had assumed the charge as CEO. He also mentioned that most of the exporters of the Sialkot Industry were working with European clients and were the frequent travelers to European countries.

Mr. Muhammad Ashraf Malik shared with the honorable guest that Sialkot Chamber had signed several MOUs with international airlines like Qatar Airways, Oman Airline, and Emirates to offer corporate discount to its members. He said that a similar MOU should be signed between SCCI & PIA to offer discounted rates to the members of the Sialkot Chamber that would help in diverting the corporate travelers to the Flag carrier. President SCCI also appreciated Air Commodore Mr. Shahid Qadir for his imperative role in starting the direct flight operations from Sialkot International Airport to the United Kingdom and thanked him for cooperating with the management of Sialkot International Airport in said regard. He said that PIA was



investing in recently opened Kartarpur Corridor to encourage religious tourism activity in the region. He, while deriving the attention of Air-Marshal towards Sialkot-Pasur Road that directly linked with Sialkot-Kartarpur route, requested him to use his influence to convince the Federal Government in construction of road to facilitate the tourists.

Air Marshal Arshad Malik, CEO/ President Pakistan International Airlines thanked the President SCCI for his warm welcome and

said that he came along with the core team of PIA to listen the issues and recommendations from SCCI for further improvements in the services of PIA. He said that while he was working on rationalization of new routes, he preferred Sialkot over other cities of Pakistan. He further added that PIA took some bold steps by initiating new routes. He appreciated the performance of the PIA team and said that despite several reservations and criticism, PIA had the most eligible team. He further explained the reasons

behind the lack of performance and assured that his team would visit the Sialkot Chamber within 15-20 days for the signing of an MOU. He, upon the request of President SCCI, assured that his core team would work on initiating flight operations from Sialkot Airport to Frankfurt. He also shared that PIA would jointly work on a project of building a hotel on Paris Road, where PIA owned a property. He also recommended that the Chamber and PIA could work on Co-branding model.



MEHFIL E HUSSAN E QIRAAT

December 02, 2019



Departmental Committee on Religious/Cultural Affairs organized a program of “Hussan E Qiraat” (Recitation Competition) at the Sialkot Chamber of Commerce and Industry. The ceremony started with the recitation of Holy verses of Quran and Naat e Maqbool, and while speaking to the ceremony, President SCCI, Mr. Muhammad Ashraf Malik, congratulated Chairman Departmental Committee on Religious/Cultural Affairs Mr. Mohsan Gull and also welcomed the reciters from Egypt for the occasion. Mr. Malik added that Islam was a complete religion and the Holy Quran covered all aspects of life and urged that everyone should recite the Holy Book to seek the blessing of Almighty. President SCCI also urged that such types of ceremonies and religious functions should be conducted, from time to time, at the Sialkot Chamber of Commerce and

Industry. Renowned reciters including Qari Muhammad Akbar Maalki, Qari Ibrahim Qasi, Sheikh, Mahmud Adil Hussnain Atwaan from Egypt, and Qari Ismail Muhammad Ismail laureled the function with their beautiful voices. President SCCI acknowledged the support of the media group for raising the concerns of the Business Community of Sialkot at Government Quarters and also

congratulated Dunya News on completing their 11 years in the Television Industry. On the “Hussan E Qiraat” function (Recitation Competition) Senior Vice President, Vice President, Former Presidents, and Deputy Group Leaders were also present, and at the end of the ceremony Dr. Muhammad Aslam Darr, Former President also offered prayers for the prosperity of Business Community of Sialkot.



Visit of

DELEGATION OF SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

To Ministry of Foreign Affairs

December 05, 2019



A delegation of Sialkot Chamber of Commerce and Industry, led by Mr. Khurram Azim Khan, Senior Vice President, visited the Ministry of Foreign Affairs to have a meeting with Shah Mahmood Qureshi, Foreign Minister. Mr. Khurram Azim Khan, during the meeting, shared the proposal to seek the support of the Government in enhancing trade linkages with the Non-Traditional Markets. He also proposed that the Ministry of Foreign Affairs should play its facilitative role in convincing the Latin, Central, and Southern American Countries to open

their diplomatic representations in Pakistan along with Commercial Offices. Considering the increased frequency of shipment from Sialkot, Mr. Khurram Azim Khan further proposed that a liaison office of the Ministry of Foreign Affairs should be established at Sialkot Chamber of Commerce & Industry to facilitate the Export Sectors to get their documents attested from Chamber that would save them from the hassle of visiting Islamabad and save invaluable time. He also added that the Ministry of Foreign Affairs should create a

liaison with Foreign Missions in Pakistan especially the European Embassies and devise a strategy through which the maximum number of exporters could be facilitated through getting priority appointments and visa facilitation. Mr. Khurram Azim Khan also highlighted an issue related to the attestation of Commercial Documents and the presence of the owner of the company at Foreign Office. Foreign Minister assured to promptly resolve the issues and to consider the proposals shared by SCCI, to promote the Exports of Pakistan.

Visit of

MR. CHEN DEYUAN,

Third Secretary, Embassy of Peoples Republic of China in Islamabad

December 11, 2019



Mr. Muhammad Ashraf Malik, President Sialkot Chamber welcomed Mr. Chen Deyuan, Third Secretary, Mr. Zhou, Manager Gerry's, and Mr. Li, Embassy of Peoples Republic of China in Islamabad at Sialkot Chamber of Commerce & Industry on December 11, 2019. Muhammad Ashraf Malik, President SCCI gave a brief introduction of Sialkot and said that the city was overflowing with talent, representing a class of craftsmen-turned entrepreneurs, who through their instinct towards exports and urge to achieve the best, had made Sialkot the only export-oriented city of Pakistan. He shared that Sialkot based small & medium enterprises were earning foreign exchange of USD 2.2 (B) annually. It

was informed that made in Sialkot Footballs, Field Hockey Sticks, Cricketing Gear, and Boxing Gloves were used in international games including the Olympics and the World Cup. He shared that Leather Products, Surgical Instruments, Dental Instruments, Beauty Instruments Sports Goods and Sportswear, Musical Instruments Badges, Military Uniforms and Protective gear were also produced and exported to different parts of the World.

President Sialkot Chamber further shared that China was an important trade partner for several sectors of Sialkot. He said that while Sialkot, made surgical instruments had huge demand in Chinese Market, a significant number of raw-

material & machinery was also being sourced by Pakistan. He informed that manufacturing firms of Sialkot were frequent travelers to China for sourcing of raw-materials and requested for the facilitative visa policy from Chinese Embassy to encourage trade. He pointed out that the businessmen not having any business contacts in China faced a great trouble in getting Chinese visa. He offered that Sialkot based companies were interested in hosting joint ventures with the Chinese Companies for the technology transfer.

Mr. Chen Deyuan, Embassy of Peoples Republic of China, Islamabad thanked Muhammad Ashraf Malik, President SCCI and other members for the



warm welcome and shared the purpose of his visit to know about the Sialkot Industry as Chinese were quite interested in exploring business opportunities. He explained that in April 2019, Embassy of People's Republic of China started offering one-year Multiple Entry Visa to the frequent travellers to China; people not having any business contact in China, could easily get the information via Internet and connect to the concerned Company in China.

Mr. Chen Deyuan informed that strictness in the visa policy was made due to the unfavourable situation all over the world in terms of security threats.

Mr. Chen informed that Embassy of Peoples republic of China would like to allow the Sialkot Chamber to issue Guarantee Letter to their members after proper verification. He said that the issuance of Guarantee Letter would remove the condition of Barcode invitation on the applicant. He specified the documents to be verified by Sialkot Chamber for the issuance of Guarantee Letter including the Applicant, National Tax Number (NTN), Verified Bank Statement and Visa Recommendation Letter/ Guarantee Letter. He further explained that Embassy of People's Republic of China would be responsible to verify

the invitation letter presented by the applicant and said that the issuance of Guarantee Letter would be implemented from January 01, 2020. Mr. Khurram Azim Khan (Senior Vice President), Mr. Naseer Ahmed Malik and Mr. Muhammad Hanif Khan discussed that Embassy of Peoples Republic of China should issue long term Visa to the businessmen on the recommendation of Sialkot Chamber as the Chamber issued recommendation letter after proper verification of the businesses. In the end, President SCCI thanked Mr. Chen for reposing confidence on Sialkot Chamber.



MR. MALIK KAMRAN AZAM KHAN RAJAR

Joint Secretary, Ministry of Human Rights

December 18, 2019



Mr. Khurram Azim Khan, Senior Vice President welcomed Mr. Malik Kamran Azam Khan Rajar (Joint Secretary, Ministry of Human Rights), Officers of the Department and members of Sialkot Chamber on December 18, 2019. He apprised that Ministry of Human Rights had initiated a new programme focused on Business and Human Rights (BHR) in Pakistan with an aim to bring voluntary commitments from business enterprises to uphold human rights principals in order to prevent adverse impacts during their business operations. He requested the honorable guest to share his views and ideas on the subject.

Mr. Malik Kamran Azam Khan Rajar, Joint Secretary, Ministry of Human Rights, thanked the Chamber for a warm welcome & hospitality. He informed

that BHR programme was based on the United Nations Guiding Principles on Business and Human Rights (UNGPs), which had been developed to be incorporated by member states in form of Action Plans for strengthening human rights. He stated that the Government of Pakistan intended to enhance the national protection mechanisms for human rights by adoption of new global approach. While referring to United Nations Guiding Principles (UNGPs) on Business and Human Rights (BHR), he elaborated that guidelines had been based on the following three pillars; Pillar I - Protect (the State's duty to protect Human Rights), Pillar II - Respect (the Corporate Responsibility to respect Human Rights), Pillar III - Remedy (Access to Remedy in case of Breach of Human Rights).

Mr. Khan mentioned that the said initiative would offer business sectors with much needed competitive edge in international markets, through adoption of responsible and ethical business, where tariff concessions under bilateral trade agreements had been made available to developing countries. He stated that concessional arrangements like GSP Plus had opened up business opportunities in the European Union. However, those trade concessions had been made conditional with the implementation of human rights, labour rights and environmental rights. He educated that a successful BHR programme would provide demonstrable visibility and verifiable corporate profiles whereby the Pakistani business enterprises become compliant to international standards.



He stated that Sialkot Chamber had been an important stakeholder as it was playing vital role in the promotion of business activities in Pakistan in close collaboration with leading Trade Associations. He said that the biggest issue pertaining to continuity of GSP Plus status was implementation of Human Rights. He further said that visit of next monitory mission of European Union was due in the month of February 2020 and it was expected that the State of Pakistan would have to implement stringent measures to continue its GSP Plus status with the European Union. He apprised that purpose of their visit was to engage in consultation with the members of SCCI prior to drafting and implementation of comprehensive National Action Plan (NAP) to provide a framework outlining business responsibility to protect and respect human rights. He informed that all the developed countries had already implemented their NAPs on Human Rights as all the European Countries had their NAPs whereas America and Canada were also covered while Australia had been working on it. He pointed out that the neighboring country India had also embarked on the development of a NAP on Business and Human Rights and had introduced a zero draft in 2018.

Mr. Khurram Azim Khan, Senior Vice President Sialkot Chamber said that state of affairs of Human Rights in India had been far worse than in Pakistan and enquired how they succeeded in convincing the international regulatory bodies regarding their commitment towards implementation of human rights. He requested for sharing a copy of India's Case Study on adoption of draft on Business and Human Rights, so that their strengths and Pakistan's weaknesses could be assessed and appropriate measures could be adopted to counter the effect. Mr. Khurram Azim Khan also shared with the guests that ILO standards were being complied by maximum number of exporters and the requirements normally originated from the renowned brands as implementation of those standards entailed cost, while adding to the cost of goods sold. He appreciated the consultative process initiated by the Ministry of Human Rights and hoped that it would help in drafting National Action Plan (NAP) suited to the economic and business conditions in Pakistan.

Mr. Malik Naseer Ahmed said that Indians had been leading in various sectors including Business and Information Technology. He said that businesses in Sialkot had been compliant with the international standards as they had been

working with the renowned international brands. Social Standards adopted by the businesses in Sialkot had been ensuring protection of labour and human rights of the workers. He referred to the case of Child Labour Elimination Program in Soccer Ball Industry of Sialkot and how it had helped its sustainability. He also shared details of subsidies offered by various competitors to counter the effect of GSP Plus status to Pakistan. Whereas, Mr. Waqas Akram Awan emphasized to make consultative sessions more meaningful and result oriented by taking into consideration the ground realities of the businesses in Pakistan. He said that the industry of Sialkot had been voluntary complying with the Corporate Social Responsibility and had initiated many projects for the welfare of the people. He referred to the challenges posed by MDR and LWG standards due to be implemented in near future and informed that business community was left at their own, whereas Government was not extending the necessary support to prepare for the said challenges.

After due deliberation, it was decided that a Preliminary draft of National Action Plan on Business and Human Rights would be shared by Ministry of Human Rights for critical study and input of the members of the Chamber and a case study of India would be shared by Ministry of Human Rights with Sialkot Chamber to devise appropriate future line of action. Ministry of Human Rights would organize second meeting with the Trade Bodies of Sialkot at Sialkot Chamber of Commerce and Industry along with their technical team and shared all the relevant documents for seeking inputs in detail.

PROBATIONARY OFFICERS OF TRADE AND COMMERCE GROUP

Pakistan Institute of Trade and Development (PITAD)

December 20, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed the probationary officers of the trade and commerce group from Pakistan Institute of Trade and Development (PITAD) and members on December 20, 2019 at SCCI. He congratulated all the officers for being selected for one of the most demanding and responsible jobs. During the discussion, he described role of the Ministry of Commerce & Trade Development Authority of Pakistan in exploring export markets, attracting inward foreign investment and building national image in internationally. Sharing his views on the current state of the economy, the President said that major steps

should be taken to transform the economic order and to overcome the growing economic crisis. He was of the view that the promotion of exports was vital which could become a reality supported by the Officers. He stressed that the export sector required possible support from Government departments especially from the Bureaucracy in order to survive in international markets.

President SCCI informed the delegation about Sialkot Chamber as a representative body of the Private Sector contributing in the economic development of the country by adopting best practices required

by global buyers. He also told about the export sectors of Sialkot and the annual exports of the City. He said that all the officers had the experience of working on the key positions of various export promotional organizations and had prior knowledge about the industry. He expressed hope that all the officers would work as facilitators and identify the right areas to be tapped, demand of commodities, competitive prices and provide necessary assistance to the exporters in participating in the relevant trade fairs and put in sincere efforts to make the exhibitions successful.



Ms. Nazish, Head of Delegation thanked the President SCCI for warm welcome at the Sialkot Chamber of Commerce and hosting the delegation from Pakistan Institute of Trade and Development (PITAD). She shared that Probationary Officers of Trade and Commerce Group had been selected through Federal Public Service Commission and as part of their training, they had visited different cities, Chambers and Industrial Units.

Delegates thanked the Office Bearers of the Sialkot Chamber of Commerce & Industry for the warm welcome and arranging the said meeting.

They discussed about the different issues related to the industry, business, trade, and other related matters.

They also discussed the impact of technology/innovation on industry's productivity, new/emerging industrial sectors of Sialkot like footwear industry, exports of aromatic rice from the golden triangle, branding of Sialkot made products, development of technical institutes to cater the shortage of industrial skills in Sialkot, elimination of zero rated regime for five export oriented sectors & its impact and social projects of SCCI.

In response to the queries of the delegation, President SCCI and other members participated in the discussion and shared the relevant information. They told about the issues (regarding government's policy, infrastructure, laws & taxation, security or law & order, lack of cooperation from the different departments etc.) faced by the industry and also shared about the hard work of exporters to survive in international market. The working and progress of all social & welfare projects were also discussed with the delegation in detail. In the end of the meeting, President SCCI thanked the delegation for their visit to the Sialkot Chamber.



CHAUDHRY MUHAMMAD AKHLAQ

Provincial Minister of Punjab for Special Education

December 21, 2019



Mr. Muhammad Ashraf Malik, President Sialkot Chamber of Commerce & Industry welcomed Chaudhry Muhammad Akhlaq, Provincial Minister of Punjab for Special Education, distinguished guests, members of the Executive Committee and participants of the meeting. He appreciated the efforts of the Government of Pakistan in order to resolve the issues faced by the business community all over the Country. He said that there was no doubt that the Country was facing strict economic and financial challenges. He said that Sialkot's Business Community had complete faith that Government of Pakistan was not only well versed with the current challenges but also well equipped to overcome the prevailing challenges.

Furthermore, he pointed out some resolvable points related to the City and required facilitation from the Provincial Minister.

- a) Establishment of Sialkot Special Economic Zone
 - b) Regularization of Industrial Units in S.I.E. - I
 - c) Extension of time period for the Construction of Projects in EPZ
 - d) Approval of pc-1 amounting to pkr 368.23 (M) and allocation of funds for the following;
 - Installation of Street Lights in EPZ
 - Reconstruction of collapsed boundary wall
- Carpeting of Roads in EPZ
 - Re-Construction of damaged roads and carpeting in EPZ
 - Disposal station of S.I.E-II & EPZ, Sambrial Sialkot (removing of mud in the collecting tub and screening chamber including transformer of 30 KVA and cable 30mm)
 - Transformer 100 KVA with cable for overhead tank for SIE-III EPZ, Sialkot
 - Renovation of Office Building of EPZ

- Installation of Water Supply Line 4” for EPZ
- e) Levy of 5% withholding sales on export oriented companies under 11th schedule to the sales tax act, 1990
- f) Rehabilitation/ reconstruction and maintenance of sialkot road network

Chaudhry Muhammad Akhlaq, Provincial Minister of Punjab for Special Education, thanked Mr. Muhammad Ashraf Malik, President SCCI and all the participants of the meeting. He said that it was a proud moment for him to be at the Chamber on an official invitation of the President. He said that besides his current Political position, he preferred to call himself as a member of Sialkot Chamber. He shared that he always tried to give his positive input and tried to resolve every issue in an amicable manner. Moreover, moving towards the points highlighted by the President Sialkot Chamber, he said that, some of them were in pipeline. He said that for the Establishment of Sialkot Special Economic Zone approval had already been made. He assured that follow-up would be provided to this Chamber after having a meeting with

Mian Aslam Iqbal, Provincial Minister for Industries. He also talked on the Regularization of Industrial Units in S.I.E. – I, and informed that out of 33 cases, only one was reported to him. He assured that all the cases would be resolved amicably and requested SCCI to form a Committee that would be in contact with him and all the updates would be given to the Committee regarding the said issue. He informed about the approval of PC-1 amounting to PKR 368.23 (M) and allocation of funds. He said that Khawaja Masud Akhtar and Mr. Waqas Akram Awan worked very hard and accompanied him in a high-profile meeting in Lahore. He said that all the necessary suggestions for approvals had already been sent to the Board and assured that in the forthcoming Board meeting, decisions would be made. While talking about the Levy of 5% Withholding Sales on Export Oriented Companies under 11th Schedule to the Sales Tax Act, 1990 he said that complete case would be provided by Sialkot Chamber and dedicated efforts would be made to exclude the exporters from the Sales Tax Act, 1990. He said that Shehbazpur Bridge was almost 90% complete. He assured that in the next meeting with the Chief Minister Punjab, he would try his

level best to allocate fund for its completion. He informed that for Sialkot Pasrur Road, tender had been called and the project had been included in the Annual Development Plan (ADP) and in the start of 2020, construction work would be in progress. He also shared that within 6-8 weeks, Sialkot-Kharian Motorway would be announced. He said that Sialkot Wazirabad Road was already in discussion and two meetings had already been held.

He said that in his next meeting with the Commissioner Gujranwala on the same day, the said point would also be discussed and assured that it would be started soon. He said that directions would be given soon for the early completion of remaining Construction work at Sublime Chowk, Sialkot. He also said that suggestions for Provincial Budget 2020-21 were under process and requested that Sialkot Chamber should send its proposals to the Government of Punjab so that they could be included in the next Budget. He requested to the President Chamber to highlight the issues related to Social Security, Labor Department, Sales Tax, Corporation tax, District Taxes, etc., faced by the exporters for their resolution.



Visit of

MS. KATHLEEN MACDONALD, ECONOMIC & POLITICAL OFFICER

U.S. Consulate General, Lahore

December 23, 2019



Mr. Muhammad Ashraf Malik, President SCCI welcomed Ms. Kathleen Macdonald and his team at Sialkot Chamber of Commerce and Industry on December 23, 2020. He said that the visit of the officials from the Consulate General of the United States, Lahore would help in exchanging the views related to bilateral trade, of both countries. He mentioned that the Sialkot Chamber of Commerce and Industry had been writing to Embassy of United States in Pakistan, for exchange of information related to technology and would also be anticipating joint ventures, transfer of technology projects and other areas of mutual interests with the American companies.

Ms. Kathleen Macdonald, Economic & Political Officer, U.S. Consulate General, Lahore said that she had learned about the achievements of the Sialkot Chamber of Commerce & Industry and inquired about the reason for the success of Sialkot's Industry and Chamber of Commerce and Industry. She asked about the number of projects that had been completed by the Sialkot Chamber on self-help basis. She said that she had joined the Consulate in July 2019, and had been pleased to visit Pakistan.

President SCCI explained that Sialkot's Industry had unity which was the reason for the success of self-financed projects including Sialkot Dry-port Trust, Sialkot International Airport,

Sialkot Tannery Zone, Airsial and project of Sialkot Medical City. He also mentioned that the USA was a major trading partner of Sialkot and said that a lot of exporters had to travel to the USA for participating in the exhibitions and to meet with their clients and exploring the untapped potential of the American market.

Mr. Qaiser Iqbal Baryer, Executive Member of SCCI told that AIRSIAL had recently signed agreement with AERCAP, for 3 aircrafts. He also mentioned that initial flight operations will be managed from Karachi and flight operations will be started for domestic flights for Islamabad, Lahore, Karachi, and Sukkur. He shared that AIRSIAL had 3 other competitors in the market and



also told that many national & International Airlines had started their flight operations from Sialkot International Airport. Khawaja Masud Akhtar (SI) told that all projects of the Sialkot Industry were community-based. He mentioned that the Sialkot Chamber was anticipating facilitation from US Consulate General in terms of entering into Joint Ventures with USA based companies. He further said that Pakistan was a business-friendly country especially for the companies coming to invest in Pakistan and would do Joint

Ventures with local Companies that would lead to technology transfer.

Mr. Qaiser Baig, Chairman Departmental Committee on Fair and Exhibitions/Delegations said that exporters of the Sialkot were participating in exhibitions but visas of genuine exporters were often rejected. He also said that the SME based industry of Sialkot was not being facilitated by the Embassy/ Consulate General of the USA in Pakistan. He recommended that the Commercial and Trade

Officers should suggest the competent authorities to have a meeting with a delegation of the Sialkot Chamber of Commerce and Industry so that the Chamber could inform so about the concerns of the industry. Whereas, Mr. Hassan Raza (Commercial Specialist) said that the Consulate General of USA had introduced a program of sending trade delegations to the exhibitions in the USA, in which 8 to 10 delegates were selected. He also mentioned that the Government of the USA had a clear vision of conducting commercial and development projects on both sides.

He also mentioned that following the right policy, the Consulate General of USA had also introduced Business Development Funding Program to support new initiatives, in Pakistan. He also added that Consulate was also engaged in training programs of the stakeholders.



DR. NASIR MAHMOOD BASHIR

Deputy Commissioner, Sialkot

January 07, 2020



Dr. Nasir Mahmood Bashir, Deputy Commissioner Sialkot, visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President SCCI welcomed the Honorable guest and participants of the meeting. He appreciated the steps of the Deputy Commissioner towards the betterment of the Sialkot City including patch-work at different locations and swift changes in the management of the waste from different areas of Sialkot. He stressed upon expediting the pending development projects in the City being delayed due to paucity of funds. He also added that Sialkot-Pasrur Road and Sialkot-Sambrial Road needed special attention from district management for the repair and maintenance. He also sought

the attention of the Deputy Commissioner towards the hurdles being created due to the flyover project, which had been delayed due to the non-availability of funds. He said that the assistance in the acquisition of land for construction of interchange for Sialkot-Lahore Motorway on Sambrial interchange was direly required. He also added that approval for the extension of the Sialkot-Rawalpindi Motorway plan was under consideration and Deputy Commissioner Sialkot should endorse the project during the approval of the plan from competent authorities. He also requested that the Deputy Commission should also call a meeting with SDO/ X-EN M & R to seek their support in the provision of Bitumen/Crush

to do the patchwork at Sialkot Pasrur Road. Mr. Muhammad Ashraf Malik added that the utilization of about 100 million Toll Taxes from Toll Plazas built at Gujranwala and Wazirabad Road, should be ensured for repair/development of road infrastructure of Sialkot district during the year 2020. He further said that Deputy Commissioner should approach the concerned authority to seek allocation of funds for completion of drainage of one side (Left-Hand side) from Sublime Chowk to Canal City at Sambrial Road. He proposed that meeting(s) with the Traffic Engineering department should be coordinated and SCCI's representatives should be invited for inputs and feedback, regarding control of traffic. President Chamber



further suggested that Deputy Commissioner should play his role in building parking lots at suitable areas and installation of traffic signals to effectively manage the traffic within Sialkot city. He further stressed that Sialkot ranked at 282 in Air Quality Index, depicting hazardous conditions for the citizens of the city. He also mentioned that the Sialkot Chamber of Commerce Industry had proposed to the district government to replace the 2 stroke Rickshaws with 4 stroke Rickshaws. Already 116, 4 Stroke Rickshaws had been funded under “Khud- Khifalat Rozgar Trust”. To avoid dust pollution within the Sialkot City, Mr. Malik suggested that

wall to wall carpeting and tough tilling should be done to eliminate the dust from the City. He shared that the Sialkot Chamber of Commerce and Industry can initiate programs to pick volunteers, to help the district Government for creating awareness regarding plantation, subject to the coordination and approval from competent authorities at the DC Office. He requested to hold regular meetings of the Committee under Sialkot City Package, wherein, designated representative of Sialkot Chamber of Commerce and Industry should be invited, to give maximum input and necessary feedback on development and repair of road

infrastructure of Sialkot. He further shared that to decrease traffic jams and haphazard traffic conditions of Sialkot City, a joint meeting of Transport Planning and Traffic Engineering Agency, DC Office and SCCI should be coordinated, in the future.

Khawaja Masud Akhtar (SI) Former President SCCI, requested the DC Sialkot to play his facilitative role in the acquisition of the land for Special Economic Zone, (on the same model of FIEDMC) and also requested to recommend the project to the Federal Government.

Dr. Nasir Mahmood Bashir, Deputy Commissioner Sialkot thanked President SCCI for inviting him to the Sialkot Chamber and also said that he had been focusing on the effective utilization of resources to make the condition of the city better. He added that a regular series of the meetings would be conducted to take the matter forward. He also added that he would remain in coordination with President Sialkot Chamber of Commerce and Industry, to resolve the issues of the city.



GOLDEN ECONOMIC TRIANGLE

Chambers of Commerce & Industry

January 14, 2020



Mian Umer Saleem President Gujranwala Chamber of Commerce and Industry and Mr. Soban Zaheer Butt President Gujrat Chamber of Commerce and Industry visited Sialkot Chamber of Commerce & Industry for the formation of a Joint Committee for Golden Economic Triangle of Sialkot, Gujranwala, and Gujrat and discussion on Special Economic Zone for Golden Economic Triangle. Mr. Muhammad Ashraf Malik, President Sialkot Chamber of Commerce & Industry welcomed the Honorable guests, representatives from different Associations and other participants of the meeting. He

apprised the attendants on the economic importance of the Golden Economic Triangle region and its industry. He stressed that all the Chambers of Golden Triangle should collectively raise their voice in the best interest of their respective industrial sectors and proposed that Sialkot, Gujrat and Gujranwala Chamber of Commerce and Industry should form Joint Committee on the Golden Economic Triangle, that would consolidate the problems and issues related to the region and would also propose suggestion to the Federal and Provincial Governments. He also mentioned that the Committee should start its operations from the day of its

formation. He also said that the Government of Pakistan had announced establishment of 9 Special Economic Zones in Pakistan, in pursuit of new industrialization. Mr. Malik added that the establishment of the Economic Zone for industries in Sialkot, Gujrat and Gujranwala was important and the three Chambers should collectively raise their voices for establishment of SEZ in the region.

Mian Umer Saleem, President, Gujranwala Chamber of Commerce and Industry thanked President Sialkot and Gujrat Chamber of Commerce and Industry. He appreciated Mr.



Muhammad Ashraf Malik, for calling the meeting and raising collective voice for the cause. He said that the Presidents of the three Chambers of Commerce and Industry should form the Joint Committee, on an emergent basis and also start their working. Also, the Special Economic Zone should be developed in a location suitable to the industries of the Golden Economic Triangle, he added.

Mr. Soban Zaheer Butt, President, Gujrat Chamber of Commerce and Industry thanked President SCCI for invitation to the meeting on

Golden Economic Triangle and said that the Gujrat Chamber of Commerce and Industry had been admiring the region due to its capacity, capability and contribution to the economy of Pakistan. He said that previously a Committee on Golden Economic Triangle was formed, and Dr. Nouman Idris Butt was nominated as the Chairman of the Joint Committee.

He further added that the Gujrat Chamber of Commerce and Industry had also proposed Expo Center for Golden Economic Triangle, at a suitable place, during the meeting with Mr.

Abdul Razak Dawood, wherein he had principally agreed. He said that the Gujrat Chamber of Commerce and Industry would endorse the development on the agenda points including the establishment of the Joint Committee and consolidating efforts for the approval of the Special Economic Zone, for the region.

Khawaja Masud Akhtar (SI), Former President, Sialkot Chamber, said that decisions regarding Special Economic Zone including the location of the SEZ should be left on the Joint Committee. He informed that Mr. Abdul Razak Dawood had promised that Government would provide 50 % of the funds for SEZ from Export Development Fund.

He said that the Special Economic Zone for Golden Economic Triangle should be designed on the parameter of the FIEDMC.

He also mentioned that the voice of the business community of GET region would help in getting the project approved from the Government.



MR. SHAHAID INAYAT MALIK

Additional Director General, Punjab Food Authority

January 22, 2020



Mr. Shahid Inayat Malik, Additional Director General Punjab Food Authority visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik welcomed the distinguished guest and other participants of the meeting. He said that the Government ought to take steps to eliminate the malpractices and assured full support to the Punjab Food Authority. He highlighted many tasks that required attention in the Sialkot city related to Food but the workforce of Punjab Food Authority was meager to handle them. He suggested to involve other Government departments, Civil Society, Universities/Colleges and Rescue 1122 to create awareness among community and to identify the suspicious food businesses. He also suggested that volunteers may also be hired and he offered his services

voluntarily for Punjab Food Authority. He informed that Lions Club had been providing free services for the welfare activities. In this connection, Punjab Food Authority could collaborate with Lions Club to identify the issues.

Mr. Shahid Inayat Malik, Additional Director General, Punjab Food Authority, said that he had been visiting various Chambers of Commerce of Pakistan to take suggestions and support to improve the efficiency of Punjab Food Authority. He informed that Punjab Food Authority regulated and monitored the food business in order to ensure compliances and to provide safe food to the masses so that chances of diseases could be minimized. He said that average age in Pakistan had reduced owing to impure diet and unhealthy lifestyle for

which they were striving hard to abolish adulteration in food businesses for improvement of public health. He informed that 9 employees were working in operations department, moreover, additional 6-7 staff members would also be appointed soon. He also shared that meetings with the Ghala Mandi Association were organized regularly, wherein it was also decided that spices would be packed in cartons. He added that team of Food Authority was already engaged in creating awareness among Community.

In the end, Mr. Muhammad Ashraf Malik, President Sialkot Chamber thanked the Honorable Director General and assured full cooperation to Punjab Food Authority for its future endeavors.

Visit of

H.E. MR. ROLF MICHAEL HAY PAREIRA HOLMBOE

Ambassador of Denmark

January 29, 2020



His Excellency Mr. ROLF MICHAEL HAY PAREIRA HOLMBOE, Ambassador of Denmark to Pakistan, visited Sialkot Chamber of Commerce & Industry. Mr. Waqas Akram Awan, Former Senior Vice President, SCCI welcomed the honorable guest, his team and members of this Chamber. He said that Denmark & Pakistan had always enjoyed the cordial relations.

He said that Denmark was one of the most stable economies in the world, and its industry was based on services, trade, and manufacturing. He appreciated that the growth & sustainability of the great nation of Denmark was powered by one of the most robust employment-generating SME Sector, a commonality

which was also found in the Economy of Sialkot. He shared that Denmark also had one of the best education systems that produced many laurels in Science & Technology. He hoped that together, the Sialkot Chamber and the Embassy of Denmark in Islamabad could strive to increase bilateral investments and facilitate similar business ventures both in Denmark and Pakistan. Mr. Awan said that Pakistan & Denmark should ensure that dedicated efforts are taken to further improve two-way trade as despite GSP+ Status and EU being the major Trading Market for Pakistan, trade between the two countries did not reflect the true potential. He also shared the total trade volume between the two countries according to Trade

Map Data was just around USD 300 (M).

To increase bilateral trade, he suggested few measures for the expansion of trade between the two countries:

- Both countries should facilitate single country trade exhibitions & encourage frequent exchanges of trade delegations. In order to enhance private sector contact, it was suggested that long term visas should be issued to the businessmen. He also shared that SCCI Issued Business Visa Recommendation letters to its members through a foolproof scrutiny system to help them visit foreign countries for the

promotion of businesses.

- Denmark had also made strides in Technology & was one of the most innovative countries in the world. While Pakistan was still on the way to adopting latest tech, it was enriched with highly skilled craftsmen & visionary businessmen. He requested the Ambassador to facilitate investments & joint ventures in the value-added industries of Sialkot which would be beneficial for both sides. He believed that with Danish Technology & Pakistani Craftsmanship, both the countries could do wonders in the International markets.
- In order to promote B2B Linkages, Ambassador of Denmark should facilitate in the signing of Memorandum of Understanding with prominent Danish Chambers of Commerce & Industry so that the two countries, through the forum of Chambers of Commerce & Industry, may collaborate to create linkages between businesses to strengthen

commercial cooperation.

It was also proposed that linkages be created between the Sialkot Chamber and the Danish International Development Agency (DANIDA) to explore avenues of cooperation & increased trade.

Mr. ROLF MICHAEL HAY PAREIRA HOLMBOE, Ambassador of Denmark thanked Mr. Waqas Akram Awan, Former Senior Vice President and the Sialkot Chamber of Commerce & Industry for the warm welcome and hospitality. He appreciated the Sialkot City and applauded the Sialkot Chamber of Commerce & Industry as one of the most vibrant Chambers in Pakistan. He discussed the opportunities and possibilities of joint ventures between both the countries in several domains to take mutual benefits. He elaborated that Sialkot had the sound export base and industrial dynamism; on the other hand, Denmark was a gateway to other European markets for trade. Therefore, both the countries had a huge potential to work jointly for

economic empowerment.

He also elaborated that Pakistan and Denmark could work together in terms of technology and innovation in industry as Denmark was advanced in tech-field and could lead the Sialkot Industry towards the use of latest machinery/technology. He said that Danish Embassy was committed to serve both the countries in terms of exploring investment opportunities and creation of linkages between the business communities of both countries. Furthermore, he discussed about the GSP Plus status and said that Denmark could facilitate Pakistan in getting benefits and cater to different opportunities in terms of trade enhancement.

In the end, the Ambassador appreciated the culture of Sialkot's Industry to work for the community and initiating many social & welfare projects on self-help basis. He discussed the "ease of doing business" in Pakistan and other aspects which were the impediments in the way of enhancing trade and investments.



AFRICA-PAKISTAN TRADE DEVELOPMENT CONFERENCE IN NAIROBI, KENYA

January 30, 2020



On 30th January 2020, Ministry of Commerce, Pakistan arranged the “Africa-Pakistan Trade Development Conference” in Nairobi, Kenya, in which Mr. Muhammad Ashraf Malik, President and Ch. Muhammad Jalil Aslam Vice President, represented the Sialkot Chamber of Commerce and Industry. President and Vice President SCCI appreciated the encouraging step of Ministry of Commerce, Trade Development Authority of Pakistan and Embassy of Pakistan in Kenya, in unleashing the potential of African region.

President SCCI, said that Government of Pakistan had done an incredible job in introducing the potential of Pakistan in Africa. Mr. Malik added that the forum would serve in increasing the understanding of people of African region and opportunities for business community of Sialkot. On the occasion, Foreign Minister, Ambassadors, Representative, Diplomats and Trade Officers from multiple destinations graced the event along with investors, distributors and importers.

Vice President, also acknowledged the idea of interacting with Business ventures of African region. He added that there was immense potential in African region and business community of Pakistan was willing to penetrate into markets that were not previously tapped. He lauded the Government of Pakistan, and urged that Government should organize more conferences in collaboration with Missions of Pakistan in Foreign countries.

SARDAR HASNAIN BAHADUR DRASHAK

Minister of Livestock, Punjab

January 31, 2020



Sardar Hasnain Bahadur Drashak, Minister of Livestock Punjab visited Sialkot Chamber of Commerce & Industry. Dr. Muhammad Aslam Darr, Chairman Departmental Committee on Agriculture/Livestock & Dairy Development welcomed the Honorable guest and members of Chamber. He shared the dynamics of Sialkot's Industry, different industrial sectors, exports' earning and the remarkable contribution by the city in the country's annual exchequer. He also shared the exceptional work done by the Sialkot Business Community in Social Sector Development & Welfare of the people on self-help basis. He told that Sialkot Chamber of Commerce & Industry, with the active participation & contribution of its members, had initiated several projects like Sialkot International Airport, Sialkot Dry port Trust, Sialkot City Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone, AIRSIAL etc. He discussed the

Dairy & Livestock Sector and told the significance of these sectors in country's economy. He emphasized that the said segments had a huge potential to grow and earn a lot with the support of the Government. Dr. Aslam Darr also stressed on the necessity to consider those segments as "Industry" to ensure their swift growth.

He briefed about the highest contribution in country's GDP by livestock sector as well as the technicalities & challenges of the field. He also shared his experiences as the Minister and quoted the facts & figures about the livestock sector. "In Pakistan, there is a lack of resources and accurate data to analyze the situation and to judge the real-time issues/difficulties of any field" he added. Moreover, the Minister shared that a large number of figures were generally quoted about milk & meat production and consumption; whereas, there were a lots of misconceptions in the said matter. Furthermore, he said that people were also using wrong

calculations (of cost & revenue) in this sector, that hampered the growth of the livestock sector.

Sardar Hasnain Bahadur Drashak pointed out that previous Governments had focused only on dairy/milk side but had less interest on meat side. He told that current Government had the priority to flourish the said segment with timely measures. He appreciated the dynamics of Sialkot Chamber and applauded it for its interest and projects in the livestock sector. He shared the working and plans of his department and told about the finalization of "Annual Development Plan" and asked for the SCCI's recommendations in the said regard.

The house appreciated the remarks of Honorable Minister and it was suggested that Government should focus on the Dairy & Livestock sector, in which complete Research Work would be required. It was shared that some countries developed in Dairy & Livestock Sectors and were using high-level techniques, nutrition etc. to feed their animals and to enhance their total yield.

Dr. Muhammad Aslam Darr, Chairman Departmental Committee on Agriculture/Livestock & Dairy Development encouraged that interactive session between Private Sector and Government Officials would open up new horizons for the field of Livestock/ Agriculture.

H.E. BERNHARD SCHLAGHECK

Ambassador of Federal Republic of Germany

February 06, 2020



His Excellency Mr. Bernhard Schlagheck, Ambassador of Germany to Pakistan visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President Sialkot Chamber welcomed His Excellency the Ambassador, distinguished guests and members of the Chamber. He mentioned that Pakistan and Germany had always enjoyed warm and friendly relations since the establishment of diplomatic ties in 1951. He said that Pakistan was one of the first Asian countries to establish relations with Federal Republic of Germany. He also said that the relations between the two countries were based on shared values of democracy, respect for human rights, cultural and economic liberalism. Mr. Malik shared that the emergence of Germany in 21st century as one of the most developed

economies in the world was a testimony to the strength of German culture and the resilience of its people. The President Chamber mentioned that Pakistan greatly valued its relationship with Germany; and was keen to strengthen the multi-dimensional and mutually beneficial cooperation. He also acknowledged and appreciated the role of Germany in extension of the GSP+ status and said that due to the facility, that more than 78% of Pakistan's exports entered the EU at most concessional rates. He also anticipated that with enhanced trade linkages, Germany would continue to support Pakistan in future reviews of the GSP+ Scheme. He mentioned that Pakistan and Germany also enjoyed substantial economic and trade relations. He shared that Germany was Pakistan's fourth

largest trading partner globally; and largest within the European Union. He acknowledged that Germany was also an important investment partner in Pakistan and mentioned many German companies that were contributing to Pakistan's Economy and providing jobs to Pakistanis including Allianz EFU, BASF, Bayer, BOC Group, DHL, IPEK Energy, SIEMENS and many others. He shared that according to European Union's Trade Help Desk, total trade volume between the two countries was around 2.64 B Euros in 2018. He said that there was immense huge potential of joint ventures and cooperation in various feasible sectors, which could be exploited optimally to improve bilateral trade. He mentioned a few issues that needed kind attention of H.E. Mr. Bernhard Schlagheck:

- Several issues were faced by the businessmen of Pakistan visiting Germany for participation in trade fairs and exhibitions, also meeting German counterparts, especially for urgent meetings. At several instances, exporters of Sialkot had to get urgent appointments for visa application to Germany considering their emergent business commitments. Keeping in view the same, the current online appointment system of the German Embassy did not allow timely submission of visa applications as appointments were generally not available for urgent meetings. In this regard, it was requested that special favor be extended to Sialkot Chamber to book special appointments for their members through email as was very kindly allowed previously.
- Sialkot Chamber and German Embassy had a long and close working interaction which had significantly helped the business community to get

timely visas and meeting their counterparts in Germany. However, from some time, a significant number of rejections of visa cases, of members who were frequent travelers to Germany, had been observed. It was requested that the German Embassy should allow the relevant Chambers and Associations to pursue the cases of exporters of Sialkot who had not been granted Visa so that further clarification/explanation could be provided with exact information into the case regarding the applicant to the Embassy.

- He requested His Excellency to consider creating a focused linkage between esteemed German Embassy and Sialkot Chamber by nominating an Official of the Embassy for coordination in case of an issue or problem relating to visas and other concerns. He said that it would greatly help in resolving the issues.
- In order to promote bilateral trade, he proposed that

both countries should facilitate and encourage frequent exchanges of trade delegations and for the enhancement of private sector contact, it was requested that the procedure for issuance of visas to businessmen should be relaxed.

Mr. Muhammad Ashraf Malik, President SCCI, shared that Sialkot was known for its SME setup fully equipped and capacitated to business collaborations and joint ventures in various industries in Sialkot. He said that the exporters are well versed with rules, regulations and requirements of international trade, which had resulted in exports from Sialkot, being over USD 2.2 (B) per annum. He shared with His Excellency that in addition to achieving business excellence, the entrepreneurs of Sialkot had also done exceptional work in the Social Sector Development & Welfare of the people. He said that Sialkot Chamber with active participation & contributions of its members, had initiated projects like Sialkot International Airport, Sialkot Dryport Trust, Sialkot City



Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone & lately the project of AIRSIAL was initiated to provide quality air travel services to the people. Similarly, the project of Sialkot Medical City had also been initiated to provide quality healthcare to the people.

Mr. Muhammad Ashraf Malik once again thanked His Excellency Mr. Bernhard Schlagheck for visiting Sialkot Chamber and hoped that the meeting would bring the most fruitful results in boosting economic activity by improving cooperation and creating private sector linkages.

His Excellency Mr. Bernhard Schlagheck, Ambassador of Germany to Pakistan, thanked President SCCI for his warm welcome and expressed his commitment to work with SCCI in line with common goals identified. His Excellency acknowledged the entrepreneurial dynamism of the city of Sialkot and said that he was astonished to experience the enterprising nature of

the people of the city. H.E. Schlagheck said that an example of such a community-based project to the likes of Sialkot International Airport was hard to find anywhere in the world, and truly, deserved acknowledgment at International Level. He was of the view that the model of Sialkot could be the answer to Pakistan's Economic vows if replicated across the country. The Ambassador also highlighted that Pakistan had shown positive development in certain conventions, and he was positive that with little or no changes, the GSP+ scheme would be renewed.

H.E. shared his views on the visa issues and said that he was appreciative of the fact that the business community needed timely visas to travel for carrying out various business activities. He said that he would extend every possible support to the business community of Sialkot within the stipulations to allow the exporters to travel to Germany. H.E. Schlagheck informed that the concerns of the members of this Chamber related to visa issue was the main reason of his visit. H.E.

shared that due to systematic problems in the Visa section, business Community was facing the difficulties. He assured that German Embassy would remedy the situation by expanding its Visa Section. The German Ambassador also hinted at the new visa application process to be introduced from March 01, 2020, which would immensely facilitate the business visa applicants. His Excellency also said that a dedicated meeting of the Sialkot Chamber would be arranged with representatives of the Visa Section of German Embassy to look into the issues and concerns of the business community.

In response to a question, the German Ambassador replied that Germany was a big promotor of Technical Education and Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ) was very strong in Punjab, KPK and Baluchistan. He shared that GIZ was in close collaboration with National Textile University, Faisalabad. He also shared that GIZ would be very helpful in curricula development for promotion of Technical Education in Pakistan.



Visit of

MID-CAREER FOREIGN TRAINEE DIPLOMATS

Foreign Service Academy

February 11, 2020



A delegation of Mid-Career Foreign Trainee Diplomats from Foreign Service Academy visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President Sialkot Chamber of Commerce and Industry, welcomed the Foreign Trainee Diplomats from 25 friendly countries and members of this Chamber. He hoped that visit of diplomats would help to open new avenues of economic and trade cooperation with the different countries. He said that Pakistan had always been keen to develop strong bilateral relations with all countries. He also said that Pakistan had always been keen to develop strong and brotherly relations with all the countries around the

globe and expressed his strong desire that the relations between Pakistan and the countries represented by all the honorable guests. He shared that despite having immense prospects of growth, the trade volume was low and needed immediate attention of respective policy makers from each country.

He said that there was a huge scope for establishing joint ventures and business cooperation between business communities of respective countries and Sialkot based companies. He suggested that active engagements of the Chambers of Commerce to exchange information and

Exchange of trade delegations would help to promote the bilateral trade. Mr. Malik informed that Sialkot Chamber was representative body of the private sector of Sialkot and was greatly contributing in the economic development of the country by earning foreign exchange of US \$ 2.2 Billion annually. He briefed about active role of Sialkot Chamber of Commerce in completing development projects on self-help basis and also introduced new project of "Sialkot Medical City Limited" to provide State-of-the-art Health & Medical facilities to the people.



Shahbaz M. Malik, Director (Programme) thanked Mr. Muhammad Ashraf Malik, President SCCI on behalf of Foreign Service Academy for the warm welcome at Sialkot Chamber and said that Foreign Service Academy was providing trainings to foreign trainee diplomats and study tours were also planned to provide information about the potential of industries of Pakistan, so that foreign diplomats share the success stories of Pakistan with their respective countries. He also said that Sialkot was an important industrial city

and expressed hope that all diplomats would surely contribute to enhance and strengthen the business ties. He said that a conference was organized in Kenya in which Mr. Shah Mahmood Qureshi, Foreign Minister and Mr. Abdul Razak Dawood, Adviser for Commerce, Textile and Investment participated and interacted with Business Community of Africa. He added that Africa was the continent of future in terms of business opportunities and had great potential of business.

In response to a question,

Mr. Muhammad Ashraf Malik, President SCCI said that Special Economic Zone (SEZ) was a dire need of the city. He informed that efforts were being made to establish Special Economic Zone in Sialkot to spur a new era of industrialization in the region.

Mr. Muhammad Ashraf Malik, also expressed his views that an exhibition based on made in Sialkot Products would be organized in Islamabad or Lahore where all diplomats would also be invited, in order to show the quality and capacity of work the SME's of this City.



H.E. DR. ARIF UR REHMAN ALVI

The Honourable President of Islamic Republic of Pakistan

February 12, 2020



His Excellency Dr. Arif Ur Rehman Alvi, The honourable President of Islamic Republic of Pakistan visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President, Sialkot Chamber, welcomed the President of Islamic Republic of Pakistan, Mr. Muhammad Usman Dar, Special Assistant to the Prime Minister on Youth Affairs, Dr. Firdous Ashiq Awan, Special Assistant to Prime Minister on Information and Broadcasting, Government Officials, distinguished guests and members of this Chamber. He expressed gratitude to the honourable President of Pakistan for sparing time to visit Sialkot Chamber of Commerce and Industry to share his

thoughts with the members. He appreciated that, despite all odds, Government had been trying level best to overcome financial challenges and take steps towards promotion of exports and foreign direct investment to stabilize economy. He expressed his firm belief that economic policies chalked out by the Government would be beneficial for the economy in the long term. He gave a brief introduction of the industry of Sialkot and various projects undertaken by the Chamber on self-help basis to highlight the progressive approach of the business community of Sialkot.

He drew attention of the honourable guest towards

following issues for resolution;

- i) Establishment of Technology University in Sialkot to cater requirement of skilled workforce of the Industry.
- ii) Enhancement of allocation from Rs.100 (B) to Rs.500 (B) under Prime Minister's Kamyab Jawan Program to provide loans to the young entrepreneurs and SMEs for promotion of industry and exports.
- iii) Establishment of Sialkot Special Economic Zone.
- iv) Repair and reconstruction of rapidly deteriorating road infrastructure of Sialkot.



- v) Abolition of Sindh Infrastructure Development Cess.
- vi) Enhancement of refund percentage from 3% to 7% under DLTL Scheme and extension in time period for filing DLTL time barred cases.

Mr. Muhammad Usman Dar, welcomed the honourable President of Islamic Republic of Pakistan in his capacity as a member of the Sialkot Chamber of Commerce and Industry and said that he considered himself as an entrepreneur and not as a politician. He acknowledged the role of the business community in creating employment opportunities to raise per capita income of Sialkot to US\$ 2800 per annum as against per capita income of US\$ 1500 for Pakistan.

He expressed his concern on the functions performed by the business community during previous political regimes and said that construction of road infrastructure and provision of amenities should have been

the prime responsibility of the State, whereas, business people should have engaged themselves in the development of industry, exploration of new markets, product specialization and diversification through Research and Development.

He assured that the political regime of Pakistan Tehreek-e-Insaf had assumed full responsibility of the State's role in the development of infrastructure and said that they were soon going to establish a Think Tank to execute development projects. He apprised that people of Sialkot had been the risk takers, which had enabled them to get greater rewards. He stated that business people of Sialkot had always been very kind, generous and passionate about getting business from abroad to create and sustain employment for the work force deployed in their industries.

He said that Presidential Initiative for Artificial Intelligence and Computing (PIAIC) had been aimed at future requirements of technology and innovation.

Mr. Usman Dar further said that more than 3000 students had been enrolled in the program from Sialkot region which would usher a new era of economic revolution in Pakistan. He discussed case study of Bangladesh and how they empowered women and supported SMEs to dramatically increase their exports. He said that more than USD 33 trillion industry of Artificial Intelligence would be targeted through workforce trained under the program.

He said that Government would support startup businesses with innovative ideas and approach through grant of loans under Prime Minister's Kamyab Jawan – Youth Entrepreneurship Scheme for young entrepreneurs, with age group between 21 - 45 years, designed to provide subsidized financing through National Bank of Pakistan, Bank of Punjab and Bank of Khyber under guidance and supervision of the State Bank of Pakistan. He shared success stories of Alibaba.com, Amazon, Facebook, Twitter etc. and how they initially emerged

as startup businesses and later grew into billion dollar industry.

He acknowledged the need of establishment of Special Economic Zone (SEZ) in Sialkot to support SMEs and startups in the region. He informed that the matter of establishment of SEZ had already been discussed with the Prime Minister of Pakistan and Sialkot had been identified as the most suitable place for the establishment of SEZ due to its predominant culture of risk-taking, essential to the success and growth of new startup businesses. He hoped that 3000 students initially enrolled from Sialkot under the Presidential Initiative for Artificial Intelligence and Computing (PIAIC). He requested the industry of Sialkot to patronize the project to achieve best results in development of new business opportunities in the fields of software and computing.

Dr. Firdous Ashiq Awan expressed gratitude to the honourable President of Islamic Republic of Pakistan for accepting invitation to visit Sialkot Chamber and also the President Chamber for a warm welcome. She acknowledged the role of roaming ambassadors

of Sialkot in presenting the soft image of Pakistan globally through their marketing efforts and skills. She said that role of the business community had been in line with the vision of the Prime Minister of Pakistan to dispel negative perception of Pakistan and to project the Country as a peaceful, prosperous and progressive nation.

She emphasized that well-being of the rural population of Sialkot was directly dependent on the growth and development of Sialkot's industry. She expressed concern on how the industry had receded during the preceding years due to poor economic policies of previous government. She resolved that the Government was committed to incentivize the Industry so that they could spur business activity to generate new employment opportunities. She informed that the vision of Prime Minister of Pakistan was to encourage local businessmen to invest for expansion of their business operations for the betterment of the economy and the people.

While referring to the tax reforms, she said that new paperless tax regime would

ensure minimal human intervention to extend maximum facilitation to the taxpayers through automated systems to promote fairness, transparency and business friendly approach. She said that reforms provided the only solution to the woes of the taxpayers and Government had been focused on introducing them gradually. She assured that she would continue to play her role for the betterment of the industry and export sector.

His Excellency Dr. Arif ur Rehman Alvi thanked the business community of Sialkot for a warm welcome. While referring to the industry of Sialkot, he informed that being a dentist by profession, he had always been fascinated by the quality and workmanship of the medical and dental instruments being produced in Sialkot. He said that while the emblem of "Made in Pakistan" made him proud as a Pakistani, at the same time branding of instruments with some foreign names led him to consider that a lot was needed for the development of Pakistan's own brand value.

While highlighting the importance of value addition, he informed that export of raw



materials e.g. yarn or fabric would have a limited market but specialized value-added products like fashion clothing and accessories would have unlimited scope in the export. He therefore, emphasized to focus on highest value addition and development of local brands to maximize profits from their existing business operations. He said that the civic amenities highlighted by the President Chamber in his address would be taken care of by the two political representatives i.e. Mr. Muhammad Usman Dar and Dr. Firdous Ashiq Awan and he would be there to help in case any matter needed his intervention at any level.

He said that he would advise Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce, Textile, Industry and Production, and Investment, to visit Sialkot Chamber of Commerce and Industry to listen to and respond to the demands of the business community on matters related to trade and industry. He said that leading businesses in Pakistan usually took hard work of generations to reach up to their present financial worth, whereas concepts like Whatsapp, Facebook etc. had developed their multibillion dollar worth within a period of few years. He

also shared the success story of Careem and how a Pakistani entrepreneur had succeeded to build worth of Careem in just few years to be able to sell it to Uber for US\$ 4 billion.

He highlighted the concept and importance of Venture Capital in the software industry and how it could help in development of new startup businesses with multiple times return on investment. He informed that rate of growth of exports in software industry and artificial intelligence had been dramatically high and a country could enhance its exports earnings many times in a matter of few years. He said that export of goods and strengthening of manufacturing sector was equally important but new dimensions of export should be explored and entrepreneurship culture should be promoted to enhance business activity.

He informed that 40000 students had been enrolled in "Presidential Initiative for Artificial Intelligence and Computing (PIAIC)" which would open up new avenues of startups and entrepreneurship in the software industry. He encouraged the businesses to support young entrepreneurs and patronize new ideas,

technology and innovation, which would be an investment with much higher than expected returns. While responding to the demand of establishment of Technology University in Sialkot, he shared a model of Vocational Training implemented by Aman Foundation in Karachi, whereby entrepreneurs like Toyota Motors borne the full cost of vocational training of the students and 100% employability by the industry. He encouraged to make arrangements with such foundations to overcome the shortage of skilled workforce in the Industry.

He emphasized that with prime focus on market and product diversification, product specialization and adoption of latest marketing techniques, the exports of the county could be enhanced manifold. He encouraged the businessmen to invest in the business, generate employment, enhance exports and contribute to the economic development of Pakistan. He concluded with the remarks that Sialkot had a very important and leading role to play for the betterment of the economy and the country.



Visit of

H.E. MR. MIKE NITHAVRIANAKIS

British Deputy High Commissioner, Karachi

February 18, 2020



H.E. Mr. Mike Nithavrianakis, British Deputy High Commissioner, Karachi visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President Sialkot Chamber of Commerce & Industry welcomed His Excellency Mr. Mike Nithavrianakis, British Deputy High Commissioner, Karachi and Trade Director for Pakistan, his team of distinguished guests and members of the Chamber. He mentioned that Pakistan and the United Kingdom had always enjoyed friendly relations that had evolved and strengthened over the last 7 decades. He said that Pakistan and the United Kingdom had many commonalities and had forged alliances and partnerships

mutually beneficial for both the countries. He mentioned that Pakistan greatly valued its relations with the United Kingdom, and was keen to strengthen multi-dimensional and mutually beneficial cooperation. He shared that Pakistan acknowledged and appreciated the support that the United Kingdom had extended to Pakistan over the years in domains of counterterrorism, security, health, humanitarian aid, and trade development. He appreciated the UK's support towards Pakistan in terms of giving awareness to the world that Pakistan was now a safe country through several measures including the softening of travel advisory for Pakistan and resumption

of British Airways operations in Pakistan. He shared that Pakistan and UK also enjoyed substantial economic and trade relations. He informed that as per Ministry of Commerce, UK was Pakistan's third largest Export Destination; and also, the third-highest source of Foreign Direct Investment in Pakistan. He thankfully mentioned that many British companies were contributing to Pakistan's economy and providing jobs to Pakistanis including Reckitt Benckiser, Mott MacDonald, Standard Chartered & GlaxoSmithKline. He referred that according to ONS Pin Book 2018, the total trade volume between the two countries was around 3.2 (B) Pounds in 2018. He believed that there were



immense possibilities and a huge potential of joint ventures and cooperation in various feasible sectors, which might be exploited optimally to improve bilateral trade. He suggested few measures for the expansion of Bilateral trade between the two countries:

- i) Both countries should facilitate single country trade exhibitions & encourage frequent exchanges of trade delegations. Sialkot Chamber was also planning a self-financed trade delegation to the UK, for which support of esteemed British High Commission would be solicited.
- ii) He requested His Excellency to kindly facilitate investments & joint ventures in the value-added industries of Sialkot which would be beneficial for both sides. He informed that an Export Processing Zone had been set up at Sialkot and Sialkot Chamber was also pursuing the establishment of a Special Economic Zone in Sialkot with the Federal Government and in near future, Sialkot would have a dedicated zone that would

welcome the investors from the UK to have Joint Ventures with the well capacitated Industry of Sialkot. He emphasized that Sialkot was an ideal place for foreign investment with exceptional incentives and facilities.

- iii) For the promotion of B2B Linkages, the President Chamber requested facilitation from the Deputy High Commissioner in the signing of Memorandum of Understanding with prominent UK Chambers of Commerce & Industry so that the two countries, through the forum of Chambers of Commerce, may collaborate to create linkages between members to strengthen commercial cooperation. He also proposed that Joint Councils and Chambers established between the two countries be pushed to further enhance B2B Linkages.
- iv) After the historic decision of the UK to leave the EU, he mentioned that Pakistan offered unique opportunities to the UK to further expand its trading relations. He gave

an understanding that the EU GSP+ Scheme would be available for the UK until December 2020. However, the two countries should negotiate a Free Trade Agreement beneficial to the Business Communities of both countries.

Mr. Muhammad Ashraf Malik shared that Sialkot city was known for its SME setup fully equipped and capacitated to business collaborations and joint ventures in various industries in Sialkot. He said that the exporters were well versed with the rules, regulations and requirements of international trade, which had resulted in exports from Sialkot, being over USD 2.2 (B) per annum. He shared with His Excellency that in addition to achieving business excellence, business Community of Sialkot had also done exceptional work in the Social Sector Development & Welfare of the people. He said that Sialkot Chamber, with active participation & contributions of its members, had initiated projects like Sialkot International Airport, Sialkot Dryport Trust, Sialkot City Development Program, Sialkot Export Processing Zone,

Sialkot Business & Commerce Centre, Sialkot Tannery Zone & lately the project of AIRSIAL had been initiated to provide quality air travel services to the people. Similarly, the project of Sialkot Medical City had also been initiated to provide quality healthcare to the people.

His Excellency Mr. Mike Nithaviranakis, British Deputy High Commissioner, Karachi and Trade Director for Pakistan, thanked Mr. Muhammad Ashraf Malik, President, Mr. Khurram Azim Khan, Senior Vice President, Ch. M Jalil Aslam, Vice President and Executive Committee Members of Sialkot Chamber for a warm welcome and hospitality. H.E. appreciated the role of Sialkot in the Economic Development of the Country and having 10% share in the total exports. H.E. informed that British High Commission had initiated an outreach program for the facilitation of the people of different provinces of Pakistan. After the historic decision of the UK to leave the EU, UK was focusing more to develop good relations with Pakistan, the Deputy High

Commissioner added. He further stated that establishment of Special Economic Zone in Sialkot would be a huge opportunity for the UK based companies to invest in Pakistan or work with Sialkot based companies in collaboration/ Joint Ventures. Moreover, he said that once UK based companies invest in Pakistan, they surely would come with the new ideas, which would be very helpful in order to up lift the Economy of Pakistan. H.E. Nithaviranakis was delighted to know that Sialkot Chamber was planning to form a Trade Delegation to UK. He assured that all possible facilitation would be rendered to Sialkot Chamber from his office for the Trade Delegation to UK in order to explore new markets and increase the exports of the Country. H.E. Nithaviranakis endorsed that UK was the third biggest market for the Made in Pakistan products. H.E. shared that his office was working hard to align the business-friendly policies between the Governments of both the Countries. He also informed that a small office was already opened in Lahore

and soon, the office would get in touch with the Sialkot Chamber for suggestions and collaboration. H.E. Nithaviranakis also appreciated the role of dynamic Business Leaders of Sialkot in contributing towards CSR Projects like, SDPT, SIAL and AIRSIAL. H.E. Nithaviranakis also valued the establishment of state-of-the-art Hospital in Sialkot under private sector. He shared that British High Commission could support Sialkot in different sectors like Health Care, Education and International Trade. "BHC would enhance business relations with Sialkot Chamber and fruitful results would be received of this meeting in future", the envoy added.

The President Chamber reiterated that Frequent Travelers should be given visa while seeing their previous history and genuine documents, and Sialkot Chamber's Visa Recommendatory Letter holders should be given priority. H.E. Nithaviranakis appreciated the suggestion and said that he would surely put the suggestion upfront.



MR. MANZAR JAVED ALI

Managing Director, Punjab Small Industries Corporation

February 19, 2020



Mr. Manzar Javed Ali, Managing Director, Punjab Small Industries Corporation visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President, welcomed Mr. Manzar Javed Ali, Managing Director, Mr. Mian Khalid-ur-Rehman, Director Estate Management, Mr. Akram Jarral, Regional Director, Punjab Small Industries Corporation, Officers of the Department, distinguished guests and members of Sialkot Chamber. He informed that a number of issues pertaining to SIE – I and SIE – II & III (SEPZ) had been pending which were necessary to be resolved to provide relief to the allottees of the estates. He informed that a meeting with Mr. Khalid-ur-Rehman had been held on

January 6, 2020, to apprise him about reservations of the business community on “Punjab Small Industries Estate Policy, 2019” issued by Punjab Small Industries Corporation vide letter # PSIC/EM/Policy Matters/2994 dated December 6, 2019. He hoped that the proposals had been shared with the honourable Managing Director PSIC to provide relief to the allottees of SIE – II & III (SEPZ).

He said that in the light of previous discussions and the newly implemented Punjab Small Industries Estate Policy, 2019, a meeting of the stakeholders had been convened to apprise them about the latest developments. He informed that in the light of consensus developed during

the meeting, the allottees of SIE II & III (SEPZ) would take steps towards construction of their approved projects / industrial units in Sialkot Export Processing Zone (SEPZ) and submit their construction plan to Punjab Small Industries Corporation (PSIC) to start construction before December 31, 2020 under intimation to Sialkot Chamber of Commerce and Industry. He said that Chamber was fully committed towards early colonization of zone but some steps were also required to be taken by PSIC to facilitate the allottees. On the request of Managing Director PSIC, he allowed Chairmen of Boards of Management of SIE – I and SIE – II & III to highlight problems relating to their industrial



estates.

Dr. Muhammad Aslam Dar, Chairman, Departmental Committee on SIE / EPZ, said that primary objective of establishment of PSIC was to provide incentives to encourage industrialization, whereas, Department had assumed the status of a tax collecting agency thereby making realization of the real objective quite challenging. He emphasized that Government should render all possible help, provide incentives and extend facilitation to encourage investment in the zone instead of using coercive measures to harass the allottees. He requested the honourable guest to highlight those specific areas of "Punjab Small Industries Estate Policy, 2019" which could be considered to have a facilitative role. He said that PSIC had been the only engine of SME growth and development in Punjab and should assume following role to extend facilitation;

- i) Ease of doing business should be promoted instead of using coercive measures to encourage investment in the zone.
- ii) Businesses should be provided with soft loans to expedite construction of their units / projects.

- iii) Harsh provisions of Punjab Small Industries Estate Policy, 2019 should be amended to make it business friendly.

Mr. Manzar Javed Ali, Managing Director, Punjab Small Industries Corporation, thanked the President and members for a warm welcome. He said that the investment climate had been seriously affected due to volatile economic policies of the Government. While referring to the development of Estate under the Roll Over Scheme, he informed that the model had been adopted by the Government after the year 1983, whereby Public-Private Partnership had been encouraged in the development of industrial estate. While responding to the queries of the members, he informed that;

- i) Devolution of powers, to levy rates and charges within the estate, to respective Boards of Management of the Estates, had been under consideration of the PSIC and all issues relating to excessive rates and charges could be addressed at BOM level. He, however, said that thereafter, it would be the responsibility of the BOM to meet their operational and maintenance cost out of

the funds collected by them under amended rates.

- ii) PSIC had devised a scheme of Rs.30 (B) to provide soft loans to SMEs, which had been in the process of approval by the Government.
- iii) A separate loan facility for allottees of Industrial Estates was being negotiated with the Bank of Punjab to extend facilitation to the SMEs.
- iv) Regularization of plots could be discussed on case to case basis and invited the management of the Board of SIE – I to visit his office to discuss regularization of 33 cases.
- v) A comprehensive action plan had been developed for the first time in the history to revitalize the role of PSIC by assigning only Policy Matters to the PSIC Headquarters, whereas Monitoring had been delegated to the Regional level and execution to the District level.

In response to a request by Dr. Muhammad Aslam Dar to abolish 10% Exit Fee, he assured that a meeting of PSIC would be convened in the coming week to develop a package of devolution of powers to Board of Management of SIEs and all issues relating to SIEs including abolition of 10% Exit Fee could be put before BOM of relevant SIE for approval. He said that the policy had been notified for whole of the Punjab and any amendment in it would affect its implementation on all SIEs in Punjab. He acknowledged the special status of SIE – II & III (SEPZ) and special treatment could be allowed only by empowering its BOM to decide the matter.

DELEGATION OF SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

To Embassy of Federal Republic of Germany

February 20, 2020



H.E. Bernhard Schlagheck, Ambassador of Federal Republic of Germany, Dr. Martin Herzer-First Secretary Political & Economic Affairs and Visa Team welcomed the Delegation of Sialkot Chamber of Commerce & Industry on February 20, 2020. The delegation was led by Malik Muhammad Ashraf (President SCCI), with members including Mr. Khurram Azim Khan (Senior Vice President), Mr. M. Jalil Aslam (Vice President), Mr. Waqas Akram Awan (Former Senior Vice President) and Mr. Moazzam Ishaq (Assistant Secretary).

Mr. Muhammad Ashraf Malik, President SCCI thanked H.E. Bernhard Schlagheck for his warm welcome. He started

discussion with the hope that their visit would go a long way in improving interaction between the business communities of both the countries to increase bilateral trade. He emphasized on the issuance of Business Visa to members of Sialkot Chamber and discussed the cases of frequent travelers. He said that it was very difficult to manage the Travel Plan by an Exhibitor/new comer in a short period of time. The visa section briefed that it was under consideration, hopefully, in future, the period would be increased up to 15-20 days instead of 07 days.

Mr. Khurram Azim Khan, Senior Vice President and Mr. Muhammad Jalil Aslam, Vice President thanked the honorable

Ambassador and presented best compliments to the Embassy of Federal Republic of Germany. He discussed the visa cases in detail. He emphasized on the cases of frequent travelers and the Exhibitors and requested for the issuance of long term visas for them. Mr. Khan also discussed the cases of family visa and their refusal. Mr. Waqas Akram Awan also thanked the Ambassador and his team for their cooperation and efforts to resolve issues of Sialkot Business Community. Mr. Awan also suggested strengthening commercial cooperation. He said that it was imperative for the business community of Sialkot to have certain trade leads of



German Importers so that they could plan their B2B meetings effectively.

The Visa Section informed that from March 1, 2020, the Visa Policy for the Frequent

Travelers who had the facility to submit visa applications without appointment at the German Embassy would be changed. They told that the Embassy would introduce a Swift Appointment System

for those applicants who had already taken Biometrics for a Schengen visa application during the last 59 months. Visa Section also inculcated that Chamber should scrutinize the documents especially of the managers while issuing letters to them which was agreed by the delegation. The team also explained the required documents for visa and shared the different mistakes or incompleteness of information by the applicants, which might be the cause of rejection. In the end, H.E. Bernhard Schlagheck thanked the delegation of Sialkot Chamber for visiting Embassy of Federal Republic of Germany, Islamabad and assured full co-operation from German Embassy.



DOCTOR SHEIKH ABDUL REHMAN AL SAIBEEH

the custodian of Khana e Kaba

February 28, 2020



The custodian of “Khana e Kaba” Doctor Sheikh Abdul Rehman Al Saibeeh visited the Sialkot Chamber of Commerce and Industry. While addressing at the ceremony, President SCCI, Mr. Muhammad Ashraf Malik welcomed the Custodian of “Khana e Kaba” and said that the Harmain e Shareefain were two sacred places for the Muslims around the World. President SCCI said that Pakistan and

Saudi Arabia had been enjoying a brotherly relationship, and KSA had supported Pakistan during the times of thick and thin. Mr. Malik further added that Pakistan had left no stone unturned to support Saudi Arabia during their tough times and would keep supporting the country. He said that being the custodian of the Holy place for quite a long time was an immense honor for Al-Saibeeh

Family.

Doctor Sheikh Abdul Rehman Al Saibeeh acknowledged the welcome given by people of the City of Iqbal and said that Saudi Arabia had been facilitating Pakistani citizens during the time of pilgrimage. He offered prayers for the prosperity of Pakistani, the Sialkot city, and also sought a blessing from Allah to undo the impact of COVID-19.



DR. SALMAN SHAH

Advisor to Chief Minister of Punjab on Economic Affairs and Planning & Development

March 06, 2020



Dr. Salman Shah, Advisor to Chief Minister of Punjab on Economic Affairs and Planning & Development and Dr. Farrukh Naveed Project Director/Head Public Private Partnership (PPP) Cell/ Former Deputy Commissioner Sialkot visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President Sialkot Chamber welcomed the honourable guests and thanked them for conducting an orientation session on “PUBLIC PRIVATE PARTNERSHIP ACT 2019”.

Dr. Salman Shah, Advisor to the Chief Minister of Punjab on Economic Affairs and Planning & Development, thanked President SCCI for the warm welcome at Sialkot Chamber of Commerce and Industry and said that the PPP Department was keenly working on projects that could not be initiated due to non-

availability of funds.

He mentioned that under PPP, numerous programs were in process and a few were completed.

Dr. Farrukh Naveed Project Director/Head PPP Cell, thanked President SCCI and said that he had the honor of serving Sialkot City as Deputy Commissioner. He proposed that Sialkot Chamber of Commerce and Industry could also utilize the mechanism of Public Private partnership to initiate the projects related to Industry, Development of City or the projects that had been neglected or could not be initiated due to lack of funds. He further presented the following points:

- Reforms Made by PPP Cell & PPP Authority
- Financial Interventions

- Milestones Achieved
- Institutional Framework PPP Act, 2019
- Types of PPP Projects
- Solicited Project Proposal
- Unsolicited Project Proposal
- Current Financial Year Targets 2019-20
- Currently Identified Projects for Next Financial Year 2020-21
- Potential Projects for Next FY 2020-21
- Business Plan for Next Three Years 2020-23
- Provision of Infrastructure and Social Services in The Punjab Through PPP
- Snapshot of Business Plan for Next Three Years 2021-2023

Visit of

H.E. MALIK MUHAMMAD FAROOQ

Ambassador Designated for Pakistan to Poland

March 10, 2020



H.E. Malik Muhammad Farooq, Ambassador Designated for Pakistan to Poland visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President SCCI welcomed the honorable guest and members of this Chamber. He shared that the Sialkot Chamber, as the representative body of Private Sector of Sialkot, was greatly contributing to the economic development of the country. He informed that Sialkot Chamber, with active participation & contribution of its members, had initiated projects like Sialkot International Airport, Sialkot Dry Port Trust, Sialkot

City Development Program, Sialkot Export Processing Zone, Sialkot Business & Commerce Centre, Sialkot Tannery Zone & lately the project of AIRSIAL had been initiated to provide quality air travel services to the people. Moreover, he also informed that the project of Sialkot Medical City Limited had also been initiated to provide quality healthcare to the people. "The city is known for its SME setup fully equipped & capacitated to business collaborations & joint ventures in various industries in Sialkot. The exporters are well versed with rules, regulations & requirements of International

trade, which has resulted in exports from Sialkot, being over USD 2.2 (B) per annum" he added. Mr. Malik mentioned all the industrial sectors including Surgical, Sports, Sportswear, Leather, Gloves, Martial arts, Army Uniform, Military Badges, and Bags etc. and told about their working capacity and issues they had been facing. He encouraged the Ambassador to work on all the exports sectors of the country and should work to enhance the bilateral trade between Pakistan & Poland. He stressed that Ambassador should also motivate his team, to work efficiently for promoting

the links between both the countries. He said that there were many products which were not produced by Poland and they imported those items from the world. He suggested that Ambassador should work on such sectors and share the related information with Pakistan.

H.E. Malik Muhammad Farooq, Ambassador-designated for Pakistan to Poland thanked the Office Bearers of SCCI and the Sialkot Chamber of Commerce & Industry for the warm welcome and hospitality. He appreciated the Sialkot City as one of the most dynamic cities of Pakistan and lauded the Sialkot's Industry for the remarkable achievements and foreign exchange contribution in country's exchequer. He told that before his appointment, the commercial counselor had also been appointed in the Pakistan Embassy of Poland to work for

the bilateral relations. He also told that the same embassy would also deal with Poland and nearby countries as well. He acknowledged and expressed his gratitude for the details/fact sheet provided by the Chamber regarding the different Sialkot Industrial sectors and their trade figures. He mentioned that there was an indirect trade of Pakistan with Poland but there were no direct buying from Pakistan. He said that the Government as a facilitator, was playing its role to strengthen the international trade linkages, but the real work would have to be done by Business Community with mutual efforts. He discussed about the review of GSP plus status in current scenario and shared the political status and relations of Poland with Pakistan in detail. He said that Chamber should also work on the products/materials etc. which could be imported from Poland as well so that embassy would

work on both sides. He assured his fullest support to promote and enhance the bilateral relations and trade between both the countries.

He shared his interaction with other Chambers in Pakistan e.g. Islamabad Chamber, Faisalabad Chamber and Lahore Chamber etc. and invited the Sialkot Chamber to also work with the Embassy and plan a delegation to Poland in future. Mr. Farooq said that he would prepare the directory on Polish businesses and would collaborate with the business community in Pakistan. In response to a question, H.E. Malik Muhammad Farooq, replied that Pakistan had always focused on the big countries like UK, USA, Germany, etc. for exports but ignored other small countries including East Europe. He further said that Pakistan should work on image building on priority basis.



H.E. MR. AHMAD FAROOQ

Ambassador-designated for Pakistan to Denmark

March 13, 2020



H.E. Mr. Ahmad Farooq, Ambassador-designated for Pakistan to Denmark visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President SCCI welcomed the honorable guest and members of the Chamber. He stressed to increase in exports of the country and said that foreign missions should focus on creating linkages of business communities. He emphasized that Ambassador should study the market and demand of Danish business community as well as the ultimate consumers; so that Pakistani Industry could penetrate the market for enhancing the trade. He said that other than conventional Trade partners like USA & UK, Pakistan should also focus on such small counties with high per-capita income as they would also be the lucrative markets for Pakistan. He shared about the industrial sectors including Surgical, Sports, Sportswear, Leather, Gloves, Martial arts, Army Uniform, Military Badges, and Bags etc. and told about their working capacity and issues they had been facing. He

informed that Sialkot Chamber of Commerce & Industry as the representative body of the Business Community of Sialkot, was greatly contributing to the economic development of the city as well as of the country. He encouraged the Ambassador to work on all the exports sectors of the country and should work to enhance the bilateral trade between Pakistan & Denmark.

Mr. Khurram Azim Khan, Senior Vice President, gave the briefing on the export oriented industry of Sialkot in detail. He said that businessmen of Sialkot were considered as "Roaming Ambassadors" of the country. He shared the trade related data sheet of all the industrial sectors of Sialkot with Denmark and trade between Denmark with the world of the same product lines. He elaborated the gap between both the countries and existing potential that could be covered with concerted efforts.

Mr. Ahmad Farooq, Ambassador-designated for Pakistan to Denmark thanked the Office Bearers of Sialkot Chamber of

Commerce & Industry for their warm welcome and hospitality. He appreciated the city Sialkot for its business dynamics and achievements in business as well as in the social sector. He also appreciated the working on trade facts & figures briefed by Mr. Khurram Azim Khan, Senior Vice President SCCI. He told about his previous services in Rome, Italy and Denmark; and said that the aim of an Ambassador was to encourage the positive political as well as the trade linkages of the two countries. He mentioned that there were no political issues between Pakistan and Denmark, so that it would be essential to enhance the trade linkages of both the countries. For the said purpose, he mentioned that he was working to collect trade related facts & suggestions by the different Chambers in Pakistan. He emphasized to motivate the business community for initiating the business delegations to increase the B2B interaction and promotion of the Pakistani products. He highlighted the rising trade of Pakistani Cotton, textile items, beddings, home textile, food items, vegetables, frozen foods etc. to Denmark. He said that only sports goods, football etc. were being exported to Denmark from Sialkot; on the other hand, there were many other products made by Sialkot with huge scope in Denmark. He requested Sialkot Chamber to share the suggestions for promotion of bilateral trade between the two Countries.

MR. HASHIM RAZA

Chief Executive Officer, SMEDA

March 21, 2020



Mr. Hashim Raza, Chief Executive Officer, Small and Medium Enterprises Development Authority, Mr. Raja Hassanien Javed, General Manager (Outreach - II), Mr. Muhammad Javed Afzal, Provincial Chief (Punjab), SMEDA, and officers of the Department visited Sialkot Chamber of Commerce & Industry. Mr. Muhammad Ashraf Malik, President Sialkot Chamber, welcomed the guests and members. He drew attention of the honourable guests towards inordinate delay in full operationalization of the Sialkot Business and Commerce Center project and expressed hope that the newly appointed Chief Executive Officer would play his role to address critical issues. He apprised that as per agreement between SMEDA and SCCI and as envisioned by PC-1 and revised PC-1 of the SBCC project, representation of Sialkot Chamber at Board of Management level had been 6 members as against 4

members of the Government. He stressed that representation of the private sector in the newly proposed Management Committee should be in accordance with the original intent of the contracting parties. He emphasized to expedite constitution of the Management Committee duly empowered by the Government to look into day-to-day operational matters of the SBCC project.

Mr. Hashim Raza, Chief Executive Officer, SMEDA, acknowledged the marvelous contribution of the business community of Sialkot in the success of the projects implemented in Public-Private Partnership. He assured that irrespective of the conflicting stance taken by the SMEDA and SCCI on representation in Management Committee, the two partners would continue to enjoy most cordial relations for the promotion and development of SME sector in the region. He emphasized to resolve the issues

quickly and run the project profitably. He informed that SMEDA had executed number of projects with development intervention but he was of the opinion that future projects should be run commercially to generate revenue for execution and implementation of more developmental projects. He shared experiences in the other projects of SMEDA where the earnings could not be utilized due to their status of being Guarantee Limited Companies. While referring to SBCC project, he said that incubation center, space for exhibitions and auditorium would serve the purpose of development of businesses, whereas, other available space should be rented out commercially to generate revenue for the sustainability of the project.

Dr. Muhammad Aslam Dar, Former President Sialkot Chamber, acknowledged exemplary cooperation between officers of SMEDA and representatives of SCCI during execution of the SBCC project and appreciated the services of the SMEDA team. He said that proposal of partial utilization of the building to generate revenue through rental income was initially moved by the former President of the Chamber, Mr. Majid Raza Bhutta, and if SMEDA had then reached the same conclusion then some provision under the law should have been sorted out to proceed in the matter. He said that



percentage of representation on the Management Committee would not have been a big deal, had not there been some bitter experiences with the Government in some other projects in the past. He shared some sad experiences with PSIC in EPZ project and substantiated why they had been apprehensive of reduction of private sector's representation in the SBCC project. He said that SMEDA had been claiming higher percentage of ownership on the basis of money spent later in the project, whereas SCCI had invested all its share in terms of cost of land and initial civil works of the project at the time of signing of agreement in 2010. He said that if representation of the contracting parties was to be determined on the basis of cost of investment then the matter could be referred to an arbitration committee to determine the cost of land and cost of civil works of the project on the present day to determine respective shares of both contracting parties.

He drew attention of the house that as per the agreement between SMEDA and SCCI, the land of the project had to be transferred by SCCI, within one month, in the name of the SBCC project. He said that once the ownership of land had been transferred in the name

of the project, the relevant contracting party could not claim higher percentage of ownership on the basis of escalation in the cost of the land at later stage. In response to this, Mr. Khawar Anwar Khawaja replied that Public Listed Companies conducted revaluation of their assets each year to assess their liquidity position. He further elaborated that composition of Board of Management of SBCC as per PC-1 of the project was to monitor the construction activities and not to address operational side. He said that as per Exit Strategy given in PC-1, the contracting parties could; 1) either go for Guarantee Limited Company (Section 42), in which case no party would have any entitlement to receipts of the company; or 2) go for a corporate form of business where profits of the company could be shared between the contracting parties as per their respective shares. He said that it would be practically impossible for SMEDA to justify any reduction in share of investment of the Government if the things would be formalized under a corporate arrangement.

Mr. Hashim Raza, Chief Executive Officer, SMEDA, said that the SBCC project had two aspects;

1) Operational and 2) Legal. He said that operational aspects could be tackled by him without seeking approval of the Secretary, Ministry of Industries, whereas, Legal aspects would require approval of the parent Ministry. He said that under the available options, he could only propose incorporation of a Private Company Limited by Shares and he would ensure that only persons on the Board of Directors from the Government side would be the officers of SMEDA. He proposed to deliver structure of a Private Company Limited by Shares with equity participation in accordance with the investment and nominations on part of the Government only from SMEDA. He further said that SCCI's nominations would be the prerogative of the Executive Committee of SCCI and Chairmanship of the Management Committee would always be from the private sector. He emphasized that the equity structure of the proposed company would be strictly in accordance with the investments of the parties. He, however, said that if a Company Limited by Guarantee would be the choice of the business community of Sialkot, it would surely make things easy for him as he would not have to address any audit queries and the things would be simplified to deal with.

MR. FAWAD HUSSAIN CHAUDHRY

Federal Minister for Science & Technology

June 01, 2020



Mr. Majid Raza Bhutta, Former President, SCCI attended the meeting at Sialkot Chamber via Video Conference under the chairmanship of Fawad Hussain Chaudhry, Federal Minister for Science & Technology. Representatives of PCSIR, PSQCA and PNAC also attended the meeting.

Mr. Fawad Hussain Chaudhry, Federal Minister for S&T highlighted the issue raised by Sialkot Chamber in previous meeting held at Minister's Office, Islamabad dated February 26, 2020 regarding request of Testing Facilities and Certification problems faced by the Exporters of Sialkot. He said that Private Sectors may come forward to invest in the establishment of testing facilities and Government would encourage and regulate the standards.

Mr. Majid Raza Bhutta, thanked Federal Minister for showing great concern in

order to facilitate the Business Community of Sialkot. He said that testing facilities for product Certification/CE Marking needed to be established with minimum & affordable cost.

Representatives of PSQCA stated that CE Marking/ Certification would be initiated by PSQCA through the technical assistance of Turkey. For CE Marking, PSQCA was already in contact with Turkey which will provide training to PSQCA. It was also shared that due to COVID-19, all related matters were delayed. He informed that Turkey Standards Organization shared in its recent conversation with PSQCA that their office would be operational from June 01, 2020.

Mr. Fawad Hussain Chaudhry, Federal Minister for S&T suggested for some interim arrangement to be made for Certification with Turkey such as online documentation/ application form, training etc.

DG PCSIR, Lahore informed that more than 70% testing facilities required by SCCI were available and further needed upgradation.

Mr. Fawad Hussain Chaudhry, Federal Minister for S&T also said that the upgradation of Labs may be assisted by private sectors which would be mutually beneficial, for which a feasibility report/ working paper be prepared by SCCI.

After discussion following decisions were made:

- Feasibility report/ working paper may be submitted by SCCI.
- Detailed list of testing facilities available in PCSIR related to Leather, Sports goods, Textile and Surgical Instruments be provided to SCCI.
- PSQCA may initiate the matter on urgent basis regarding processing for CE Marking/ Certification with Government of Turkey so that manufacturers could get the benefit of CE Marking within country at minimum/ affordable cost.
- Trainings or workshops if required by PSQCA from Turkey side may be arranged through video link.
- PSQCA may establish or arrange an interim setup for CE Marking/ Certification.
- In the first week of July a meeting may be called at Sialkot Chamber of Commerce & Industry in which PCSIR Lahore, LRC Karachi, CM&FT Daska, PSQCA and PNAC may be invited.

MR. REZA BAQIR

Governor, State Bank of Pakistan

June 10, 2020



Mr. Muhammad Ashraf Malik, President Sialkot Chamber of Commerce & Industry attended the meeting via Video Conference chaired by Mr. Reza Baqir, Governor, State Bank of Pakistan (SBP) to inform about State Bank of Pakistan's Rozgar Schemes that were initiated to support the businesses in retaining their labor and daily wagers amidst the COVID-19 crisis. The Governor State Bank of Pakistan also highlighted the salient features of the schemes and the relaxations SBP had provided in the Loan Limit.

Mr. Reza Baqir, also announced the Risk Sharing Facility for SBP Refinance Schemes that would help the borrowers, in repaying the 40 % of first loss on the disbursed portfolio by

Government of Pakistan (in case of default) and rest of 60% would be repaid by the borrowers (Business Entity). Governor State Bank of Pakistan mentioned that the current facility was formulated for April to June 2020, however, State Bank of Pakistan (SBP) was considering the extension of the schemes for another 3 months.

He also stated that out of 1320 applicants, 260 companies were given final approval for onwards disbursement of PKR 96 Billion. The Governor State Bank of Pakistan mentioned that SBP had developed lists of Focal Persons of Commercial Banks as well as a list containing detail of Focal Person of BSC of State Bank of Pakistan.

He further clarified that if any applicant at any level was facing any problem while availing the facility of Rozgar Scheme, should report to SBP by keeping in loop with the Focal person of the representative of Commercial Bank. He also requested the Presidents of Chambers of Commerce and Industry to circulate the information to their members and also display the lists on notice board, for ready reference of the members.

Mr. Muhammad Ashraf Malik President, Sialkot Chamber of Commerce and Industry, lauded the efforts of Governor State Bank of Pakistan, especially for the support of SME business across Pakistan, in COVID-19 Crisis.

He stated that the Sialkot Chamber of Commerce and Industry would ensure the dissemination of the information to its members and would also share the concerns of the Business Community of Sialkot to SBP, from time to time. He suggested that a Committee including representatives of the Commercial Banks and Chief Manager State Bank of Pakistan should be formulated so that a month-wise revision of progress and issues of members of the Sialkot Chamber of Commerce and Industry could be discussed.

Mr. Reza Baqir Governor, State Bank of Pakistan, appreciated the suggestion of President SCCI and assured that the possibility of the same would be considered, after discussing with BSC, Sialkot.



The Sialkot Chamber of Commerce & Industry celebrated the 73rd Independence of the beloved motherland with great glory and patriotism.

Keeping on the tradition, Sialkot Chamber celebrated the "Independence Day" with high spirit of Freedom and dedication. The Independence

Day Ceremony took place at Sialkot Chamber premises, where the National Flag was hoisted by Sialkot Chamber's President Mr. Muhammad Ashraf Malik, Mr. Khurram Azim Khan, Senior Vice President, Ch. Muhammad Jalil Aslam, Vice President, Senior Members and Executive Committee Members.

The Celebrations were followed by the Cake Cutting Ceremony by the Office Bearers of SCCI. After the Cake Cutting Ceremony, prayers for the prosperity of our beloved country and wellbeing of the Nation were made. The celebrations ended with well wishes for the success of the beloved Homeland.



Photographs of different Occasions

During the year 2019 - 20



Photographs of different Occasions

During the year 2019 - 20



Photographs of different Occasions

During the year 2019 - 20



Photographs of different Occasions

During the year 2019 - 20



Photographs of different Occasions

During the year 2019 - 20



Photographs of different Occasions

During the year 2019 - 20



LIST OF SEMINARS 2019 - 20

1. Seminar on UK Business Visa Opportunity organized by Farani Taylor Solicitors held on October 08, 2019.
2. Seminar on Significance of Family Owned Business organized by RTS Global Partner held on October 11, 2019.
3. Seminar on Drawbacks of Claims by State Bank of Pakistan held on October 23, 2019.
4. Seminar on "Mandatory Online Filing of Returns under E-Services Regime held on November 06, 2019.
5. Seminar on Roadmap to "E-Commerce" held on November 11, 2019.
6. Seminar organized by Sourcing of Magic Show /Reach Expo held on November 14, 2019.
7. Seminar on DLT by State Bank of Pakistan held on November 15, 2019.
8. Seminar on Islamic Banking and SME Finance Scheme by MCB Islamic Bank held on November 20, 2019.
9. Seminar on EU-GSP Rules of Origin Certification under the REX System held on November 20, 2019.
10. Awareness Session on "Refinance Schemes of State Bank of Pakistan for Women Entrepreneurs held on November 22, 2019.
11. Seminar on "DTRE Scheme for Exporters" held on November 28, 2019.
12. Seminar on Financing Facility for Renewable Energy and Presentation on PM Housing Projects held on December 10, 2019.
13. Awareness Session on Foreign Exchange Operations and SBP online Portal by State Bank of Pakistan held on December 20, 2019.
14. Seminar on "Business Website and E-Commerce held on December 28, 2019.
15. Training Session on Communication & Public Speaking Skills held on January 01, 2020.
16. Awareness Seminar on "Biodegradable Plastics-Environmental and Commercial Aspects held on January 08, 2020.
17. Seminar on "Industrial and Workers Safety Guidelines" held on January 10, 2020.
18. Awareness Session on USAID funded project "Small & Medium Enterprises Activity (SMEA) held on January 16, 2020.
19. Awareness Seminar on Representative of Overseas Business Scheme by UK Government held on January 21, 2020.
20. Seminar on Expansion of Business Outreach via E-Commerce held on January 28, 2020.
21. Seminar by Habib Bank held on February 03, 2020.
22. Seminar regarding online collection of FBR duties and taxes by State Bank held on February 06, 2020.
23. Seminar regarding Trade Based Money Laundering by Meezan Bank held on February 13, 2020.
24. Seminar on "Lead Generation in Export" held on February 25, 2020.
25. Orientation Session on "Entrepreneurship Development and Advisory Services" by (EDAS) held on March 05, 2020.
26. Awareness Training Session on "Ease of Doing Business and Online Collection of Social Security Contribution" held on March 05, 2020.
27. Seminar on "Resolution of Trade Related Issues faced by Traders" by Bank-Islamic Pakistan held on March 10, 2020.
28. Session on "Development of a New GSP Scheme under BREXIT by TDAP held on March 11, 2020.
29. Approval of Report of online session with SBP BSC Sialkot on SBP Refinance Schemes and Incentives in view of COVID-19 held on June 17, 2020.
30. Webinar on " SASO Saber Certification for Exporter" by Tti Testing Laboratories, Lahore held on 18.08.2020

FINANCIAL STATEMENTS
For the Year Ended June 30, 2020













