



Annual Report 2020-21

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The Sialkot Chamber of
Commerce & Industry

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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OUR PURPOSE

We at Sialkot Chamber of Commerce & Industry, are committed to fulfill our members' 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.



MR. QAISAR IQBAL BARYAR

President



MR. KHURAM ASLAM

Senior Vice President



MR. ANSAR AZIZ PURI

Vice President

ANNUAL GENERAL MEETING



ANNUAL GENERAL MEETING



MEMBERS OF EXECUTIVE COMMITTEE - (2020-21)



Mr. Qaisar Iqbal Baryar



Mr. Khuram Aslam



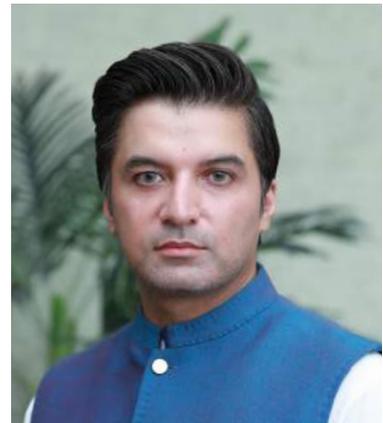
Mr. Ansar Aziz Puri



Malik Muhammad Ashraf



Mr. Muhammad Sarwar



Mr. Muhammad Umair Mir

MEMBERS OF EXECUTIVE COMMITTEE - (2020-21)



Mr. Muhammad Bilal



Sheikh Zohaib Rafique



Mr. Qaisar Ikram Dodhy



Mr. Asif Ali



Mr. Qasim Malik



Mr. Muhammad Ahsan ul Haq

MEMBERS OF EXECUTIVE COMMITTEE - (2020-21)



Sheikh Zahid Hameed



Mr. Asif Manzoor



Hafiz Shamas Hameed



Sheikh Faisal Naveed



Mr. Muhammad Idrees



Mr. Aneel Sarfraz

MEMBERS OF EXECUTIVE COMMITTEE - (2020-21)



Mr. Ali Amir Bhatti



Sheikh Sohail Zafar



Mr. Shahid Nadeem Mughal



Mrs. Shabnam Asif



Miss Syeda Shabina Gillani



Tariq Mahmood Malik (SG)

THE SIALKOT COMMERCE



MEMBERS OF
EXECUTIVE
COMMITTEE

2020-2021

CHAMBER OF & INDUSTRY



ایوان صنعت و تجارت سیالکوٹ

PRESIDENT'S MESSAGE

“ALWAYS DELIVER MORE THAN EXPECTED”

Larry Page

Dear Members

It is a matter of immense pleasure for me to present to you the Annual Report of the Sialkot Chamber of Commerce & Industry for the year 2021. The rich history of this venerable trade body is illustrious with many accolades and feats and is indeed becoming of a true representative of both the industry and people of the city. 2021 marks an important point in our collective journey towards glory as it represents the dawn of a new decade for our community and the epilogue of the 3rd decade of this Chamber as this year marks 39 years of brilliance and quality advocacy. But what has and will remain constant is our will and vision to deliver you more than what you expect.





I am pleased to mention that Sialkot Chamber has become a hallmark of advocacy and lobbying using its influence in the government policies, resolving issues of the industry, and connecting its members with the right information. We are steadfast in our support for the export sector of Sialkot and the vital role it plays in building and sustaining our beloved country. Let me assure you with a firm conviction that this Chamber would continue to safeguard your interests and continue taking initiatives for the betterment of the industry.

As I write this report, the COVID-19 pandemic is still looming large as we are on the verge of the 4th wave but amidst all this, what matters is that we, the industrialists of Sialkot, have come together and sustained our economy in the most resilient manner. Thankfully, the year proved to be of recovery and rebound as the global trust in the shape of orders shifted back to Sialkot putting our exports on the right track. We are also thankful to the Provincial & Federal governments for allowing the Export Sector to work on its full potential through its Smart Lockdown strategy that was effective in controlling the spread and ensuring the livelihood of scores of laborers.

This year brought many key developments as a result of our determined efforts but the zenith of this tenure was the approval of the University of Applied Engineering & Emerging Technologies Sialkot in the Annual Development Program of both Federal and Provincial Government. On the other hand, we made sure that the most burning issues of the industry were taken up at necessary forums for redressal and approval. This year we worked tirelessly on various issues including but not limited to the 5% Withholding Tax on Export Companies, Extension in LTLD and DDT Schemes, Energy Subsidy, Establishment of EXIM Bank, Back-to-Back Letters of Credit, Access to Finance, Enhancement in the limit of Direct Shipments, Common Warehousing Facility, Export Processing Zone, Sialkot Industrial Zone, and E-Commerce Framework.

This report highlights the key developments that have delivered change for our members and our community. We hope you will appreciate and acknowledge all that we have accomplished together in 2021.

1. RELAXATION IN RULES FOR MAKING AND DISPATCH OF SHIPPING DOCUMENTS BY THE EXPORTERS

Facilitating our Small Exporters has been the number one priority of the Sialkot Chamber of Commerce & Industry. We are always striving to get new facilitations in the existing schemes to allow relatively new exporters to avail the benefit. Many of you must know that it was the Sialkot Chamber that got approval from the State Bank of Pakistan for making and dispatch of shipping documents direct to buyers in 2017 whereas we continued to get relaxations in the conditions imposed with the approval.

This year, a significant number of members had reported inability to avail of the facility as per the condition of having minimum export of USD 250,000 in the last 3 years. This was an irritant for the majority of exporters not achieving the mentioned target.

We immediately took up the matter with the authorities at the State Bank of Pakistan and I am pleased to inform you that new exporters with no export history or exporters having exports less than USD 250,000 during the past 3 years can now avail of the facility of DA Shipments provided shipment's value is up to USD 100,000/- and the total export overdues do not exceed 5% of the previous year's total exports value. The amendment has been incorporated in Chapter 12 of the Foreign Exchange Manual of the State Bank of Pakistan vide FE Circular No 5 of 2021.

2. EXPORTERS' SPECIAL FOREIGN CURRENCY ACCOUNTS

A persistent issue faced by the exporters was the limited scope of utilization of the facility allowed under the Special Foreign Currency Accounts. The issue was taken up with the Honorable Governor State Bank of Pakistan Dr. Reza Baqir upon his visit to Sialkot Chamber.

I am pleased to inform you that the SBP vide its EPD Circular Letter No. 02 of 2021 dated February 19, 2021, has broadened the purposes for which the funds (exports proceeds) are retained in the Special Foreign Currency Accounts (SFCAs) by the exporters.

Exporters will now be able to use SFCAs to make payments abroad for many additional purposes including the advertisement, promotion, marketing, brand building, etc.; subscription fee for participation in foreign exhibitions and fairs; payment for foreign consultant's fee; travel expenses abroad; warehousing services, insurance expenses and shelf space expenses aboard; lab testing charges; audit/inspection/certification charges; logistics charges; refund of advance payment received against goods or services; payments for registration of patents, copyrights, drug registration, license fee, etc.

3. TARIFF RATIONALIZATION OF RAW MATERIAL

We are thankful to the Federal Government of Pakistan for its vision to move towards a liberal import policy allowing the manufacturers cum exporters to import duty-free raw material. The initiative was taken at the request of the Sialkot Chamber of Commerce & Industry in the Federal Budget 2019. We are thankful that this year as well through the Federal Budget 2020-21 the Federal Government further reduced tariff on 200 lines and removed duties on 20,000 items which constitute 20% of all imports. This includes materials related to chemicals, leathers, textile, and the surgical sector.

4. BUSINESS TO CONSUMER (B2C) AND BUSINESS TO BUSINESS TO CONSUMER (B2B2C) FRAMEWORK

We are all privy to the fact that the future of business lies online. In today's connected world, one cannot survive on the brick-and-mortar model of the business. I am delighted that the visionary export sector of Sialkot is fully cognizant of the fact and has started to adapt to the technology to reap the benefits of E-Commerce. 2021 is being considered as the year of E-Commerce as Pakistan was officially included in the approved sellers' list of Amazon the number one e-marketplace. However, it was observed that there was no framework to support this particular model of exports considering its nature of retail and electronic processing.

The Sialkot Chamber was actively involved with the Ministry of Commerce and State Bank of Pakistan through the E-Commerce Think Tank created by the Government. Through the meticulous efforts of all the stakeholders, I am pleased to inform you that two frameworks to facilitate E-Commerce Exports have been developed. Salient features of

both systems are mentioned below:

a. B2C (FE CIRCULAR 07 OF 2020)

- Under the SBP regulatory framework for B2C e-commerce exports, the exporters shall send their e-commerce consignments without the requirement of E-Form up to \$5,000 per consignment. The shipments shall be made through courier companies registered with Pakistan Customs who shall file the Goods Declaration in the WeBOC system on behalf of exporters.
- Each consignment shall be identified based on a unique HAWB number. The details of export shipments shall be accessible to banks in the e-commerce profile of the exporters in the system after the export of goods from Pakistan.
- The exporter shall be required to ensure the realization of export proceeds within 60 days from the date of shipment. The export proceeds shall be received from abroad by commercial banks, through banking channels or international payment schemes/gateway, either in foreign currency or in Pakistani rupee from Non-Resident Rupee Account Repatriable.

b. B2B2C (FE CIRCULAR 05 OF 2021)

- Regulatory framework on Business to Business to Consumer (B2B2C) e-Commerce exports has been developed. The measure has been taken by the Government to facilitate Pakistani exporters and entrepreneurs to sell their products through international digital marketplaces including Amazon, e-Bay, and Alibaba under the Business-to-Business-to-Consumer (B2B2C) e-Commerce model.
- The goods under this framework will be exported to a 'Consignee', who may not be ultimate buyers of the goods rather providing the warehousing services. Authorized Dealers may allow the exporter to make shipping documents in the name of the consignee, which may be a foreign marketplace or company's warehouse or third-party warehousing services provider, and dispatch the same directly to the consignee or its agent in the country of final destination.

- The value of exports proceeds, as declared by exporters on goods declaration/ declaration filed in/with WeBOC/PSW, can be received from abroad by an Authorized Dealer through i) banking channel directly; ii) International payment scheme/gateway; iii) In Pakistan Rupee from the repatriable account of a non-resident.

5. PAKISTAN SINGLE WINDOW (PSW)

Sialkot Chamber has always been a staunch supporter of ease of doing business and has been persuading the Government to take one window initiative for the facilitation of the exporters. We are thankful to the Federal Government that this year a revolutionary system of Pakistan Single Window (PSW) has been launched.

Pakistan Single Window (PSW) will integrate 75 regulatory departments including customs, banks, port authorities, shipping companies, brokers, etc., and the facility would be an independent authority that will manage the PSW, which will be pivotal in unlocking Pakistan's potential to become a hub for international transit and trade.

In PSW, the information required by Customs and OGAs will be electronically submitted through an Integrated Declaration. As such PSW will eliminate the current practice of filing and pursuing separate applications to Customs and Other Government Departments (OGAs) for complying with various laws and regulations related to imports, exports, and transit trade. The facility is soon going to replace WEBOC and would be of immense benefit for the Export Sector of Pakistan.

6. ISSUES PERTAINING TO EXPORT PROCESSING ZONE SIALKOT

The Export Processing Zone Sialkot has been a long-standing unresolved issue of the industry. Since its inception, it has failed to attract the manufacturers to develop their projects due to stringent custom laws and management issues on the part of the Punjab Small Industries Corporation (PSIC). Throughout this year, the issue of EPZ was among our top agenda points as we had several meetings with the stakeholders including the Ministry of Industries, Federal Board of Revenue, Industries Commerce & Investment Department Punjab, Punjab Small Industries Corporation, and

Export Processing Zone Authority. I am pleased to mention that the following headways were made in said regard:

- a. Customs Related issues were taken up with the FBR wherein a working committee was formed by Syed Tariq Huda, Member Customs FBR, and his team. All the issues were discussed in detail with a promise for necessary resolution. The issues include Tax Holiday, Double Taxation, Zero Rating Sales Tax & Income Tax on Electricity Bills, Exemption of DHL Samples from Levies and Taxes, Import Substitution in EPZ, Shipment Consolidation, Extension in Re-Export Period, Bond to Bond Movement, and Exemption to Construction Material from Levy of Duties and Taxes.
- b. Mega Incentive Package was announced for allottees of EPZ granting further extension in the time period for construction of projects up to June 30, 2021.
- c. 50% Discount on account of Non-Construction Charges.

7. AMNESTY SCHEME FOR PAYMENT OF ARREARS OF SOCIAL SECURITY CONTRIBUTION FOR THE DEFAULTER ESTABLISHMENTS

I am pleased to share that due to the rigorous efforts of the Sialkot Chamber of Commerce & Industry, the Government of Punjab provided necessary relief in respect of the overdue payments of PESSI Contributions.

The proposal was submitted by the Chamber's Departmental Committee on Labor Laws in a meeting held at Civil Secretariat, Lahore to Labour and Human Resource Department, Punjab to completely waive off the statutory increase on overdue PESSI contribution, the Government of Punjab has added a proviso to Section 23 of the Provincial Employees' Social Security Ordinance 1965. Through the Provincial Employees' Social Security (Amendment) Ordinance, 2021.

As per the above amendment, any increase in unpaid contributions shall not be payable by the employer who pays his unpaid contribution till June 30, 2021. A significant number of our members benefited from this Amnesty Scheme

and got a waiver of any increase booked on the principal amount.

8. ISSUE OF 5% WITHHOLDING SALES TAX AGAINST PURCHASES FROM UNREGISTERED PERSONS

Sialkot Chamber has been firm on its stance that 5% withholding Sales Tax on Exporter Companies against purchases from unregistered persons should be abolished with retrospective effect i.e., from July 1, 2019. As I took over the Presidency, this was the first issue I took up with the Government and I was successful in getting the extension in the time period for disposal of notices issued by the FBR till December 31, 2020, and a further extension till March 31, 2021. We understand that this has been the most burning issue for the corporate sector export companies of Sialkot. Let me mention that this Chamber took up the matter with the Honorable Prime Minister of Pakistan, Ministry of Finance, Ministry of Commerce, FBR, and other relevant forums. We believe that necessary clarification exempting the export companies would soon be issued by the Government of Pakistan.

9. EXTENSION IN CUT OFF DATE FOR SUBMISSION OF LTLD AND DDT CLAIMS

COVID-19 has indeed disrupted the smooth flow of businesses and has affected many operations of the export sector. This year it was observed that many companies could not submit their claims pertaining to DDT 2018-21 (Textile) and LTLD 2018 (Non-Textile). The Sialkot Chamber took up the issue with the Ministry of Commerce and the State Bank of Pakistan for the necessary extension. I am pleased to mention that the SBP vide its EPD Circular Letter No. 09 of 2021 extended the cut-off date for submission/resubmission of claims for the year 2019 under the aforementioned orders.

10. EXTENSION OF THE DDT AND LTLD SCHEMES AND SETTLEMENT OF TIME BARRED CASES

The Incentive Package of Rs.180 (B) announced by the Government to help achieve export-led growth had been highly acclaimed by the export sector and it had started showing results through strengthening of the manufacturing cum export sector. However, the relevant SROs expired on June 30, 2021. Sialkot Chamber taking a proactive

approach had started lobbying for the need to extend this package till 2027 and enhancing the existing rate of 3% to 5% to allow real benefits of this support package specially to counteract the adverse impact of the Covid-19 pandemic situation. We also took up the matter of time-barred cases for one-time settlement with the Federal Government.

I am pleased to mention that Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce & Trade upon his visit to Sialkot Chamber on July 17, 2021, announced the extension of the scheme for which the new SROs would soon be issued.

11. PRICE FIXATION ISSUE OF BEAUTY AND SINGLE-USE INSTRUMENTS

Beauty and Single Use Instruments are one of the prominent sectors of the Industry of Sialkot having a handsome contribution in the exports of the country. The industrial sector of Sialkot has been facing long-standing issues of Price Fixation due to which the processing of their shipments is held at Customs on a frequent basis. The industry is burdened with another cumbersome exercise because their H.S. Codes are divided into Cutlery Association and SIMAPs.

The exporters of the sector need to fulfill the requirements of both the Associations, before shipping their shipments, including complying with the declaration of goods made by the Surgical Instruments Manufacturing Association of Pakistan which is a lengthy process and creates a hurdle during the shipping process, as per S.R.O. 243(I)/2011 dated March 14, 2011.

I am pleased to share that the Ministry of Commerce waived off the Price fixation for Single Use Instruments through S.R.O No. 539(I)/2021 dated May 5th, 2021. We understand that the Beauty Instruments sector which integral part of the industry was not included. I may assure our members that we have taken up the issue with Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce & Trade, and soon a uniform relief would be given to the Beauty Instruments sector.

12. COVID-19 INITIATIVES

We are still experiencing the grave consequences of the COVID-19 Pandemic and the aftershocks of its subsequent waves. I remember when the first

lockdown was imposed there was this uncertainty of the future, loss of orders, unemployment, skyrocketing prices, and most importantly loss of precious lives. Although, we were successful in getting our factories opened after some time the impact that the industry sustained still has its effects today. Following are some of the initiatives we took this year in the best interest of the industry.

- a. Permanent Exemption to the Export Sector from Lockdowns. This ensured that our factories remained open with strict compliance with the SOPs.
- b. Exemption to Vendors and Suppliers of the industry to ensure smooth functioning of the whole supply chain.
- c. Financial Help for the poor and unemployed through various charitable schemes.

13. MOBILE VACCINATION DRIVE IN COLLABORATION WITH THE NCOC

Perhaps the most significant initiative amidst the COVID-19 pandemic was the initiative of the Mobile Vaccination facility for the factories of Sialkot. We observed that there was a huge load on the designated vaccination centers of the city and that the public had to stand in long queues to get vaccinated that had its share of threats.

Apart from the above, the social compliance factor also needed to be integrated to send a message globally that the Export Sector of Sialkot is fully vaccinated. In view of the same and after strenuous efforts of this Chamber, NCOC permitted us to conduct a vaccination drive to accelerate the campaign of vaccination and support the ongoing national efforts to overcome the spread of the virus.

Sialkot Chamber hired three Mobile Vaccination Units that have been visiting factories across the city and vaccinating scores of laborers at their doorstep. To date, we have successfully vaccinated more than 15000 laborers and the drive is being executed in full swing.

14. THE UNIVERSITY OF APPLIED ENGINEERING AND EMERGING TECHNOLOGIES SIALKOT (UAEET)

When I was entrusted by our leaders for the most prestigious seat of the President Chamber, I promised my members that I would ensure the execution of the project of a Technology University in Sialkot. An international standard University has been a long-standing demand of the people of Sialkot which has been pending approval for the last 16 years. With the blessings of Almighty and the support of my members, the journey which started in 2004 finally materialized in 2021 when the project of the University of Applied Engineering and Emerging Technologies (UAEET) was approved as a result of strong lobbying and advocacy of this Chamber. On April 28, 2021, the project got its formal clearance from the Government of Punjab and approval from the Planning and Development Board.

Today, I feel jubilant to inform you that the funding of PKR 16.75 (B) for the project has been approved by the Federal & Provincial Governments as both allocated PKR 8 (B) in their respected Annual Development Programs.

This has ensured that the project would soon be a reality. The project is a gift for the people of Sialkot in the true sense of the word and would prove to be a game-changer for our generations to come. I would especially like to thank Prime Minister Imran Khan, Sardar Usman Buzdar, Dr. Atta ur Rehman, Mr. Asad Umer, Mr. Usman Dar, and all those working on the project for their support and commitment towards this goal.

15. SIALKOT INDUSTRIAL ZONE

Another commitment I made to the members was the Establishment of the Sialkot Industrial Zone. To achieve strong export growth, the industry must work on its expansion, diversification of product lines, adopting high-tech manufacturing solutions, and upgrade the skills of its human resource at par with global standards. It is also significant that the industry prepares itself for the ever-changing dynamics of the modern world and rapidly evolving social compliances.

The project of the Sialkot Special Economic Zone was initially proposed by the Sialkot Chamber in the year 2016 upon announcement

of the Government of 09 SEZs across Pakistan in connection with CPEC. The rationale behind Sialkot Chamber's proposal is to herald a new era of industrialization in Sialkot through which objectives of industrial expansion through Cluster Development and Import substitution of vital raw materials through Joint Ventures could be. We believe that SIZ is one such project that would attract investors from all parts of the world to join with the entrepreneurial brilliance of Sialkot.

We have envisioned a Sialkot Industrial Zone equipped with:

- a. Dedicated Clusters of Surgical Instruments, Sports Goods & Sports Wear, Leather Products, and Work Wear.
- b. Dedicated Sub-Zone for Joint Ventures for diversification into new product lines and import substitution.
- c. State of the Art Effluent Treatment and Solid Waste treatment systems and Incinerators to comply with the latest Social & Environmental Standards.
- d. Internationally Accredited Materials Testing Lab
- e. State of the Art Expo Center along with 5 Star Hotel for International Trade Events
- f. Product Development Center;
- g. Labour Colonies and Hospital for skilled human resources.

We believe that with such infrastructure and facilities at the Special Economic Zone, we would be able to transform our industry to higher levels successfully and could increase our exports by manifolds. The project also has garnered support from key government functionaries including the Special Advisor to PM on Commerce Mr. Abdul Razak Dawood, Minister for Planning & Reforms, Mr. Asad Umer, Chief Minister Punjab Sardar Usman Buzdar, and Provincial Minister for Industries Mian Aslam Iqbal. The project has been envisioned to be established at Sialkot-Lahore Motorway at 1000 acres with proximity to Sialkot International Airport and Sialkot Dry port trust making it strategically viable.

It is a matter of great honor for me to share with you that the Honorable Prime Minister, H.E. Imran Khan upon his visit to Sialkot on December 09, 2020, formally announced the project. I am pleased to mention that the initial work on the

project has been initiated by the Punjab Industrial Estate Development & Management Company (PIEDMC) who is preparing its master plan and the process of land acquisition has also been initiated for the 1000 acres land near Sialkot-Lahore Motorway at Sambrial Interchange. I am sure that the physical development of the project would be initiated soon.

16. ESTABLISHMENT OF MODERN DYEING FACILITY IN SIALKOT CITY

Sialkot Chamber of Commerce and Industry has been vocally proposing a State of the Art "Modern Dyeing Facility" in collaboration with TUSDEC, within Sialkot City for the Textile Industry of Sialkot. Though a few of the setups in Sialkot have their conventional and outdated dyeing units and the fabric was transported to the big cities, which is affecting the competitiveness of the products, in international markets.

The facility would serve to reduce the cost of dyeing per Ton and improve competitiveness and certainly will aid to save the water resource. In this regard, the Sialkot Chamber of Commerce and Industry has recommended that the facility be established within the premises of the Sports Industries Development Centre. The project would be included in the next ADP and is currently with the Ministry of Planning, Development & Special Initiatives.

17. CARGO TRAIN FROM SIALKOT

Logistics and Carrying Cost play an important role in the international trade of goods. Made in Sialkot products have made their mark globally and are accepted worldwide from the top brands but it is also a fact that international competition is cut-throat and even the minute differences in prices can make or break any deal.

The global trade scenario demands that Exporters control their costs to remain competitive and an important component is that of the carrying cost. In our pursuit of identifying models to efficiently transport our goods to the ports, this year, we devised the plan for setting up a Cargo Train from Wazirabad to Karachi Ports. In this regard, I had a meeting with Honorable Mr. Azam Khan Swati, Federal Minister for Railways, and discussed the project proposal.

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It is informed that the Government has agreed to our proposal and the Ministry of Railways is working on a project master plan in which Infrastructure cost to be borne by the business community and Cargo trains would be provided by the Ministry of Railways. Moreover, the operational management is to be handled by a dedicated freight company made under the Ministry of Railways. A state-of-the-art Cargo Handling Terminal would also be established in Wazirabad for the said purpose. The project would soon be executed and would provide the industry with cost-effective solution to deliver their goods to the ports in record times.

18. MATERIALS TESTING LAB

The Export Industry of Sialkot has always lacked an Internationally acclaimed accredited state-of-the-art material testing laboratory for highly value-added sectors like Surgical Instruments, Sports Goods and Sports Wear, Leather Wear, and many others.

Due to the absence of the said laboratory exporters have to send their samples abroad to get their products testified and certified to be accepted worldwide. This practice ultimately adds to the cost of doing business and is logistically hectic.

Sialkot Chamber has always been pushing the Government to take the initiative to establish a state-of-the-art lab in compliance with ISO 17001 standard to facilitate the industry and to reduce the cost. I am pleased to share with you that this year the Punjab Government approved the scheme of "Renovation and Operationalization of Sports Goods and Materials Testing Lab and allocated PKR 1 (B) for the project. Moreover, the Government also announced the establishment of a Testing Laboratory for the Surgical Sector with the allocation of PKR 200 (M). Both the developments are the fruits of a long struggle of Sialkot Chamber made in the year 2020-21.

19. PROJECT OF SURGICAL CITY

Sialkot Chamber has always been an advocate of Cluster Formation with effective backward linkages. We believe that for the expansion and growth of the industry dedicated Industrial Estates and Zones are imperative. In this regard, the Government of Punjab announced the establishment of Surgical City. The project would

be tailor-made as per the needs of the Surgical Instruments Sector and would ensure necessary clusterization. The Punjab Small Industries Corporation has been tasked with the project for which several sites are under consideration. This would indeed spur a new era of industrialization and diversification of product lines within the Surgical Instruments Sector.

20. COMMON BONDED WAREHOUSING SCHEME

Sialkot is home to the cottage industry and small-scale exporters and manufacturers. They cannot afford independent imports for re-export purposes. They buy raw materials mainly from commercial suppliers in Sialkot who buy raw materials from suppliers/importers in Karachi. The margins/profits added on by these two suppliers make raw materials expensive and incompatible when goods are exported to destinations outside Pakistan. These higher profits by middlemen and commercial importers make products (by these small exporters) uncompetitive in the international markets.

In order to fill the gap, we have been pushing the Government of Pakistan to allow the facility of Common Bonded Warehousing wherein duty-free raw materials could be imported and sold to the Export Sector of Sialkot under the temporary importation regimes and SME Exporters upon payment of duties and taxes. This initiative would reduce the costs of materials and would allow the manufacturers to produce cost-effective goods.

Thankfully, the Federal Board of Revenue has announced the facility of the Common Bonded Warehousing Scheme covering above-mentioned aspects. The Draft SRO in said regard has been made and would soon be notified.

21. SECTOR-SPECIFIC SKILL TRAINING COUNCILS

Sialkot Chamber of Commerce & Industry also highlighted the need for training skilled human resources optimized with the needs of the industry a gap which the present TVET infrastructure has failed to fill. In this regard, the Chairman TEVTA announced the formation of Sector Skills Councils. The Councils will act as an industry-led, TVET management partnership organization. The purpose of SSC design is to address human resource development issues in the industry in

connection with the current TVET practices as well as the changing economic and technological trends in the region.

The establishment of such councils based on a specific Industrial Sector or generic grounds (Skill Council) will resolve the human resource development issues within the Industry. In this regard, Sialkot Chamber has formed the Sector Skill Council for Sports Goods, Sportswear, Leather Garments/ Shoes, and Surgical/ Beauty Instruments.

22. PROJECT OF SKILLED LABOUR TRAINING

the industry is facing an acute shortage of skilled workers. Exporters of Sialkot are dedicated and firmly focused to double the export volume as the industry foresee strong export order in the coming future. However, industrial growth has been marred by a shortage of skilled laborers and the absence of an efficient TVET system.

Keeping in view the sensitivity of the issue, I discussed it with Chief Minister Punjab, Sardar Usman Buzdar on his visit to Sialkot on December 09, 2020, and suggested that if labor from South Punjab could be trained in their particular areas based on the requirements of Export Sector especially Textile, then the shortage of skilled labor issue could be managed. CM Punjab very kindly agreed to the suggestion and assured that all possible support would be extended for the training of the workforce.

In the said regard, Sialkot Chamber invited different Chambers of South Punjab which includes Bahawalpur, Vehari, Multan, D.G. Khan, and Rahim Yar Khan Chambers for a joint project of training of labor. It is delightfully mentioned that most of the Chambers had sent their formal consents to this Chamber to join hands together for the execution of the proposal.

Moreover, Sialkot Chamber has also highlighted the same issue on different forums, and I am pleased to share that a well-known German Organization Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) has shown interest and started collaborating with this Chamber on the model of the joint project of Sialkot Chamber and Punjab Skills Development Fund (PSDF) executed in the past. I sincerely hope that with the implementation of this initiative, the

labor shortage issue would be resolved.

23. PROJECT OF WIDENING OF MUZAFFARPUR RAILWAY CROSSING

Muzaffarpur Railway Crossing is a major bottleneck of the city for the traffic utilizing the route of Shahabpura Road to Ugoki Road in view of the pending development of Shahabpura Flyover. The railway crossing is extremely narrow and creates traffic jams that take hours to clear and delays several cargo shipments to and from Sialkot Dry port. This year, we resolved to solve the matter on self-help basis and took up with the Ministry of Railways for the widening of the crossing. During the visit of the Federal Secretary, Minister of Railways, to the Sialkot Chamber of Commerce & Industry in October 2020, the issue was highlighted strongly and after strong follow-up, we were accorded approval for improvement of the existing crossing and conversion as a dual carriageway by providing a new Class-I level crossing. In this regard, Sialkot Dry port contributed PKR 400,000 for the feasibility study and now we are gathering PKR 22.032 (M) for the execution of the project. I am sure that soon the project would be executed after the collection of funds from the private sector to ease up the congestion in the area.

24. SIALKOT DEVELOPMENT AUTHORITY AND STATUS OF METROPOLITAN CITY

The Infrastructure of Sialkot has been in shambles and deteriorated for many years now. It is an irony that a city contributing to the Economy has been ignored in terms of development in the past. We have always believed that proper road infrastructure is important for the socio-economic development of the city. I am pleased to share with you that as a result of various meetings with the Honorable Chief Minister, the city of Sialkot was awarded the status of Metropolitan, and also setting up of Sialkot Development Authority was approved.

The revolutionary measures would change the fate of the city and would be an answer to all the infrastructure, administration, and management issues of the city. Under the new status, all civic bodies would be brought under one platform to remove the lack of coordination among the various matters of administration as Economic and Value Chain Development. Management of Primary,

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Elementary, and Secondary Education Facilities, Primary Health Care Facilities, Building Control & Land Use, City Roads and Traffic Management, Public Transport, Sanitation, Beautification, Plantation and an array of other services would be carried out by the administration under the logo of one Metropolitan Corporation of the Provincial Government.

Whereas, the Sialkot Development Authority would be instrumental in the city's planning & management, road infrastructure development, and resolution of sanitation and sewerage issues of the bustling city of Sialkot.

25. RENOVATION AND REHABILITATION OF PASRUR ROAD SIALKOT

Sialkot-Pasrur Road has been in peculiar condition and for ages and no heed has been paid from the authorities concerned for its repair, widening, and dualization. It is pertinent to mention that the road houses scores of factories and is home to many laborers of the city. The ill-road has taken the lives of hundreds of people. After taking charge as the President, I immediately took up the issue with the Chief Minister Punjab, Sardar Usman Buzdar, and other key personalities including the Speaker Punjab Assembly, Ch Pervaiz Elahi, and Chief Secretary Punjab for the earliest possible release of funds for rehabilitation of the road.

I feel contented to inform you that I was successful in getting PKR 800 (M) released over the course of a year. The project execution has been initiated and soon, the Sialkot Pasrur Road would be rehabilitated providing safe travels to the commuters of the region.

26. REDUCTION IN PARTICIPATION FEE OF ISPO MUNICH GERMANY 2022 EDITION

ISPO Munich is one of the most prolific exhibitions for Sports Gear, Leather Gloves, and safety products. Every year Trade Development Authority of Pakistan subsidizes the said exhibition and issues necessary exhibitions for participation. However, this year TDAP issued that advertisement with the cost of participation as PKR 785,000 which we believe was exorbitant.

We immediately took up the matter with the Ministry of Commerce and Trade Development of Authority Pakistan for reconsideration and

rationalization of the participation fee. By the grace of Almighty, our plea was considered by the Trade Development Authority of Pakistan as they issued the new advertisement with a rationalized cost of PKR 600,000. Here, I would like to thank Mr. Khuram Aslam, Senior Vice President, for his active role in said regard.

27. CANTON FAIR

Canton Fair is an important trade exhibition for the export sectors of Sialkot to showcase their products to a wide array of a global audiences. Over the years, the Canton Fair has emerged as one of the top global events wherein top buyers of the world participate in the pursuit of quality products. It is regretted that the Trade Development Authority of Pakistan had dropped the Canton Fair from its annual calendar. Keeping in view its significance for our members, we took it upon ourselves to take it up with the Government and get the necessary subsidy for the participants. I am pleased to share with you that the EDF Board in its 20th Finance Committee Meeting approved the subsidy for the Canton Fair whenever it is arranged physically through the Trade Development Authority of Pakistan. The project has been especially approved for the Sialkot Chamber members.

28. WOMEN CHAMBER OF COMMERCE & INDUSTRY SIALKOT

Women empowerment has been on top of the agenda of the Sialkot Chamber of Commerce & Industry as we believe that economic growth cannot be achieved in its true spirit without the participation of women. We remain thankful to the women entrepreneurs of Sialkot for their active role in the economic development of the city. We recognize our women as an integral part of the industrial dynamism of the city that has made waves across the globe.

While Sialkot Chamber has been actively promoting and encouraging its women members but we have always believed that women of the industry should have a dedicated platform to raise their voices and issues pertaining to their respective businesses. In this regard, Sialkot Chamber has been actively pursuing the establishment of the Women Chamber of Commerce & Industry Sialkot.

With immense pride, I would like to share with you that on May 20, 2021, the Directorate General of Trade Organization (DGTO) approved the license of the Women Chamber of Commerce & Industry Sialkot this year. I would like to congratulate Dr. Mariam Nouman, Founder President WCCIS, and her team for their active role in achieving this milestone. I wish Women Chamber and its Executive Committee all the best for the future. Let me assure you as the President of Sialkot Chamber that we would always be there for your support and to help you achieve every success in the future.

29. EXIM BANK

EXIM Bank is a long due demand of the export sector of Pakistan. Despite being present in the back-to-back Trade Policies of Pakistan, the concept of EXIM Bank remains a distant dream to exporters of Pakistan, especially Sialkot. This year, we stressed the importance and need for the EXIM Bank to be established at the earliest.

I am pleased to inform you that the Federal Cabinet and the State Bank of Pakistan approved the Export-Import Bank of Pakistan Act, 2020, which would set the foundation for the project's early completion.

Throughout the year, we remained in follow-up with Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce & Trade, Dr. Reza Baqir, Governor State Bank of Pakistan, and Mr. Irfan Bukhari, CEO EXIM Bank of Pakistan for the early establishment and setting up of a branch in Sialkot.

30. PROJECT OF INDUS HOSPITAL SIALKOT

Indus Hospital is a premier charity medical facility providing state-of-the-art health care services to people. As you know that Sialkot Chamber has been working on the project of Sialkot Medical City but I believe that the city needs a high-standard charity hospital as well. In said regard, I had a meeting with Dr. Abdul Bari, CEO of Indus Hospital to establish a facility in Sialkot.

I am glad to mention that the Indus Hospital Management has agreed to work on the project and I personally have donated 10 acres of land for the cause. The project would provide cutting-edge medical services free of cost to the people of Sialkot.

31. PARTICIPATION IN INTERNATIONAL TRADE DELEGATIONS & EVENT

Self-Financed Trade Delegations has been a regular feature of the Sialkot Chamber of Commerce & Industry allowing the roaming ambassadors of Sialkot to visit different markets of the world in pursuit of B2B meetings and prospective orders. However, due to prevailing pandemic and travel restrictions, this Chamber has been unable to manage trade delegations with optimal frequency. But I am pleased to share with you that after a long hiatus, we have resumed sending the trade delegations. This year we have announced self-financed delegations to be sent to Turkey (Subsidized by TDAP), Ukraine and Kuwait. I am hopeful that more delegations would be arranged next year.

Moreover, this year, we also collaborated with the USAID - Pakistan Regional Economic Integration Activity (PREIA) to organize a Single Country Trade Exhibition "Made in Pakistan" in Almaty, Kazakhstan in October 2021. The exhibition will be a multi-commodity event and will cover all the exports sectors of the Sialkot Industry.

32. AIRSIAL

Today, Air Sial stands tall as a reality. All three aircraft have come home and the official Inauguration has been made by the Honorable Prime Minister of Pakistan on December 09, 2020. We couldn't have asked for a better inaugural ceremony than to have His Excellency and Chief Minister Usman Buzdar with us experiencing what people recognized as a dream turning into a definitive reality. As the President Chamber and Senior Vice Chairman of Airsial, I would like to congratulate all the members of the Sialkot Chamber and the investors of Airsial for this astounding success.

The project of Air Sial is indeed a collective effort for which the whole team deserves a round of applause and as part of the same team, we all are proud to have fulfilled our promises. The Airline is working on several domestic routes connecting, Sialkot, Lahore, Peshawar, Islamabad, Karachi, and Quetta. I am positive that we would be adding more routes in the future and soon our very own Airline would be the most prestigious flag carrier in Pakistan.

33. CHILD AND SOCIAL DEVELOPMENT ORGANIZATION

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

CSDO is the 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 in 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 the 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 marginalized communities. CSDO is providing free-of-cost education to needy, poor, drop out, out of school, gypsy, and underprivileged children of the society. Currently, over 1000 children are getting free-of-cost education in the 7 schools of CSDO in slum and far-flung areas of the Sialkot District.

Considering the significance of the project for our Soccer Ball Industry, this year, we were successful in getting a grant of PKR 96 (M) for the next 5 years from the Export Development Fund. Our Senior Vice President deserves praises for his active role in said regard.

34. 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 (Mol&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 3,581,762 bladders, 2,027,400 Rubber Nozzles, 74,530 Thermo balls, 51,875 Basketballs, and Yarn Winding of 430,991 bladders for Local Industry.

PDC:

- Contract awarded to Civil Contractor for Construction of Building Works and Allied Facilities.
- Civil work including construction of buildings and allied facilities completed.
- Civil work was completed without paid any escalation and 11.6 million was saved against the contract value.
- Machinery suppliers finalize after the bidding process.
- Contract agreement signed for supply, Installation, Commissioning of Plant, Machinery & Equipment and transfer of technical know-how.
- Letter of credit (LC) opening in favor of machinery supplier has been opened.
- Partial Office equipment and Furniture & fixtures procured.
- Partial staff was hired as per requirement.
- Total Funds released up to 30-June-2021 = 360.953 Mn
- Funds utilized till June-2021 against construction of building & allied facilities, pre-operating expenses, procurement of partial office equipment and furniture & fixture, etc. = 360.953 Mn
- FY: 2021-2022 Allocation = 161.121 Mn
- Project Financial Progress = 69 %
- Project Physical Progress = 70 %

35. 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 project is nearing its completion and soon all the tanneries scattered around the city would be shifted to this zone. Following are the key highlights of the project:

1. PKR 500 (M) were allocated in the Punjab Annual Development Program 2021-22 for Relocation of Tannery Units to Sialkot Tannery Zone and its Operationalization.
2. PKR 350 (M) was approved by the Punjab Green Development Fund which would be used in the installation of the Electricity Grid and Sui Gas supply.
3. Road Infrastructure has been completed.
4. Construction of CETP has been initiated for which Civil Works tender has been completed and awarded worth PKR 387 (M) whereas the Tender for Mechanical Portion of the CETP is in the final stages. The design phase of the 60 Cubic Meter Chrome Recovery Plant has been finalized for which the funding has also been approved by Export Development Fund.
5. Proposal for installation of Centralized Water System has been initiated to conserve water and enhancing the efficiency of the CETP.

36. SIALKOT BUSINESS AND COMMERCE CENTRE

Sialkot Business and Commerce Centre is another landmark project of the Sialkot Chamber of Commerce & Industry providing a wide array of services including but not limited to, Display Centre, Conference Hall, Working Spaces, and Consultancy Services. I am pleased to share that the project has been fully operationalized and its Management Committee has been constituted under the Chairmanship of the President Chamber. From June 2020 to June 2021, about 21 Offices were rented out to the SMEs, 24 Events had been organized and 06 Training Programs with the collaboration with SMEDA were arranged.

37. SIALKOT MEDICAL CITY

The Sialkot Medical City is a flagship project of the Sialkot Chamber with the mission to be a model in the industry by providing quality, exceptional & most importantly ethical care to all the patients irrespective of any discrimination. The core vision behind the project is to become the top tertiary care medical facility of Pakistan in general and Sialkot in particular by providing state-of-the-art healthcare services through the use of cutting-edge technology, research & development, and top-notch human resource.

The company has successfully acquired 37.7 acres of land for the project near Sialkot-Lahore Motorway (Sambrial Interchange) and the financial feasibility study has been made. The company has total assets worth PKR 439.881 (M) with a Net Equity of PKR 439.686 (M). Due to the COVID-19 pandemic, the progress on the project has slowed down but we are committed to the early execution of the project.

38. KHUD KIFALAT ROZGAR TRUST

The model project has garnered acclaim from all walks of society for being a unique case study providing interest-free loans to the borrowers enabling them to start their businesses and find financial sustenance. Following are the key highlights of the project.

- Total Disbursed Amount to date: PKR 81,146,000
- Total Number of Borrowers: 1405
- Total Amount Disbursed in the year 2020-21: PKR 13,746,500

39. SCHOLARSHIPS TO DESERVING STUDENTS

Investing in the youth is a definite guarantee of the future. Sialkot Chamber believes in mobilizing youth and channelizing their energies towards productive development. Each year we provide talent-based scholarships to deserving students so that they can graduate and become contributing members of society. This year PKR 1,949,125 worth of scholarships were given to 50 students of the district Sialkot.

40. SIGNING OF MEMORANDUM OF UNDERSTANDING(S) WITH DIFFERENT ORGANIZATIONS

We, at the Sialkot Chamber of Commerce & Industry, are always working on getting benefits and facilities for our members. In this regard, each year, we enter into agreements with different companies and organizations in the best interest of our patrons. Following MOUs were signed during 2020-21:

- MOU with E-Commerce Galaxy (Pvt) Ltd signed on 13.7.2021.
- MOU between Women Resource Centre-SCCI and Faisalabad Women Chamber of Commerce and Industry signed on 23.12.2020.
- Corporate travel Agreement with Flydubai signed on 20.4.2021
- MOU with MyGlu signed on 8.7.2021
- MOU with PIA signed on 8.4.2021
- MOU with Tajikistan Chamber of Commerce and Industry signed on 2.6.2021
- MOU with Think Pakistan signed on 8.4.2021
- MOU with Wanz-Global business forum Pvt Ltd signed on 31.12.2020
- Corporate Agreement with Oman Air signed on 1.1.2021
- MOU with Chaman Chamber of Commerce and Industry signed on 6.3.2021
- MOU with Rawalpindi Chamber of Commerce and Industry
- MOU with Lalaaji Technologies Pvt Ltd signed on 02.03.2021
- MOU with Rahim Yar Khan Chamber of Commerce and Industry signed on 13.02.2021
- MOU with Kenya National Chamber of Commerce and Industry signed on 28.10.2020

41. SERIES OF SEMINARS AND WORKSHOPS

Sialkot Chamber takes pride in being the premier knowledge-providing institution to its members especially the newcomers. This year we arranged several seminars and webinars on important topics and the latest developments:

- Seminar by Commodore Neimtullah SI (M), Station Commander Navy Lahore held on October 26, 2020.
- Seminars on "E-Commerce" organized by Departmental Committee on SME held on November 04, & 10, 2020
- Inauguration Ceremony of a Book written by Mr. M. Munir Ahmad held on November 14, 2020
- Awareness Seminar on Refinance Scheme organized by State Bank of Pakistan held on November 18, 2020.
- Seminar on "Search Engine Optimization" held on November 25, 2020.
- Session on "SME Clinic" in collaboration with State Bank of Pakistan held on December 15, 2020.
- Seminar on Collection of Government Taxes through Online Payment System Using the Alternative Delivery Channels by Model Customs Collectorate, Sialkot held on January 13, 2021.
- Seminar on Cyber Crime held on January 16, 2021.
- Awareness Session regarding Tax Payers' Issues held on January 18, 2021.
- Awareness Session on Employees' Old-Age Benefits Institution (EOBI) Requirements held on January 19, 2021.
- Webinar on State Bank of Pakistan's Shariah Compliance Re-Finance Schemes held on January 21, 2021.
- Seminar on FX Regulatory Approval System-FX Portal held on January 28, 2021.
- Seminar on Partner for Pakistan Innovation Roadshow held on March 08, 2021.
- Seminar on CPEC Project, Prospects and opportunities organized by Think Pakistan held on April 08, 2021.
- Online Webinar on Sports Goods Industry organized by CIRA, an Argentinean Trade Body, held on April 22, 2021.
- Online Webinar on Pakistan Single Window organized by Model Customs Collectorate Sialkot held on April 28, 2021.
- Seminar on Digital Marketing & Advertising organized by USAID held on June 22, 2021.
- Virtual Session between SCCL and Canadian Trade Bodies held on June 24, 2021.
- Seminars on Export Coaching Programme held on July 09 and 16, 2021.

- Training Session on doing business on Amazon, e- Bay, and other marketplaces organized by the E-Commerce Galaxy held on July 13, 2021.

42. 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. Khuram Aslam

Chairman, Departmental Committee on Visa Letter/International Trade Disputes

Mr. Ansar Aziz Puri

Departmental Committees on Membership By-Laws/Trade Disputes (Labor and Local), and Chamber Building/Mosque Maintenance/Repair

Chaudhary Ahmed Zulfiqar Hayat

Chairman, Departmental Committees on FBR/ Customs/Sales Tax/Federal Taxation, Excise & Provincial Taxation

Mr. Shafiq ur Rehman

Chairman, Departmental Committee on Banking & Finance

Mr. Jalil Aslam

Chairman, Departmental Committee on Military Apparel/Military Uniform & Badges Industry

Sheikh Faisal Naveed

Chairman, Departmental Committee on Post Office/Telecommunications

Sheikh Zohaib Rafique

Chairman, Departmental Committee on Industrial Safety, Risk Management and Environment Protection

Mr. Tahir Majid Kapur

Chairman, Departmental Committee on Dry port/ Airport/Shipping/Railway/Transportation

Mr. Waqas Akram Awan

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

Mr. Muhammad Kashif Almas

Chairman, Departmental Committee on Information Technology/Cyber Crime

Sheikh Zahid Hameed

Chairman, Departmental Committee on Garrison HQ/Cantonment Board Affairs

Mr. Naeem Akhtar

Chairman, Departmental Committee on Musical Instruments

Dr. Khurram Anwar Khawaja

Chairman, Departmental Committee on Education/Universities

Dr. Maryam Nouman

Chairperson, Departmental Committee on Women Entrepreneurs

Mr. Malik Naseer Ahmed

Chairman, Departmental Committee on Accounts and Finance

Mr. Umair Mir

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

Mian Imran Akbar

Chairman, Departmental Committee on Health/ Personal Care and Allied Industries

Mr. Qaiser Baig

Chairman, Departmental Committees on Fair & Exhibition/Delegations

Mr. Majid Raza Bhutta

Chairman, Departmental Committees on Research, Development, and Leather Working Group (LWG)

Mr. Daud Ahmed Chattha

Chairman, Departmental Committee on Library & Publications

Dr. Muhammad Aslam Darr

Departmental Committee on Agriculture/Live Stock & Dairy Development

Khawaja Masud Akhtar (SI)

Departmental Committee on Business Advisory

Dr. Javaid Deura

Chairman, Departmental Committee on Hospitals & Health Services

Mr. Zahid Latif Malik

Chairman, Departmental Committees on City Package, and Project Committee on CSR

Mr. Ejaz Ghauree

Chairman, Departmental Committee on TMA

Mian Muhammad Anwar

Chairman, Departmental Committees on WAPDA

Mr. Amer Hamid Bhatti

Chairman, Departmental Committees on Sui Gas

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Mr. Baber Iqbal

Chairman, Departmental Committee on Surgical/
Dental/Veterinary/ Kitchen Ware

Mr. Sarfraz Bhatti

Chairman, Departmental Committee on Leather
Products/Leather Shoes

Mian Muhammad Sarwar

Chairman, Departmental Committees on Martial
Arts/Fitness/Gloves Industry, USAID/Other Capacity
Building/Development Projects

Mr. Shahid Raza

Chairman, Departmental Committee on Child
Labour

Mr. Fizan Akbar

Chairman, Departmental Committee on SME/
Training & Young Entrepreneurs

Mian Muhammad Khalil

Chairman, Departmental Committee on Event
Management & Liaison Committee

Mian Asif Ali

Chairman, Departmental Committee on Sports
Activities

Mr. Moshin Gull

Chairman, Departmental Committee on Religious
& Cultural Affairs

Mr. Asad Bajwa

Chairman, Departmental Committee on Labour
Laws

Mr. Shahid Nadeem Mughal

Chairman, Departmental Committee on
Engineering

Mr. Abdul Waheed

Chairman, Departmental Committee on
Manufacturing Technical Support

Syed Shahzada Ahmed Ibn e Iqbal

Chairman, Departmental Committee on Farogh e
Iqbaliat

Mr. Hassan Ali Bhatti

Chairman, Project Committee on Sialkot Tannery
Zone

Mian Muhammad Riaz

Chairman, Project Committee on Health Projects

Samantha Power, the Administrator of the United States Agency for International Development, in a commencement speech at the University of Pennsylvania said that "All advocacy is, at its core, an exercise in empathy". The quote caught my

attention as it truly defines what we at the Sialkot Chamber of Commerce & Industry practice. Let me assure you that we understand your issues, we take informed decisions by putting ourselves in your shoes and we always strategize for what is best for you.

As my Presidency of Sialkot Chamber nears its ultimate end, I am writing this to tell you that we have strived to practice the highest standards of advocacy to all the issues and proposals that have been floated in our corridors. And I feel gratified that I and my team have played our part with full dedication and conviction. Regardless of anything, we made sure we were there putting up your problems as our priority be it the Federal Ministries or Provincial, your President was always on the run meeting Government Stalwarts and Bureaucratic bigwigs to get whatever we could for your ease. Please accept my sincerest assurances that this would not end here as this esteemed organization has a rich legacy of looking after its family of members and it shall continue to do so through the future Presidents of this Chamber. This Chamber has always been delivering more than expectations and shall always continue to do so.

Here, I would like to take a moment to honor the relentless support rendered to me from my family and friends in completing this long and tiring journey. Whatever I have been able to achieve could not have been made possible without the belief my Leadership in the shape of Mr. Riaz ud Din Sheikh, my Colleagues and most importantly, my members had in me. Your trust and affection kept me motivated to pull off all the feats mentioned above.

In its entirety, it has been a complete and robust team effort for which I will always remain grateful to Mr. Khuram Aslam, Senior Vice President, and Mr. Ansar Aziz, Vice President who along with the whole Executive Committee members and Chairpersons of all the Departmental & Project Committees, stood by my side and supported me in all the important decisions. It is not an easy job to manage the affairs of the Sialkot Chamber as it has evolved itself into a complex organization with a diverse spectrum of affairs at its disposal. One needs to be constantly updated with changing dynamics when dealing with issues that can be of varied nature but I would like to commend & acknowledge the Secretariat of this Chamber especially Mr. Umair Nisar, Deputy Secretary R&D

for covering all the bases under the leadership of Mr. Tariq Mahmood Malik, Secretary-General. I am glad to have worked with some of the finest minds who were always there when I needed them.

My special note of thanks and appreciation to all the political figures including the Honorable Prime Minister, Imran Khan, Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce & Trade, Mr. Asad Umer, Federal Minister for Planning & Development, Mr. Hammad Azhar, Federal Minister for Energy, Mr. Khusro Bakhtiar, Federal Minister for Industries, Mr. Aslam Iqbal, Provincial Minister for Industries and 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 my working with the most able Commissioner Gujranwala Division, Deputy Commissioner of Sialkot, District Police Officer of Sialkot, all the Local Government machinery and the Print & Electronic Media.

Writing this afterword of the tale of my tenure, I would also like to say something personal to my members. It is a known fact that there is nothing absolute, and one should strive to continue on endeavors for continuous improvement. For us, the business community of Sialkot, everything we have achieved so far is just the beginning as we aspire to spearhead the export-led economic growth of our country and become the top exporting hub of Pakistan in the future. The entrepreneurial dynamism and superior craftsmanship of our people have proven to be a recipe for success through a century-long heritage of our forefathers. But we should not stop here as I believe that our true potential is yet to be unleashed. It is high time that together, we align ourselves with the global demands and rapid technological advancements. Let us, together, set a new vision for the future. Let us imagine what it would be like to grow our exports to ten billion dollars and how we could go about it. Let us strategize how we are going to reach there and when we do; where should we head afterward? Believe me, my fellow exporters, the possibilities are endless provided if we remain united and never stop dreaming. Our passion and synergy have given us fruits of success in the past;

let our unity and vision drive us towards a brighter and prosperous future.

I wish you all the very best in your professional and personal lives.

Thanking you,
QAISAR IQBAL BARYAR
President



FORMER PRESIDENTS OF SCCI



A.D Bhutta
1982-1983/1986



M. Anwar Khawaja
1984-1985



Nadeem Iqbal Sh.
1987



Mian M. Shafi
1988



M. Yunus Ratara
1989



Kh. Zaka-ud-Din
1990-1991



M. Anwer Qureshi
1991-1992



Sh. Altan Azmat
1992-1993



Ghazanfar Ali Shabbir
1993-1994



Syed Mukhtar Bokhari
1994-1995



M. Akhtar Qaisar
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



Qaisar 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



Sheikh Abdul Majeed
2012-2013



Dr. Sarfraz Bashir
2013-2014



Fazal Jilani
2014-2015



Maj. (R) Mansoor Ahmed
2015-2016



Majid Raza Bhutta
2016-2017



Zahid Latif Malik
2017-2018



Khawaja Masud Akhtar (SI)
2018-2019



Muhammad Ashraf Malik
2019-2020

SENIOR VICE PRESIDENT'S MESSAGE

Sialkot Chamber of Commerce and Industry has always enjoyed the status of an apex trade body of Sialkot due to its various self-sustained development and CSR projects. Being the representative of a multi-dynamic and multi-sector Industry, Sialkot Chamber, with distinction from other conventional trade bodies, advocates for the rights of its members, the industry, and the Sialkot city at large.

The management of the Chamber, through effective lobbying, has consistently conveyed to the Government Quarters, and the Foreign Bodies to provide the city the stature and due recognition, Sialkot as a city, most deservedly holds. During the times of pandemic, SCCI stood at the frontend to support and facilitate the export Industry to continue achieving milestones for Country and generate foreign exchange for the economy, Sialkot Chamber of Commerce and Industry, with its vision to transform the SME sector through soft skills that promote E-Commerce and improve skillfulness, has taken multiple initiatives and collaborations to materialize organizational vision.

Being an Office Bearer of a prestigious organization, I, strived to maximize the possibilities of providing business friendly environment, extending relief to exporters by channelizing the proposals and advocating for enforcing pro-business policies and infrastructure in Pakistan.

Being the Senior Vice President of this Chamber, I worked on multiple projects that would bring long-term sustainable changes in the industry, including subsidizing Trade Delegations from TDAP, Self-Financed Trade Delegations, reduction in participation fee of TDAP sponsored Exhibitions, approval of funds for CSDO project, approval of funds for Canton Fair from EDF and taken up the long-standing issue of Commercial Documents attestation from Foreign Office were remain the key agendas of my working.

The year 2021, remained as a challenge, as the pandemic took away majority of Commercial activities, due to restrictions in International Travel, postponement of Trade Fairs and Exhibitions which drastically affected the expected growth in the Exports. In this regard, SCCI managed multiple consultative sessions of E-Commerce and Market Analysis with Pakistani Missions Abroad.

After the Almighty, I would like to thank my Leadership, Fellow Office Bearers, Executive Committee, Chairmen Departmental committees, General Body Members and competent team of Sialkot Chamber of Commerce and Industry who put the faith in me and made everything possible. I am overwhelmed with the services I have rendered to the members of Sialkot Chamber of Commerce and Industry by visiting Embassies including Germany, Ukraine, Vietnam, and Hungary to provide ease in issuance of Visas in prevailing situations and subsequent Visa recommendation letters which have 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, with an exemplary dispute resolution of over Two Hundred Thousand Dollars.

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 is 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.

Finally, I would like to thank all members who supported and prayed for me during the time when I was hospitalized and quarantined due to COVID-19.





FORMER SENIOR VICE PRESIDENTS



Mian M. Riaz
1991-1992



Ehsan A. Karim
1992-1993



Ejaz Ul Haq Mirza
1993-1994



Ijaz Ahmad Dar
1994-1995



M. Hanif Khan
1995-1996



Ch. Ghulam Mustafa
1996-1998



Khawaja Zafar Hashmat
1998-1999



Maqbool Ahmad Janjua
1999-2000



M. Zubair Agha
2000-2001



Naveed Iqbal Sheikh
2001-2002



M. Sadiq Goraya
2002-2003



Zahid Latif Malik
2003-2004



Ahsan Naeem
2004-2005



Faisal Mahmood
2005-2006



Dr. Sarfraz Bashir
2006-2007/2009-2010



Zia Ullah Mirza
2007-2008



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



Khurram Azim Khan
2019-2020

VICE PRESIDENT'S MESSAGE

I am highly indebted to the business leaders and community of Sialkot for putting their confidence and trust in me by granting the position of Vice President of this prestigious Chamber. It was a moment of honor and privilege for me to take the role of Vice President and perform my duties at Sialkot Chamber with full dedication, commitment, and betterment of the business community of Sialkot.

Sialkot Chamber has always played a key role in raising the voice of the business community of Sialkot on various platforms including print and digital media. This Chamber has done excellent efforts to promote made in Sialkot products in emerging and developed market places with exhibitions, delegations, virtual meeting with business communities and trade bodies. A series of productive and result oriented sessions were arranged in this Chamber to improve the performance of established businesses and to educate the young minds and business startups. Sialkot Chamber has provided a level playing ground to its members for harnessing the essential business skills, growth enhancement and cultivating the outcomes which favored incremental export.

When we assumed charge, the businesses were highly affected by Covid-19 Pandemic. The Government had imposed lockdown both partially and completely on various localities resulted in complete shutdown. However, we made sure that our factories remained open and working to their full potential to ensure economic sustainability. Moreover, the flow of international trade was also interrupted. With strong advocacy and lobbying, this Chamber highlighted the consequences of said serious matter in relevant Government and Administration bodies and provided relief to exporters and manufacturers to operate under strict Covid-19 precautionary measures and standard operating procedures, which saved the business community from huge losses.

As Vice President, I closely watched and guided the administrative matters considering their utmost importance and authenticity, with dignity and honesty. I also devoted my services for the expansion of membership department and furnishing of this esteemed Chamber. Moreover, the establishment of video conference room at SCCI was also one of my key considerations. I tried my best to listen to the queries of members of this chamber and resolve their matters with transparency. My duties involved key revolving decisions to bring feasibility, automation, and synergy in administrative matters to enable this modern corporate entity to perform to its fullest potential utilizing all available resources to optimum level. I also strived for obligating to our Social Responsibility for society and needy people of Sialkot City.

I would like to acknowledge all my fellow office bearers for their companionship, 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. I would also like to applaud for the cooperative and hardworking staff of this Chamber that supported me like a backbone in taking various initiative and development programs.

Last but not least, Being the Vice President of this prestigious Chamber, I have learnt a-lot from this designation which was granted to me by our respectable members and business leaders. I am open heartedly grateful to them, after the Almighty. I am hopeful that the journey toward excellence with continue with same spirit and compassion by our successor office bearers of Sialkot Chamber. In the end, once again, I would like to express my thanks to the team of Sialkot Chamber of Commerce & Industry for its outstanding work, and tireless commitment.





FORMER VICE PRESIDENTS



M. Amjad Khawaja
1982-1985



M. Aslam Darr
1985-1986



M. Ayoub Khan
1986-1990



Daud Ahmad Chattha
1990-1992



Khawar A. Khawaja
1992-1993



Ch. Nazir Hussain
1993-1994



Waheed Akhtar
1994-1995



M. Ashraf Khokhar
1995-1996



Khawaja Masud Akhtar
1997-1998



M. Yahya Bhatti

1998-1999



Sh. Muhammad Yaqub

1999-2000



Arshad Javed Sandal

2000-2001



Raja M. Ather Dar

2001-2002



M. Ashraf Malik

2002-2003



Maj. (R) Mansoor Ahmed

2003-2004



Shafiq-ur-Rehman

2004-2005



Sheikh Ejaz Ahmed Soni

2005-2006



Ch. Raza Munir

2006-2007

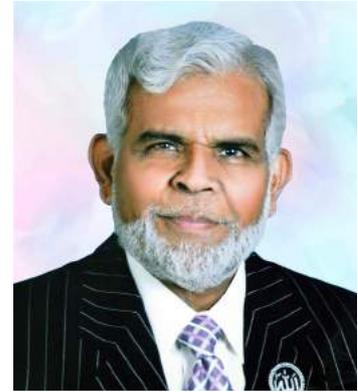
FORMER VICE PRESIDENTS



Fazal Jilani
2007-2008



Mir Farooq Meyer
2008-2009



Pervaiz Ahmed Khan
2009-2010



Adnan Sarwar Kapur
2010-2011



Qaisar Baig
2010-2011



Rahat Chand
2011-2012



Zafar Iqbal Geoffrey
2014-2015



M. Kashif Almas
2012-2013



Khawar Hussain Spall
2013-2014



Malik Naseer Ahmed
2014-2015



Syed Ahtasham Mazher
2015-2016



Mian Imran Akbar
2016-2017



Abid A. Khawaja
2017-2018



Amer Hamid Bhatti
2018-2019



Ch. M. Jalil Aslam
2019-2020

October 10, 2020

Visit of

CH. FAWAD HUSSAIN

Federal Minister for Science & Technology



Mr. Qaisar Iqbal Baryar, President SCCI, welcomed Chaudhry Fawad Hussain, Federal Minister for Science & Technology, Mr. Usman Dar, Special Advisor to Prime Minister on Youth Affairs, Chaudhry Muhammad Akhlaq, Provincial Minister of Punjab for Special Education, distinguished guests and members of Chamber. He appreciated the positive role of the Government of Pakistan to boost the exports of the Country under the critical economic situation and prevailing challenges. He hoped that by devising export-friendly policies, the exports of the country would soon flourish. By taking the advantage of Minister's presence, he stated some requests which were directly related to the Export Sector.

For individual product certification, Exporters dealing with Motorbike Garments, Safety Clothing, Firefighting Uniforms, Gloves of all kinds, Shoes/Boots had gone through series of tests which involved heavy investments (Billions of Rupees), and adding to the cost of doing business. In said regard, it was requested that the Government should subsidize the Product-wise Certifications (every article/ model) so that SME sector/ Export Sector could be facilitated.

It was shared with the Guest that the European Union, a major importer of Leather Products was moving towards stiffer standards including REACH and Leather Working Group (LWG) which demanded an increase in the traceability

and transparency of the leather products. The European Medical Device Regulation (MDR), a new set of regulations that governs the production and distribution of medical devices in Europe, and compliance with the regulation was mandatory for medical device companies selling their products in the European market. For the promotion of Exports of Surgical Instruments to the United States of America (USA), Food and Drug Administration (FDA) was also mandatory. He said that acquisition of all the above-mentioned Certifications was very expensive and could not be possible without the support of the Government. He requested the Honourable Minister to subsidize the export sector and also equip the staff available in the relevant departments for the awareness of the SME's.

The President also shared that the Export Industry of Sialkot was lacking in an Internationally acclaimed accredited state-of-the-art material testing laboratory for high value-added sectors like Metal, Textile Garments, and Leather Garments & Leather Wear, and many others. Due to the absence of the said laboratory, exporters had to send their samples abroad to get their products testified and certified to be accepted worldwide.

The practice was intensive cost of doing business and logistically hectic. He informed that Sialkot Chamber had been perusing the establishment of Material Testing Lab with the Government but the project was yet to be completed, or subsidy should be given to the exporters for product testing. He proposed that Government should collaborate with SGS and CPC-Tti Laboratories working in Pakistan and facilitate the export sector in terms of subsidized product testing.

Mr. Qaisar Iqbal Baryar proposed that skilled human resource in the shape of technologists in respective sectors was the biggest requirement to double the exports of the region. He added that the city of Sialkot needed a quality institution to empower its youth, enabling them to play their part in the development of the industry and progress of the city. He requested the Minister to support Sialkot Chamber for the establishment of Technology University in Sialkot, as 500-acre land was allocated by the Government of Punjab for the said purpose.

Chaudhry Fawad Hussain, Federal Minister for Science & Technology thanked Mr. Qaisar Iqbal Baryar, President SCCI, and members of the



Executive Committee for their warm welcome & Hospitality. He said that Pakistan could not repay its debts from traditional ways of doing business. He emphasized that Pakistan should modernize manufacturing setups. He said that Sialkot exported Surgical Instruments amounting to US\$400 Million all over the world, moreover, he emphasized that the amount could easily be doubled with coating and sterilization facilities given to Foreign buyers. He said that the best Cricket balls were produced in Sialkot, but the Industry was suffering due to the non-availability of its branding. He said that testing and certification would play a key role in Branding. He said that the Ministry of Science & Technology was ready to allocate funds for the Lab but he insisted that Sialkot should run the Material testing Lab on its own. He offered Sialkot Chamber to enter into Public-Private Partnership (PPP) with the Government. He assured that the Ministry of S&T was ready to give a grant, Technical Support, and Machinery to Sialkot Chamber. He emphasized

that Pakistan needed Labs, Certifications, and Materials on an immediate basis to boost the exports. He announced that the first Material Bank would be established in Sialkot soon. He also said that the Ministry of Science & Technology was working hard to declare Sialkot as Special Economic Zone (SEZ). He said that for the increase in exports, the cottage Industry should be uplifted. He informed that 500-acre land available for the Knowledge City near Sambrial, would be taken over by MoST soon, and a state-of-the-art Technology University would be established where Sialkot-based technical Courses would be taught to fulfill the Human Recourse need of Sialkot. He also informed that Government would fund the project but it would be run under the Private Sector.

Mr. Usman Dar, Special Advisor to PM on Youth Affairs endorsed the project of the Material Testing Lab in Sialkot. He also assured that Sialkot will never disappoint the Government.



October 13, 2020

Visit of

DR. TARIQ MEHMOOD KHAN

Chief Commissioner (Inland Revenue), Regional Tax Office Sialkot



Mr. Qaisar Iqbal Baryar welcomed Dr. Tariq Mehmood Khan, Chief Commissioner (Inland Revenue), RTO Sialkot, representatives of Pakistan and Sialkot Tax Bar Associations, Officers of the Tax Department, and members of Sialkot Chamber. He highlighted the role of the export-oriented industry of Sialkot in uplifting the economy of Pakistan by earning precious foreign exchange through the export of value-added products. He apprised the guests about problems faced by the exporters of Sialkot due to the issuance of Show Cause Notices to the export-oriented Limited Liability Companies for non-deduction / deposit of withholding Sales Tax for the Tax period from July 2019 onwards against purchases of inputs from unregistered persons.

He expressed his concern on levy of Withholding Sales Tax on all Companies as defined in the Income Tax Ordinance, 2001 (XLIX of 2001) against purchases from unregistered persons at the rate of 5% of the gross value of supplies as it would add directly to the cost of production of exporters. He said that exporters, as a category, should be

exempted from the levy of withholding Sales Tax. In response to a query by the Chief Commissioner, the President SCCI informed that a request had been sent to the Chairman FBR for meeting and he was optimistic that SCCI would be able to convince FBR for exclusion of Exporter Companies from the purview of Serial # 4 of the 11th Schedule to the Sales Tax Act, 1990.

Dr. Tariq Mehmood Khan, Chief Commissioner (Inland Revenue), informed that the time of the show cause notices issued u/s 11(4a) of the Sales Tax Act, 1990, was due to expire on 31st October 2020, and any further extension could only be granted by the FBR. He informed that the Regional Tax Office was not empowered to grant any further extension except under written approval by the FBR. He advised writing a letter to Member (IR Operations) FBR to grant extension in time-limit for disposal of show-cause notices issued u/s 11(4a) of the sales tax act, 1990.

Mr. Qaisar Iqbal Baryar also highlighted the following issues:



- a) The issue relating to the amount of foreign exchange remitted from outside Pakistan through normal banking channels encashed into rupees by a scheduled bank u/s 111(4) of the Income Tax Ordinance, 2001, due to non-issuance of encashment certificate by such bank.
- b) Policy regarding Sales Tax refunds.
- c) Revival of meetings of Tax Advisory Committee.
- d) Provision of Paypal facility in Pakistan

Dr. Tariq Mehmood Khan, Chief Commissioner (Inland Revenue), responded as follows;

- a) Issue of remittances u/s 111(4) of the Income Tax Ordinance, 2001, was looking into in the light

- of the Foreign Exchange Operations Manual of the State Bank of Pakistan. He assured that the matter would be settled after seeking necessary clarifications from SBP.
- b) Sales Tax refunds under FASTER were being processed by the system automatically, whereas cases under ERS system were being processed by the Department regularly. Any cases of delay in the processing of Sales Tax refunds might be brought to his knowledge to take up the matter with the Board.
- c) The provision of Paypal or any alternate facility could be taken up with the State Bank of Pakistan.



October 24, 2020

Visit of

DR. SHOAIB SUDDLE, HST, HI, QPM, PPM, PSP

President Shahre Iqbal Forum, Islamabad,
and Former IG Police Sindh

Mr. Qaisar Iqbal Baryar, President SCCI welcomed Dr. Shoaib Suddle (President-Shahre Iqbal Forum) his team, Executive Committee of SCCI, other members, and participants to attend the meeting on October 24, 2020. Mr. President acknowledged the role of the honorable guest Dr. Shoaib Suddle in the field of Police, Law & Justice and told the members that he had a Ph.D. in “white-collar crime” from the Cardiff University, London. Dr. Shoaib Suddle had also received Pakistan Civil Awards from the Government including Hilal-e-Shujaat (in 1996) and Hilal-e-Imtiaz (in 2008) regarding his services, the President added.

Mr. Qaisar Iqbal Baryar briefed the guests about the City “Sialkot” and its legacy in producing many big names e.g. Poets, Saints, Writers, Scholars, and Players, etc. on the Occasions, the President paid homage to “Dr. Allama Muhammad Iqbal” for his poetry and unforgettable contributions in “Tehreek-e-Pakistan” to establish a country for the Muslims of Subcontinent. He also briefed about the remarkable projects of SCCI and the Industry of Sialkot and the sectors including Sports, Sportswear, Bags, Surgical Instruments, Medical & Beauty Instruments, Leather Goods, Gloves, Musical Instruments, Uniform, and badges, etc. He shared some of the relevant concerns of Sialkot with the honorable guests, so that they could raise the voice of Sialkot Industry in Govt. quarters.



Dr. Shoaib Suddle HST, HI, QPM, PSP, President Shahre Iqbal Forum thanked the Office Bearers & Members and the Sialkot Chamber of Commerce & Industry for the warm welcome and hospitality. He appreciated Sialkot City as one of the most dynamic cities and applauded Sialkot’s Industry for their remarkable achievements and foreign exchange contribution to the country’s economy. He acknowledged the importance of Technology University, Economic zones, and Material Testing Laboratory for an industrial city like Sialkot. He mentioned the significance of quality standards/ certifications and branding, through which the other countries purchased our products and again resale with the high-profit margins. He also shared the idea to establish a “Display Center” in Islamabad where all the Sialkot-made products would be showcased and that would depict the real potential of the city.

The team members of SHAHRE IQBAL FORUM along with Dr. Shoaib Suddle shared their introduction, positions, professions, and role under the forum. The majority of the members belonged to Sialkot and they shared their association with the city of Iqbal.



October 26, 2020

Visit of

MR. HABIB-UR-REHMAN GILANI

Secretary/Chairman Pakistan Railways



Mr. Qaisar Iqbal Baryar, President SCCI welcomed Mr. Habib-ur-Rehman Gilani, Secretary/ Chairman Pakistan Railways, distinguished guests, and members of the Chamber. He shared some historical facts about Sialkot with the Chairman as he had visited Sialkot for the first time. He 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 rules, regulations, and requirements of international trade, which had resulted in exports from Sialkot, being over USD 2.2 (B) per annum.

He said that Pakistan Railways had played an important role in the Country's Transportation Industry. He shared with deep grief that Railway systems all over the world had achieved many successes but the situation in Pakistan was not up to the mark. He also shared that trains under Pakistan Railways were in poor condition. He added that due to the lack of proper precautions on Railway Crossings many accidents had happened in different parts of the Country. By

taking the advantage of Chairman's presence, he stated some requests which were needed to be addressed on a priority basis:

- a) Inclusion of Sialkot-Baddomalhi-Lahore Route in ML-1 Project
- b) New Cargo Express Train
- c) Alternate Route for Muzaffarpur/ Adalat Garh Railway Crossing on Ugoki Road Sialkot & its Widening

Mr. Habib-ur-Rehman Gilani, Secretary/ Chairman Pakistan Railways thanked Mr. Qaisar Iqbal Baryar, President Sialkot Chamber of Commerce & Industry, and members of the Executive Committee. He said that the basic purpose of Pakistan Railways was to facilitate businesses and encouraging exports. He also appreciated the exports figures of the city. He praised the exceptional work of the Business Community of Sialkot in Social Sector Development and the initiation of major projects like SDPT and SIAL. He informed that Pakistan Railways was working on the new model of Train Outsourcing and Sialkot Chamber could collaborate with Pakistan Railways.



He informed that as per the statistics shared by Sialkot Chamber, Pakistan Railways would require 388 wagons for the movement of the Cargo from Sialkot, which translated to almost 13 trains per month for the particular route. He said that Sialkot was an important market for Pakistan Railways. He informed that Pakistan Railways would like to transform its Railway Stations into Commercial Hubs not only for the passengers but also for the Cargo movement. He requested that feasibility (unsolicited proposal) could be formed for the said project in the private sector under PPP would be very helpful and Pakistan Railways would also prepare feasibility to put the project in actualization. He again said that feasibility of

shifting of Level Crossings would be prepared, and if the cost would be minimum, the department would complete it on its own, however, if the cost would be on the higher side, then support from Provincial Government would be sought. In the end, he thanked President Chamber and hoped that through this meeting fruitful results would be generated in the future for the businesses.

One of the participants said that Train would be a viable medium for the Transportation Services, if proper workings could be done then it would be the cheapest form of Transportation and also much financially beneficial for the Pakistan Railways as well. He suggested that Pakistan Railways could devise a mechanism keeping in view the WeBOC system of Customs, through which things were quite easy to manage. He informed that Sialkot was a market of 300 Containers per month and most of the cargo was in the form of LCL. He added that most of the containers of Sialkot were Customed at Karachi due to heavy Road Transportation costs. Chairman appreciated the explanation and said that Pakistan Railways would work on the proposal given by the Sialkot Chamber of Commerce & Industry regarding Express Cargo Train from Sialkot.



October 26, 2020

Visit of

COMMODORE NEIMTULLAH SI (M)

Station Commander Navy Lahore



Mr. Khuram Aslam, Senior Vice President, welcomed the honorable guest Commodore Naimatullah SI (M), Station Commander Navy, Lahore on October 26, 2020, for his visit to spread awareness regarding Maritime affairs and appreciated the Armed Forces (Army, Navy, and Air Force) of Pakistan for their extra ordinary and tremendous services. He said that Pakistan Armed Forces were always alert not only for the security of the country but they were also serving the nation at the time of emergencies, natural disasters and crises.

Commodore Naimatullah SI (M), Station Commander Navy, Lahore thanked the office bearers and members of Sialkot Chamber for their warm welcome. He started his presentation by elaborating the passion and determination of the Armed Forces of Pakistan for the nation and its development. He said that the on-duty officers also had the same feelings for the country as civilians but they were in a specific circle to serve the nation. He shared the importance and value of the strategic location of Pakistan and shared that how Pakistan could take benefit from its strategic location. He described Maritime potential, challenges, and opportunities. He explained about the Maritime Zone of Pakistan; the continental shelf of a coastal nation that extended out to the outer edge of the EEZ max up to another 150 NM. He told about SLOC as Sea lines of Communication were the primary maritime routes between ports used by ships. He elaborated that Maritime security was both multi-dimensional & multifaceted. He added that the environment in the Indian Ocean was complex, and briefed on the presence of ERF compounds Pakistan's maritime security matrix.



NAATIA MUSHAIRA



On November 3, 2020, under the umbrella of the Departmental Committee on Religious / Cultural Affairs of SCCI, a prestigious “Naatiya Mushaira on the occasion of the Birth of the Blessed Prophet Muhammad (PBUH)” was organized in the auditorium of Sialkot Chamber, Sheikh Muhammad Shafi Hall. Apart from the renowned poets of Pakistan Syed Salman Gilani, Mr. Khizar Hayat, Mr. Zahid Bukhari, Mr. Ayub Sabri, and Mr. Hassan Mustafa participated and offered their devotion with their poetic words.

The ceremony was presided over by Mr. Qaisar Iqbal Baryar, President. The President SCCI

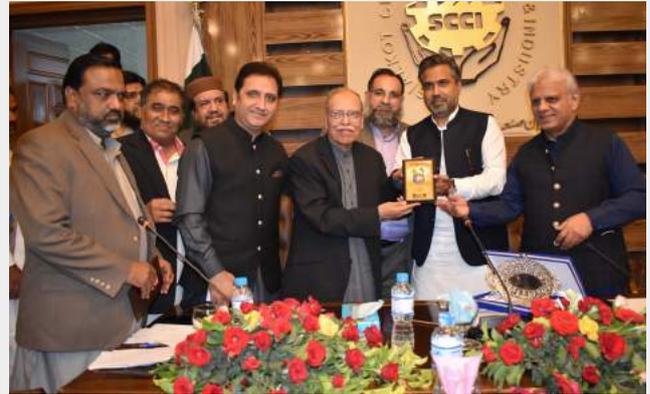
thanked the poets and the audience for attending the Naatiya Mushaira. The President congratulated Mian Mohsin Gul, Chairman Committee, and members of the Departmental Committee on Religious / Cultural Affairs on the successful conduct of the program and expressed his desire to hold such religious & cultural programs in the Chamber. The President said that Mr. Syed Salman Gilani is one of the few eminent poets of Pakistan. The commitment of the family of Mr. Gilani to the movement for the finality prophethood and their services to the freedom movement reflected his deep devotion to the Holy Prophet (PBUH) and his love for his beloved homeland of Pakistan.



The ceremony began with the recitation of the Holy Quran and Naat in the honor of the Holy Prophet (PBUH). Delivering his welcome address, Mr. Qaisar Iqbal Baryar, said that Islam is a complete code of conduct guiding humanity at every opportunity. He said that the eternal commandments of the Qur’an and the teachings of the Prophet (PBUH) are a motivation for us. “No one has been able to formulate a better law of ethics than Islam. There is no system in place that

can enhance a person's self-esteem, increase their sense of security, and increase their happiness", the President added.

Mr. Qaisar Iqbal Baryar said that some so-called Muslims who were mentally enslaved by the vouch for reforms in Islam to compete with the presently developed nations, especially the West. He said that there was no need of reforms in Islam. Because it is perfect, but Muslims needed to correct their attitude, and their short sightedness. For the revival of Islam, Muslims needed to follow the old forgotten principles. Islam is a spiritual and social institution that cannot be improved because it is already the best. Change must come, but it must come from the ranks that bring us closer to



Islam and not distance us from Islam. He prayed to God to help the Ummah to truly understand the teachings of Islam and to truly love God's beloved Prophet Muhammad.



November 04, 2020

Visit of

MR. AHSAN ALI MANGI

Secretary, Trade Development Authority of Pakistan (TDAP)



Mr. Qaisar Iqbal Baryar, President, SCCI welcomed Mr. Ahsan Ali Mangi, Secretary TDAP, Ms. Nudrat Hussain Khan, Director General, TDAP Lahore Office, and Mr. Zahid Qadir, Director TDAP, Sialkot Office, to Sialkot Chamber of Commerce and Industry (SCCI). While addressing to the members of SCCI, Mr. Baryar, discussed the issues and proposals like;

- i. Any decision about policy matters should be made after having feedback from Trade Bodies.
- ii. Withdrawal of the condition of participation in 2 Exhibitions or Trade Delegations a year and also for 5 consecutive years, by any exporter.
- iii. Nominating SCCI as a member of TDAP board and facilitating SCCI Self-Financed trade Delegations through Commercial sections of Pakistan's Missions abroad.
- iv. Subsidizing Trade Delegations to countries like Austria, Germany, Switzerland, South Africa,

Japan, Chile, Brazil, Mexico, Argentina, Russia, UAE, China, and Turkey.

- v. To increase the number of International Exhibitions in the coming future on 80:20 rule, whereas 80% cost would be borne by the Government and 20% would be incorporated by the Exporter.

He said that exporters needed to continue participating in Exhibitions, for retaining their existing customers, as well as to fetch new ones. He informed that the Sialkot Chamber of Commerce and Industry (SCCI) was also planning to conduct a "Made in Sialkot Expo" of 3 days in Pakistan-China Friendship Center, and proposal of the same would be submitted to EDF, and he also requested Secretary TDAP to endorse the initiative of SCCI within Government Quarters. President said that SCCI would solicit the support of the Commercial Sections to bring in traffic from their designated Countries in the event. He recommended that the Office of TDAP Sialkot should be relocated to a more approachable location. He also



recommended that the performance of Trade Sections of Pakistan’s Missions abroad should be enhanced, in organizing webinars and Virtual conferences with local importers, distributors, and buyers.

Mr. Ahsan Ali Mangi, Secretary TDAP praised the Business Community of Sialkot, on its achievements and also acknowledged the transformation Industry of the city made in the recent past. He said that COVID-19 had affected businesses across the world leading to unstable economic conditions caused due to prolonged long down and closure of businesses operations and transactions across the World. He added it was the will and proactive approach of the Business Community of Sialkot that had survived the crises, even with lockdowns. He shared that TDAP was planning to start Virtual Exhibitions from January

2021 onward, on an 80:20 ratio. He also TDAP would assist the exhibitors in developing their Graphical contents for Virtual Exhibitions. He also shared that TDAP had initiated a few investment projects that were in pipeline like Look Africa May 2021, Russia, Belarus, Latin America, and Kazakhstan. “The scope of vegetable exports is very vast for countries like China, where 13 billion of vegetables were being imported during one financial year,” he said. He added that due to the lack of certain certifications, Pakistan was unable to export abundant products including Rice and Vegetables. He emphasized that TDAP was keen to make positive interventions that would facilitate increased exports of Pakistan. He also encouraged exporters to investigate the possibilities of import substitution in the Sialkot Economic Zone and also encourage them to participate in exhibitions that were being scheduled in Sudan. He assured that the Regional Offices of TDAP Lahore and Sialkot would remain in touch with SCCI to float information on upcoming webinars and virtual exhibitions. He also requested that SCCI should make liaison with Trade and Investment officer to arrange webinars. He informed that TDAP had also conducted National Entrepreneur Development Program, in which exporters were given training on building their own export business. He said that with time, the practices in Government Department were changing as IT was replacing manual work. He also added that in the solutions like one window operations would be started, in near future.



Visit of

DR. REZA BAQIR

Governor State Bank of Pakistan

Mr. Qaisar Iqbal Baryar, the President, warmly welcomed Dr. Reza Baqir, Governor State Bank of Pakistan, Ms. Seema Kamil, Deputy Governor, Mr. Muhammad Ashraf Khan, MD BSC, Mr. Arshad Bhatti, Director Exchange Policy Department, distinguished guests from State Bank and members of Sialkot Chamber. He expressed his gratitude to the Governor SBP for sparing time and visiting Sialkot Chamber.

Mr. Baryar said that Dr. Reza Baqir was one of the finest economists of Pakistan having international acclaim and appreciated the role of the State Bank of Pakistan is leading the nation in the global pandemic of COVID-19. "We are especially thankful for State Bank's special initiatives towards the Export Sector of Pakistan including the introduction of special refinance schemes, slashing the interest rates by several points, and other relief measures to the exporters in managing their businesses" the President added.

The President Chamber requested the kind consideration of Governor SBP on the following key points for resolution:

- The clean lending facility of the SBP should be implemented in letter and spirit by the commercial banks.
- The formal announcement of EXIM bank and opening of the first branch in Sialkot.
- Back-to-back letters of credit facility for 05 export-oriented sectors
- Facilitative role in the resolution of DLTCL time-barred cases in collaboration with the ministry of commerce
- Implementation of a swifter mechanism based on a faster plus system for clearance of DLTCL claims
- Introduction of special financing scheme for Sialkot tannery zone
- Alternate payment gateway in Pakistan
- Capacity and capability enhancement of trade offices of commercial banks and opening of trade offices in Sialkot



Dr. Reza Baqir, Governor, State Bank of Pakistan, thanked Mr. Qaisar Iqbal Baryar for his welcome and hospitality. He said that his team was excited to visit the most dynamic Chamber of Pakistan the SCCI. Mr. Baqir lauded the role of Sialkot in the National Economy. He assured his all-out support to the Exporters and said that his team would always be there to enhance linkages and to resolve the issues of the industry. He said that SME Financing and Export Promotion were his biggest priorities and that the State Bank of Pakistan would always strive to facilitate the industry. The Governor SBP added that he was looking forward to the visiting the city because of the same entrepreneurial spirit of SMEs and also because it was the home to Dr. Allama Iqbal, the visionary of Pakistan.

Dr. Baqir emphasized that Sialkot Chamber and the SBP Sialkot should further enhance their liaison to facilitate the Exporters at large. He said that the Chief Manager, SBP Sialkot would meet the Chamber Management every month to deliberate upon the issues of the industry for their necessary resolution. The Governor also gave a briefing on various facilitative measures taken to protect the Industry amidst the COVID-19 crisis and said that every initiative taken by the SBP in the pandemic was to facilitate the export sector

to ensure economic sustainability. The Governor sought support from the business community in the promotion of initiatives/schemes of the Government in the shape of Construction and Housing Finance, and the Kamyab Jawan Program. The Governor said that loans under TIER 1 of the Kamyab Jawan Scheme would solve the issue of the clean lending financing for young entrepreneurs.

Dr. Reza Baqir also stressed the exporters to utilize Temporary Economic Refinance Facility (TERF) which would be applicable till March 30, 2021, incentivize the investors pursuing BMR projects at a maximum spread of 5% for financing tenor up to 10 years subject to the opening of L/C for machinery import before March 30, 2021. Before moving on to the points put forth by the President Chamber, the Governor SBP said that the Industry of Sialkot should ponder on the reason as to why the Sialkot despite being the most dynamic city hadn't been able to transform into a large-scale industry.

He said that Sialkot Chamber should involve all the stakeholders and devise a proposal for special financing for construction-related projects so that SBP may help to get the financing as a pilot project.



November 11, 2020

Visit of

MR. ABID HUSSAIN

Trade Commissioner of Belgium Embassy, Islamabad

Mr. Khuram Aslam, Senior Vice President welcomed Mr. Abid Hussain Trade Commissioner, and Mr. Shaukat Niazi Trade Officer, to Sialkot Chamber of Commerce and Industry. He said that Pakistan and Belgium had been enjoying a good bilateral relation, under GS Plus status with a trading volume over 775 million USD per annum. He added that due to COVID-19, outdoor activities were not allowed, which resultantly had decreased the exports of Sportswear, however, indoor activities had compensated for exports of Sports Goods. Mr. Aslam mentioned that the industry of Sialkot had a unique capacity to adopt product diversification and most renowned manufacturers cum exporters were exporting Personal Protective Equipment, including Face Masks, Shields, Overalls, Gloves, and other equipment that were being utilized to combat patients of Coronavirus. He further sought that the Trade Section may share the details of certain NGOs like SGS that were active in Belgium, with Sialkot Chamber of Commerce and Industry.

Mr. Abid Hussain, Trade Commissioner, acknowledged the uniqueness and entrepreneurial spirit of the Industry of Sialkot. He mentioned that Belgium carried unique importance for a country that was exporting goods to the European countries, having zero tax agreements and had routes for trades. He mentioned that Belgium was a member of the European Union, which was famous for Hi-tech machinery, Service Industry, Diamonds, Carpets, Glass, Eggs, Vehicles, and Sugar. Mr. Hussain said that the Embassy of Belgium could play the role of organizing B2B meetings with local trade bodies within Belgium.

During the meeting, it was suggested that to facilitate the Industry of Sialkot, cooperation would be made in establishing warehouse facility within Belgium to house made in Sialkot products, for trade with European Countries, and organize a virtual meeting with Belgian local importers.



November 12, 2020

Visit of

MR. AZHAR HAMEED

Chairman, Employees Old-Age Benefits Institution (EOBI)



Mr. Qaisar Iqbal Baryar, the President, welcomed Mr. Azhar Hameed, Chairman, Employees' Old-Age Benefits Institution, officers of the Department, distinguished guests, and members of Sialkot Chamber. He briefed the honorable guest about the industrial setup and various social compliance initiatives to exhibit the visionary and progressive approach of the business community of Sialkot. During his address, he drew the attention of the honorable guest towards the following issues.

- a) Harassment and inconvenience to members due to unnecessary visits of the EOBI officers to the business premises and issuance of notices for production of an obsolete record.
- b) Problems faced by the secured employees in availing EOBI pension due to non-availability of online record of service before the year 2011 and determination of tenure of service based on the affidavit of the employer.
- c) Establishment of linkages through Social Media Channels between the employers and the officers of the Department to discuss and resolve routine issues efficiently and effectively.

He expressed gratitude to the honorable guest for visiting Sialkot Chamber to have an interactive session with the members and requested him to help resolve highlighted issues for extending maximum facilitation to the secured employees.

Mr. Azhar Hameed, Chairman, Employees' Old Age Benefits Institution, thanked the President and the members for their warm welcome and said that there had been no tolerance towards harassment by the EOBI officers and any instance of harassment should be brought to his knowledge to take appropriate disciplinary action against the officer indulged in objectionable activities. He, however, requested to make a differentiation between harassment through an unnecessary visit to the industrial units and a genuine call for record/information from the employers to perform duties under the law.

He apprised the house about various initiatives taken by the EOBI management to uplift the standard of service by the Department and to shun old notions of corruption due to scandals during earlier political regimes. He briefed the



house about diverse investment portfolios of EOBI to ensure a continuous stream of earnings on investments. He said that due to their revolutionary measures, the pension of the retired employees had been increased by more than 62% over the preceding 2 years.

While briefing on issues relating to the collection of contributions, he referred to the decision of the Higher Courts whereby the increase in contribution over the years through finance bills had been set aside and the number of companies had reverted to the status of contribution as was in the year 2005. He informed that draft of legislation had been finalized to address anomalies arising out of the decision of the honorable Court and encouraged members to continue to pay their contribution as per the latest notification as to the quantum of pension and other monetary facilities were being rendered to the secured employees as

per the latest level of contribution.

While responding to the queries of the Chamber, he said that.

- a) The single focal person would be nominated by EOBI to resolve operational issues through meetings on a weekly, fortnightly, or monthly basis as deemed appropriate by the Chamber.
- b) All pension cases were subject to a general relaxation of a period of six months, where the length of service of the secured employee was less than the prescribed period of 15 years.
- c) Online mode of payments should be availed to eliminate the possibility of error and exclusion of human discretion and intervention.
- d) Proposal of interaction between EOBI Regional Officers and Employers through Social Media Channels / Groups would be executed.



November 14, 2020

INAUGURATION CEREMONY OF THE BOOK
 “7th Century Madina Economics”
 Written By Mr. M. Munir Ahmad



Inauguration Ceremony of a Book “7th Century Madina Economics” was held at Sialkot Chamber of Commerce & Industry on November 14, 2020, under the umbrella of the Departmental Committee on Religious & Cultural Affairs. The event was chaired by Mr. Qaisar Iqbal Baryar, President SCCI. He said that the book had been written by the former Chief Manager State Bank, Mr. Muhammad Munir Ahmed. Mr. Zeeshan Javed, Deputy Commissioner Sialkot, and Mr. Tahir Anjum Sheikh, C.E.O M/S SIX-B were the chief guests of the said event.

Mr. Mohsan Gull, Chairman Committee thanked the guests of the event. Whereas, a well-known bureaucrat & Analyst, Mr. Orya Maqbool Jan

also joined the event through Zoom App and addressed the audience and shared his remarks about the book.

President SCCI admired the life of Holy Prophet (PBUH) and the political, social, cultural, and economic system. He added that society would become strong with the firm base of Justice and Economic System. “We as a Muslim society should follow the base of Islam in all the matters of our lives to make it successful in this world and hereafter” the President said. Mr. Baryar and other participants admired the remarkable effort of Mr. Muhammad Munir Ahmed in the shape of the book”.



Visit of

MR. MUHAMMAD ASHRAF KHAN

Managing Director of State Bank of Pakistan Banking Services Corporation



On November 18th, 2020, Mr. Muhammad Ashraf Khan, Managing Director, State Bank of Pakistan, visited SCCI to conduct a seminar on SBP Refinance Schemes and Alternate Delivery Channel for payment of Duties and Taxes that had been developed by State Bank of Pakistan. Mr. Qaisar Iqbal Baryar 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 the COVID-19 Crisis. He stated that the visit of Managing Director, Muhammad Ashraf Khan, in follow-up of the visit of Governor State Bank of Pakistan to SCCI. He mentioned that seminar would help SMEs in getting information related to efforts being made by both SCCI and State Bank of Pakistan, in reach of finance to the SME sectors of Pakistan.

Mr. Muhammad Ashraf Khan, Managing Director, said that Governor State Bank of Pakistan had the vision to ease the access of finance to the SMEs, and help them in recovering from the COVID-19 crisis. He mentioned that monthly meetings would be conducted with Commercial Banks and State Bank of Pakistan within SCCI to take the progress of utilization of Refinance Schemes and address the issues being faced by the Industry of Sialkot. He added that with the facility of ADC, every Commercial Bank would be able to collect the taxes and duties.

Mr. Ghulam Ahmed Phul, the Director, shared the details on the alternate delivery channels being developed by the SBP, for the facilitation of the exporters. He presented the key functionalities of the systems introduced by the State Bank of Pakistan, and the ease created through payment of Duties and Taxes through mobile apps and Internet Banking, other than the National Bank of Pakistan and SBP. Whereas, Mr. Kashif, gave the presentation on Refinance Scheme being offered by the State Bank of Pakistan including those that were introduced after COVID-19 and Temporary Economic Refinance Facility (TERF) that would help exporters to get finance from Commercial Banks for import of Machinery and Construction of premises.



November 20, 2020

Visit of

MR. FAIZ ALI

Collector Model Collectorate of Customs Sialkot



Mr. Qaisar Iqbal Baryar, a President, welcomed Mr. Faiz Ali, Collector, Model Customs Collectorate, Sialkot, Mr. Ali Zeb Khan, Additional Collector, and members of Sialkot Chamber. He informed that the meeting had been organized to discuss operational issues at MCC Sialkot to streamline the activities for extending maximum facilitation to the business community. He informed that Ch. Ahmed Zulfiqar Hayat, Chairman, Departmental Committee on FBR, Customs, Sales Tax and Taxation of Sialkot Chamber, will brief on the operational issues relating to Customs Department. He requested the honorable guest to share his views before proceeding to open the house for a discussion.

Mr. Faiz Ali, Collector, Model Customs Collectorate, Sialkot, thanked the President and the members for their warm welcome. He said that there had always been a mutually beneficial relationship between the Chamber and the Customs Department. While highlighting the recent drive of the Customs Department against the menace of smuggling, he informed that smuggling had a

far-reaching negative impact on the economy and tended to discourage genuine business activities. He added that the smuggled goods corrupt the whole economy and render imports through proper channels commercially unviable.

He further shared the problem faced by SMEs of Sialkot due to notification of minimum price issued by the Ministry of Commerce regarding Surgical, Manicure and Pedicure Instruments, on the recommendation of the Surgical Instruments Manufacturers Association of Pakistan (SIMAP). He informed that few shipments had been withheld by the Customs Department due to their declared price being less than the notified price. He stated that he had already taken up the matter with the higher-ups to find a solution to the problem so that exporters had not had to face any problem during the export of their consignments. He emphasized resolving the issue by developing a consensus with the SIMAP to move recommendations for withdrawal of notification.

While briefing on the measures initiated by the

Collectorate for facilitation to the exporters, he informed that the concept of Common Bonded Warehouse was being worked out for providing Custom Bonded Warehousing Facilities at Sialkot. He clarified the concept of Bonded Warehouse as follows.

- a) The facility will be like the Duty-Free Shops except that it would specifically cater to the industrial input requirements of the manufacturing sector.
- b) The Bonded Warehouse would act as a not-for-profit entity administered by a Trust or a Company through a management body elected from amongst the business community.
- c) Necessary amendments in the Customs Rules would be required to provide a mechanism for the functioning of the Commercial Warehousing Facility.
- d) MCC Sialkot had been working on the proposals to specifically provide a maximum period for
- e) warehousing to the Warehouse and the Exporter.
- f) The inputs would be provided Duty and Tax-Free to the manufacturers, situated in the tariff area as well as in EPZ, to reduce their input cost.

He proposed to form a Tripartite Working Group



of SCCI, SDPT, and MCC Sialkot to conduct further work for the finalization of the proposal. The house appreciated the proposal, and it was decided that a Tripartite Working Group of SCCI, SDPT, and MCC would be constituted for further working on the proposal of Bonded Warehousing Facility at Sialkot.

In response to a suggestion, Collector agreed to hold a meeting on monthly basis alternatively at SCCI and MCC Sialkot. He also agreed to write a reminder letter to Board (FBR) to resolve the issue of returned goods. The Additional Collector apprised the house about the recent improvement in the system of issuance of WeBOC registration and informed that under recent developments, the procedure for issuance of WeBOC ID had been significantly simplified.



November 26, 2020

Visit of

H.E. MR. MOHAMMED MOTAHAR ALASHBAI

Ambassador of Pakistan to Yemen



On November 26, 2020, Ambassador of Yemen to Pakistan H.E. Mohammed Motahar Alashabi, Ambassador, visited Sialkot Chamber. Mr. Qaisar Iqbal Baryar, President SCCI welcomed the Ambassador and said that, the trade numbers of Pakistan with Yemen were not encouraging, because most Pakistani products were routed to Yemen from surrounding countries of Yemen and a route of direct export was not established. Mr. President added that Yemen and Pakistan could have avenues of Trade with ease in the Visa regime and exchange of trade delegations. Mr. Baryar further said that Pakistan could be a good

Trade option for Yemen in terms of exports, as China is getting expensive, and the Government of Pakistan was also trying to facilitate the exporters to improve the exports. He mentioned that all products that were being made in Sialkot were 99% exported worldwide and the industry foresees Yemen as a trade opportunity.

H.E. Mohammed Motahar Alashabi, the Ambassador, said that he had seen the products made in Sialkot, in Europe and America. He mentioned that he had completed his postgraduate education in Pakistan and considered Pakistan his second home. Mr. Ambassador added that Pakistan had good ties with Yemen and both countries should find routes for direct trade. He also praised the Government of Pakistan for announcing special support during the COVID-19 crisis. He also shared that from 2002 onward, no direct flight was available from Pakistan to Yemen and vice versa, and the Government of Yemen was keen to resolve the issue. He assured that his Office will ensure maximum support to the SCCI on behalf of his Government of Yemen.



December 09, 2020

Visit of

H.E. MR. IMRAN KHAN
Prime Minister of Pakistan



On December 09, 2020, Prime Minister of Pakistan H.E. Mr. Imran Khan paid his visit to Sialkot. On the occasion, the Prime Minister was received and welcomed by Mr. Qaisar Iqbal Baryar, President SCCI, Mr. Fazal Jilani, Chairman, AirSial Limited and the business community of Sialkot. The Prime

Minister was accompanied by Sardar Usman Buzdar, Chief Minister Punjab, Mr. Muhammad Hammad Azhar, Minister for Industries and Production and Mr. Abdul Razak Dawood, Advisor to PM during his visit. While the addressing to the guests, Mr. Qaisar Iqbal Baryar, President SCCI extended gratitude to the Honourable Prime Minister for taking revolutionary measures to facilitate the Industry and Export Sector of Pakistan in the prevailing COVID-19 Crisis including the slashing of Custom Duties on over 20,000 Raw Material Items, giving PKR 21 (B) Power Subsidy to the Industrial Consumers, special Electricity Rates for the Exporters at 7.5 cents per unit, reduction of Interest rate by 625 Base Points, Kamyab-Jawan Youth Entrepreneurship Scheme, Offering 100 (B) Package to the Industry and Export Sector of Pakistan the largest in recent times and revolutionary measures for Exporters through State Bank of Pakistan.



Mr. Baryar mentioned that business community of Sialkot, had achieved many successes in the past, and was striving to reach the target of quadrupling the exports of the region in the years to come. Mr. Baryar added that the Golden Economic Triangle had brilliant future and the roaming ambassadors of Pakistan, the business community of Sialkot needed PM's leadership to achieve his vision of export led growth for the country. He said that the to achieve the vision of the Prime Minister, the industry of Sialkot needed the key projects

to be initiated including establishment of Sialkot Industrial Zone, establishment of Technology University in Sialkot on the model of Pak-Austria Institute of Technology, Haripur, project of cargo Train from Sialkot to Karachi Ports and Sialkot Ring Road project.

The Prime Minister of Pakistan H.E. Mr. Imran Khan, inaugurated the project of Air Sial, and announced the establishment of Sialkot Industrial Zone and Technology University. While speaking to



the business community, the Premier appreciated the Industrial Dynamics of Sialkot and said that Sialkot would become a business hub in the coming days. The Prime Minister said that the exporters of Sialkot were playing a pivotal role in strengthening of the national economy by earning foreign exchange to the tune of \$2.2 billion annually. He said there was no doubt to say that exporters had set a unique example of self-help by establishing several projects including international airport, dry port trust, and AirSial.

December 18, 2020

Online Meeting with

MS. CATHERINE RODRIGUEZ

U.S. Consul General Lahore



On December 18th, 2020, an online meeting was held with the Consulate General of the USA, Lahore, wherein Mr. Qaiser Iqbal Baryar, the President, welcomed Ms. Catherine Rodriguez, U.S. Consul General, to the meeting. Mr. Baryar shared data on Trade volume between the USA and Pakistan and stressed on the need to avail the potential of trade between both countries. He elaborated on the facilities Government of Pakistan was giving to the export-oriented SME Industry of Sialkot and the role of the Chamber as facilitator in getting the relief for the industry. He also added that on the visit of the Prime Minister of Pakistan to Sialkot, he had announced the establishment of an Industrial Zone and a Technology University for Sialkot which would play an important role in bringing the product diversification and open avenues of joint ventures with foreign counterparts. He stressed that the Industry of Sialkot would foresee Joint Ventures, Transfer of Technology, and collaboration with US companies, in Sports Goods, Sportswear, Leather goods, and products, Gloves, Surgical, Dental, and Beauty Instruments, Veterinary, and Musical Instruments, etc.

During the meeting, Mr. Khuram Aslam, Senior Vice President, Mr. Ansar Aziz Puri, Vice President, Mr. Fazal Jilani, Chairman AirSial Limited, Mr. Majid Raza Bhutta, Former President,

Mr. Nadeem Anwar Qureshi, Former Chairman Sial International Airport, Mr. Waqas Akram Awan, Former Senior President were also present and shared their views. President SCCI also added that SCCI would be keen to collaborate with US Companies for projects like Waste to Energy, Water Treatment Plant, Solar Energy Project, and Marketing companies.

Ms. Catherine Rodriguez, U.S. Consul General, shared the experience she had while representing the United State of America as a diplomat. She acknowledged about the role of the Chamber of Commerce and Industry and praised the achievements SCCI accomplished through the several self-initiated projects. She also sought future planning of AirSial Limited and the scope of the Industrial Zone being planned in Sialkot. Mr. Qaiser Iqbal Baryar, President SCCI, shared that Industrial Zone would help in managing the environmental issues, import substitution of raw materials, and joint ventures through various incentives. Mr. Fazal Jilani, Chairman AirSial Limited responded to the Consul General on the future strategies of AirSial Limited and the quality service the Airline would be offering to the nation.



Visit to

WAGAH BORDER & KARTARPUR CORRIDOR

On December 29, 2021, Mr. Khuram Aslam, Senior Vice President SCCI led a delegation of Sialkot Chamber to **Wagah Border** and observed the blustering parade by the soldiers from both sides followed by lowering of the flags ceremony at the Wagah-Attari border which is a daily military practice between the security forces of Pakistan and India. The drill is characterized by elaborate and rapid dance like manoeuvres and raising legs as high as possible. It is alternatively a symbol of the two countries' rivalry, as well as brotherhood and cooperation between the two nations.

On January 17, 2021, A delegation led by Mr. Khuram Aslam, Senior Vice President SCCI visited **Kartarpur Corridor**. Mr. Aslam endorsed the efforts of Government of Pakistan for the development of Kartarpur as It conveyed positive image of Pakistan to the world. Gurdwara Darbar Sahib Kartarpur is considered very religious place for Sikh Community as thousands of Sikh pilgrims come every year to perform rituals in connection with the death anniversary of Baba Guru Nanak Dev Ji.



January 05, 2021

Visit of

H.E. MR. KHALID EJAZ

Ambassador of Pakistan to Argentina

On January 5th, 2021, the Ambassador of Pakistan to Argentina visited SCCI, Mr. Khuram Aslam, Senior Vice President welcomed Ambassador H.E. Dr. Khalid Ejaz, and appreciated the role of TDAP for their efforts create multiple breakthroughs to promote the exports of Pakistan.

H.E. Dr. Khalid Ejaz, Ambassador of Pakistan to Argentina said that he had planned the visit Sialkot Chamber of Commerce and Industry, to share an insight into the South American markets and the potential of “Made in Sialkot” products, there. He recommended that exporters should consider South American countries, as they had great potential for sports goods and sport wears, due to the trend of Football games. He further proposed market of Chile should be targeted, as the country was considered Free Trade Promoter, and had signed free trade agreement called the “Pacific

Joint Alliance” with South American countries. He ensured that the Embassy of Pakistan would ensure maximum facilitation to a delegation or an exporter coming for any trade obligation. Mr. Ambassador added that India had a maximum trade share of South American Markets, however, the Embassy of Pakistan was working to introduce Pakistani products as well. He further added that a few efforts could help Home & Medical Textile penetrate South American markets.

Mr. Khuram Aslam, Senior Vice President concluded with a notion that the Embassy of Pakistan would ensure the provision of prospective buyers, a list of standards and certifications, Trade Bodies, and potential for making Joint Ventures with South American companies, details of marketing companies, and assistance in organizing virtual meetings with potential buyers.



January 06, 2021

Visit of

MR. NADEEM MALIK

Superintendent Engineer, GEPCO Sialkot



On January 06, 2021, Mr. Nadeem Malik, Superintendent Engineer GEPCO Sialkot visited SCCI, Mr. Khuram Aslam, Senior Vice President Sialkot Chamber of Commerce and Industry welcomed Mr. Nadeem Malik, Superintendent Engineer GEPCO, Sialkot and highlighted the issues and shared recommendations including expediting process of new industrial connection for Sialkot Industry, overbilling issue, Intimation for Power Shut down Schedule on all Industrial Feeders of Sialkot, provision of declared Industrial Feeders. The Senior Vice President proposed that on recommendation of Sialkot Chamber more Feeders should be included in the list of Industrial Feeders as industries of Sialkot are scattered all around the city, and to ensure 8 hours uninterruptable electricity supply on all industrial dominated feeders of Sialkot during working hours as per procedure adopted by previous government and Problems of the members of Sialkot Chamber should be resolved on priority basis.

Mr. Amer Hameed Bhatti also emphasized that GECPO staff should shut down electricity on Sunday for maintenance purposes. He also informed that he took up the issue of “rules/ notification of ban on issuance of two industrial meters in the single premise” and “condition of mandatory personal transformer for the area above 1000 square feet” before D.G Consumers Affairs NEPRA who informed that above said both rules/notifications had been old therefore, NEPRA had lifted/removed both rules/notifications. He further demanded that GEPCO, Sialkot should get confirmation from NERPA regarding the removal of the above rules/notification.

Mr. Nadeem Malik thanked the Senior Vice President SCCI, for his warm welcome and assured that he would always remain available to hear and redress the issues/complaints of the members of the Sialkot Chamber on a priority basis.

January 16, 2021

Visit of

MR. MUHAMMAD WAQAS SAEED

Deputy Director/Incharge Cybercrime Circle, FIA, Lahore



On January 16, 2021, Mr. Muhammad Waqas Saeed, Deputy Director/ Incharge Cybercrime Circle, FIA, Lahore visited the Sialkot Chamber of Commerce & Industry along with his team for an awareness session for the members of this Chamber. Mr. Khuram Aslam, Senior Vice President Sialkot Chamber of Commerce & Industry welcomed Mr. Muhammad Waqas Saeed. He mentioned that the internet had become an integral part of today's generation of people; from communicating through instant messages and emails to banking, traveling, studying, and shopping, the touching every aspect of life. He said that with the growing use of the internet by people, protecting important information had become a necessity. He said that a computer that was not having appropriate security controls could be infected with malicious logic and thus any type of information could be accessed in moments. He said that number of infected Web Pages and malicious websites could be seen every day infecting the computers and allowing hackers to gain illegal access to other computer systems.

He added that better awareness of cybersecurity and proper planning could prove to be beneficial for business organizations in protecting their information and trade secrets from being disclosed. He added that many small business organizations were taking initiatives to protect

their information from being accessed illegally. He informed that Sialkot Chamber had a Departmental Committee on Information Technology/ Cyber Crime under the Chairmanship of Mr. Muhammad Kashif Almas, who played his part to aware the members of Cyber-attacks. He invited Mr. Muhammad Waqas Saeed to share his views on Cyber Security Issues and their Impacts.

Mr. Muhammad Waqas Saeed, Deputy Director/ Incharge Cyber Crime Circle, Federal Investigation Agency (FIA), Lahore thanked Mr. Khuram Aslam, Senior Vice President, and other participants of the meeting. The Deputy Director/Incharge Cyber Crime Circle gave a detailed presentation to the Chamber Members on some important and useful precautions to be taken against Cybercrime. He said that by implementing these suggestions loses could be avoided. His presentation covered the following important topics related to Cyber Crime:

- Cybercrime
- Cyberspace
- Cybercrime statistics 2020
- Types of cybercrime
- Cyber threat – challenges
- Cyberstalking – prevention tips
- Before you posting online
- How to protect documents and information.

January 18, 2021

Visit of

BRIG. NAUMAN ANWAR

Director Commercial/ Member Board Heavy Industries Taxila (HIT)



On January 18, 2021, Officials of Heavy Industries Taxila visited SCCI, Mr. Khuram Aslam, Senior Vice President welcomed the Delegation of HIT and appreciated Chairman Heavy Industries Taxila for hosting the delegation of Sialkot Chamber of Commerce and Industry, on December 17th, 2020. He added that both organizations could work in collaboration to support and substitute the materials and products being imported. He gave an example of establishing bicycle bottles that could be manufactured in indigenous industries. Mr. Aslam requested the Chairman Departmental Committee on Engineering to formulate a delegation to organize a study tour to Heavy Industries Taxila, in the coming future.

Brig. Nauman Anwar, Director Commercial/ Member HIT Board said that he had visited SCCI on the direction of the Chairman to explore the opportunities of collaboration and working together to reduce the import list of Pakistan. He mentioned that a private venture of HIT, M/s. Margila Hill Pvt Ltd was in the process of registration with SECP and after hiring of the top management was hired, they would visit SCCI

to explore possibilities to collaborate and work together. Brig. Anwar said that HIT had been manufacturing Cutting Tools of all sorts and manufacturing Dies for multiple industries. He also added that a Special Economic Zone was in the plan under CPEC within the Taxila region, and a private venture could be established for indigenous requirements, with collaboration.

Mr. Ansar Aziz Puri, Vice President, inquired that whether HIT was providing tools to the automobile industry and requested to have samples of products being manufactured in HIT in their liaison office. Brig. Nauman Anwar responded that HIT could meet the local requirement of the industry and would also consider the opening of a liaison office in Sialkot, and appreciated the proposal of a cricket match in Taxila. The Meeting was concluded with a notion of formulating a delegation of SCCI to visit HIT for 2 days in the coming future and afterward HIT delegation would visit, to understand the dynamics of the Industry of Sialkot and collaborate on the vision of import substitution.

January 19, 2021

Visit of

MR. MUHAMMAD NADEEM

Regional Head Employees Old Age Benefits Institution (EOBI), Sialkot

On January 19, 2021, Mr. Muhammad Nadeem, Regional Head Employees Old-Age Benefits Institution (EOBI), Sialkot visited SCCI. Mr. Khuram Aslam, Senior Vice President, welcomed Mr. Muhammad Nadeem, Regional Head, Employees Old-Age Benefits Institution (EOBI), Sialkot to Sialkot Chamber. The session was arranged to brief the members on the facilities, rules & regulations, and payment contribution methods. The Senior Vice President shared that Sialkot Chamber always had on the forefront for the rights of the skilled workers and Sialkot was one of the Industrial Cities of Pakistan, where remuneration paid to the skilled workers were greater in ratio. He stressed that factory Owners of Sialkot always stood beside their workers through every thick and thin. He shared that Exporters provides different sort of facilitations to their workers like pick and drop, medical, clean

water for drinking, social security, yearly bonus, gratuity, and skilled education.

Mr. Muhammad Nadeem, Regional Head, Employees Old-Age Benefits Institution (EOBI), gave an insight of working of EOBI including Operational Structure, Core Functions, Benefits and Salient Features of EOBI Sialkot Region July-2020 to December-2020.

Mr. Khuram Aslam, Senior Vice President thanked Regional Head, EOBI, Sialkot for visiting this and requested that Seminars on imperative issues including the Rules & Regulations of EOBI and the process of registration, should be organized in the future for members awareness.



January 19, 2021

Visit of

MR. RIZWAN MUSHTAQ
General Manager SNGPL, Sialkot



On January 19, 2021, Mr. Rizwan Mushtaq, General Manager SNGPL, Sialkot visited The Sialkot Chamber of Commerce & Industry. Mr. Khuram Aslam, Senior Vice President, Sialkot Chamber warmly welcomed the Honorable and thanked him for visiting this Chamber. The Senior Vice President, SCCI, highlighted the below mentioned issues. He briefed on the industrial setup of Sialkot and the achievements of the Sialkot Chamber of Commerce and Industry.

Requested for Nomination of Focal person for the resolution of the cases/issues of the members of Sialkot Chamber.

- Low Pressure and Load Shedding of gas.
- Long-pending cases of the members of the Sialkot Chamber.
- Mechanism of New Industrial Connections.

Mr. Amer Hamid Bhatti, Chairman Departmental Committee on Sui Gas also welcomed the guest and committee members for attending the meeting. The Chairman emphasized that SNGPL should fulfill the industrial need of Sui gas with full pressure. Chairman handed over the file of pending issues of the members of the Sialkot Chamber related to SNGPL, Sialkot.

Mr. Rizwan Mushtaq, General Manager SNGPL, Sialkot, thanked the Senior Vice President for his

welcome. He appreciated the functioning, working approach, and linkage of the Sialkot Chamber with all Government Department for the resolution of the issues of its members. He also appreciated several successfully established projects of the Sialkot Chamber i-e SIAL, AIRSIAL, SDPT, and Sialkot Tannery Zone Ltd.

Mr. Haris, Senior Officer, SNGPL, Sialkot nominated the focal person for the resolution of the issues of the members of this Chamber. He informed that there was zero load shedding of gas in Sialkot and SNGPL Sialkot was only managing a load of gas to domestic consumers of Sialkot. He shared that SNGPL had 314,000 domestic consumers, 51 Industrial and 350 commercial consumers in Sialkot. He informed that SNGPL had been fulfilling domestic consumers' needs by supplying 50% gas through LNG. He said that the reason for the low pressure of gas was due to the increase in demand for gas. Regarding pending connections, he said that connections would be issued on priority. He also informed that LNG-based connections were being issued of housing societies as per the policy of SNGPL. Moreover, he informed that the urgent connections scheme had been suspended temporarily. Furthermore, SNGPL had been changed the old pipelines on yearly basis to avoid leakage issues.



January 25, 2021

Visit of

MR. HASSAN ASAD ALVI

DPO Sialkot



On January 25, 2021, Mr. Hassan Asad Alvi, District Police Officer (DPO), Sialkot visited the Sialkot Chamber of Commerce & Industry. Mr. Qaisar Iqbal Baryar, President Sialkot Chamber welcomed Mr. Asad Hassan Alvi and DSPs of all Circles of Sialkot and thanked them for visiting this Chamber. He said that according to the prevailing law-and-order situation, we should support each other for the betterment and prosperity of Sialkot. President SCCI informed that Sialkot Chamber had formed the Departmental Committee on Crime Watch Traffic Management / Media under the Chairmanship of Mr. Waqas Akram Awan. He also briefed the functioning of the Departmental Committee on Crime Watch and Traffic Management and said that Police Department may send cases/disputes complaints related to the business community to Sialkot Chamber for resolution before registering FIR. He shared that the Sialkot Chamber of Commerce and Industry had always enjoyed cordial relations with the Police Department Sialkot. President SCCI assured that the business community of Sialkot fully supported the Police Department for the improvement of the

law-and-order situation in Sialkot. He emphasized the need for the signing of MOU between this Chamber and Police Department, Sialkot. He appreciated the positive working approach of Mr. Mazhar Fareed, DSP Traffic, Sialkot. He said that both SCCI and District Police Sialkot may take joint initiatives to maintain the law & order situation of the city in the best interest of the local economy and may work on the creation of effective traffic management strategies. He requested that District Police should inform the Sialkot Chamber before entering the premises of any member firm for raids purpose.

Mr. Hassan Asad Alvi, DPO Sialkot thanked President SCCI for his warm welcome. He congratulated the Sialkot Chamber on successfully inaugurating the project of Air Sial. He also appreciated the several successful projects of the Sialkot Chamber established under self-help basis i-e SIAL, City Package, Sialkot Dryport Trust, Khudkafalat Rozgar Trust, CSDO, etc. The DPO wished to improve the system and said that it would only be possible with the help of civil



society and this Chamber. He emphasized that civil society should visit the Police Stations with confidence and without hesitation in case of need. He mentioned that standing instructions had been given to the SPs, DSPs, and SHOs to deal with complete care and politeness with the complainants. He was quite satisfied with the whole law-and-order situation of Sialkot. He shared regarding traffic issues and assured that DSP Traffic Mr. Mazhar Fareed would extend every possible assistance and cooperation of the Police to address the Traffic problems in Sialkot. He said that DSP Traffic had already been working on the project of road engineering so that Traffic could be managed easily. He ensured his availability to hear the valuable suggestions/recommendations from SCCI to improve the law-and-order situation and to

strengthen the relations between Sialkot Chamber and Police Department.

In response to a question, The DPO replied that with a population of 4.2 (M), Sialkot had a Police Force of only 2500 personnel in Sialkot, on the other hand, the Police Force in Gujrat had 4600 Police staff despite having a lesser population than Sialkot. He said that Political leadership of Sialkot has already taken up the issue of the low manpower of Police for its enhancement and availability of latest equipment so that Police may control the law-and-order situation efficiently. He also announced and instructed DSP, Traffic, for the establishment of a Driving License Counter for the facilitation of the members in the Sialkot Chamber of Commerce premises.



February 02, 2021

Visit of

50TH PN STAFF COURSE

From Pakistan Navy War College Lahore

On February 02, 2021, the 50th PN Staff Course of Pakistan Navy War College Lahore visited the Sialkot Chamber of Commerce & Industry. Mr. Khuram Aslam, Senior Vice President Sialkot Chamber welcomed the delegation from the Pakistan Navy and other participants of the meeting. He expressed solidarity with the armed forces who had always stood steadfast against external aggression and internal disturbance to uphold the prestige and honor of the country. He appreciated the valor of soldiers fighting to protect our blessed homeland and the role of Pakistan Navy War College as the premier institute to impart knowledge to Officers. He informed that Sialkot was an export-oriented city, known all over the world for its value-added products and its historical background. He shared that the Brazuca official match ball of FIFA World Cup was produced in Sialkot, and afterward TELSTAR official match ball of FIFA World Cup 2018 had also been produced in Sialkot. He informed that surgical instruments made in Sialkot were exported to

over 140 countries around the world. He briefed about the active role of the Sialkot Chamber of Commerce in completing development and social sectors development projects on a self-help basis.

In response to a question, Mr. Khuram Aslam replied that the project of AIRSIAL was initiated from the platform of Sialkot Chamber to provide quality air travel services to the people of Pakistan. He informed that the AIRSIAL's inauguration was delayed one year due to the situation of COVID-19. Moreover, he also shared that it was mandatory for a new airline to operate domestically for one year, so AIRSIAL would initially serve within the Country on different destinations.

Mr. Ansar Aziz Puri, Vice President Sialkot Chamber said that the services of domestic flights of other airlines were not satisfactory. He said that it would be an opportunity for AIRSIAL to capture the local market and make AIRSIAL the first choice of the people to travel within the Country.



February 08, 2021

Visit of

MAJ GEN (R) RASHAD JAVED

Ambassador of Pakistan Designate to Libya



On February 08, 2021, Major General (R) Rashad Javed, HI (M) Ambassador of Pakistan designated to Libya visited the Sialkot Chamber of Commerce & Industry. Mr. Qaisar Iqbal Baryar, President Sialkot Chamber welcomed the Envoy.

H. E. Maj. General (R) Rashad Javed HI (M), informed that people were not interested to invest in Libya due to civil war, but elections would soon be opening new avenues of business. He said that trading was favorable in the current scenario and shared that M/s. Millat Tractors Company had been exporting Tractors to Libyan counterpart on advance payment. He also shared that he had visited various Chambers of Pakistan to inform them about the export potential of Pakistan-made products in Libya because their import ratio was 80 percent and the major sectors of their import were food, textile, home appliances, Sports, medical equipment, and engineering products. Moreover, a skilled workforce was also required in Libya. He said that the Banking issue had been resolved due to a branch of a Libyan bank in Bahrain. He informed that Free Trade Zone had been established in Libya where facilities of income tax exemptions and tax-free holidays

were available for investors. Moreover, rules and regulations of investment would be simplified with time. He also invited businessmen of Sialkot for investment and motivated them for the establishment of collective Warehouse in Libya.

Major General (R) Sajid Iqbal, the Former Ambassador, said that after a long period of internal development and stability, Libya had begun opening its gates for the whole world by initiating several business deals with various countries. He shared that project of foreign investment and tourism infrastructure development were being given national priority by the Libyan Government. He shared that they also wished to establish a shipment and hoarding company with the collaboration of Pakistan and were interested in transshipment. He informed that Libya was an untapped market and had a huge scope of bilateral trade in all sectors, low price, and quality assurance be necessary for confidence building with buyers of Libya. He said that LC Shipment option was also streamlining due to which bilateral relations between Pakistan and Libya could be strengthened. He assured full cooperation of the Pakistan Embassy in Libya.

February 10, 2021

Visit of

MR. HASHIM RAZA

Chief Executive Officer, (SMEDA)

On February 10, 2021, Mr. Hashim Raza, Chief Executive Officer (CEO) of Small and Medium Enterprises Development Authority (SMEDA) visited The Sialkot Chamber of Commerce & Industry. Mr. Qaisar Iqbal Baryar, President Sialkot Chamber welcomed Mr. Hashim Raza and other members of this Chamber in the meeting. He appreciated the efforts of SMEDA in improving the efficiency of the exports industry, through dedicated training, works, and multiple programs. He also stressed enhancing the capacity of Commercial Banks, to ensure compliance with Central Bank rules and regulations. Mr. Baryar added that Commercial Banks should also be given targets of financing for the industry, with fixed interest, and in case of non-compliance should be penalized. He recommended that a catalog of Sports Industry Development Center (SIDC) should be developed for marketing purposes and requested Mr. Raza to endorse the project of "Modern Dyeing Facility" to be established within Sialkot.

He also informed that towards the end of February 2021, Cargo Train from Sialkot to Karachi would be started. He proposed that SMEDA should also pursue the establishment of EXIM Bank and requested Mr. Hashim Raza, CEO of SMEDA to hold the next meeting on EXIM in SMEDA's Office. He invited the attention of CEO SMEDA to speed up transfer of Sialkot Business and Commerce Center (SBCC) to SCCI. President SCCI also proposed to inaugurate SBCC upon Prime Minister's visit to Sialkot expected in March 2021.

Mr. Hashim Raza, CEO, SMEDA, thanked the President SCCI and shared that a comprehensive policy had been devised by SMEDA for SMEs, which would focus to simplify the intricate processes to provide ease of doing business, to be implemented by the Board of Investment (BOI). He added that SMEDA had already facilitated relaxation the tariff of the multiple raw materials to facilitate the SMEs. Mr. Raza assured President SCCI to resolve the issue of transfer of SBCC issue once the internal audit objections within SMEDA would be resolved.



February 22, 2021

Visit of

PROBATIONARY OFFICERS FROM CIVIL SERVICE ACADEMY

Mr. Qaisar Iqbal Baryar, President, SCCI welcomed the probationary officers from Police, Customs, Inland Revenue, and Information Departments from Civil Services Academy at Sialkot Chamber on February 22, 2021. He congratulated all the officers for being selected for the job; The President briefed on the dynamics & concerns of the export sector and mentioned the required maximum possible support from the Government to sustain in the international market. He shared about the role of SCCI for the Industry and its contributions to the city as he talked about the different projects including AIRSIAL that was recently 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 the President said. President also mentioned the amount of foreign exchange (the US \$ 2.2 Billion annually) earned by the city and increasing the Government's income by paying their taxes.

Head of Delegation thanked the President for their warm welcome and hosting the delegation at SCCI. He told the house that such visits of Officers were arranged with the support of the Civil Administration of Sialkot to gain information about the city, its industrial dynamics, and the need for further development. He appreciated the projects of the Sialkot Chamber especially AIRSIAL and applauded the leadership & unity of the Sialkot Business Community. He further shared about the first online Batch of Civil Services Academy Lahore due to pandemics. Delegates also introduced themselves and discussed several topics related to Sialkot's Industry and its concerns e.g., impact of COVID-19 on the export sector, SCCI's role in this pandemic for the survival of Industry, the establishment of technical Institutions for skill development, labor-related issues, research & innovation, obstacles in ease of doing business and participation of women in industry/ entrepreneurship.



February 23, 2021

Visit of

A GROUP OF INLAND STUDY TOUR OF OFFICERS FROM NATIONAL DEFENCE UNIVERSITY ISLAMABAD



Mr. Qaisar Iqbal Baryar, President welcomed 36 Foreign Officers from 12 friendly countries and faculty members from National Defense University Islamabad. He expressed solidarity with the Armed Forces and applauded the soldiers of Pakistan as well as all other friendly countries. He shared about the position of SCCI for the Industry and its contributions to the city as he talked about the different projects including AIRSIAL and Sialkot Medical City that had been recently initiated to provide quality air travel services to the people.

Head of National Defence University Islamabad thanked the President on behalf of National Defence University and shared that purpose of the visit of officers from different countries was to share information about true trade potential and opportunities. He admired the contribution of the Sialkot Chamber in the city's development and exports enhancement. Other delegates also discussed export products & their branding, Intellectual Property Rights, capacity building of country's youth, business opportunities through CPEC for Sialkot's Industry, the impact of COVID-19 on the export sector, SCCI's role in the pandemic for the survival of Industry, the establishment of technical Institutions, obstacles in ease of doing business, challenges faced by the business community from Government's policies and skill development in industry's workforce through workshops. The Delegates expressed their gratitude for providing an opportunity for such a productive interaction with the Business Community of Sialkot.



February 24, 2021

Visit of

MR. KHALID AWAIS RANJHA

Postmaster General of Punjab



Mr. Khuram Aslam, Senior Vice President SCCI welcomed the honorable guests at SCCI on February 24, 2021. He thanked the Postmaster General Punjab, Mr. Khalid Awais Ranjha, and Chief Postmaster, GPO, Sialkot for their visit. He said that the Pakistan Post was one of the most important institutions of Pakistan playing a vital role in delivering mails around the country. The delivery network of Pakistan Posts was established and more stable than all the other private companies operating in Pakistan. Mr. Khuram mentioned that the services of Pakistan Post were getting better than before, but still improvements were required in strengthening the system. He told about the Sialkot's Industry and said that a significant number of exporters were using the services of the Pakistan Post daily. The Senior Vice President further said that the Pakistan Post needed to introduce better packages for the business Community keeping in view the export status of Sialkot as well as improve its services the tracking system of export shipments. The Senior Vice President also thanked the Postmaster General Central Punjab for the issuance of a commemorative stamp on 30 years of services of the Sialkot Chamber of Commerce & Industry.

Mr. Khalid Awais Ranjha, Postmaster General Punjab thanked the Senior Vice President of SCCI for his warm welcome and said that the products manufactured by Sialkot had a unique value in the world in terms of quality and durability. He lauded the projects initiated & completed from

the platform of Sialkot Chamber and said that the trade body had not only strived to increase its exports but also contribute to developing the city's infrastructure. Furthermore, the Postmaster General Punjab endorsed the difficulties faced by the department due to many reasons, but the department introduced some reforms to improve the performance/services of the Pakistan Post Office.

He also told that the Digital Franchises of Post Offices were being set up all over Pakistan to provide better facilities to the people of the Country and all the facilities that were being provided to the public in the Post Offices would also be available in the said franchises. He further said that the Post Office Department had introduced EMS-Plus Scheme in collaboration with FedEx, DHL, and Skynet for the delivery of export products. He further assured that the problems of the business community regarding the Online Tracking System would be solved soon and upgraded the software.

Members discussed the services of the Pakistan Post and shared their valuable suggestions for further improvements. Mr. Khuram Aslam, SVP-SCCI shared about the frequently received complaints by the SCCI members about the delivery of SCCI's monthly Bulletin. The Postmaster General Punjab assured that after the up gradation of the tracking system, the discussed issues would be solved immediately.



March 09, 2021

CELEBRATION OF INTERNATIONAL WOMEN'S DAY 2021 & ANNOUNCEMENT ABOUT THE GRANT OF LICENSE OF WOMEN CHAMBER OF COMMERCE & INDUSTRY, SIALKOT



“Sialkot Chamber of Commerce & Industry has always strived for the growth & development of the Women business community of Sialkot and is focused on the capacity building of Women Entrepreneurs of the city. Women Resource Centre (WRC) of Sialkot Chamber was established to empower women and is actively involved in the promotion of Women Entrepreneurship & Empowerment by providing them easy access to resources for starting and growing their businesses. In connection with the said objective, the Women Resource Center of SCCI celebrated The International Women’s Day at SCCI on March 09, 2021, under the headship of Dr. Mariam Nouman, Chairperson of WRC”.

Dr. Mariam Nouman welcomed all the guests of SCCI and expressed her gratitude to the participants. She addressed the audience that “International Women’s Day” was annually celebrated to honor the achievements of women and bringing attention to the issues of gender equality, women’s rights, and violence against women around the globe. Dr. Mariam added

that more than half of the population of Pakistan was based on women and growth of the country couldn’t be possible without their contributions. She emphasized on taking productive measures for the well-being & economic evolution of Women to enhance their role in the national economy. Furthermore, she talked about some endeavors of WRC such as the “WRC-Outreach Program” that had been launched with the collaboration of Baidarie-Sialkot to empower the rural women by providing them different skill-based pieces of training to start & run their businesses. Under the said project, a 10-Days Training Session on social media & International marketing was also organized at SCCI. Success Stories of some women entrepreneurs including Ms. Razia Sultana (a trainee under the WRC Outreach Program) and Ms. Iram Naaz (a blind girl) were shared for their encouragement and motivation for others.

In her address, Chairperson WRC announced that the license of the establishment of the Women Chamber had been granted due to the efforts of SCCI. She stressed that the Women’s business

community of the city would have a platform & opportunity to raise their voices, flourish their businesses, and address their issues through a separate Chamber.

Mr. Khuram Aslam, Senior Vice President welcomed all and appreciated the Chairperson WRC the remarkable performance of WRC. He shared that the application of establishment of Women Chamber at Sialkot had been submitted in 2017 and after the tiring efforts of SCCI, license of Women Chamber of Commerce & Industry Sialkot had been issued. He congratulated all the concerned women for their contribution and dedication for the establishment of the Chamber. Mr. Khuram shared about the different the Chambers in 15 Cities of Pakistan working for the promotion of women businesses. He said that Women Chamber Sialkot would also be focused on the same objectives. He also requested WRC Members for getting registration of the Women Chamber; so that, initial activities could be started from the office of WRC at the earliest.

Ms. Sonia Sadaf, Assistant Commissioner Sialkot attended the session and congratulated for the tremendous success of the establishment of the Women Chamber that made the celebration of International Women Day worth remembering. She applauded the vibrant role and cooperation of the Sialkot's Business Community with the District

Administration. She expressed hope for the further progress of the city that would multiply with the prominent contribution of the Women population. She emphasized the women contribution in improving the society. Whereas Mrs. Rukhsana Kousar, Vice-Chancellor GC Women University congratulated the WRC for its remarkable success, and She appreciated the SCCI for always playing its role tremendously for the Industry.

Mr. Arshid Mehmood Mirza (Baidarie-Sialkot), Mrs. Shamsa Kanwal (Safia Foundation), and other participants also congratulated SCCI and paid tribute to the female business community of the city for their uphill struggle. Mr. Ansar Aziz Puri (Vice President, SCCI) appreciated WRC and congratulated women members for the establishment of the Women Chamber. He expressed hope that the Women Chamber of Sialkot would also progress with the same spirit of the Sialkot Chamber of Commerce & Industry.

Dr. Mariam Nouman, Chairperson WRC thanked all the guests once again for their participation and requested the members to share their valuable suggestions/feedback for further betterment. At the end of the ceremony, souvenirs were presented to the Guests of Honors "Ms. Sonia Sadaf, AC-Sialkot, and Mrs. Rukhsana Kosar VC-GC University".



March 11, 2021

Visit of

SYED BILAL HAIDER, COMMISSIONER
Punjab Employees Social Security Institution (PESSI)



Mr. Qaisar Iqbal Baryar, the President, welcomed Mr. Syed Bilal Haider, Commissioner, Punjab Employees Social Security Institution, Officers of the Department, distinguished guests, and members of Sialkot Chamber. He briefed the honorable guest about the industrial setup and various social compliance initiatives to exhibit the visionary and progressive approach of the business community of Sialkot. He expressed gratitude to the honorable guest for visiting Sialkot Chamber to have an interactive session with the members and requested him to help resolve issues for extending maximum facilitation to the secured workers. He requested Mr. Ammar Faisal Al-Assad, Chairman, and Departmental Committee on Labour Laws, to highlight issues relating to the Social Security Department.

Mr. Ammar Faisal Al-Assad, Chairman, Departmental Committee on Labour Laws, delivered a comprehensive presentation highlighting the major issues and proposed the following improvements in the existing healthcare system of PESSI; "All Public Hospitals should be brought on the panel of PESSI to provide better

access to healthcare facilities, workers should be provided coverage for all the diseases as per ESSI rules, subletting Medicare services as per Prime Minister's Initiative would help improve the standard of service delivery to the secured workers, good quality medicines should be made available in sufficient quantity at all PESSI outlets and system of an immediate reimbursement of the medical bills of the workers should be implemented. Further advised to give relaxation/waiver in PESSI contribution should be allowed to the industrial units providing parallel healthcare system to their workers".





Mr. Syed Bilal Haider, Commissioner, Punjab Employees Social Security Institution, thanked the President and the members for their warm welcome and apprised them about his recent visits to various Chambers of Commerce and Industry to impart knowledge about the Amnesty Scheme announced by the Government of Punjab. He informed that Amnesty Scheme had been brought into effect through The Provincial Employees' Social Security (Amendment) Ordinance, 2021, issued on February 22, 2021, whereby any increase in the unpaid contributions would not be payable by the employer if the

unpaid contribution would be paid till June 30, 2021. He informed that the Ordinance would lapse on June 30, 2021, and action against the defaulters would be initiated thereafter. He highlighted the Salient Features of the Amnesty Scheme and informed that Government had been gradually moving towards the Inspection-less regime and through the introduction of the Ordinance, a unit opting for Self-Assessment would only be inspected once in every five years, as only 20% of units would be selected each year for inspection through the computerized ballot. Moreover, Proforma of 14 questions had been developed and the inspector would not be allowed to ask any question other than as given in the proforma.

Furthermore, Syed Bilal Haider also shared that 12 different reforms had been introduced whereby the process of application and approval of Marriage, Death, and Talent Scholarships had been simplified. He informed that the reforms would be formally inaugurated by the Prime Minister of Pakistan on May 1, 2021, i.e., International Labour Day.



March 12, 2021

Visit of

MR. KHURAM SHEHZAD

Representative of USAID Funded Small & Medium Enterprise Activity

Mr. Khuram Aslam, Senior Vice President of SCCI welcomed Mr. Khuram Shehzad (USAID), Mr. Hasan Haider, Chief Executive Officer, and members of Sialkot Chamber of Commerce and Industry on March 12, 2021. He drew the attention of the participants on “Cost Reduction and Profit Maximization for Engineering Sector through Lean Management” which was offered under Small and Medium Enterprise Activity (SMEA), to Light Engineering sector. He addressed the audience about the adaptability of Lean Management and Six Sigma techniques to reduce manufacturing cost, wastage of raw material, and product damage during production processes. He also added that the subject was equally applicable to each manufacturing system. He further mentioned that the Lean Manufacturing system was the process of fast production, which was deemed on utilization of the system, improving the production and enhancing quality without the help of skilled labor.

Mr. Khuram Shehzad shared about USAID funded Small & Medium Enterprise Activity (SMEA) Program and said that SMEA was supporting Pakistan in SME-led economic growth that would help in creating jobs, foster entrepreneurship in the sector, and contribute to an increased GDP. He mentioned that the project was aimed to improve the financial and operational performance of SMEs

in Pakistan in various sectors out of which, Light Engineering was one of the priority sectors. Mr. Shehzad added that customized Assistance (SMEA shares up to 70%) to SMEs through business development service providers (BDSPs). Whereas, Mr. Hasan Haider, Chief executive officer of, Asian Competitive Institute (ASI) presented the topic to the audience starting from the manufacturing share of China over the world trade in different sectors and how the program increased the GDP and Per Capita Income of China. He elaborated how the traditional principle of cost reduction was overtaken by today's principle which was focused on reducing manufacturing cost to increase profit to compete in the international market. He emphasized establishing KPIs such as Productivity, timeliness, quality, and others to benchmark the performance and compare its effectiveness with others.

Mr. Shahid Nadeem Mughal, Chairman of, Departmental Committee on Engineering appreciated the efforts of the USAID program that would improve the production efficiency of SMEs in Pakistan. He added that a similar session had been arranged under the Departmental Committee of SCCI on Engineering, in Daska on March 10th, 2021, to deliberate and translate the idea of Lean Manufacturing to the Light Engineering sector.



March 17, 2021

Visit of

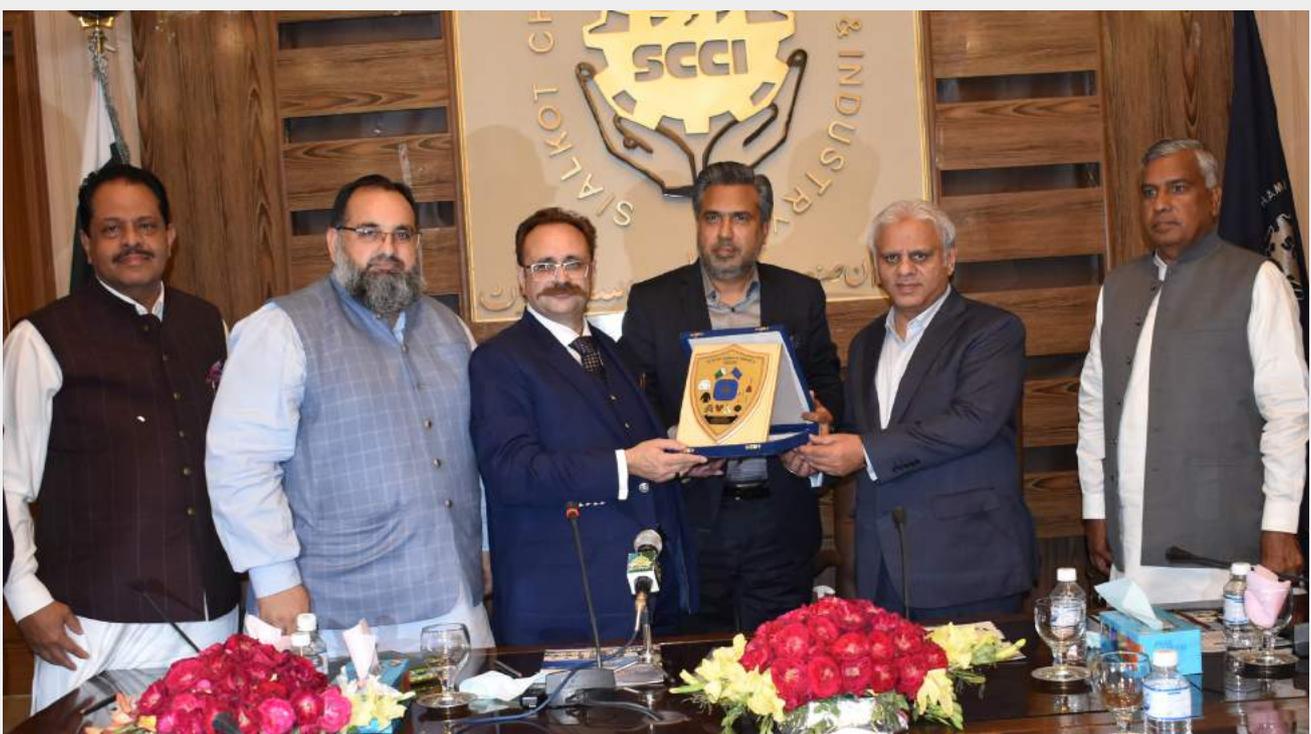
SARDAR TANVEER ILYAS KHANSpecial Assistant To Chief Minister Punjab/
Chairman Punjab Board of Investment & Trade (PBIT)

Mr. Qaisar Iqbal Baryar, President, Sialkot Chamber of Commerce & Industry (SCCI) welcomed Sardar Tanveer Ilyas Khan, Special Assistant to Chief Minister on the Affairs related to Business, Investment & Trade, and the members of Sialkot Chamber of Commerce and Industry on 17 March 2021 at SCCI. Mr. Baryar endorsed the efforts and contributions of the Government of Punjab, in bringing investments in the province. He also appreciated the efforts of the Chairman, Punjab Board of Investment and Trade (PBIT) for taking a special interest in the Industry of Sialkot and inviting the Office Bearers of SCCI to the meeting held on March 10th, 2021, at the CM Secretariat. President SCCI invited the attention of Sardar Tanveer Ilyas Khan towards the issues of the industry and submitted some proposals.

Sardar Tanveer Ilyas Khan, Chairman, PBIT, thanked President SCCI for inviting him to SCCI and appreciated the contributions of the Business Community of Sialkot and projects accomplished

on a self-help basis, under the umbrella of SCCI. Mr. Khan said that he would ensure early approval as well as the implementation of all proposals that were in the best interest of the promotion of exports.

During the discussion, Mr. Fazal Jillani (Chairman, AIRSIAL Limited) said that the Industry of Sialkot had the potential to double the exports, if the Government of Pakistan, would prioritize the resolution of issues being faced by the Industry of Sialkot. Whereas Mr. Raza Munir (Chairman, Sialkot Tannery Zone) shared that Sialkot Tannery Zone (STZ) was ready and more than 540 tanneries needed to be shifted to newly established STZ. He requested that tanners should be given an easy loan so that they could start shifting their tanneries into STZ. Furthermore, Mr. Khawar Anwar Khawaja, Former President SCCI, said that Government should define a timeline in which the issues would be resolved.



March 23, 2021

CAKE CUTTING CEREMONY REGARDING 23 MARCH “PAKISTAN DAY”

On Pakistan Day (March 23), March 22, 2021, a cake cutting ceremony was organized by the Departmental Committee on Religious and Cultural Affairs, Sialkot Chamber of Commerce, and Industry. The Chairman Committee Mian Mohsin Gul thanked the esteemed members for their participation.

The Senior Vice President Sialkot Chamber Mr. Khurram Aslam thanked the Chairman Committee for organizing the function and expressed his views on Pakistan Resolution Day. He said that March 23 represented the day of ideological identity of Pakistanis, he said that it was the historic day on which the journey of freedom under the leadership of the Father of the Nation Quaid-e-Azam Muhammad Ali Jinnah, was initiated.

The Senior Vice President of the Chamber said that freedom a great blessing and should be cherished. The Senior Vice President said that it was the responsibility of people to play their role for the dignified, developed, and prosperous image of Pakistan.

Mr. Khurram Aslam, Senior Vice President also said that the exporters of Sialkot were playing a vital role in the development and prosperity of the beloved country of Pakistan. He said that the mega-projects completed from the Chamber platform and the 2.2 billion foreign exchanges earned from exports, despite the unfavorable conditions, were a testament to commitment of Business Community of Sialkot. After the address of the Senior Vice President, special prayers were offered for the safety and development of the country, and cake cutting was also arranged.

Mr. Ansar Aziz Puri, Vice President, Mr. Mian Mohsin Gul, Chairman Departmental Committee on Religious and Cultural Affairs, Mr. Muhammad Ejaz Ghauri, Mr. Muhammad Idrees, Mr. Omar Mir, Mr. Muhammad Ehsanul Haq, Mr. Arif Mahmood Sheikh, Mr. Tauseef Ahmed Sahib, Mr. Qaisar Ikram Dhodi Sahib, Mr. Lala Zafar Iqbal, and other senior members of the Chamber participated.



April 22, 2021

Visit of

MR. ZULFIQAR GHUMMAN
Commissioner, Gujranwala Division



Mr. Zulfiqar Ghumman, Commissioner, Gujranwala Division, visited Sialkot Chamber on April 22, 2021. Mr. Qaisar Iqbal Baryar, the President, welcomed the Commissioner Division, Mr. Tahir Farooq, D.C., Sialkot, Mr. Abdul Ghaffar Qaisarani, DPO, Sialkot, distinguished guests, and members of Chamber. He requested the house to offer Dua for the departed souls and conveyed his condolences on the sad demise of the mother of the respectable Deputy Commissioner Sialkot.

During his address, he requested the Commissioner to expedite process on the following projects.

1. Establishment of Sialkot Industrial Zone to promote planned industrial growth.
2. Construction of Sialkot Ring Road to address traffic issues within the city.
3. Construction of Pasrur and Wazirabad Road to avoid accidents and loss of life and property.

4. Completion of Shahabpura Overhead Bridge to ease traffic congestion within the city.

Mr. Zulfiqar Ghumman, Commissioner, Gujranwala Division, thanked the President and the members for their warm welcome and appreciated the role and contribution of Sialkot in the value-added exports of Pakistan. While referring to the issues highlighted during the meeting, he responded as follows: -

1. The Office of Commissioner Gujranwala was ready to provide all necessary help for the establishment of the Sialkot Industrial Zone. He sought a report from the Deputy Commissioner on the latest status of the project with PIEDMC (Punjab Industrial Estate Development and Management Company) and expressed his resolution to support the early establishment of the Industrial Zone as per requirements of the business community.

2. The progress on the Sialkot Ring Road project was shared it was informed that necessary surveys had been conducted, alignment of the road would be finalized soon, and acquisition of land would be initiated accordingly thereafter.
3. The roads requiring repair and maintenance should be ranked in the order of preference and their repair would be undertaken from M&R Account. However, the construction of new roads would require inclusion in the next Annual Development Plan as the Government had very limited funds for the construction of new roads.
4. The progress on Shahab Pura Overhead Bridge was slow due to a shortage of funds. He directed the Deputy Commissioner to probe into the matter to expedite the pace of work on the project.

He referred to a briefing by Mr. Salman Shah to the Prime Minister of Pakistan on “Regional Economic Growth Strategy” whereby Engineering and Technology University of Sialkot had been approved from CDWP with a development budget of Rs.16 billion. He said that the new University would be established on 500 acres of land and would be affiliated with 6 International Universities, which would be a game-changer for the region.

He said that the concept was to develop technical and vocational courses to produce a skilled workforce by the requirements of the industry in liaison with Punjab Vocational Training Council (PVTC) and Technical Education and Vocational Training Authority (TEVTA). He proposed to establish committees for the development of curricula and discussed the possibility of signing an MOU with the PVTC and TEVTA to ensure employment to the trained workforce.

Mr. Tahir Farooq, Deputy Commissioner, expressed his pleasure in having an interactive fruitful session with the business community of Sialkot. He acknowledged the vibrant role of the business community in the socio-economic development of Sialkot and showed his resolution to provide all necessary support to the initiatives of the Chamber under the guidance and advice of the Office of the Commissioner.

Mr. Abdul Ghaffar Qaisarani, District Police Officer, highly commended services of Alternate Dispute Resolution Committees of Sialkot Chamber in the resolution of issues of the business community. He shared his experiences about the dynamics of the city and attributed its growth and success to the coordinated efforts of the Sialkot Chamber. He showed his resolution to address traffic and crime issues to provide a better environment for the industry to flourish.



April 28, 2021

Meeting with

GENERAL QAMAR JAVED BAJWA, NI(M), HI(M)

Chief of Army Staff, Pakistan Army



On April 28, 2021,
Mr. Qaisar Iqbal Baryar, President, Sialkot Chamber of Commerce and Industry
held a meeting with
General Qamar Javed Bajwa, NI(M), HI(M)
Chief of Army Staff, Pakistan Army

May 29, 2021

Visit of

MR. ALI MUAZZAM SYED

Chief Executive Officer, PIEDMC



On May 29, 2021, a meeting with Mr. Ali Muazzam Syed, Chief Executive Officer, Punjab Industrial Estate Development and Management Company (PIEDMC) was arranged at Sialkot Chamber to discuss the project of the Sialkot Industrial Zone (SIZ). Mr. Qaisar Iqbal Baryar welcomed the CEO of PIEDMC and shared with the guest that the project of SIZ held strategic importance for the city and was vital in view of the future expansion plans of the industry.

Mr. Ali Muazzam Syed shared with the house that PIEDMC had been tasked with the execution

of the proposed Sialkot Industrial Zone (SIZ). He briefed the house on the structure and framework of PIEDMC and the previous projects executed. Detailed discussion was held on the proposed project including 1000-acre land at Sambrial, design, payment structure, facilities to be included as per Chamber's proposal, and other important factors. It was proposed that at least PKR 5 (B) seed money would be solicited from the Government for the acquisition of land. The CEO also stressed on the importance of the approach to the land and said that various options would be considered.

Mr. Qaisar Iqbal Baryar emphasized that all the best features of a modern industrial zone including effluent treatment system, solid waste management, green belts, labor colonies, material testing labs, efficient energy supply system should be incorporated.

It was resolved that PIEDMC would initiate working on Pre-Feasibility Study and Masterplan to be submitted to the Government and that Sialkot Chamber would ensure maximum support for the earliest possible completion of the project.



June 05, 2021

Visit of

DR. ABDUL BARI KHAN

CEO, Indus Hospital & Health Network Held

Mr. Qaisar Iqbal Baryar, President SCCI welcomed Dr. Abdul Bari Khan, Chief Executive Officer (CEO) of Indus Hospital & Health Care Network on June 05, 2021, and gave a brief introduction about the achievements of business community of Sialkot such as Sialkot Dry Port Trust (SDPT), Sialkot International Airport Limited (SIAL) and AIRSIAL etc. President SCCI emphasized that the city needed a State-of-the-Art hospital with quality standard, specialized diagnostics, and medical treatment facilities, and emphasized that the hospital should have modern medical equipment and trained staff to treat local public for both routine and emergency cases. He shared that a quality hospital of the stature of Indus Hospital Karachi ought to be established in Sialkot to provide free of cost cutting edge healthcare to the marginalized segment of society.

Dr. Abdul Bari Khan shared his journey and past experiences toward the establishment & development of Indus hospital and health care network which was started from a blood bank. He elaborated about the network consisted of 12 Hospitals (8 Public-Private Partnership), 4 blood centers, 4 physical rehabilitation centers and public primary health care programs in 51 districts of Pakistan with 32 billion Rupees Budget and more than 10,000 employees. He also mentioned the ongoing development projects in Karachi

and Lahore hospitals of Indus network. He also appreciated the vision of Sialkot Chamber and its members for taking the initiative and ensured his full support to establish a hospital for local community that would provide indiscriminate economical healthcare to deserving people. Dr. Abdul Bari Khan mentioned that a hub and support center is required for the project. Moreover, the project required commitment and seriousness otherwise it might lose the trust and credibility in community.

Mr. Qaisar Iqbal Baryar applauded the success story of Dr. Abdul Bari Khan. He discussed the healthcare system in Sialkot and mentioned the ongoing discussion with Al-Shifa regarding establishment of commercial hospital in Sialkot. He further announced 10 acres land as a donation for the establishment of Indus hospital in Sialkot. Furthermore, he also discussed that Sialkot needed an emergency & cardiac center for patients requiring immediate care with supporting facilities and trained staff so that the patients could be stabilized prior moving to other healthcare centers. In the end, Dr. Abdul Bari Khan stated that a team of Primary and Public health care would visit Sialkot and would do the need-based assessment of the district for further action, and he also offered his technical assistance for project planning and designing.



June 8, 2021

Meeting with

CH. MUHAMMAD SARWAR

Governor of Punjab

On June 08, 2021, A delegation under the leadership of Mr. Qaisar Iqbal Baryar, President SCCI comprising of Mr. Khuram Aslam, Senior Vice President SCCI, Mr. Ansar Aziz Puri, Vice President SCCI and Members of Executive Committee of SCCI had a meeting with Honorable Governor Punjab Ch. Muhammad Sarwar. Various issues

of mutual interest were discussed during the meeting. Moreover, the issues faced by the business community of Sialkot were also brought on the table of discussion. Mr. Sarwar assured of his cooperation to facilitate the businessmen of Sialkot and to highlight their problems and possible solutions in relevant Government forums.



June 17, 2021

Visit of

H.E. MR. WOUTER PLOMP

Ambassador of The Kingdom of the Netherlands to Pakistan

Mr. Qaisar Iqbal Baryar, President SCCI welcomed His Excellency Mr. Wouter Plomp, Ambassador of the Kingdom of Netherlands to Pakistan, Ms. Winnie van der Wal, First Secretary Ms. Sundus Munawar, Policy Officer Economic Affairs, distinguished guests, and members, of the Sialkot Chamber of Commerce & Industry. He appreciated Dutch people for their impeccable reputation in the areas of science, the economy, arts, and sports, and their culture. He expressed his gratitude to the Netherlands for extending support to Pakistan in the areas of poverty reduction, health, gender, education, environment, and promoting the business sectors of the country through programs like CBI.

“Pakistan and Netherlands also enjoy substantial economic and trade relations. He affirmed that Netherlands was Pakistan’s important trading and investment partner and that many Dutch companies were contributing to Pakistan’s economy and providing jobs to Pakistanis and further taking interest in investing in our economy”. He mentioned the total trade volume

between the two countries was around USD 1.7 (B). He was of the view that there was a huge potential to increase this volume of trade with better interactions of private sectors.

He suggested a few measures for expansion of trade between the two countries including single-country trade exhibitions and encouraging frequent exchanges of trade delegations. The President said that the procedure for issuance of visas to businessmen should be relaxed and promote joint ventures between both the countries should be promoted. He mentioned that Netherlands-based multinational companies had invested billions of dollars in Pakistan, in various sectors including agriculture, energy, and food. He suggested pursuing similar investments and joint ventures in the value-added sectors of Sialkot which would benefit both sides significantly. He said that with Dutch Technology and Pakistani Craftsmanship, could do wonders in the international markets.



He further shared that the Sialkot Chamber, as the representative body of the Private Sector of the city, greatly contributing to the economic development of the country. He mentioned that the 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 rules, regulations, and requirements of international trade, which had resulted in exports from Sialkot, being over USD 2.2 (B) per annum. He briefed about the exceptional work in the Social Sector Development & Welfare of the people.

H.E. Mr. Wouter Plomp, Ambassador of the Kingdom of Netherlands to Pakistan thanked

the Office Bearers and members of the Sialkot Chamber of Commerce & Industry for the warm welcome and hospitality. He appreciated the City of Sialkot as one of the most dynamic cities. He also mentioned the similarities of the two regions and mentioned that the green fields, fertile land, and irrigation system, etc. were also the point of attraction and could be the cause of interaction between the two countries. He told about his visit to Okara and Sahiwal to explore the potential of the dairy, livestock, and agriculture sector. The envoy stressed that cooperation in Industrial sectors e.g., football, hockey, cricket bats, motorbike shoes and accessories, etc. should also be promoted.



June 19, 2021

Visit of

MS. SHARMEELA RASOOL

Country Representative UN-WOMEN

On June 19, 2021, Ms. Sharmeela Rassool, Country Representative, UN-WOMEN Pakistan, Ms. Fareeha Ummar, Manager UN-WOMEN, Mr. Anwar Qureshi, Operations Manager UN-WOMEN, Mr. Arshid Mehmood Mirza, Executive Director Baidarie-Sialkot, and his team visited The Sialkot Chamber of Commerce & Industry on June 18, 2021, to discuss the working on women empowerment and a new project “The Initiative for socio-economic empowerment of 300 women home-based workers & 50 women with disabilities in district Sialkot (Punjab) Pakistan” implemented by Baidarie-Sialkot and Funded by the UN-WOMEN.

Mr. Khurram Aslam, Senior Vice President SCCI welcomed the guests and appreciated the UN-WOMEN working with the Sialkot Based NGO “Baidarie” and providing them financial support to implement such projects for women

empowerment especially in rural areas. “Women Resource Centre (WRC) of the Sialkot Chamber is already working with Baidarie-Sialkot and has completed many training projects with them to groom the rural women workers” he added. He also announced that the Women Chamber of Commerce & Industry Sialkot had also been formed with dynamic leadership and vision. He assured that WCCIS would have a productive liaison with Baidarie in the future for such a noble cause.

Ms. Sharmeela Rassool, Country Representative, UN-WOMEN Pakistan thanked the Sialkot Chamber for the hospitality and discussed the indicators of the economic prosperity of women. She shared the objective of the visit to SCCI and discussed the issues of women in society as well as on the economic side. She emphasized the potential that had been lost due to the



negligence and under-utilization of the women population. She quoted the fact the less than 20% of the women population was working and the talent pool of them with the huge level of skills, abilities, talent, and capacity had been lost due to under-utilization. She discussed the causes of the said phenomenon e.g., locality, cultural factors, opportunities, lack of support in terms of finances and resources, etc. "It is important to focus on how we can contribute to change the circumstances to make the women stronger financially & socially for their overall growth and economic empowerment" she mentioned. She said that UN-WOMEN was working with Baidarie-Sialkot and hoped that the Sialkot Chamber of Commerce & Industry would also support the said project in every aspect to ensure the results of the said efforts.

Dr. Khurram Anwar Khawaja, Former President SCCI welcomed the guests and told them that the Sialkot Chamber was the right platform to discuss such factors because SCCI was always striving for growth & development of women as well. He emphasized that SCCI's role in that aspect was clear. He mentioned Women Resource Center (WRC) had been working to strengthen the women business community of the Sialkot, and recently had formed the Women Chamber of Commerce & Industry (WCCIS) which was also a great step forward of the same cause. He further elaborated on the role of Khud-Kafalat Rozgar Trust (KKRTS) in providing financial support to the lower-income people to start or enhance their business activities. He stated that many women had been facilitated by KKRTS via microcredit

(Qarz-e-Hasna) to run their business activities. Dr. Mariam Nouman, President WCCIS & Chairperson WRC also emphasized that the Sialkot Chamber of Commerce & Industry was an example of Women's Empowerment and mentioned the activities and efforts WRC for the growth of women entrepreneurs in Sialkot. Furthermore, she endorsed that the WRC-Outreach Program with the collaboration of Baidarie-Sialkot was another millstone, through which it could be possible for the Chamber to approach the rural women and to work for their prosperity by enhancing their linkages with industry. She also elaborated the linkages with universities, but she also mentioned that the skills/education provided by the system were not in vogue with the requirement industry.

Mr. Arshid Mehmood Mirza, Executive Director Baidarie-Sialkot thanked the SCCI for interacting with his team and representatives of UN-WOMEN for further collaboration. He gave his remarks on the linkages of Baidarie and SCCI by discussing the projects of mutual understanding. he explained the aspects and plans of working under the said project. He expressed hope for the positive coordination by SCCI for implementing the discussed project.

Mr. Khurram Aslam, Senior Vice President SCCI thanked the guests and members of SCCI and hoped that the collaboration for the noble cause would be a great success to achieve the bigger goals.



June 23, 2021

Meeting with

DR. PHILIPP DEICHMANN

Economic Minister, Counsellor, and Deputy Head of Mission
Embassy of the Federal Republic of Germany

On June 23, 2021, A delegation of Sialkot Chamber of Commerce and Industry led by Mr. Khuram Aslam, Senior Vice President and Mr. Ansar Aziz Puri, Vice President SCCI visited Embassy of the Federal Republic of Germany. The delegation comprised of Mr. Muhammad Sarwar and Mr. Muhammad Ahsan ul Haq, Members of Executive Committee SCCI was welcomed by Dr. Philipp

Deichmann, Economic Minister Counsellor/ Deputy Head of Mission and Mr. Jorg Von Chamier Glisczinski, Consul, and had meeting regarding promotion of bilateral trade between both countries. Mr. Aslam also requested the Officials to relax the visa policy so that the Business Community of Sialkot could travel to Schengen countries for their business obligations



July 03, 2021

Visit of

H.E. MR. SULJUK MUSTANSAR TARAR

Pakistani Ambassador Designated to the Kingdom of Netherlands



Mr. Suljuk Mustansar Tarar, Pakistani Ambassador designated to the Kingdom of the Netherland visited the Sialkot Chamber of Commerce & Industry on July 03, 2021. Mr. Qaisar Iqbal Baryar, President SCCI welcomed the guest and discussed the bilateral relations between both countries. He shared about the Sialkot Chamber as the representative body of the Private Sector, greatly contributing to the economic development of the country. He also talked about the industrial sectors of Sialkot and annual exports of the city being over USD 2.2 (B) per annum. He briefed about the exceptional work in the Social Sector Development & Welfare of the people. He mentioned that the Industrial Sector of Pakistan could immensely benefit from the Netherlands in the fields of capacity building of export and manufacturing sectors and transfer of technology and knowledge base to the SMEs.

Mr. Suljuk Mustansar Tarar, Pakistani Ambassador designated to the Kingdom of the Netherland thanked him for the warm welcome and hospitality. He said that it was the duty of every mission to promote made-in-Pakistan products in other countries to boost up the country's

exports. He endorsed that the Prime Minister of Pakistan had the vision to increase exports and he was focused to learn about the potential of the country's industries and the Dutch market. He told about the increasing trend in the bilateral trade and foreign direct investment (FDI) by Netherland in the last months. He discussed that mostly the textile-related items were exported to Netherland whereas, many other products had a lot of potential and Pakistan should explore the opportunities. He welcomed the business community to take facilitation from the Pakistani Embassy in Netherland about the market to increase trade.





President SCCI appreciated the points discussed by the guest and told that made-in Sialkot products including sports goods, football, hockey sticks, surgical instruments and leather products etc. had a huge potential in Netherland's market. He mentioned the increasing usage of motorbike related items in the said market. Sheikh Zahid Hameed shared his experience of joining the Ambassador's Cup, a sports tournament organized by the Pakistani Ambassador under the Pakistani Embassy in Netherland and suggested that same event should also be arranged in collaboration with the Sialkot Chamber of Commerce & Industry.

Mr. Khurram Aslam, Senior Vice President SCCI suggested focusing on exchange of business delegations and single country exhibition to market the Sialkot's Industry as well as the

made-in- Pakistan products on a broader perspective. He discussed that the Netherland's based organization named CBI had done many significant projects and many industrialists related to surgical sector had been trained in different traits. He suggested that the linkages between the said institute and industry should be enhanced with the efforts of the Embassy. At the end of the meeting, Mr. Qaisar Iqbal Baryar, President SCCI said that it would be an opportunity to welcome the foreign direct investment in shape of any Netherland based solid waste management company to set up a plant to produce energy with that waste in the industrial zone. He suggested that Ambassador should try to create liaison with such entities to work with them for the said objective.



July 07, 2021

Meeting with

MR. MUHAMMAD SUALEH AHMED FARUQUI

Federal Secretary Commerce, Ministry of Commerce,
Government of Pakistan

A delegation of the Sialkot Chamber of Commerce & Industry led by Mr. Khuram Aslam, Senior Vice President SCCI visited the Ministry of Commerce and had a meeting with Mr. Muhammad Sualeh Ahmed Faruqui, Federal Secretary Commerce on July 07, 2021. The delegation comprised of Mr. Muhammad Bilal, Mr. Sohail Zafar, Mr. Qasim Malik and Mr. Muhammad Adrees, Executive Committee Members of SCCI. Mr. Rafeo Bashir Shah, Executive Director General, TDAP and Mr. Mohammad Ashfaq, Secretary EDF was also present in the meeting.

Mr. Khuram Aslam, Senior Vice President SCCI thanked Mr. Muhammad Sualeh Ahmed Faruqui, Federal Secretary of Commerce for the hospitality extended to the delegates. He discussed that Child Labour Elimination Program in Soccer Ball Industry was of prime importance, but delays in the settlement of already approved and released funds had caused difficulties for the project. He requested the Secretary Commerce to direct TDAP authorities to reimburse the amount to the account of SCCI as early as possible as it had paid CLEP from its own sources. He also requested to direct EDF to release the remaining balance for the year 2019. He shared that 20th Finance Committee Meeting of the Board of EDF was held on June 16, 2021, but the issues discussed in that meeting were still pending. He requested to direct EDF

staff to accelerate the work so that issues could be addressed on time. During the discussion, he highlighted that 5% withholding Sales Tax on Exporter Companies against purchases from unregistered persons should be abolished with retrospective effect i.e., from July 1, 2019. He requested that the description of the Withholding Agent under Serial # 4 of the Eleventh Schedule to the Sales Tax Act, 1990, should be amended to add the words "excluding Export Companies" as void ab initio to provide relief to the exporter companies.

He discussed the difficulties in Legalization/ attestation of their Trade related documents from Ministry of Foreign Affairs (MOFA) and requested to pass instructions to attestation staff at MOFA, to process/ attest the documents, already endorsed, and attested by Sialkot Chamber, to help the exporters to export to Foreign Countries. He shared the irregularities and delay from SBP, and Commercial Banks had caused the DLT Claims to be marked time-barred and it was stressed that cases time-barred vide previous SROs should be reconsidered. Whereas, Mr. Muhammad Sualeh Ahmed Faruqui, Federal Secretary of Commerce discussed all the concerns and assured to speed up releasing funds for the facilitation of the project. He directed the EDF Secretariat to get the minutes approved.



July 07, 2021

Meeting With

H.E. MR. MARKIAN CHUCHUK

Ambassador of Ukraine to the Islamic Republic of Pakistan

On July 07, 2021, A delegation of Sialkot Chamber of Commerce and Industry led by Mr. Khuram Aslam, Senior Vice President, SCCI visited Embassy of Ukraine in Pakistan. The delegation comprised of Mr. Qasim Malik, Sheikh Sohail Zafar, Mr. Muhammad Idris Members of Executive Committee SCCI. The delegates were warmly welcomed by H.E. Mr. Markian Chuchuk, Ambassador of Ukraine to the Islamic Republic of Pakistan and Dr. Olena Bordilovska, Second

Secretary, Culture and Humanitarian issues. Matters related to promotion of bilateral trade between both countries were discussed in the meeting. Mr. Aslam, said that the Sialkot Chamber of Commerce and Industry would collaborate with the Embassy to enhance promotion of “Made in Sialkot” products in Ukraine and vice versa. He also proposed that a Trade Delegation should formed in coming future to unleash the potential of Ukrainian Markets.



July 10, 2021

Visit of

H.E. MR. HAMID ASGHAR KHAN

Ambassador of Pakistan Designated to the Kingdom of Morocco and the Republic of Liberia



Mr. Qaisar Iqbal Baryar, President SCCI welcomed His Excellency Mr. Hamid Asghar Khan, Ambassador of Pakistan designated to Kingdom of Morocco and the Republic of Liberia at Sialkot Chamber. He shared that the Sialkot Chamber, was the representative body of the Private Sector and talked about the industrial sectors of Sialkot including Textile, Sports, Sportswear, surgical instruments, leather garments & accessories, motorbike shoes & apparels, musical instruments, martial arts & military uniforms etc. He also quoted that the exports from Sialkot, were over USD 2.2 (B) per annum with the efforts of Industry. He stressed that buyers in Morocco should be encouraged to source their products directly from Sialkot

“The President said that Sialkot was the hub of football manufacturing. He also encouraged the Ambassador to find out the opportunities of increasing trade and business with Morocco, Liberia, Tunisia, and other nearby regions and should have to collaborate with SCCI.

H.E Mr. Hamid Asghar Khan, Ambassador of Pakistan designated to Kingdom of Morocco and the Republic of Liberia thanked for the hospitality and extended his gratitude for inviting him to Sialkot Chamber. He shared about his working as an ambassador and his coordination with the

Government Departments of Pakistan to increase interaction between the countries. Africa has five regions including east, west, north, south and central having total 54 countries. Groups (10 to 12 countries in each group) are formed and those are the free trade regions” he explained. He further suggested that Industry of Sialkot should approach those groups and invite their dignitaries to visit Sialkot and suggested signing free trade agreement with the African countries to boost business and trade.

He recommended that SCCI should take a step to establish a Display Center for displaying the made-in-Sialkot products to attract African buyers and endorsed exchange of delegations with African in a visit to study and capture the huge market, after pandemic. He said that Africa was very much interested to promote industrialization and open to the Foreign Direct Investment.

July 14, 2021

Visit of

MR. SHAFQAT-ULLAH SIDDIQUI

Director General TDAP Engineering and Minerals Division

Mr. Qaisar Iqbal Baryar, President SCCI welcomed the Team of TDAP to SCCI on July 14, 2021, Mr. Babar Iqbal, Chairman, Surgical /Dental/Veterinary/ Cutlery and Kitchenware Industry continued the proceedings of Meeting. Chairman Committee mentioned that Surgical Industry of Sialkot was facing three main issues including compliance of the Medical Device Regulation (MDR), Non-availability of Accredited Laboratory and shortage of trained workers. He said that the identified issues had been pointed out by SCCI on multiple forums and requested that Government of Pakistan should form an advisory board that would monitor all the needed tasks to ensure the implementation of suggestions of the Business Community on three identified areas.

Mr. Shafqat-ullah Siddiqui, Director General, TDAP said that the sectoral Committees had been formed on the directions of Prime Minister of Pakistan to identify and resolve the industry

related issues. He added that TDAP was given a task to identify the issues of the surgical industry and the challenges being faced by the industry in implementing MDR. Members related to Surgical Industry discussed the industry related concerns/ issues. The meeting was concluded on the following recommendations:

- The Government of Pakistan should form an advisory board to monitor the implementation and review the projects of MDR, Establishment of an accredited Lab, and Overcoming the Shortage of Trained Workers.
- SCCI would communicate names of 8 representatives of the Top Exporters of Surgical Sector to be included in the advisory board for consultation and suggestions in the connection to implement projects MDR, Establishment of Lab, and Overcoming the Shortage of Trained Workers.



July 15, 2021

Visit of

MIAN MUHAMMAD ASLAM IQBAL

Provincial Minister for Industries, Commerce and Investment, Punjab



Mr. Qaisar Iqbal Baryar, President, Sialkot Chamber of Commerce, and Industry welcomed Mian Muhammad Aslam Iqbal, Provincial Minister for Industries, Commerce and Investment, Punjab, Dr. Firdous Ashiq Awan, Special Assistant to the Chief Minister of the Punjab on Information and Culture, Ch. Muhammad Akhlaq, Provincial Minister for Special Education, Punjab, distinguished guests, and members of Sialkot Chamber. He admired the achievements of the honorable Prime Minister of Pakistan, Mr. Imran Khan, and the honorable Chief Minister of the Punjab, Sardar Usman Ahmed Buzdar, to resolve the economic and political issues and promote exports of the country. He briefed the honorable guests about the industrial setup and various social compliance initiatives to exhibit the visionary and progressive approach of the business community of Sialkot. During his address, he particularly highlighted issues for resolution including Withdrawal of notices of cancellation of allotments in Sialkot Export Processing Zone issued by PSIC, Establishment

of Sialkot Industrial Zone, Establishment of Sialkot Surgical City, Establishment of Sports Goods Materials Testing Laboratory at SEPZ, and Establishment of Labor Colony and Social Security Hospital / Dispensary at Pasrur Road Sialkot.

Ch. Muhammad Akhlaq, Provincial Minister for Special Education, Punjab, Mr. Muhammad Usman Dar, Special Adviser to the Prime Minister on Youth Affairs and Dr. Firdous Ashiq Awan,



Special Assistant to the Chief Minister of the Punjab on Information and Culture extended their gratitude to Mian Aslam Iqbal for working tirelessly for the improvement of Industry, Punjab.

Mian Muhammad Aslam Iqbal informed that purpose of his visit to Sialkot Chamber was to address the issues and grievances of the business community of Sialkot. He informed that he had been accompanied by the Departmental Heads of all allied institutions of the Industries Department including PSIC, PBIT and TEVTA, to address the issues of the business community, as highlighted by the President in his address, in an effective manner. He briefed on the capacity and performance of the departments working under the authority of Industries, Commerce, and Investment Department. He informed

that a comprehensive Punjab Skill Policy had been devised by the Government of the Punjab for the first time, which would be formally announced after approval by the Cabinet. He apprised that Urban Unit had been conducting e-mapping of the industry to have information of the skill requirements. He said that the existing framework of training by TEVTA was incapable to provide skilled force as per requirements of the industry; hence, a Competency based Training and Assessment system was adopted as per international standards to equip the trainees with the right skills.

During the session, Rana Abdul Shakoor, DG Industries, delivered a presentation to highlight initiatives of the Government of the Punjab to promote ease of doing business in the province.



July 15, 2021

Visit of

MR. ABDUL RAZAK DAWOOD

Advisor to Prime Minister on Commerce and Investment



Mr. Qaisar Iqbal Baryar, President of Sialkot Chamber of Commerce & Industry warmly welcomed the Advisor to Prime Minister on Commerce & Investment, Mr. Abdul Razak Dawood, on his 3rd visit SCCI. The President Chamber extended gratitude the Advisor for leading the industry in the global pandemic of COVID-19 and protecting exports. He said that the

efforts of the Ministry of Commerce in line with the vision of the Prime Minister were bearing fruits and for the first time in history, Pakistan had been able to achieve the highest exports figures at USD 25.3 (B). Mr. Qaisar Iqbal Baryar said that Inclusion of Pakistan into Amazon's Approved Seller List, Further Reduction in Raw Material Tariff Lines in Finance Act 2020, Launch of Pakistan Single Window, and Extension in date of filing of Claims under LTLD and DDT Schemes had been the biggest developments for the FY 2020-21 for which Mr. Abdul Razak Dawood and his team deserved all praises.



The President Chamber requested kind consideration of Advisor on several submissions including Abolition of 5% Withholding Sales Tax on Export Companies, Decrease In Rebate, Recognition Of Beauty And Single-Use Instruments, Child Labour Elimination Program,

Enhancement In Rate of Government Support Packages For Drawback of Local Taxes and Levies (DLTL) Claims, One Time Settlement of DDT And LTLD Time-Barred Claims, establishment of EXIM Bank, Facilitation Required In B2b2c Framework by State Bank, Setting Up of E-Commerce Incubation & Training Centres, Permanent Representation of Sialkot Chamber in EDF Board, Back-To-Back Letter of Credit For 05 Export-Oriented Sectors, and Legalization of Documents From The Ministry Of Foreign Affairs.

Mr. Abdul Razak Dawood, Advisor to Prime Minister on Commerce, and Investment expressed his gratitude to the members of the Sialkot Chamber of Commerce & Industry for hosting him. He said that he was always appreciative of the Sialkot Chamber for being the most positive trade body in Pakistan. He assured that Government of Pakistan will ensure all possible support in resolution of keys issues of Export Industry highlighted by President SCCI.



July 26, 2021

Meeting with

MR. NGUYEN TIEN PHONG

Ambassador of Vietnam to Pakistan

On July 26, 2021, Mr. Khuram Aslam, Senior Vice President led a delegation of Sialkot Chamber of Commerce & Industry comprising Mr. Asif Manzoor and Mr. Muhammad Idris, Executive Members, SCCI to visit the Embassy of Vietnam in Islamabad. The delegation was welcomed by His Excellency

Mr. Nguyen Tien Phong, Ambassador of Vietnam to Pakistan. During the meeting with Ambassador, Mr. Khuram Aslam discussed creation of B2B relations, joint ventures, and exchange of Trade delegation to endorse bilateral Trade relations between Vietnam and Pakistan.



July 26, 2021

Meeting with

MR. BELA FAZEKAS

Ambassador of Hungary to Pakistan

On July 26, 2021, A delegation of Sialkot Chamber of Commerce & Industry led by Mr. Khuram Aslam, Senior Vice President of SCCI visited Embassy of Hungary, Islamabad and had meeting with His Excellency Mr. Bela Fazekas, Ambassador of Hungary to Pakistan and Dr. Istvan Grafjodi, Commercial Counsellor. Mr. Khuram Aslam,

Senior Vice President, Mr. Asif Manzoor and Mr. Muhammad Idris, Executive Members SCCI were warmly welcomed by H.E. Mr. Bela Fazekas. During the meeting, matters regarding promotion of bilateral trade between Hungary and Pakistan were discussed in detail.



August 09, 2021

Visit of

H.E. MR. MOHAMMED BELLO ABIOYE

High Commissioner of the Federal Republic of Nigeria to Pakistan



Mr. Khurram Aslam, Senior Vice President SCCI welcomed H.E. Mr. Mohammed Bello Abioye, High Commissioner of the Federal Republic of Nigeria to Pakistan, his team, and members at SCCI. He discussed the cordial and political relations of Pakistan and Nigeria and also briefed about the Nigerian economy. He discussed the cordial relations between both the countries but regretted that the relations had not been translated into strong economic ties. He said that the total trade volume between the two countries was only limited to around USD 793 (M) as per Ministry of Commerce, Pakistan. He mentioned that Nigeria was classified as a mixed economy, emerging market and had already reached middle-income status country according to the world bank due to its abundant supply of natural resources especially oil resources, well-developed financial, legal, communications, transport sector and stock exchange.

Senior Vice President suggested active engagements of the Nigerian and Pakistani

Chambers, which could act as a resource base for exchanging information. He stressed to strengthen the liaison and trade information of potential buyers of each other's sectors to identify more and more tradable products, exchange of trade delegations and holding joint trade exhibitions. He emphasized promoting linkages between the private sector of both the countries and he also requested to share data of tariff and customs duties in Nigeria on products like Surgical Instruments, Sports Goods, Sports Wear, Leather Products, Gloves and Textile along with the Investment Policy of Nigeria for the business community of Sialkot to study in detail and allow them to plan investment in Joint Ventures and other opportunities for increasing trade relations with Nigeria.

He shared about the Sialkot Chamber of Commerce & Industry, the representative body of over 15000 active members, contributing to the economic development of the country. "The city is known for its SME setup fully equipped

and capacitated to business collaborations and joint ventures in various industries in Sialkot. The exporters are well versed with rules, regulations, and requirements of international trade, which has resulted in exports from Sialkot, being over USD 2.5 (B) per annum” he stated. After the brief discussion, a brief documentary on the Industry of Sialkot was presented to the house. He also mentioned that the Government of Pakistan would arrange an exhibition in Nigeria in November (Tentatively) and encouraged the business community to participate in the said event.

H.E Mr. Mohammed Bello Abioye, High Commissioner of the Federal Republic of Nigeria to Pakistan thanked the Office Bearers and

leadership of Sialkot Business Community. He applauded the Sialkot Chamber of Commerce for its remarkable role in promoting the business community. He emphasized that concerns should be focused to enhance bilateral trade between both countries, whereas direct contact should also be increased between people of both sides. He appreciated the Sialkot International Airport and AIRSIAL and said that there was no direct flight between Pakistan and Nigeria. He mentioned the trade volume of both the countries and emphasized that mutual effort should be made to boost the economic ties. He once again appreciated the Sialkot Chamber of Commerce & Industry to play its significant role to enhance the business growth of the city.



74th Independence Day



August 20, 2021

Visit of

H.E. MR. RIZWAN SAAED SHEIKH

Ambassador of Pakistan to Organization of Islamic Cooperation (OIC) in Jeddah

On August 20, 2021, H.E. Rizwan Saaed Sheikh, Ambassador of Pakistan to Organization of Islamic Cooperation (OIC) in Jeddah called on Mr. Qaisar Iqbal Baryar, President, Mr. Khuram Aslam, Senior Vice President and Mr. Ansar Aziz Puri, Vice President, Sialkot Chamber of Commerce & Industry to discuss matters pertaining to Trade, Commerce and Investment in OIC Countries.

The Ambassador said that his Embassy was also planning a trade exhibition during coming year, where people from OIC countries would also participate. He said that Sialkot Chamber of Commerce and Industry should invite its members to participate in the exhibition to ensure proper representation of the Industry and Pakistan in the event.



August 27, 2021

Meeting with

MR. ASAD QAISER

Speaker of the National Assembly of Pakistan

On August 27, 2021, A delegation of Sialkot Chamber of Commerce and Industry led by Mr. Khuram Aslam, Senior Vice President held a meeting with Mr. Asad Qaiser, Speaker of the National Assembly of Pakistan, along with Mr. Muhammad Bilal and Sheikh Faisal Naveed Executive Committee Members to discuss issues related to industry of Sialkot including:

- Abolition of 5% withholding sales tax on export companies.
- Freight subsidy for SME Exporters.
- Continuation of LTLD and DDT schemes till 2027, and enhancement of rate from 3% to 5%.
- One Window Facility.
- Release of Funds from EDF for SCCI's Funded Projects.
- Legalization/Attestation of trade related documents from MOFA.

- Representation of Sialkot Chamber in National Export Development Board.
- Representation of Sialkot Chamber in TDAP's Board.
- Restriction of Chinese Made in Vaccine for travel to Germany & EU.
- Setting up E-Commerce incubation & training centers.

Mr. Khuram share with the honourable Speaker that under the patronage of the Government, the projects of Sialkot Aiport and AirSial were successfully running.

Mr. Asad Qaiser, Speaker of the National Assembly of Pakistan, assured that he would refer the issues of Industry of Sialkot to the Standing Committees of the National Assembly, and follow up with the concerned Chairpersons, for early resolution.



August 30, 2021

INAUGURATION CEREMONY

of Establishment of Membership Department and Renovation of SCCI building

An Inaugural Ceremony of “Establishment of New Membership Department and Renovation of SCCI Building” was held on August 30, 2021. Mr. Riaz-Uddin Sheikh, Leader of Business Community, Dr. Muhammad Aslam Darr, Mr. Qaisar Iqbal Baryar, President SCCI, Mr. Khuram Aslam, Senior Vice President, Mr. Ansar Aziz Puri, Vice President and Executive Committee Members inaugurated newly established department. Former Presidents Dr. Nouman Idrees Butt, Mr. Majid Raza Bhutta, Malik Muhammad Ashraf, Mr. Abdul Waheed Sandal, Former Senior Vice President Mr. Waqas Akram Awan, Mr. Ikram ul Haq and other senior members were also present on the Occasion.

Previously, the department was operating in a small area and more space was needed to facilitate SCCI Members. During the inaugural session, Mr. Qaisar Iqbal Baryar said that the new department has been set up to cater requirements of growing number of members and all membership services would be provided to the members at one place. At the end of the function, the distinguished Members also visited other Departments of the Chamber and appreciated the excellent Management of affairs at SCCI.



INAUGURATION CEREMONY

of Establishment of Membership Department and Renovation of SCCI building



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



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PHOTOGRAPHS OF **DIFFERENT** **OCCASIONS** 2020 - 21



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PHOTOGRAPHS OF **DIFFERENT OCCASIONS** 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



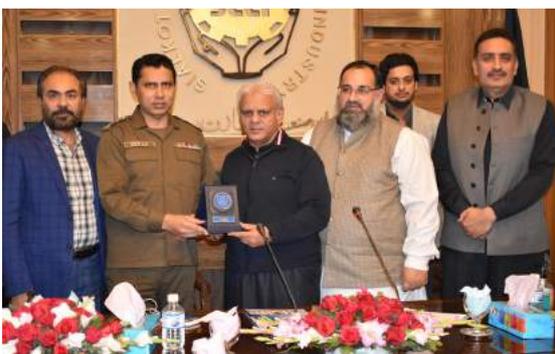
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PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



PHOTOGRAPHS OF DIFFERENT OCCASIONS 2020 - 21



LIST OF SEMINARS

1. Seminar by Commodore Neimtullah SI (M), Station Commander Navy Lahore held on October 26, 2020.
2. Seminars on "E Commerce" organized by Departmental Committee on SME held on November 04, & 10, 2020
3. Inauguration Ceremony of a Book written by Mr. M. Munir Ahmad held on November 14, 2020
4. Awareness Seminar on Refinance Scheme organized by State Bank of Pakistan held on November 18, 2020.
5. Seminar on "Search Engine Optimization" held on November 25, 2020.
6. Session on "SME Clinic" in collaboration with State Bank of Pakistan held on December 15, 2020.
7. Seminar on Collection of Government Taxes through Online Payment System Using the Alternative Delivery Channels by Model Customs Collectorate, Sialkot held on January 13, 2021.
8. Seminar on Cyber Crime held on January 16, 2021.
9. Awareness Session regarding Tax Payers' Issues held on January 18, 2021.
10. Awareness Session on Employees' Old Age Benefits Institution (EOBI) Requirements held on January 19, 2021.
11. Webinar on State Bank of Pakistan's Shariah Compliance Re-finance Schemes held on January 21, 2021.
12. Seminar on FX Regulatory Approval System-FX Portal held on January 28, 2021.
13. Seminar on Partner for Pakistan Innovation Roadshow held on March 08, 2021.
14. Seminar on CPEC Project, Prospects and opportunities organized by Think Pakistan held on April 08, 2021.
15. Online Webinar on Sports Goods Industry organized by CIRA, an Argentinean Trade Body, held on April 22, 2021.
16. Online Webinar on Pakistan Single Window organized by Model Customs Collectorate Sialkot held on April 28, 2021.
17. Seminar on Digital Marketing & Advertising organized by USAID held on June 22, 2021.
18. Virtual Session between SCCI and Canadian Trade Bodies held on June 24, 2021.
19. Seminars on Export Coaching Programme held on July 09 and 16, 2021.
20. Training Session on doing business on Amazon, e- Bay and other marketplaces organized by the E- Commerce Galaxy held on July 13, 2021.
21. Two Seminars on Export Coaching Programme held on July 09 and 16, 2021.
22. Invitation to Seminar: Covid and Online Exhibitions on July 31, 2021.
23. Seminar on deal with unresponsive prospective clients on 26 August 2021.





FINANCIAL STATEMENTS

FOR THE YEAR ENDED
JUNE 30, 2021



INDEPENDENT AUDITOR'S REPORT

To the members of THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY Report on the Audit of the Financial Statements

Opinion

We have audited the annexed financial statements of **THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY** (the Company), which comprise the statement of financial position as at **June 30, 2021**, and the statement of income and expenditure, the statement of changes in funds, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of income and expenditure, the statement of changes in funds and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **June 30, 2021** and of the surplus, the changes in funds and its cash flows for the year then ended.

Basis for Opinion

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

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

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

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

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

Responsibilities of Management and Executive Committee for the Financial Statements

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

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

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OTHER OFFICES: KARACHI | LAHORE | MULTAN | ISLAMABAD | PESHAWAR | KABUL

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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

Report on Other Legal and Regulatory Requirements

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

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

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

PKF Frauds
PKF F.R.A.N.T.S.
Chartered Accountants
Sialkot
Date: 30-AUG-2021



THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF FINANCIAL POSITION
AS AT JUNE 30, 2021

ASSETS	Note	2021	2020
		-----Rupees-----	
NON CURRENT ASSETS			
Property and equipment	5	22,793,455	17,591,229
Intangible assets	6	796,650	772,936
Long term investment in SBCC	7	31,095,317	31,095,317
Long term deposits		187,583	187,583
		54,873,005	49,647,065
CURRENT ASSETS			
General store inventory		1,474,127	1,127,743
Advances, deposits, prepayments and other receivables	8	20,525,681	9,312,034
Cash and bank balances	9	132,793,391	111,448,149
		154,793,199	121,887,926
TOTAL ASSETS		209,666,204	171,534,991
FUNDS AND LIABILITIES			
FUNDS AND RESERVES			
Unrestricted funds	10	77,250,701	71,950,948
Restricted funds	10	109,313,414	82,984,895
		186,564,115	154,935,843
NON CURRENT LIABILITIES			
Long term security payable		722,505	650,539
CURRENT LIABILITIES			
Advance fee and subscription	11	17,964,268	11,524,512
Advance rent		47,775	1,622,542
Accrued and other payables	12	4,367,541	2,801,555
		22,379,584	15,948,609
TOTAL FUNDS AND LIABILITIES		209,666,204	171,534,991

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



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF INCOME AND EXPENDITURE
 FOR THE YEAR ENDED JUNE 30, 2021

		2021		2020
		Restricted Funds	Unrestricted Funds	Total funds
		-----Rupees-----		
INCOME				
Contributions from members	10.3	67,715,096	-	67,715,096
Fee and subscription	13	-	69,841,823	69,841,823
Profit on PLS accounts		-	1,492,861	1,492,861
Rental income		-	4,422,866	4,422,866
		67,715,096	75,757,550	143,472,646
EXPENDITURE				
Staff salaries and benefits		4,852,455	34,220,536	39,072,991
Other utilization of restricted funds		36,034,934	-	36,034,934
Printing and stationery		-	9,242,451	9,242,451
Utilities		-	4,131,520	4,131,520
Repair and maintenance		-	6,279,448	6,279,448
Advertisement		-	1,546,911	1,546,911
Communication		-	1,767,778	1,767,778
Traveling and conveyance		-	686,701	686,701
Entertainment and functions		-	4,420,170	4,420,170
Donation		-	1,211,925	1,211,925
Auditors' remuneration				
- Audit fee		-	100,000	100,000
- Tax consultancy		-	40,000	40,000
Fee and subscription		-	962,816	962,816
Legal and professional charges		-	258,500	258,500
Bank charges		-	58,915	58,915
SCCI shields and trophies		-	955,342	955,342
Insurance		-	186,354	186,354
Property tax		-	499,600	499,600
Miscellaneous expenses		-	998,272	998,272
Deficit on sale & written off fixed assets		-	317,716	317,716
Amortization		176,286	-	176,286
Depreciation		322,902	1,368,782	1,691,684
		41,386,577	69,253,737	110,640,314
Surplus / (deficit) before tax		26,328,519	6,503,813	32,832,332
Taxation	8.2		(1,204,060)	(1,204,060)
Surplus / (deficit) for the year		26,328,519	5,299,753	31,628,272

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



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF CASH FLOWS
 FOR THE YEAR ENDED JUNE 30, 2021

CASH FLOW FROM OPERATING ACTIVITIES	Note	2021	2020
		-----Rupees-----	
Surplus before taxation		6,503,813	10,350,272
Adjustment for:			
Depreciation	5.1	1,691,684	1,479,682
Loss on disposal of fixed assets		317,716	
Amortization	6.1	176,286	193,234
Profit on PLS accounts		(1,492,861)	(2,023,083)
Net cash provided by operating activities		7,196,638	10,000,105
Working capital changes:			
(Increase) / decrease in general store inventory		(346,384)	(135,278)
Decrease / (increase) in advances, deposits and other receivables		(11,139,967)	1,492,345
Increase / (decrease) in advance fee and subscription		6,439,756	(7,963,365)
Increase in advance rent		(1,574,767)	1,242,276
Decrease in creditors and accruals		1,949,917	1,010,616
		(4,671,445)	(4,353,406)
Cash generated from operations		2,525,193	5,646,699
Taxes paid		(1,661,671)	(2,312,986)
Net cash generated from operating activities		863,522	3,333,713
CASH FLOW FROM INVESTING ACTIVITIES			
Additions in operating fixed assets		(7,358,126)	(2,477,660)
Additions in intangible assets		(200,000)	-
Proceeds from disposal of operating fixed assets		146,500	
Profit on PLS accounts		1,492,861	2,023,083
Long term security payable		71,966	(3,071,480)
Net cash used in investing activities		(5,846,799)	(3,526,057)
CASH FLOW FROM FINANCING ACTIVITIES			
Increase in research and development cell fund			775,916
(Decrease) / increase in other funds		26,328,519	1,678,197
Net cash generated from / (used in) financing activities		26,328,519	2,454,113
Net increase / (decrease) in cash and cash equivalents		21,345,242	2,261,768
Cash and cash equivalents at the beginning of the year		111,448,149	109,186,381
Cash and cash equivalents at the end of the year		132,793,391	111,448,149

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



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
STATEMENT OF CHANGES IN FUNDS
 FOR THE YEAR ENDED JUNE 30, 2021

	Restricted Funds	Un Restricted Funds	Total Fund
	-----Rupees-----		
Balance as at June 30, 2019	80,530,782	63,953,231	144,484,013
Surplus for the year ended June 30, 2020	2,454,113	7,997,717	10,451,830
Balance as at June 30, 2020	82,984,895	71,950,948	154,935,843
Surplus for the year ended June 30, 2021	26,328,519	5,299,753	31,628,272
Balance as at June 30, 2021	109,313,414	77,250,701	186,564,115

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



PRESIDENT



SECRETARY GENERAL

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2021

1. LEGAL STATUS AND OPERATIONS

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

2. STATEMENT OF COMPLIANCE

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

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

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

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

3. BASIS OF MEASUREMENT

3.1 Basis of preparation

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

4. SIGNIFICANT ACCOUNTING POLICIES

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

4.1 Property and equipment

4.1.1 Operating fixed assets

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

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

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

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

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

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

4.2 Capital work-in-progress

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

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2021

4.3 Intangibles and amortization

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

4.4 General Store Inventory

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

4.5 Advances and receivables

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

4.6 Cash and cash equivalents

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

4.7 Accrued and other liabilities

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

4.8 Taxation

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

4.9 Staff Gratuity

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

4.10 Revenue Recognition

Unrestricted / general fund

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

Restricted fund

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

4.11 Figures

Figures have been rounded off to the nearest rupee.

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEAR ENDED JUNE 30, 2021

		2021	2020
		-----Rupees-----	
6. Intangible assets	Note		
Balance as on July 01,		1,493,200	1,493,200
Addition / (Deletion)		<u>200,000</u>	-
		1,693,200	1,493,200
Accumulated amortization	6.1	<u>(896,550)</u>	(720,264)
Balance as on June 30,		<u>796,650</u>	<u>772,936</u>
6.1 Accumulated amortization			
Balance as on July 01,		720,264	527,030
For the year		<u>176,286</u>	193,234
Balance as on June 30,		<u>896,550</u>	<u>720,264</u>
6.2	Intangible assets comprise of documentary films on Sialkot industry.		
7. LONG TERM INVESTMENT IN SBCC	7.1	<u>31,095,317</u>	31,095,317
7.1	The Chamber invested Rs 31.095 million (earlier shown as "Capital Work in progress") in Mega project of "Sialkot Business and Commerce Center" adjacent to the Chamber building. The Chamber entered in to agreement with Small and Medium Enterprises Development Authority to join hands and complete the project. This project is being manage by Management Committee comprising of 9 members. The Management Committee has been constituted vide Management Agreement dated 05-06-2020 signed between SMEDA & SCCI. The Chairman of the Management Committee shall be from amongst the members nominated by SCCI.		
8. ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES			
Advances:			
Considered good			
- to suppliers		587,043	471,500
- to employees		<u>9,196,584</u>	8,074,184
		9,783,627	8,545,684
Advance against expenses		150,000	-
Prepaid expenses		515,157	499,748
Due from IMAC		10,000,000	-
Due from members-lunch contribution	8.1	3,217	85,767
Income tax refundable / (payable)	8.2	73,680	-
Rent receivable		-	180,835
		<u>20,525,681</u>	<u>9,312,034</u>
8.1 Due from members -lunch contribution			
Balance as at July 01,		85,767	-
Charged to members		<u>146,050</u>	373,650
		231,817	373,650
Received from members		<u>(228,600)</u>	(282,350)
Balance as on June 30,		<u>3,217</u>	<u>85,767</u>
8.2 Income tax refundable / (payable)			
Balance as at July 01,		(383,931)	(344,362)
Paid during the year		<u>1,661,671</u>	2,312,986
		1,277,740	1,968,624
Provision for taxation		<u>(1,204,060)</u>	(2,352,555)
Balance as at June 30,		<u>73,680</u>	<u>(383,931)</u>

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEAR ENDED JUNE 30, 2021

9. CASH AND BANK BALANCES

Cash in hand

	2021	2020
	-----Rupees-----	
Postage	5,210	6,292
Petty cash	115,000	115,000
	120,210	121,292

Cash at bank

Current accounts

Faysal Bank Limited	726,003	9,188,794
AL Baraka Bank Limited	1,227	1,227
Standard Chartered Bank	-	7,027,358
National Bank of Pakistan - child labor	19,611,493	4,611,493
United Bank Limited	181,032	181,067
	20,519,755	21,009,939

Saving accounts

Faysal Bank Limited - research and development	7,641,598	6,960,532
Faysal Bank Limited - child labor fund	2,991,707	9,342,442
MCB Bank Limited	4,596,376	8,786,436
Askari Bank Limited - emergency fund	17,296,034	17,293,578
Askari Bank Limited - regular funds	23,444,352	-
Bank Islami Limited	48,883,936	47,920,018
Alfalah Bank Limited - child labor fund	14,478	13,815
Faysal Bank Limited	7,284,945	97
	112,153,426	90,316,918
	132,793,391	111,448,149

10. FUNDS AND RESERVES

Unrestricted funds (represents general fund)	10.1	77,250,701	71,950,948
Restricted funds (represents specific fund)	10.2	109,313,414	82,984,895
		186,564,115	154,935,843

10.1 Unrestricted funds (represents general fund)

Balance as at July 01,	71,950,948	63,953,231
Surplus for the year	5,299,753	7,997,717
Balance as on June 30,	77,250,701	71,950,948

10.2 Restricted funds (represents specific fund)

Balance as at July 01,	82,984,895	80,530,782
Surplus / (deficit) for the year	26,328,519	2,454,113
Balance as on June 30,	109,313,414	82,984,895

10.3

Fund names	Note	Balance as at July 01, 2020	Inflows		Outflows		Balance as at June 30, 2021
			From transfers	From receipts	From transfers	Due to utilization / refund	
-----Rupees-----							

Capital fund		9,665,027	-	-	-	-	9,665,027
R&D fund	10.3.1	13,899,703	-	8,049,629	-	(6,767,353)	15,181,979
Child labour fund	10.3.2	15,616,905	-	38,417,765	-	(22,788,180)	31,246,490
SBCC	10.3.3	23,749,309	-	-	-	-	23,749,309
Delegation funds	10.3.4	611,000	-	42,000	-	(3,000)	650,000
Ramzan Fund 2021	10.3.5	-	-	6,916,220	-	(5,897,360)	1,018,860
Education fund	10.3.6	1,823,710	-	2,760,750	-	(1,949,125)	2,635,335
Sadqa and zakat fund	10.3.7	324,839	-	-	-	(315,000)	9,839
Emergency fund	10.3.8	15,867,284	-	9,273,732	-	(100,000)	25,041,016
Surplus of various funds	10.3.9	1,183,059	-	55,000	-	(1,070,500)	167,559
SCCI mobile vaccination	10.3.10	-	-	250,000	-	(302,000)	(52,000)
Model police station	10.3.11	50,000	-	1,950,000	-	(2,000,000)	-
		82,984,895	-	67,715,096	-	(41,386,577)	109,313,414

THE SIALKOT CHAMBER OF COMMERCE AND INDUSTRY
NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEAR ENDED JUNE 30, 2021

- 10.3.1.** To fund operations of Research and Development Cell established under letter # 13(s)/87 T.O dated 29-08-1987 of Ministry of commerce Govt. of Pakistan.
- 10.3.2.** To receive funds under "Child Labor Elimination Program in Soccer Ball Industry". IMAC and CSDO projects are also funded from this fund.
- 10.3.3.** To contribute in construction of Sialkot Business and Commerce Center.
- 10.3.4.** This fund is maintained to plan visit of business delegation of SCCI members to abroad to participate in International Fair & Exhibitions.
- 10.3.5.** To distribute rashan bags to deserving people.
- 10.3.6.** To promote education in society and help children of staff of SCCI and other needy person in seeking education through stipend issued on monthly, quarterly or annual basis.
- 10.3.7.** To help needy persons from sadqa and zakat fund.
- 10.3.8.** To contribute and take part in rescue activities in natural disasters and calamities.
- 10.3.9.** Surplus and remaining unused balance of different funds are transferred to this fund and ultimately disbursed to the needy.
- 10.3.10.** To facilitate Sialkot industry to get their workers vaccinated at their business premises.
- 10.3.11.** To help police upgrade the police station to facilitate general public.

11. ADVANCE FEE AND SUBSCRIPTION

Admission fee	89,960	25,017
Annual subscription	5,158,861	3,622,954
Certificate fee	3,372,300	2,188,899
Identity card	2,102,366	1,346,457
Application processing charges	1,034,548	277,648
Publication charges	5,058,453	3,283,347
Sports and culture	1,147,780	780,190
	17,964,268	11,524,512

12. ACCRUED AND OTHER PAYABLES

Accrued expenses	834,394	681,291
Income tax payable	8.2	-
Other payables	3,533,147	1,736,333
	4,367,541	2,801,555

13. FEE AND SUBSCRIPTION

Admission fee	1,031,657	585,468
Annual subscription and membership certificate	21,211,802	18,608,211
Membership application processing fee	4,000,500	3,158,320
Publication charges	12,807,589	10,641,044
Sports and cultural contribution	2,778,065	1,900,376
Identity card fee	5,436,621	4,599,864
Visa certificate fee	917,500	6,914,000
Attestation fee	1,533,300	1,822,600
Sale of C.O.O. pads	341,280	386,760
Advertisement in circular	419,486	641,086
Change of constitution	405,500	299,200
Firm name reservation fee	18,857,100	10,971,000
Other income	101,423	315,333
	69,841,823	60,843,262

14. NUMBER OF EMPLOYEES

Average number of employees during the period	40	39
Number of employees at period end	40	40

15. DATE OF AUTHORIZATION

These financial statements were authorized for issue on August 30, 2021 by the executive body of the Chamber.


PRESIDENT

SECRETARY GENERAL

The Sialkot Chamber of Commerce & Industry

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