

# ACTIVITY REPORT



*By*

Sheikh Sultan Rehman  
Vice President

## **Foreword**

*As-salamu Alaykum!*

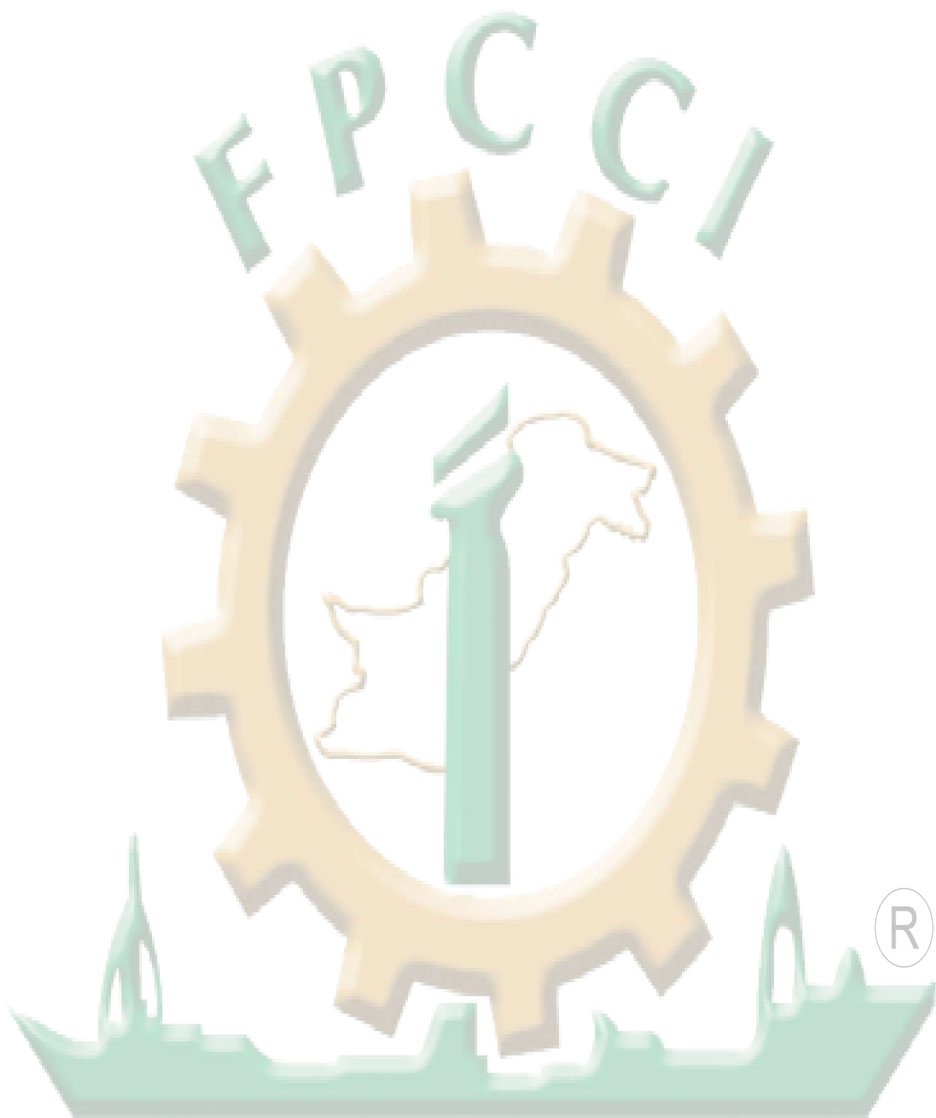
*It is my great pleasure and an honor indeed to represent you at the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) as your Elected Vice President. I feel privileged to work under the dynamic leadership and able guidance of Mian Anjum Nisar, President FPCCI who is dedicated and sincerely trying his best to resolve the difficulties faced by the business community of our beloved country.*



*As you may recall, on my initiative FPCCI organized a seminar on “Impact of Corona Virus on Pakistan’s Trade on March 11, 2020. Unfortunately immediately after this seminar, there was outbreak of COVID-19 in Pakistan and the whole country had to undergo a prolonged and unprecedented lock down. The precautionary and preventive measures made it next to impossible to hold normal meetings. Resultantly, we at FPCCI had to resort to virtual meetings after easing of lock down.*

*With the approval of the President FPCCI, I organized a number of interactive webinars on important sectors of the economy which were widely appreciated. The details of the webinars are presented to you for your kind knowledge and information.*

**Sheikh Sultan Rehman**  
*Vice President*



## Participation in Seminar on Business Opportunities Under CPFTA- II

Trade Development Authority of Pakistan (TDAP) organized an awareness seminar on “Business Opportunities under CPFTA-II at Pearl Continent Hotel, Karachi. In this seminar, I discussed the following points.

- In today’s world of globalization, the importance of free trade cannot be ignored. As you are well aware, Pakistan, with great enthusiasm, laid the foundation for Phase I of FTA with China in July 2006. The Second Phase of which was supposed to commence in 2013 but due to prolonged negotiations and delays, it was concluded last year and has just commence on January 01, 2020.
- Under this agreement, Pakistan will reduce duties to zero on 75% of total tariff lines in 15 years while China will do the same in 10 years period. The greatest opportunity for Pakistan is the elimination of tariff on 313 tariff lines, covering most of our exports and it is supposed to increase significantly our exports to China.
- However, in our considered opinion, this is where the greatest challenge lies for Pakistan. If we look at Phase I of China Pakistan FTA, the balance of trade remained greatly in favor of China. China managed to export 57% of its product lines while Pakistan could take advantage of only 5% of its product lines under the Phase I.
- Therefore, our greatest concern is how Pakistan will benefit from Phase II, when we do not have excess products to export. Unfortunately, the industrial output is declining because of de-industrialization in the last few years. The Government of Pakistan needs to address serious issues like, high interest rates, frequent increases in power and gas tariff, unavailability of gas to industrial sector, abrupt changes in government policies, smuggling and refunds to exporters are some of the major impediments due to which industries find it difficult to sustain their existence.
- We need to develop a robust industrial policy that would lead to industrialization in Pakistan, encourage R&D, innovation, diversification and development of new products, improve quality standards, improve technical skills of our labor, encourage joint ventures with Chine companies and relocation of their industries to Special Economic Zones.
- Otherwise, we will not be able to receive benefits from supposed vast opportunities available to us and the fate of second phase of China Pakistan FTA will not be any different than the First phase.



Picture taken on the occasion of a Seminar on **“Impact of Corona Virus on Pakistan’s Trade”**. Sheikh Sultan Rehman, Vice President FPCCI is presenting Shield to Dr. Murtaza Syed, Deputy Governor State Bank of Pakistan, the Chief Guest on the occasion.

## Interactive Sessions

### Impact of Corona Virus on Pakistan's Trade

FCCI organized a session on "Impact of Corona Virus on Pakistan's Trade" which was presided by Sheikh Sultan Rehman Vice President FPCI simultaneously at Federation House Karachi, Regional Office Lahore and Capital Office Islamabad.

The session was graced by Dr. Murtaza Syed, Deputy Governor State Bank of Pakistan (SBP) as Chief Guest while Dr. S.M. Qaiser Secretary General Pakistan Medical Association, Dr. Adil H. Haider Dean (Pakistan Chapter) Aga Khan Medical University, Secretary Health Sindh Government, Senior Economist SBP Dr. Farooq Arby, Dr. Samreen Sarfaraz, Pakistan Medical Association, Dr. Saeed Qureshi, SINA Welfare, Representatives of Dow Medical University, Pakistan National Shipping Corporation, Karachi Port, Additional Secretary Industries & Commerce Sindh Government, etc were special invitees of the meeting. The meeting was also attended by Vice Presidents, representatives of Trade Bodies, Executive Committee and General Body members, Prominent Leading Businessmen & Industrialist, Conveners & Deputy Conveners of Standing Committees and Members of Business Councils. The purpose of the meeting was to analyze the possible impact of Corona Virus on Pakistan's Trade and devise a strategy to minimize the risk.

While welcoming the participants, Sheikh Sultan Rehman stated that Pakistan's neighboring countries i.e. China and Iran are most affected with the corona virus. The economy of Pakistan is highly dependent on China as the trade volume between both nations stood at US\$ 20 billion. He also cited the statement of Mr. Razaq Dawood, Advisor to President on Commerce that corona virus is affecting the imports of Pakistan as currently the import of agricultural commodities, chemical and raw material are banned which may create shortage in future. He also quoted that according to Asian Development Bank, at present the global losses from the corona virus have reached to US\$ 347 billion and it can decline Pakistan's GDP to negative 1.57 percent. The United Nation Center for Trade and Development also stated that Pakistan is among the 20 nations whose economy will be affected due to current crisis in China.

In his remarks, Dr. Murtaza Syed Deputy Governor SBP stated that the economy of Pakistan can be affected with the spread of Corona Virus but it also create an opportunity for Pakistan to enhance its exports as most of Chinese orders in world have been cancelled particularly textile orders. He suggested that Pakistan should look towards Africa and Europe whose imports from China made ten percent of Chinese exports. He further stated that Pakistan imported sixty percent of machinery from China and 2 percent of raw material from China and due to disruption in supply chain in China; local importers are looking towards other countries as alternate sources for import. He also stated that the slowdown in world economies led to central banks in major market bringing down the interest rate and coming up with the fiscal stimulus to support the market. He further added that the lowering of oil prices in international market also give opportunity to improve its balance of payment and revive Pakistan's industry. Dr. S. M. Qaiser Sajjad Secretary General Pakistan Medical Association and Dr. Samreen Sarfaraz gave a presentation and highlighted the issues emerging from corona virus. Dr. Samreen made a presentation on the precautionary and preventive measures to contain the spread of the virus such as washing of hands with a soap and water atleast 20 seconds, avoid unnecessary and insecure contact with wild or domestic animal, in case of coughing and sneezing, cover your mouth with a tissue paper or an elbow, maintain safe distance from a person who is coughing, to avoid crowd, avoid sharing utensil like cup, towel food etc They informed that the death toll due to corona virus is just 3 percent while 85 percent patients are recoverable. The social media should play its due role to spread the precautionary and preventive measures. All the 20 cases in Pakistan have travel history, she informed.

During the session, the participants suggested that the present circumstance provide the opportunity to increase exports and government should facilitate the local industry in terms of lowering interest rate and oil prices. The participants also talked about the panic which increased the prices of mask, gloves, medicines and sanitizers to many fold as these items are necessity for the doctors and para medical staff. Moreover, Government has imposed more than 70% duty on imports of gloves and masks which create shortage and increased their prices. The participants also suggested but the National Economic Disaster Management Cell play its due role to minimize the economic losses. The participants also underscored the need of formulating strategy for domestic as well as international trade particularly in this uncertain period.



Mian Anjum Nisar, President FPCCI presiding over the webinar on “**Post Lockdown Scenario of COVID-19 and Its Effects on Pakistan’s Economy**”

## Post Lockdown Scenario of Covid-19 and Its Effects on Pakistan's Economy

Mian Anjum Nisar, President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) said that coronavirus (COVID-19) has severely affected the economy, businesses, industries and small traders. He was speaking in the seminar on post lockdown scenario of COVID-19 and effects of coronavirus pandemic on Pakistan's economy via video link on zoom held FPCCI Head Office Karachi. The seminar was attended by Agha Fakhar Hussain, Additional Secretary – Industry and Commerce, Government of Sindh, Sheikh Sultan Rehman, VP FPCCI, prominent businessmen and representatives of State Bank of Pakistan, Principal and Dean of Dow University of Health Sciences, Trade Development Authority of Pakistan, PHMA and other associations. Haji Ghulam Ali former President FPCCI, Mr. Qaiser Khan, VP FPCCI, Muhammad Ali Mian and Nasir Hayat Magoon also attended the seminar.

The President of FPCCI in his welcome address showed his serious concerns over the consequences of COVID-19 on Pakistan's economy. He said that Pakistan has been one of the countries worst affected by COVID-19, with the economic disruption caused by the pandemic exacerbating an already existing crisis. He said that the coronavirus pandemic has become dreadful contagion across the globe and we have been passing through the second wave of coronavirus (COVID-19) which has severely affected the economy, businesses, industries and small traders. The lockdown measure sparked a wave of unemployment and created socio-economic challenges, and economic pandemonium in the country and many people lost their jobs as many companies/factories shut their production in the country owing to the coronavirus pandemic.

He appreciated the refinance scheme by State Bank of Pakistan (SBP) for businesses to support the employment of workers in the face of economic challenges posed by the spread of the novel coronavirus (COVID-19). We have provided the salaries to all FPCCI employees during the given situation of coronavirus pandemic even liabilities and financial burden is increasing.

He also emphasized that it is clear that COVID-19 proved as catastrophic for Pakistan's already ailing economy and the country's economic performance is at standstill due to the pandemic because the worst-case scenario is "high impact," and entails a 0–1.5 per cent GDP growth While formal sector workers are also at risk. It is estimated that the poverty rate will increase from around 23.4 per cent to nearly 59. Despite the prevailing situation of COVID-19, locust swarms have also harmed the agriculture sector of the country, he added.

While conducting the seminar, Sheikh Sultan Rehman, VP FPCCI showed his deepest concerns regarding COVID – 19. He said that it has proved as a catastrophic and deadly disease and engendered lives and livelihoods of millions in the country and across the world. He lauded the relief and exemption provided by the government for facilitating the businesses in Pakistan especially to the construction industry and others sectors of the economy.

He further said that coronavirus cases are increasing because people are not following the standard operational procedures (SOPs). In this regard, the government has to manage the situation efficiently and competently by implementing new economic priorities, relief on income tax to companies producing products related to life necessities, and health protection and to announce support for exporters. Along with all this, it is a major responsibility of citizens to self-quarantine and provides the government with a free hand to gear up some economic activities in a proper manner under the war of COVID-19.

Agha Fakhar Hussain – Additional Secretary, Sindh Government stated that it has been noticed that people and traders are not following the standard operational procedures (SOPs) in their business premises. He further said that the business community should create awareness and assure implementation of SOPs at District level through economic zones in order to control the spread of COVID-19. Sindh Government is ready to facilitate the business community at every stage but it is the responsibility of all to follow the SOPs so that we may be able to cope with this difficult situation of the pandemic, he added.





Sheikh Sultan Rehman, Vice President FPCCI addressing the webinar on **“Food Security in Pakistan”**

### Food Security in Pakistan

Almost 37 percent of our population is food insecure despite the fact that Pakistan is self-sufficient in major staples at present and the main problem is access and affordability to food, this was stated by Shaikh Sultan Rehman Vice President Federation of Pakistan Chambers of Commerce and Industry (FPCCI) in an interactive webinar on Food Security in Pakistan held at Federation House Karachi, Regional Office Lahore and Capital Office Islamabad via Zoom video link.

The Seminar was attended by Khurram Ijaz and Qaiser Khan, Vice Presidents FPCCI, Former Sr. Vice President FPCCI Shaukat Ahmed, Senior Members FPCCI Nasir Hayat Magoon, Nousherwan Mughal and Qaisra Sheikh, Muhammad Khalid Qaim Khani, Additional Director Food & Finance Sindh Government, Dr. Rafique Ahmed Chandio, Director General Agriculture Policy Institute, Ms Asma Khalid Sr. Economist, State Bank of Pakistan, Representative of Pakistan Agricultural Storage and Services Corporation and CropLife Pakistan, Mr. Jamshed Iqbal Cheema, Chairman Crop Protection Association of Pakistan, Representatives of Sitara Chemicals, Representative from Quetta Chamber of Commerce and Industry, and Mr. Sultan Mehmood, Seed Association of Pakistan.

While welcoming the participants, Shaikh Sultan Rehman Vice President FPCCI emphasized on the food security in Pakistan which has high linkage with human capital and strong economic implications. While highlighting the facts and figures of the Food and Agriculture Organization (FAO) of the United Nation, he added that high rate of malnutrition can cost an economy around 3-4 percent of GDP which primary affects our young generation mainly due to rising of death rate, malnutrition, low future productivity. Moreover, rising of population and climate changes are other challenges which may risk food security in future. He informed that globally Pakistan ranked 8<sup>th</sup> in production of wheat, 10<sup>th</sup> in rice, 5<sup>th</sup> in sugarcane and 4<sup>th</sup> in milk production, despite this Pakistan faces occasionally shortage of these products which affects their prices. He added that hoarding and smuggling are other issues also create food shortage in Pakistan. He underscored the need for implementation of National Food Security Policy announced in 2018; wherein it was decided that the agriculture production will be increased by 4 percent every year and special attention will be given on agriculture research.

Mr. Khurram Ijaz, Vice President FPCCI also showed his concern over the locust attack on different crops in Pakistan which affects the agriculture productivity. He emphasized on strong institution which can contribute significantly in coming out from crisis.

Dr. Rafique Ahmed Chandio, Director General Agriculture Policy Institute discussed different dimensions of food security like productivity, availability of variety of food, accessibility and affordability. He emphasized on the strong coordination between federal and provincial government and private sector. He added that the COVID-19 increased poverty and unemployment in Pakistan which may create food insecurity in Pakistan. Government initiated different programs in order to overcome the poverty and unemployment but institutions response is very weak due to insufficient data availability. Moreover, global economic policies of WTO, unfair trade regime and tariff rationalization are hurting agriculture investment in Pakistan.

Ms. Asma Khalid Senior Economist State Bank of Pakistan stated that Per Capita consumption of food products that possess high-nutritional value like beef, chicken, fish, milk, vegetables and fruits is almost 6-10 times lower than that of developed countries which affects the labor productivity and young population. She added that Pakistan ranked 106<sup>th</sup> among 119 countries in Global Hunger Index, and has been characterized as facing a “serious” level of hunger due to under-nourishment, micronutrient (iron, calcium, vitamin-A) deficiencies and a deficit of safe drinkable water. Under-5 malnutrition costs around US\$ 7.5 billion every year, which is equivalent to 3 percent of GDP and the cost comprises loss of future labor force, high under 5 mortality, low labor productivity emanating from stunting, anemia or iodine deficiencies in childhood; and prevalence of chronic weakness and fatigue etc. She also emphasized on the support price of all crops and agriculture insurance in order to support the farmers. Rising population and climate changes will create challenges for Pakistan to secure food. Mr. Muhammad Khalid Qaim Khani, Additional Director Food & Finance Sindh Government highlighted the issues of harvesting particularly declining of wheat production in Punjab and shifting from staple crops to other crops. He also emphasized on the improvement in crops quality, enhancing of crops yield, better usage of pesticides etc. Mr. Jamshed Iqbal Cheema, Chairman Crop Protection Association of Pakistan added that there is high food insecurity in Baluchistan and KPK followed by Sindh due to rising of poverty, unemployment and low income of people. He emphasized on the changing of eating habits towards that crops where there is high potential available like potatoes, maize, cow milk etc and have better nutrients compared to traditional foods which will help in reducing the under-nutrition issues and improve labor productivity. Ms. Qaisra Sheikh Coordinator Women Entrepreneurs of FPCCI also focused on purification of food items and wastage of food in Pakistan. She also highlighted the issues of household women whose are facing deficiency in food and anemia etc. Mr. Nousherwan Mughal FPCCI member also underscored the need of establishing agriculture labs for value addition of agriculture products and innovation of new varieties of agriculture product.

In his concluding remarks, Sheikh Sultan Rehman, Vice President FPCCI emphasized the need to form long-term, consistent policies with consultation with all stakeholders, establish warehouses and cold storages to save fruits and vegetables from being rotten, utilize modern irrigation technologies to increase Food Security in Pakistan.



Sheikh Sultan Rehman, Vice President FPCCI chairing the webinar on **“Horticulture sector in Pakistan: Potentials and Impediments”**.

## Horticulture Sector in Pakistan: Potentials & Impediments

There are 11 agro-climate zones where Pakistan can cultivate different varieties of fruits, vegetables and flowers to earn foreign exchange, this was stated by Shaikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI), in an interactive webinar on “Horticulture Sector in Pakistan: Potentials & Impediments” held at Federation House Karachi, Regional Office Lahore and Capital Office Islamabad via zoom video link.

The Seminar was attended by Dr. Muhammad Arshad Vice President, Executive Committee and General Body Members, Qaisra Shaikh, FPCCI Coordinator Women Entrepreneurs, Saadat Ejaz Qureshi, Former Chairman Pakistan Horticulture Development and Export Board, Mr. Sarfaraz Iqbal Representative of Pakistan Horticulture Development and Export Board, Fahim Siddiqui, Chairman Horticulture Society of Pakistan, Dr. Hafeez ur Rehman, Director National Coordinator (Horticulture), Muhammad Amin, Agriculture University Faisalabad, Dr. Ishfaq Ahmed Hafiz, Chairman Department of Horticulture, PMAS Arid Agriculture University and Representatives of All Pakistan Fruit & Vegetable Exporters, Importers & Merchants Association.

While welcoming the participants, Shaikh Sultan Rehman, Vice President FPCCI emphasized on the value addition of horticulture sector wherein there is huge scope of exports. He added that citrus, mango, potato, peach, and cherries from Pakistan are those horticulture products which are highly recognized in international market. Unfortunately this sector was ignored in Pakistan; as a result the production of key fruits and vegetables indicate a declining trend. He stated that Pakistan is still using old and traditional methods for harvesting which result in low yield per hectare compared to other countries. He further added that Pakistan has potentials to increase exports as well as domestic consumption by investing in research and technology. He also quoted the facts and figure of Asian Development Bank Studies which reflect that per capital consumption of vegetables and fruits is very low compared to USA and European Countries which also affect our human capital and productivity. He also highlighted issues related to post harvest losses and lack of cold storage & warehouses.

Mr. Saadat Ejaz Qureshi, Former Chairman Horticulture Development Board and Exports stated that there is no coordination amongst the different departments of agriculture sector as agriculture production is looked after by provincial governments while exports are under federal government. He stated that Pakistan is losing markets of Europe and Middle East for orange and mango exports due to fruit flies and absence of treatment plants. Pakistan is currently exporting 5 to 7 percent of its horticulture production as our yield is very low compared to other countries. He underscored the need of freight subsidy as our export price are very high and can't compete internationally. He also appreciated the government for increasing custom duty on import of fruits to discourage its import and protecting domestic production. He advised to improve the farm conditions by giving its management to the professional people.

Mr. Sarfaraz Iqbal, Pakistan Horticulture Development and Export Board emphasized on the need to give special treatment to fruits at each stage of production and exports as there is lack of consistency in production. He also suggested the usage of hybrid seed and inventions/innovations of new varieties of fruits and vegetables. He also urged for the adoption of sanitary and phytosanitary standards for international markets and improving of quality of packaging. He added that there is huge scope for export of vegetables in Pakistan China FTA which need to be utilized. He also underlined the need of improving conditions of farmers by offering incentives in order to encourage them to increase production.

Dr. Ishfaq Ahmed, Chairman Horticulture Department, PMAS Arid Agriculture University informed about different areas of Pakistan where there are opportunities available for production of fruits like olives, grapes etc. He highlighted different issues which create hindrance in exports of horticulture like SPS compliance, lack of value addition, lack of adoption of good agriculture practices, weak supply chain, high cost of production, non-compliance on quality competition as per international market, lack of diversification in crop production and post-harvest losses & quality assurance.

Dr. Hafeezur Rehman, Director National Coordinator (Horticulture), PARC stated the potentials available in Khyber Pakhtunkhwa where off-season crops can also be harvested. He urged reduction in post-harvest losses, identification of new markets, technological advancement and supply consistency.

Mr. Fahim Siddiqui, Chairman Horticulture Society of Pakistan emphasized on the promotion of floriculture in Pakistan where there is huge potential as Pakistan spends millions of dollars in importing flowers.

Muhammad Amin, Horticulturist, Agriculture University Faisalabad focused on value addition, better preservation of fruits, branding, packaging of fruits and vegetable in order to increase Pakistan's share in international market. He urged the Government to set the uniform price of Pakistan fruit exports for all countries. Moreover, he suggested the government to devise a strategy for exporting dates to Saudi Arabia and other countries.

In his concluding remarks, Sheikh Sultan Rehman, Vice President FPCCI emphasized the need to form long-term, consistent policies with consultation of all stakeholders, establish warehouses and cold storages to save fruits and vegetables from being rotten, utilize modern irrigation technologies to increase the production and improving quality. He offered vote of thanks to the participants.



Sheikh Sultan Rehman, Vice President FPCCI presiding over a Webinar on “SMEs in Pakistan: Challenges and Way Forward”

### SMEs in Pakistan: Challenges and Way Forward

Almost 90% enterprises in Pakistan are SMEs that contribute 40% in GDP, 25% in exports and 80% in non-agriculture labor force. Unfortunately, 7 to 8 percent credit financing of private sectors is given to SMEs sector and most of the credit is given to corporate sector, this was stated by Shaikh Sultan Rehman Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) in an Interactive Webinar on SMEs in Pakistan: Challenges and Way Forward at FPCCI Head Office Karachi and Capital Office Islamabad & Regional Office Lahore through Video conferencing.

The session was attended by Former President FPCCI, Zakaria Usman, Executive Committee and General Body Members, Qaisra Shaikh, FPCCI Coordinator Women Entrepreneurs, Muhammad Ali Mian, Coordinator FPCCI Regional Office Lahore, Muhammad Asim Anis Convener & Iftikhar Ghani Vohra Deputy Convener FPCCI Standing Committee on SMEs, Rehmatullah Javed, Former Convener FPCCI Standing Committee on SMEs, Arjumand Qazi, Group Head SME Banking Pak-Brunei Investment Company Limited, Representatives of SMEDA, Nazli Abid, Former Vice President FPCCI, Doulat Ram Lohana, Wasif Majeed and Muhammad Atif Haleem Presidents Hyderabad, Jhang and Peshawar Small Chambers & Traders Association respectively.

While welcoming the participants, Shaikh Sultan Rehman Vice President FPCCI highlighted the issues of SMEs including access to finance, high cost of doing business, low value addition, technological advancement, complicated tax system etc. While quoting the examples of other countries he added that SMEs are dominating in China, Taiwan, Singapore, Hong Kong and Korea and contributed more than 80 percent in their development. These countries achieved the status of industrial advanced countries or newly industrial nations just on the basis of development of SMEs sector. Pakistan should learn from the experience of these countries and formulate SMEs-driven policies, he stated. He emphasized on the promotion of SMEs as it provide low cost employment. He also informed the losses to SMEs due to COVID-19 and suggested to provide collateral free loans upto Rs. 5.0 million to SMEs on easy conditions. Moreover, those SMEs who are registered with FBR and filed returns for last three years should be give grants of 0.5 million by direct transfer in their account. The details of account are already available with FBR. He also urged for holding training sessions for SMEs on E-Commerce.

Mr. Zakaria Usman Former President FPCCI also emphasized on the collateral free loan facilities and allotment of small plots to SMEs. Convener and Deputy Convener of SMEs Committee of FPCCI also stated about the SMEs situation in the period of COVID-19 which also affected the small importers. They underscored the need of special scheme for the SMEs during the period of COVID-19 which should facilitate and stabilize the growth. Arjumand Qazi, Pak-Brunei Investment Company Limited updated the participants about different financing schemes for small, medium, women and special person enterprises segments. She stated that SBP has given incentives to SMEs and extended loan deferment scheme up to September 30, 2020. They are facilitating the women entrepreneurs in enhancing their skills and providing loan on 5% for 5 years with No KIBOR. The Presidents of Small Chambers and Traders Association of Hyderabad, Jhang and Peshawar also informed about the problems faced by SMEs and suggested the government to provide business friendly environment with simplification of registration process and favorable trade and tax policy. They also enlightened about the non-acceptance of small denomination of Pak currency by banks and restrictive timings of banks. They also demanded exemption on the withholding tax as they are already paying advance tax.

Muhammad Ali Mian, Coordinator FPCCI Regional Office Lahore stated that Financing of SMEs which does not include the cost of building and land and suggested the SMEs financing amount should be based on turnover of last five years. During the session, the participants also showed their reservations on various definitions of SME being proposed and discussed. They suggested that a single definition requires to be notified and preferably with higher business turnovers in order to keep accommodating the SMEs in proportion to their business growth in terms of growing sales turnovers with passage of time. Moreover, the SBP should include all sectors in SMEs Financing instead of present restricted to 8-9 sectors and all the banks should consider financing on cash flow basis instead of collateral basis. The participants also suggested establishment of business centers in all cities and organization for capacity building program for SMEs. The participants added that the SME Policy 2007 is neither implemented properly nor the data of SMEs are available for further research and strategy analysis.



Mian Anjum Nisar, President FPCCI presiding Webinar on “CPEC and Pak China FTA (Phase II)”

## CPEC and Pak China FTA (Phase II)

There are huge opportunities available for Pakistan under CPEC projects by joint ventures and technological transfers while imports under Pak China FTA (Phase II) affected our local industry; this was stated by Mian Anjum Nisar President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) in an interactive webinar on China Pakistan Economic Corridor and Pakistan China Free Trade Agreement (FTA Phase II) held at Federation house Karachi, Regional Office Lahore and Capital Office Islamabad via Zoom link.

The webinar was organized by Sheikh Sultan Rehman Vice President FPCCI and attended by Mr. Nadeem Sheikh Vice President FPCCI, Mr. Zakaria Usman former President, H.E. Li Bijian Chinese Consul General in Karachi, H.E. Wang Zhihua, Minister Counselor from Chinese Embassy, Riaz Sheikh, Acting Secretary TDAP, Zarak Khan President Pakistan China Joint Chamber of Commerce and Industry (PCJCCI), Dr. Liaquat Ali Shah, Executive Director Centre of Excellence CPEC, Syed Mehdi Raza, Deputy Director SBP, Representatives of All Pakistan Bedsheets & Upholstery Manufacturers Association, Pakistan Readymade Garments Manufacturers & Exporters Association, Pakistan Chemicals and Dyes Association and Members of Pakistan China Business Council of FPCCI.

While welcoming the participants, Mian Anjum Nisar President FPCCI stated that China Pakistan FTA Phase I has increased trade deficit to US\$ 16 billion and it is expected that it will increase further in Phase II. At present, Pak China FTA (Phase II), allowed duty free access to 313 tariff lines of China, total imports of these products stands US\$ 67 billion. He emphasized on the need of removal of under-invoicing, Sanitary and Phytosanitary measures (SPS), Technical Barriers to Trade (TBT) and other barriers.

In his remarks, Sheikh Sultan Rehman, Vice President FPCCI underlined the need for offering of same incentives to Pakistan industries which Pakistani government is offering to Chinese investors. While highlighting the project, he added that China has already completed 80% of Phase I projects related to energy and infrastructure and the Phase II includes the projects related to socio-economic development, industrial cooperation and agriculture. He emphasized on the need for innovation, product diversification and joint ventures as vast opportunities are available in Pakistan China FTA (Phase II). He added that China should give concrete plan of relocating its labor intensive industries in SEZs of Pakistan and include Pakistan in the supply chain of its finish goods exports from Pakistan like Vietnam & Cambodia.

In his statement, H.E. Li Bijian, Chinese Consul General in Karachi stated that his consulate is ready to help the Pakistani businessmen for creating interaction with Chinese companies which offer huge socio-economic benefits to Pakistan and create employment opportunities. He also talked about environmental protection fulfilled by the projects. He added that CPEC will benefit local people particularly young population in enhancing their skills and providing employment opportunities. He also underscored the need of improvement in quality of products, facilities at investment location, reduction in time for new investment, better prices of Pakistani products, reduction in labor cost etc. Moreover, security and consistency in economic policies related to taxation, time duration is also important for new investment.

Mr. Zarak Khan, President Pakistan China Joint Chamber of Commerce and Industry stated about the need of elimination of administrative hurdles and improvement in infrastructure for Chinese investment in Pakistan. He also emphasized on the need of study of success model of China Vietnam trade in order to get the benefits of Pakistan China FTA (Phase II).

Mr. Riaz Sheikh, Acting Secretary Trade Development Authority of Pakistan stated that ASEAN and other countries have taken huge benefits with FTA with China and there are a lot of opportunities available for Pakistani traders in exporting agriculture goods, gems, jewelry, frozen sea food, textile etc. Pakistan has to follow all compliance, quality and other requirements. There are eight SEZs under the CPEC which need facilities for investment. He also talked about series of countrywide seminars for apprising the business community of the business and export opportunities arising out from second phase of CPFTA.

H.E. Wang Zhihua, Minister Counselor from Chinese Embassy in Islamabad that China informed that China is planning to organize trade fair from November which will provide opportunities to Pakistan to enhance its trade with China. Their Embassy is encouraging more Chinese investment in Pakistan. Dr. Liaquat Ali Shah Executive Director Centre of Excellence CPEC informed the constitution of CPEC Authority, CPEC Business Council and other institutions for facilitating the investment under CPEC. He also underlined the need of industrial cooperation, entrepreneurship activities in Pakistan etc for getting advantage from China.

Syed Mehdi Raza, Representative of SBP also informed about the measures taken in the period of COVID-19 for supporting trade with China like refinance scheme etc. The other participants also stated about the availability of equal sovereign guarantee in SEZs for Pakistani investors and using of Pakistani labors in Chinese projects.





Sheikh Sultan Rehman, Vice President FPCCI chairing Webinar on **“Impact of BREXIT on Trade and Economy of Pakistan”**

## Impact of BREXIT on Trade and Economy of Pakistan

Pakistan must have same level of market access with UK after BREXIT which Pakistan is enjoying with the EU, this was stated by Sheikh Sultan Rehman Vice President of the Federation of Pakistan Chamber of Commerce and Industry (FPCCI) in a webinar on “Impact of BREXIT on Trade and Economy of Pakistan” organized by FPCCI Head Office Karachi, Regional Office Lahore and Capital Office Islamabad via Zoom Video Conference.

The Webinar was attended by Kamal Shahryar, Adviser on GSP Plus Trade Development Authority of Pakistan, Ms. Aaisha Makhdum and Mr. Baber Khan Joint Secretary and Deputy Secretary Ministry of Commerce, Mr. Asim Yousuf, Vice President Pak-UK Chamber of Commerce and Industry, Dr. Zulfiqar Hyder, Senior Economist, Syed Ali Raza Mehdi, Deputy Director State Bank of Pakistan, Sheikh Tariq, Chairman Pak UK Business Council of FPCCI, Mr. Zakaria Usman, Former President FPCCI, Ms Qaisra Sheikh, Coordinator Women Entrepreneurs and Executive Committee and General Body Members of FPCCI.

While welcoming the participants, Sheikh Sultan Rehman Vice President FPCCI stated that there was a historical referendum in UK in 2016 wherein the people of UK voted against remaining in the EU which created a wave of shock and caused loss of US\$ 2 trillion in a day. He added that UK plays a key role in economic and social development of Pakistan. At present, the balance of trade between Pakistan and UK is in favor of Pakistan. Pakistan's exports to UK stood at US\$ 1.7 billion and Pakistan is mainly exporting textiles cotton fabrics, knitwear, readymade garments, bed wear and rice to UK. He stated that currently the trade between Pakistan and UK is going on under the EU GSP Plus scheme which will end for UK from January 01, 2021. He also urged Pakistani Government to sign Bilateral Investment Treaty with UK.

In his remarks, Trade Development Authority of Pakistan (TDAP) GSP Plus Advisor Kamal Shahryar stated that the negotiation between Pakistan and UK is continuing for getting the similar facility which Pakistan is enjoying under EU GSP Plus. He stated that UK has not shared conditionalities of new trade agreement but in principle agreed for similar level of facilities. He added that after BREXIT the border trade with EU will not take place for moving goods into EU member countries. UK has started revision of its MFN tariff for all countries which will also benefit Pakistan. Ms. Aaisha Makhdum, Joint Secretary Ministry of Commerce informed about their negotiations regarding post-BREXIT arrangements with Trade Department of UK and stated that the demand of UK about adoption of conventions are same which Pakistan is already ratified in EU GSP plus. Mr. Zakaria Usman, Former President FPCCI emphasized to finalize the agreement with UK as Pakistani exporters have made huge investment in textile sector in accordance to EU GSP plus requirements which should not be affected with BREXIT.

Mr. Asim Yousuf, Vice President Pakistan UK Chamber of Commerce and Industry added that there are huge opportunities for Pakistan's export in agriculture, textile and food items to UK. In this context, there is a need of early formulation of Pakistan's trade delegation to UK for getting new orders from UK. Moreover, Pakistani community in UK also plays a crucial role in Pak-UK Trade and at present, 80% of our trade with UK is conducted by Pakistani companies.

Sheikh Tariq, Chairman Pakistan UK Business Council of FPCCI informed about the registration of his company for filing of UK custom declaration service from January 2021. After completion of BREXIT transition period, additional more than 250 million custom declarations will be filed and processed. He also urged Pakistan to comply with standards and SPS measures as UK is importing 1.2 million ton of meat. He also underlined the need of developing Pakistani business center in UK as UK is establishing business hub wherein all the countries are establishing their offices.

Mr. Shariq Vohra underscored the need of research for enhancing exports to potentials market as our Pakistan export is stagnant for 10 years. Ms Qaisra Sheikh, Coordination Women Entrepreneurs emphasized on the development of mechanism for transformation of informal trade into formal trade as most of the women are exporting to UK informally. She also suggested to expand the list of product mix for enhancement of exports. The participants also stated that State Bank of Pakistan should sign agreement with central bank of England for trading in property of UK on collateral basis as India has signed. This agreement will also facilitate transfer of remittances from UK to Pakistan. Moreover UK should also follow REX system after BREXIT which is convenient to Pakistani exporters.



Sheikh Sultan Rehman, Vice President FPCCI addressing the Webinar on “Promotion of Exports of Non-Traditional Items”

### Promotion of Exports of Non Traditional Items

Pakistan must expand its export basket by exploring market of non-traditional items; this was stated by Sheikh Sultan Rehman Vice President of the Federation of Pakistan Chamber of Commerce and Industry (FPCCI) in a webinar on “Promotion of Exports of Non Traditional Items” organized by FPCCI Head Office Karachi, Regional Office Lahore and Capital Office Islamabad via Zoom Video Conference.

The Webinar was attended by Zubair Baweja, Vice President FPCCI, Mr. Riaz Sheikh, Acting Secretary TDAP, Mr. Zakaria Usman Former President FPCCI, Mr. Saquib Fayyaz Magoon, Former Vice President FPCCI, Ms Qaisra Sheikh Coordinator Women Entrepreneurs, Ms Mehreen Ilahi President Women Chamber of Commerce and Industry District East Karachi and Executive Committee and General Body Members of FPCCI.

While welcoming the participants, Sheikh Sultan Rehman Vice President FPCCI stated that Pakistan’s exports are stagnant between US\$ 20 billion to US\$ 25 billion since many years. He added that Pakistan has limited its exports to few items i.e. textiles, carpets, sports, leather and surgical items which contributed more than 75 percent in exports of Pakistan. At present, Pakistan is facing tough competition from regional countries in terms of cost of production, quality and economy of scale. He underlined the need of promotion of handicrafts, jewelry, softwares, vegetables, fruits, dry fruits, livestock, chemicals, dairy products etc. He also emphasized on exploration of non-traditional market with non-traditional items.

Mr. Riaz Sheikh, Acting Secretary Trade Development Authority of Pakistan (TDAP) appreciated the exports performance of Pakistan which is comparably better than the other countries despite the fact that COVID-19 resulted in lock down of all provinces of Pakistan for three months. Pakistan has started exports of sanitizers and surgical mask to the COVID-19 affected countries. He further informed that TDAP is giving 60% subsidy to non-traditional items and 80% to non-traditional markets. He suggested the need of organizing single country exhibitions/ trade fairs in Central Asian countries, Africa and South America region for marketing of non-traditional items. He also appreciated the role of commercial counselors of Pakistan for deferring the exports contract of Pakistan during the period of COVID-19.

Mr. Zubair Baweja Vice President FPCCI stated that exports is an engine of economic growth and Pakistan can walk on path of economic recovery by enhancing its exports. Mr. Zakaria Usman, Former President FPCCI added that the enhancement of exports is need of the hour for earning of foreign exchange. He underscored the need of incentives to be given by the government on the exports of non-traditional items. He also urged new investment in import substitution in plastic and agro based industries in order to save foreign exchange. At present, per capita consumption of plastic is more than 100 kg in developed countries while it is average 60 kg in Pakistan. He also suggested the government to increase the private sector credit for investment in non-traditional sector.

Ms. Qaisra Sheikh, Coordinator Women Entrepreneurs highlighted engineering sector wherein there is huge potential of exports. She urged for enhancement of participation in exhibitions of non-traditional items. Moreover, Pakistani mission in foreign countries should also market the potential of Pakistan’s non-traditional exports.

Mr. Saquib Fayyaz Magoon Vice President FPCCI highlighted the scope of chemicals for exports of sanitizers and other products during the period of COVID-19. He said that by value-addition Pakistan can become a big exporter of chemical items as well. Ms. Mehreen Ilahi, President Women Chamber District East drew attention toward the export potentials of pink and rock salt, stones, religious items, gems & jewelry, ceramics and handicraft to Europe and African countries. She also urged the participation of women entrepreneurs in handicraft and other specialized exhibitions. The other participants also stated about the potentials of livestock, dairy farming and other products and requested to revive the exports promotion programs like AHAN, SARSO etc.



Sheikh Sultan Rehman, Vice President FPCCI chairing a webinar on "E-Commerce and Digital Pakistan: Prospects and Challenges" at Federation House Karachi.

## E-Commerce and Digital Pakistan: Challenges and Way Forward

COVID-19 has increased the requirement of E-Commerce and Digital Pakistan; this was stated by Sheikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FCCI) in a webinar on “E-commerce and Digital Pakistan: Prospects & Challenges” held at Federation House Karachi, Regional Office Lahore and Capital Office Islamabad via zoom link.

The webinar was attended by Ms Aisha Moriani, Joint Secretary Ministry of Commerce, Mr. Raza Ahmed Sukhera, Project Manager, Ministry of Information Technology, Mr. Shehzad Shahid, Chairman Pakistan Software Houses Association (PASHA), Mr. Talha Nadeem, Senior Analyst, State Bank of Pakistan, Mr. Liaquat Sheikh, Mr. Zain Rafique Project Manager SMEDA, Ms Shamim Rajani, COO Genetech Solutions, Mr. Sultan Hamdani, Maison Consulting & Solutions, Ms Mehreen Illahi, President Karachi Women Chamber of Commerce & Industry (District East), Mr. Altaf Haswani, Sana Safinaz, Mr. Rahim Ali, Ms Jehan Ara, President PASHA Mr. Mehmood Parekh and other prominent businessmen of Pakistan.

While welcoming the participants, Sheikh Sultan Rehman Vice President FCCI emphasized on the implementation of E-Commerce and Digital Pakistan policy for the promotion of E-Business in Pakistan. He added that the COVID-19 has increased online business wherein social marketing also plays a crucial role. Promotion of E-Commerce doesn't need large investment for the promotion of brand and marketing of new products. He also focused to provide awareness to small businesses for utilization of technology as 64% of Pakistan's population is youth which can quickly adopt technology and subsequently promotes IT business.

In her remarks, Ms Aisha Moriani, Joint Secretary Ministry of Commerce updated the participants about important aspects of E-Commerce Policy like Regulation and Facilitation, Financial Inclusion and Digitization through Payment Infrastructure, Empowering Youth and SMEs through Business Support Programs and Trade Development, Customer Protection, Taxation Structure, ICT Infrastructure and Telecom Services in Pakistan, Logistics, Data Protection and Investment and Global Connectivity etc. She also informed about the development of cross border E-Commerce system for promotion of trade and establishment of National E-Commerce Councils for promoting startups, simplifying payment options, reducing disputes and protection of consumer rights.

Mr. Raza Ahmed Sukhera, Project Manager, Ministry of Information Technology also enlightened the participants about development of new softwares, availability of internet access, business facilitation measures, establishment of IT valley, strengthening of R&D in ICT sector, facilitation of SMEs, and start ups etc. He added that there is huge potential in E-Commerce Industry as the Global E-Commerce Sales has reached to US\$ 3.4 trillion while Pakistan E-Commerce Sales stands at US\$ 2 billion. Mr. Shehzad Shahid, Chairman Pakistan Software Houses Association (PASHA) indicated that the IT related exports of Pakistan were increased by 23% last year which reflects the potential of this sector. He added that the government has set target for next three years upto US\$ 5 billion for E-Commerce Sales. Most of the companies working in IT sector are at small scale and we have to increase investment in IT sector. Technology has improved the business environment and we have to improve connectivity and quality of internet service in order to compete globally. Pakistan is currently using cash on delivery system which has to be digital and in this context, banks should come forward with better incentives in order to facilitate digital payments. He informed that Punjab Government has reduced GST to 5 percent on E-payments and other provinces should also adopt similar policy. Moreover, we have to give incentives on buying of Pakistani products which will improve our innovation and ultimately benefit the domestic industry. Pakistan Post is the only company in Pakistan which has largest logistics network which also need facilitation for improving their services and reduction of cost.

Mr. Talha Nadeem, Senior Analyst SBP also suggested enhancement of role of Pakistan Post in Financial Inclusion and urged for enhancement of its penetration for SMEs, freelance and microfirms. Ms. Shamim Rajani COO Genetech Solutions also requested for holding of training sessions on digital marketing particularly for handicrafts and other products of women entrepreneurs. Mr. Altaf Hashwani, Sana Safinaz also updated the houses about growth in their business with E-Commerce domestically to 70 percent. Ms Mehreen Illahi stated about the involvement of E-Business in fashion and handicraft industry.



Sheikh Sultan Rehman, Vice President FPCCI chairing a webinar on "**COVID-19: Trade and Trade Related Measures**" at Federation House Karachi.

### Covid-19: Trade & Trade Related Measures

The Federation of Pakistan Chambers of Commerce and Industry (FPCCI) organized an interactive webinar on “COVID-19: Trade and Trade Related Measures” via Zoom Video link. The webinar was organized by Sheikh Sultan Rehman, Vice President FPCCI along with Engr. M.A. Jabbar, Convener FPCCI Standing Committee on WTO Affairs.

The event highlighted the importance of World Trading Rules of WTO for trade and trade related measures, recognizing the same as an effective tool to sustain the growth of individual member economies and aggregate global economy conducting trade under World Trade Rules. The event also acknowledged the continued role of WTO in providing guidance as to mitigate the adverse effect of decline in global trade affecting the member countries.

Sheikh Sultan Rehman, Vice President FPCCI while opening the debate said that we should watch the ongoing advisory and other guiding role of WTO, which should be under our focus in the COVID-19 situation to remain compliant with the obligations of World Trading Rules. We should also take benefit of the relaxations as are available and agreed to under arrangement of special and emergency clauses allowed by the world trading system under WTO. He further said that the trade and trade facilitated allowances should also be capitalized for making appropriate pressure on public sector to structure the temporary policies towards the gain of trade and economy in present economic crisis generated by declining world trade due to COVID-19. He said that the successful temporary policies may eventually convert into permanent policies for time to come to conduct World trade.

Engr. M.A. Jabbar, convener FPCCI Standing Committee on WTO Affairs said that Pakistan was moving in accordance with the requirements of WTO during past and the same spirit needs to be continued. Once the situation is settled and becomes normal, the rules of world trading application will generate complaints in WTO against countries which are not following the applied rules. He said that Ministry of Commerce, Ministry of Industries & Production, Ministry of Agriculture, Ministry of IT & Telecom, bodies like PSQCA and IPO have been extending knowledge based contributions for taking up policy stance by our WTO mission in Geneva. Due to weak interest and deactivation of United States in WTO affairs, the WTO system working for further agreed positions became less relevant but we should always prepare ourselves for facing the normal working system of WTO for trade conducting. He further said that WTO is presently asking and guiding member countries to help their economies through trade related supporting measures which includes alignments of fiscal, monetary, trade policy reviews as well as other regulatory functions in such a way that the concessions extended should suit the domestic trade related measures to help the economic recovery in crisis like situations being faced in COVID-19.

The participants included from Ministry of Finance, Ministry of Commerce, Trade Development Authority of Pakistan (TDAP), Applied Economic Research Center (AERC) and trade bodies. Mr. Sohail Hanif, Joint Economic Adviser Ministry of Finance said that we are continuously endeavoring to make fiscal adjustments through FBR as well as providing budget lines for tax refunds and have been fully engaged in convincing SBP to take appropriate measures for reducing the cost of exports and domestic commerce beside providing other refinance facilities to off load the pressure from the manufacturing and trade units to reduce the cost push generated by CoVID-19 situation. Mr. Shahid Sattar, Secretary General of All Pakistan Textile Mills Association (APTMA) said that our main concern is the fiscal related ease which is to have in-time settlement of refunds of taxes, which also appears to be in alignment with the guidance of WTO for member countries to make all the fiscal adjustments to mitigate the effects of the CoVID-19. Representative from Faisalabad CCI also said that the promised automation system on refunds in-time is still not in place and asked for the same to be installed on urgent basis as to help the manufacturers to manage its cash flow. Mr. Zaka ur Rehman Chairman of Pakistan Pharmaceutical Manufacturer Association (PPMA) said that they look forward for ease in regulatory framework in respect of imports of raw materials from the traditional destinations so that the present exports of \$300 million pharma products can be enhanced to likely to \$2 billion in near future. He also requested for a new round of meetings in MoC to help in reducing the regulatory burden coming in the way of access to raw materials in manufacturing of pharmaceutical products.

Dr. Amir Hussain Siddiqui from Academia said that we have opportunities and threats in the present situation. We are under the ongoing departure in trade of goods & services, which may be considered to be analyzed towards the need of export diversification in order to expand the present limited horizon of our exports focused on traditional goods being demand driven and are adversely affected under the present crisis affecting the reduction in demand. He further recommended that on the entire policy making in respect of business, the private sector should be completely involved so that the practical terminology of calling government as facilitator becomes practical for private sector which has all the knowledge related to types of business and destinations of imports as well as exports.





Mian Anjum Nisar, President FPCCI and Sheikh Sultan Rehman, Vice President FPCCI addressing FPCCI webinar on **“Halal Industry in Pakistan: Potentials and Challenges”**

## Halal Industry in Pakistan: Potentials and Challenges

The consumption of halal goods and services is mandatory requirement of Muslims, this was stated by Mian Anjum Nisar, President of the Federation of Pakistan Chambers of Commerce and Industry in a webinar on "Halal Industry in Pakistan: Potentials and Challenges" held at Federation House Karachi and Regional Office Lahore via zoom link.

The webinar was organized and conducted by Sheikh Sultan Rehman, Vice President and attended by Vice Presidents FPCCI Dr. Muhammad Arshad and Qaiser Khan, Muhammad Ali Mian, Coordinator, FPCCI Regional Office Lahore, Eng M A Jabbar Former Vice President FPCCI, Nasser Hayatt Magoon, Former President Karachi Chamber of Commerce and Industry, Shaukat Ahmed Former Sr. Vice President FPCCI, Dr. Akhtar Ahmed Bughio, Director General, Pakistan Halal Authority, Representative of Punjab Halal Development Authority, Mufti Yousaf Abdul Razaq, CEO SANHA Halal Associates, Muhammad Zubair Mughal, Research Associate, Halal Research Council, Muhammad Awais Khan, Managing Director, Global Halal Services, Mr. Asad Sajjad Convener FPCCI Standing Committee on Halal goods and Services, Mufti Zeeshan Abdul Aziz, CEO International Halal Certification (Pvt) Ltd, Ms Sehrish Zuberi, Renaissance Inspection & Certification Agency (Pvt.) Ltd and Syed Farrukh Mazhar, Managing Director F&M Inspections.

Mian Anjum Nisar, President FPCCI stated that globally the halal industry is expanding more rapidly in non-Muslim nations compared to Muslim nations due to safer, hygienic, reliable and nutritious products. He further added that the volume of global halal trade is more than US\$ 3 trillion but the share of Pakistan is very minimal. He emphasized on the need to increase the halal food production and exports of semi-cooked meat which is in highly demand in China and other Far East countries.

In his remarks, Sheikh Sultan Rehman, Vice President FPCCI stated that Halal industry has emerged into fast growing industry; attracting 2.4 billion people from all over the world. Pakistan, with a huge Muslim population, stands a chance of becoming a global hub for halal business, if the government pays attention to this industry. While quoting the statistics, he added that the trade of Halal industry has crossed three trillion dollars but the share of Pakistan is negligible (0.25 percent). He further stated that Pakistan has direct access to 470 million consumers of halal products in Central Asia, Middle East and Europe; we may achieve great success, if we adopt proper strategy and planning for establishing this industry. This industry is not limited to foods and beverages; but includes pharmaceutical, food services, cosmetics, financial services, logistics, tourism etc, he added. Dr. Akhtar Ahmed Bughio, Director General, Pakistan Halal Authority stated that standardization and conformity of halal products is need of the hour to increase halal sector related exports. He added that halal is value addition and we need to modify our standards as per international requirement. He informed that there is huge demand of Pakistani Gelatin to be used in halal medicines in Muslim countries. At present, only 5-6 companies are working in this sector and Pakistan is importing 75 million Gelatin capsule. A Representative of Punjab Halal Development Agency informed that Halal standards are not uniform in all countries which increase the cost of production and exports. There is need of development of one organization at OIC level which should develop their own rules and procedures of halal exports.

Dr. Muhammad Arshad Vice President FPCCI highlighted the potentials of halal meat which is highly demanded internationally due to texture and taste. He also informed that there is huge market of Pakistani meat in neighboring countries i.e. Afghanistan and Iran which can be explored by making investment in cattle farming and slaughterhouses. Muhammad Ali Mian Coordinator FPCCI Regional Office Lahore said that halal products cannot be deemed fully halal if they are produced through a process that is not entirely Shari'a compliance. A product will only be halal if its production and ingredients from start to finish, packaging, transportation and procedures are halal. As it happens, many halal manufacturers use interest-based borrowing or other Shari'a-repugnant methods of finance, therefore their products cannot be considered 100% halal. Muhammad Awais Khan, Managing Director, Global Halal Services focused on the expansion of Pakistan Halal Development Council and requested to ban self-developed halal logo which is creating problems in halal export. Mufti Zeeshan Abdul Aziz, CEO International Halal Certification (Pvt) Ltd added that Pakistan has complete system of standardization which is internationally accepted by other countries.

Moreover, there is a need of approval of Pakistan's certification by other countries. Moreover, PSQCA should be strengthened to fulfill the mandatory standards requirement of other countries. Muhammad Zubair Mughal, Research Associate, Halal Research Council proposed to introduce halal in tourism sector wherein Pakistan can earn millions of dollars. Eng. M. A. Jabbar Former VP FPCCI underscored the need of development of Halal food industries through extending fiscal, monetary, trade policy adjustments along with regulatory framework. He further stated that Halal Development Authority should engage in facilitating mutual recognizing agreements on SPS to provide market access to our halal products. Mufti Yousaf Abdul Razaq, CEO SANHA Halal Associates informed that Europe is currently generating 80 percent of global halal revenue and Pakistan has an opportunity to increase its export of halal commodity as 90 percent of our raw material are halal. He urged the government to give tax and monetary incentives to investors for promoting halal brands like other nations Brazil, Thailand, Indonesia, Malaysia etc. Moreover, Pakistan has to participate in international halal exhibitions for promotion of Pakistani products.



Sheikh Sultan Rehman, Vice President FPCCI chairing the webinar on "Textile Industry in Pakistan: Challenges and Way Forward"

## Textile Industry in Pakistan: Challenges and Way Forward

Government must formulate long-term, durable and consistent policies to combat the declining trend in the textile manufacturing and our exports around the world, this was stated by Sheikh Sultan Rehman Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) in an interactive webinar on “Textile Industry of Pakistan: Challenges & Way Forward” organized by FPCCI Head Office Karachi via Zoom video link.

The webinar was attended by Representative of All Pakistan Textile Mills Association (APTMA), Chaudhry Muhammad Nawaz, Chairman Pakistan Cotton Power Looms Association, Mr. Naqi Bari, CEO Bari Textile Mills, Ms. Qaisra Sheikh, Coordinator-Women Entrepreneur FPCCI, Mr. Danish Javed, Executive Committee Member FPCCI, Ms. Shagufta Rehman, Senior Vice President Women CCI Lahore and members from different trade bodies of Pakistan of the textile and related sectors.

While welcoming the participants, Sheikh Sultan Rehman Vice President FPCCI said that since 1950s, the textile sector of Pakistan has been the main driving force of our economy, with more than 60% share in our total exports and offers employment to almost 40% of our work force. However, there has been decline in our manufacturing as well as exports of textile products in recent years. He further said that government must take immediate measures for the timely refunds of sales and income tax, issuance of income tax exemptions on utility bills, and resolve issues faced by this export-oriented sector as these measures will help control the liquidity crunch faced by the stakeholders who are already facing hardship in the prevailing economic conditions.

During the discussion, Mr. Naqi Bari, CEO Bari Textile Mills said that decline in the production of cotton have increased the cost of manufacturing textile products which have ultimately affected our exports Pakistan. He further said that we must increase our cotton production along with value addition to increase our exports. Mr. Danish Javed, Convener FPCCI Standing Committee on Bed wear said that Bangladesh studied from our success in the textile sector and implemented effective policies which helped their textile sector and economy to grow a lot. He further said that we demand the exemption of import duties on spare parts for textile machinery as well as restoration of zero rating which have created severe liquidity crunch for the textile exporters. Chaudhry Muhammad Nawaz, Chairman All Pakistan Cotton Power Looms Association said that this sub-sector is mainly comprised of SMEs who are severely affected in present times and needs special support from government to revive again. He further highlighted that commercial banks are reluctant to extend loans and financing schemes to SMEs particularly in Faisalabad. Mr. Nawaz on this occasion appreciated the initiative of FPCCI of taking all the stakeholders under one roof through video link for discussion on this important topic.

Representative from APTMA also said that issues of regionally uncompetitive industrial tariffs as well as high turnover taxes are one of the few major reasons of continuous decline in the manufacturing of textile in the economy. He further said that we should learn from the examples of Bangladesh and Vietnam who timely addresses these issues and now their textile sectors are playing an important role in their economic development. Ms. Qaisra Sheikh, Coordinator Women Entrepreneurs FPCCI said that FPCCI is the most relevant platform for the business communities to address these issues. Ms. Shagufta Rehman, Senior Vice President Women CCI Lahore stated that government must extend support to women entrepreneurs particularly belonging to textile sector. Taking the opportunity, she also identified the issue of commercial banks’ reluctance to release the loans schemes to women entrepreneurs.

Concluding the event, Sheikh Sultan Rehman, VP FPCCI invited all the stakeholders belonging to this essential segment of the economy to send their suggestions and proposals so that same can be pursued with relevant government departments.



Mian Anjum Nisar, President FPCCI chaired the webinar on "**Issues and Challenges faced by Women Entrepreneurs**" organized and conducted by Sheikh Sultan Rehman, Vice President.

## Issues and Challenges Faced by Women Entrepreneurs

“Increased share and willingness of Women Entrepreneurs in the economic development is highly appreciable, government and SBP have designed effective policies and financial schemes for women entrepreneurs, however compliance on the same by Commercial banks is not satisfactory”, This was stated by Mian Anjum Nisar, President FPCCI in an interactive webinar on “Issues and Challenges Faced by the Women Entrepreneurs” organized by FPCCI Head Office Karachi.

The webinar was facilitated and conducted by Sheikh Sultan Rehman, Vice President FPCCI, Mr. Qaiser Khan Daduzai, Vice President FPCCI, Ms. Qaisra Sheikh, Coordinator Women Entrepreneurs FPCCI, Ms. Mehreen Ilahi, President WCCI Karachi East, Dr. Fouzia Hameed, President WCCI Karachi South, Ms. Nazli Abid Nisar, Former VP FPCCI, Ms. Naima Ansari, Former VP FPCCI, Ms. Masuma Sibtain, Former VP FPCCI, Ms. Shagufta Rehman, SVP WCCI Lahore, and a large number of women entrepreneurs and members of different Women Chambers from all over Pakistan.

Discussing the challenges faced by the women entrepreneurs, President FPCCI further shared that SBP had approached FPCCI to provide the data of the women business owners which will be utilized to provide financial reliefs to our hardworking businesswomen. Appreciating the efforts of women entrepreneurs, Sheikh Sultan Rehman, Vice President FPCCI demanded equal opportunities, level playing field and financial assistance to the Women Entrepreneurs to survive in the present economic conditions. He said that FPCCI through its Women Standing Committees and WCCIs across Pakistan extending cooperation to the female business owners in the country. Mr. Qaiser Khan, Vice President FPCCI invited the participants in the upcoming workshops to be conducted by FPCCI Capital office Islamabad in coordination with TDAP to share awareness regarding the loans under Export Development Fund (EDF) to women owned businesses. Mrs. Shahla Isavya, Women Wing, TUMSIAD Pakistan is a Turkish organization working to increase trade between Pakistan and Turkey and said that her organization is very much willing to coordinate with Pakistani women entrepreneurs to access Turkish market.

Prof Dr. M. Shahid Qureshi, Program Director AMAN Centre for Entrepreneurial Development-EBA appreciated FPCCI for organizing this webinar and said that finance is indeed a primary need to run a business, but we must also focus to develop business and entrepreneurial abilities in our female business owners. While discussing the problems faced by the Women Entrepreneurs, Ms. Qaisra Sheikh said that collateral and interest free loans must be provided to the small and micro level business owners. Furthermore, she highlighted the non-cooperative attitude of commercial banks towards the women entrepreneurs. Ms. Nazli Abid said that the pandemic and recent devastating rain and flooding in Karachi have severely affected the small and micro level businesses run by women who needs urgent and utmost financial assistance from government to survive in the market.

Ms. Mehreen Ilahi highlighted major issues including access to finances, lack of capacity building and market knowledge, issues and cost of transportation for micro level business owners in remote areas etc. She urged that a special task force should be formulated by government to resolve these issues on war footing. Ms. Naima Ansari said that indeed finance is the main issue that we are facing currently, however, individual's will, non-compliance with documentary requirements and capacity building is what we need to expand our outreach on the basis of which we can demand government to provide us the required financial assistance.

Ms. Masuma Sibtain also endorsed the issues highlighted in the discussion and mentioned that FPCCI published a policy document “Women National Business Agenda” including the issues and recommendation, and in continuation to our efforts SBP launched the credit policy for women entrepreneurs. Ms. Shabana Asif proposed that all WCCIs should submit a joint proposal to the government from the platform. She further said that we as WCCIs must also ensure proper documentation of the members.

Aspiring entrepreneurs and members of WCCI including Ms. Farzana Kousar, Ms. Amna Khurram, Ms. Iqra Saqib, Ms. Sadia Khurram, Ms. Faiza Nabeel, Ms. Zeenat Soboohi, actively The Concluding the event, Sheikh Sultan Rehman proposed to organize “All Pakistan Business Women Convention” for increased cooperation and interaction amongst the WCCIs and female business community of Pakistan. The participants unanimously demanded the government to provide financial grants upto PKR 0.5 million and interest/collateral free loans upto PKR 5 million to all SMEs and Women Entrepreneurs.



Sheikh Sultan Rehman, Vice President FPCCI chairing the webinar on “Geo-Political Challenges Faced by Pakistan”

## Geo-Political Challenges Faced by Pakistan

“Pakistan has high geographical as well as geo-political significance in the region which should be utilized diplomatically to ensure our social and economic development in the region, stated by Sheikh Sultan Rehman, Vice President FPCCI during and interactive webinar on “Geo-Political Challenges Faced by Pakistan” organized by FPCCI Head Office Karachi.

The webinar was organized and conducted by Sheikh Sultan Rehman and attended by senior analyst of international relations, economist etc. including Ms. Qaisra Sheikh, Coordinator Women Entrepreneurs FPCCI, Prof. Dr. Shaista Tabassum, Chairman Department of International Relations, University of Karachi, Dr. Aghar Ali Research Economist from Applied Economics Research Centre (AERC), Dr. Seema Shafique Khan, Director PITAD, Prof. Dr. Abdul Jabbar, President Pakistan society of Neuro Scientist, Mr. Nasser Hyatt Magoon, former President Karachi CCI, Mr. Amjad Rafi, Chairman Pakistan-Turkey Business Council of FPCCI and Dr. Saba Sheikh.

While sharing views on the topic, Sheikh Sultan Rehman said that Pakistan has tricky diplomatic relations with Afghanistan, Iran and particularly India on Issue of Kashmir, increasing international influence of China, the position of USA in the global arena, acceptance of Israel by some gulf nations are a few incidents in the recent history which have changed the paradigm of geo-politics globally.

While discussing, Qaisra Sheikh, said that military, economic stability, ideological leadership and good governance are the four pillars of a strong nation, Pakistan is lucky to have a strong military however economic growth, strong leadership and good governance will raise our significance in the region. While briefing the participants about the present day geo-political challenges faced by Pakistan on different fronts, Prof. Dr. Shaista Tabassum briefly discussed the geo-political challenges Pakistan is facing due to continuous terrorism, Pak-Afghan relation, Pak-Iran relations and its impact on our economic and political ties with the USA, the emerging scenario in Middle East with regards to Israel and most importantly Pakistan-India inherited cold war on Kashmir dispute. She said that the present global political scenario demands our strong diplomatic presence on international platforms.

Dr. Asghar Ali said that Covid-19 has taught us that import dependency and dependence on remittances from Middle East are one of the reasons that are making our geo-political position weak. While expressing her views, Dr. Seema Shafique Khan said that Pakistan is in no position to escape or evade from the emerging geo-political challenges and must realize that no economy can survive in isolation in the global village. Further highlighting the importance of China Pakistan and CPEC, she said that China is the only power that can contain increasing influence of India in our region and we must manage this with effective diplomatic strategies.

Prof. Dr. Abdul Jabbar said that a weak economy cannot project influence in the region. Talking about the issues faced by Pakistan internally, he stated that horizontal and vertical polarization is breaking our internal strength and Pakistan has to become strong internally to emerge as a influencing nation in external affairs. Naser Hyatt Magoon highlighted the significance of Pak-China relations and CPEC in our efforts to gain a better of stronger influence on geo-political arena. Concluding the event, Sheikh Sultan Rehman urged that we must keep our house in order to fight the challenges on the regional and international front.





Sheikh Sultan Rehman, Vice President FPCCI conducting the webinar on "**Exploring Trade Potentials in Islamic World: Opportunities and Challenges**" at Federation House Karachi.

### Exploring Trade Potentials in Islamic World: Opportunities & Challenges

Muslim countries have enormous resources and potentials to succeed, but the task is to translate these potential into real asset. Promotion of economic linkage within the Muslim communities by creating opportunities could help generate greater flow of capital from within and beyond the Islamic world, this was stated by Sheikh Sultan Rehman Vice President FPCCI in webinar organized by Federation of Pakistan Chambers of Commerce and Industry (FPCCI) at Federation House Karachi, Regional Office Lahore and Capital Office Islamabad via Zoom link.

The webinar was organized by Sheikh Sultan Rehman Vice President FPCCI and attended by Khurram Ijaz Vice President FPCCI, Amjad Rafi and Nasser Hayatt Magoo, Former Presidents Karachi Chamber of Commerce and Industry, Ms Aliya Jaffer, Assistant Secretary General Islamic Chamber of Commerce, Industry and Agriculture (ICCIA), Shabana Asif Sr. Vice President Women Chamber of Commerce and Industry, Ms Unisa Deputy Secretary, Ministry of Commerce and the Pakistan's Trade Missions in Turkey, Oman, Qatar, Jordan, Indonesia and Tajikistan.

In this remarks, Sheikh Sultan Rehman Vice President FPCCI stated that absence of unity among the OIC Countries is a biggest challenge in the present uncertain political and economic situation in Islamic countries. He added that OIC which is the second largest bloc of the world represented one fourth of total land with 4.1 percent of the world population. While highlighting the statistics, he added that the collective GDP of OIC is US\$ 6.5 trillion with average per capita income US\$ 7,189. He further added that the intra-regional trade among the OIC Countries is 17.5 percent of total trade of OIC Countries while the intra-region FDI stood 2-3% of GDP. He also highlighted the World Islamic Economy figures that Muslim spent US\$ 2.2 Billion on Food, lifestyle and tourism which is growing 5-6 percent annually which indicates the potentials of halal industry. While commenting on Pakistan relations with Muslim World, he stated that Pakistan has strong and significant relations with all Muslim relations at political level but these relations are not reflects in terms of trade volume despite the fact that there is huge potential of trade due to geographical proximity, religion and cultural ties, similarities and availability of natural resources. The reason behind the low level of trade is lack of information sharing and low level of interaction among the private sector of Pakistan and OIC countries. He stated that among OIC member states, Pakistan has signed FTA only with Malaysia and PTAs with Indonesia Mauritius and Iran.

During the discussion, Mr. Muhammad Salman Ali, Trade and Investment Attache of Pakistan in Qatar stated that value added food products, pharmaceutical, construction material and agro based product has huge export opportunities to Qatar. FPCCI and TDAP should regularly participate in the exhibitions organized by Qatar for the enhancement of trade. Mr. Khadim Ali, Trade and Investment Attache of Pakistan in Jordan stated that Qatar is a consumer market and is importing rice, meat, fruits, sugar, tea, coffee, textile fabric, plastic items, ceramics etc wherein there is potentials for Pakistan to export. Currently, India and Europe is penetrating in Jordan and share of Pakistan in Jordan's trade is less than one percent. Mr. Bilal Pasha, Consul General of Pakistan in Turkey added that there is no operational trade agreement among 57 countries of OIC which is the main reason of low intra-regional trade. Market access, connectivity, transportation, financial connectivity and B2B connectivity are challenges which Pakistan faces in trade with Islamic Countries. Turkey is advance in science and technology and there is scope of collaboration for both countries in light engineering, chemical, agriculture, leather and textile. Ms Fauzia Perveen, Trade and Investment Attache of Pakistan in Indonesia stated that there are huge non-tariff barriers in terms of import license, quality requirements etc. Pakistan and Indonesia operationalized Preferential Trade Agreement in 2013 which is mainly benefiting Indonesia. Lack of shipping lines is another issue and almost 20-25 days are required for trade with Indonesia. Dates, meat and ethanol has potentials of exports towards Indonesia. Mr. Rashid Imtiaz, Commercial Secretary of Pakistan in Tajikistan stated that Tajikistan is gateway to Central Asia and Pakistan is mainly exporting sugar and importing cotton from Tajikistan. Connectivity is the main issue due to uncertain situation in Afghanistan. Ms Aliya Jaffer, Assistant Secretary General of ICCIA also suggested replicating of border trade of TOBB by other Islamic countries.

Mr. Muhammad Hanif Bashir, Commercial Consellor of Pakistan in Oman informed that India and China is aggressively marketing their products in Oman as Oman is mainly importing country. He also suggested regular holding of Joint Business Council meeting with respective country by FPCCI and participation in trade fairs and exhibitions. During the question- answer session, Mr. Amjad Rafi, Former President Karachi Chamber of Commerce and Industry also inquired about the trade agreements of Jordan with Turkey and Egypt and TIR conventions.



Sheikh Sultan Rehman, Vice President FPCCI addressing the interactive webinar on "Cyber Security: Threat to Digital Pakistan" at Federation House Karachi.

## Cyber Security: Cyber Threats to Digital Pakistan

The Prevention of Electronic Crime Act, (PECA) 2016 does not include so many important aspect of cybercrimes being committed in our country, stated by Sheikh Sultan Rehman, Vice President FPCCI during an interactive webinar on “Cyber Security: Threats to Digital Pakistan” organized by FPCCI Head Office Karachi.

The webinar was attended by Mehmood ul Hasan, Deputy Director National Response Centre for Cyber Crime (NR3C)-FIA, Bilal Abbasi, Director IT, Ministry of Information Technology and Telecom, M.A. Zaeem, Deputy Director Cyber Crime Wing FIA, Ammar Jaffri, Founder President Pakistan Information Security Association, Qazi M. Misbah uddin, CEO Pak-CERT, Zaheema Iqbal, Cyber Security Policy Researcher, Bahria University, Mehreen Ilahi President Karachi WCCI (East) and Mohsin Sheikh, MD Trillium Information Security System.

While chairing the webinar, Sheikh Sultan Rehman emphasized on the strong and timely implementation of PECA 2016 which can reduce the already increasing rate of cyber crimes in the country. He further mentioned that improved infrastructure for cyber security is not only important for the financial and social safety of the people, but it is also essential to fight the cyber warfare.

During the discussion, M.A. Zaeem said that increased cyber security is the need of the time to decrease the cyber crime in our country. He further requested the business community to realize the significance of cyber and information security.

Ammar Jaffri that suggested FPCCI to establish FPCCI-CERT and offered his technological expertise for the business community. Bilal Abbasi said that the ministry of IT is working on the draft Personal Data Protection Bill which will be an authentic framework of cyber security in the country. He also endorsed the establishment of FPCCI-CERT. Mehmood ul Hassan said that implementation of the law is an equal responsibility of public and private sector and events like these will improve the coordination between both. He also said that technology moves really very fast and our public sector have to move at the same pace to fight the modern day challenges.

Zaheema Iqbal highlighted the significance of awareness, regulation and data governance in order to improve our cyber security infrastructure. Qazi Misbah Uddin recommended to apply penalties on companies on their weak information security systems which will reduce the cyber crime in the country. Mohsin Sheikh said that we as a country must focus on legislation, regulation and certification to strengthen our information and cyber security infrastructure.

While concluding the webinar, Sheikh Sultan Rehman offered collaboration with NR3C and Ministry of IT to conduct workshops and seminars to spread awareness amongst the business community regarding the importance of strong cyber and information security.



Sheikh Sultan Rehman, Vice President FPCCI chairing the webinar on **“Corporate Governance: Issues & Challenges in Pakistan”**

## Corporate Governance: Issues & Challenges in Pakistan

Good Corporate Governance stands on the principle of transparency, accountability, responsibility and fairness; this was stated by Sheikh Sultan Rehman Vice President of the Federation of Pakistan Chambers of Commerce and Industry in a webinar on “Corporate Governance : Issues and Challenges in Pakistan, held at Federation House Karachi via Zoom link.

The webinar was attended by Former Presidents Karachi Chamber of Commerce and Industry Mr. Amjad Rafi and Naser Haytt Magoon, Prof. Dr. Abdul Jabbar, Mr. Ahsan Jamil, CEO, Pakistan Institute of Corporate Governance, Mr. Daulat Ram, Chairman Hyderabad Small Chamber of Commerce and Industry, Eng. M A Jabbar, Former Vice President FPCCI, Mr. Abdul Qayyum Raza, Secretary General Faisalabad Chamber of Commerce and Industry, Mr. Amanullah Representative of Pharmaceutical & Homeopathic Association, Iftikhar Ghani Vohra Deputy Convener Standing Committee on SMEs and Shabana Asif, Executive Committee Member from Women Chamber etc.

While welcoming the participants, Sheikh Sultan Rehman Vice President FPCCI stated that good corporate governance contributes to sustainable economic development by enhancing the performance of companies, reinforcement of property rights; reduces vulnerability of the financial crises, reduces transaction cost and cost of capital and leads to capital market development. Corporate governance has been adopted as one of twelve core best-practice standards by the international financial community. He also highlighted the reforms taken by the government to improve the regulation of corporate governance in 2017, including the updates to the Companies Act, the issuance of the Listed Companies (Code of Corporate Governance) Regulations and updates to the Public Sector Companies (Corporate Governance) Rules 2013. He also discussed the family legislation in the management of public and private company and talked about draft of new code of corporate governance for public listed companies under which the chairman shall be elected subject to such terms and conditions and responsibilities as provided and the board of directors shall appoint chief financial officer, company secretary and head of internal audit of companies for enhancing transparency and efficiency in the companies.

Prof Dr. Abdul Jabbar urged restructuring of Security Exchange Commission of Pakistan, Competition Commission of Pakistan and State Bank of Pakistan in order to improve the role and investment environment of Corporate Governance in Pakistan. He emphasized on the reforms with the assistance of private sector so that in these three organizations work collectively for good corporate governance in Pakistan. He highlighted the vulnerable picture of Sindh which is severely affected during the recent monsoon season due to lack of good governance and infrastructure.

Mr. Ahsan Jamil, CEO, Pakistan Institute of Corporate Governance underscored the need of improvement in corporate governance wherein private sector can play a leading role. He informed that COVID-19 has changed the working environment and now challenges related to health and safety has increases. There is lack of long term planning in Pakistan which has created environment and climate related problems. He added that Corporate Governance is a social requirement for society in addition to legal requirement.

Eng M A Jabbar, Former Vice President FPCCI underlined the need of monitoring of implementation of corporate governance rules which were developed in 2002 and are very comprehensive. He stated that family legislation always dominate in the corporate sector while in develop countries it is not more than 25 percent. He also suggested amendment in the Company Act, 2017 regarding classification of companies according to Corporate Governance Rules and the Chairman and CEO of the company should be elected/appointed separately by the Board of Directors. He also emphasized on the need of creation of awareness in the management of companies. Other participants also expressed their views and emphasized on good corporate governance. While concluding the webinar, Sheikh Sultan Rehman urged the government and the private sector to work together for better corporate Governance leading for a better economic and social development.



Sheikh Sultan Rehman, Vice President FPCCI addressing the webinar on "Poverty Alleviation in Pakistan: Challenges and Way Forward" at Federation House Karachi.

## Poverty Alleviation in Pakistan: Challenges & Way Forward

Poverty alleviation has not attained the level of political priority in Pakistan given its importance and urgency stated by Sheikh Sultan Rehman, Vice President FPCCI during an interactive webinar on “Interactive Webinar on Poverty Alleviation in Pakistan: Challenges and Way Forward” organized by FPCCI Head Office Karachi. He further said that poverty alleviation is not an option, and all the segments of the society must realize their responsibility towards the alleviation of poverty from the country.

The meeting was attended by representatives from leading public and private organizations including Dr. M. Ali Kemal Economic Policy Adviser from Sustainable Development Goals (SDG) Support Unit GoP, Dr. Shahid Hussain Javed Senior Economist from State Bank of Pakistan, Mr. Jawad Rehmani representative from National Rural Support Program, Ms. Maryam Anas Ganaie from Small Medium Enterprises Development Authority, Ms. Aisha Salma & Mr. Shehryar Shahid from Pakistan Poverty Alleviation Fund, Ms. Madiha Hasan, Provincial Focal Person from Benzair Income Support Program, Engr. M.A. Jabbar, Former VP FPCCI, Prof. Dr. Abdul Jabbar, renowned Economist, Ms. Nazli Abid Nisar, Former Vice President FPCCI, Commodore (R) Sadeed A. Malik Kashmir, Dy. Convener FPCCI Standing Committee on Technical & Vocational Education & Training and Pir Muhammad Yaqub Chishti.

During the discussion, Mr. M Ali Kemal highlighted the different techniques for poverty data collection in Pakistan, at present around 24% of our population is living below the poverty line while 19% are the vulnerable. He further encouraged strong coordination between public and private sector for the economic development and poverty alleviation in the country. Sharing the details regarding the initiatives taken by SBP, Dr. Shahid Hussain Javed said that all the financing schemes of SBP aim to generate economic activities which are essential to provide income generation opportunities for the poor. Ms. Aisha Salma was of the opinion that government’s target to reduce poverty rate from 24% to 19% can be achieved by inclusive growth, participation of women in the economy and education. Appreciating FPCCI, Ms. Salma further said that private sector must play its social responsibility to the maximum. Ms. Madiha Hasan shared that BISP disbursed around PKR160 million during lockdown. She also said that apart from providing cash assistance, Ehsaas Ministry is also working on education, nutrition, awareness on population control in the rural and remote areas. Ms. Maryam Anas highlighted the significance of SMEs and said that promotion of micro, small and medium enterprises is an important tool for dignified employment generation for the poor and unskilled/less educated class of population. Mr. Jawad Rehmani said that NRSP is working at grass root level for the community development, education, health and the entire primary and secondary aspects of increasing poverty in rural areas.

Engr. M.A Jabbar said that the available data related to poverty measurement in the country is not accurate and expressed his concern over the increasing rate of vulnerable in the country. He further suggested the need of correct utilization and mobilization of resources to the lowest to get positive outcome from government’s poverty alleviation strategies. Prof. Dr. Jabbar criticized the performance of public sector organizations and ministries working for poverty alleviation in country and stressed the need of taking purchasing power parity (PPP) while measuring poverty strong public-private partnership and political will for the better of the poorest segment of the population. Mr. Sadeed Anver Kashmir emphasized on the need of effective poverty alleviation policies particularly for the people depending upon the agriculture income sources. Pir Yaqub identified the significance of population control in the process of poverty alleviation in a country. Ms. Nazli Abid Nisar suggested financial support to the micro level workers without which it will be difficult for the government to contain and reduce the poverty in Pakistan.

While concluding, Sheikh Sultan Rehman said that the government cannot alone reduce the poverty in our country and hence it’s the social and religious responsibility of private sector, community and civil society and they must work together for the alleviation of poverty.





Mian Anjum Nisar President FPCCI addressing the **Webinar on Problems Faced by Cotton Industry in Pakistan** organized by the Center for Global & Strategic Studies (CGSS), Islamabad chaired by Syed Fakhar Imam, Federal Minister for National Food Security and Research. Sheikh Sultan Rehman Vice President FPCCI is also present in the picture.

## Webinar on “Problems faced by Cotton Industry in Pakistan” by Center for Global Strategic Studies (CGSS)

On 10<sup>th</sup> August 2020, Center for Global & Strategic Studies organized a webinar on “Problems Faced by the Cotton Industry in Pakistan” to discuss the various issues faced by the cotton industry in Pakistan including the production challenges, quality deterioration of cotton and the limited variety of seeds in the Cotton Industry of Pakistan. The webinar was commenced by Major Gen Syed Khalid Amir Jaffery (Retd), President, CGSS and moderated by Lieutenant Colonel Khalid Taimur Akram (Retd), Executive Director, CGSS.

**Syed Fakhar Imam**, Federal Minister for National Food Security and Research-informed the participants regarding the shift of farmers from cotton to other crops due to the minimum support price provided to the cotton crop. Moreover, Mr. Fakhar Imam mentioned that due to the high contamination rate of the cotton produced in Pakistan, the export of the Cotton gets affected. He also stated that the most important factor which affects the cotton quality in Pakistan is the Seed Quality.

**Mian Anjum Nisar, President**, Federation of Pakistan Chambers of Commerce & Industry mentioned that Cotton production not only supports the overall agriculture sector but it also, directly and indirectly, supports the various industries of Pakistan. Additionally, he mentioned that cotton contributes (directly and indirectly) to 50 percent of the total exports of Pakistan. Lastly, Mr. Anjum Nisar mentioned that to compete at the global level, the input cost of the cotton has to be reduced taxes on agriculture inputs, sales tax on pesticides, fertilizer should also be removed. Agri-research centre also need to produce high quality seed and ginning technology should also be improve with the help of China.

The Webinar was attended by 50 participants who included prominent businessmen from relevant sectors, Academicians, and others including Sheikh Sultan Rehman Vice President FPCCI, Dr. Jassu Mal, Former Chairman, Pakistan Cotton Ginners Association, Prof. Dr. Asif Ali, Vice-Chancellor, MNS-University of Agriculture, Multan, Mian. Zahid Hussain, Convenor, Federation of Pakistan Chambers of Commerce & Industry, Prof. Dr. Muhammad Iqbal, Department of Plant Breeding and Genetics, Islamia University of Bahawalpur, Lieutenant. Colonel Saadullah Tashmatov, Charge de Affairs/ Defense Attache, Embassy of Uzbekistan.



Sheikh Sultan Rehman, Vice President FPCCI chairing a **webinar on Raising Capital through Pakistan Stock Exchange** at Federation House Karachi. Also seen in the picture are Mian Nasser Hyatt Magoo, Former President Karachi CCI and Ms. Raeda Latif, GM Marketing GEM Board.

## **Zoom Meeting on GEM Board by Pakistan Stock Exchange (PSX) on Raising Finance through PSX**

Pakistan Stock Exchange continues its industry awareness campaign for small and medium enterprises. In this regard, an awareness session webinar was held in collaboration with Federation of Pakistan Chambers of Commerce & Industry (FPCCI) via Zoom platform on Growth Enterprise Market (GEM) board and benefits of listing at PSX.

In the webinar, eligibility criteria for companies listing on the GEM board, complete process of listing, compliance requirements, and post-listing trading mechanism on GEM board were discussed.

The Securities and Exchange Commission of Pakistan (SECP) has approved listing regulations of the Growth Enterprise Market (GEM) Board to enable and facilitate small and medium enterprises (SMEs), green field projects, tech start-ups and other companies to conveniently get listed on the Stock Exchange and access capital thereupon.

During the meeting, Sheikh Sultan Rehman, Vice President FPCCI appreciated the initiative of PSX and SECP for this initiative and said that this platform will encourage investors to invest in strong, growing and successful companies. By investing in Growth Companies, investors will get the opportunity to benefit from their growth. Investors invest in these companies for capital gain and/ or dividends while the companies receive the much needed capital.

He further offered complete support and cooperation from FPCCI and suggested to hold a high profile webinar at FPCCI to spread awareness regarding the significance of GEM Board for the enhanced working mechanism of the economy.



Sheikh Sultan Rehman, Vice President FPCCI chairing a **Webinar on Pakistan China (Shandong) Tyre Online Business Meeting** at FPCCI Head Office Karachi. Also seen in the picture are Mian Nasser Hyatt Magoo, Acting Chairman Pakistan China Business Council, Shahid Anwal, Chairman SC on Tyre Trade and Chairman of CCPIT Dongying.

## Webinar on Pakistan-China (Shandong) Tyre Online Business Meeting

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) hosted the Pakistan-China (Shandong) Tyre Online Business Meeting which was organized by Trade and Investment Service Center of CCPIT Shandong partnered with Ecommerce Gateway Pakistan (Pvt.) Ltd on Tuesday 18<sup>th</sup> August, 2020.

From Pakistan, the honorable Sheikh Sultan Rehman, Vice President of FPCCI was the Chief Guest and honorable Mr. Muhammad Shahid Anwal, Convener of the Standing Committee on Tyre Trade was the Guest of Honor of the event. From China, Mr. Ma Jiafeng, Director of Trade & Investment Promotion Department of CCPIT Shandong, Mr. Ma Guangwei, Director of Trade & Investment Service Center of CCPIT Shandong, Mr. Liu Jieyuan, Chairman of CCPIT Dongying, Ms. Chen Yuan, Deputy County of the People's Government of Guangrao County and Mr. Song Jiaxin, Chairman of CCPIT Guangrao attended the event.

During the opening remarks, Sheikh Sultan Rehman, Vice President FPCCI while highlighting the huge trade potential between Pakistan and China said that Pakistan has a huge market for import of tyre and other products related to automobile sector. He further said China has expertise in high tech, cost effective automobile products which are in high demand in Pakistan and events like these opens new avenues of business and trade between our two brotherly countries.

The event was successfully concluded having fourteen (14) buyer companies from Pakistan and four (4) big groups from China participated at the event. Several one-to-one B2B meetings and discussion about Pakistan - China cooperation in tyre trade was conducted at this online event. We believe that such events will increase the trade, investment and joint venture between the two brotherly countries.



Sheikh Sultan Rehman, Vice President FPCCI called on Mr. Birgit Kuhlman and Ms. Maren Dick at German Consulate, Karachi

## Meeting with Mr. Birgit Kuhlman, Charge d' Affairs, at the German Consulate General, Karachi

Sheikh Sultan Rehman, Vice President FPCCI called on Mr. Birgit Kuhlman, Charge d' Affairs and Ms. Maren Dick at German Consulate, Karachi. The purpose of this meeting was to discuss the matters related to promotion of bilateral trade, investment and education.

Sheikh Sultan Rehman, Vice President FPCCI expressed great satisfaction and encouragement that friendly and cordial relations exist between Pakistan and Germany. However, great potential exists for bilateral cooperation in the economic, education and social sectors particularly in the field on Higher Education which is the key to future growth and progress.

He further requested the Charge d' Affairs to provide six (6) scholarships to Pakistani students on the recommendation of FPCCI. He also invited her good self to visit Federation House, Karachi.





Sheikh Sultan Rehman, Vice President- FPCCI discussing promotion of trade, investment and education in post-Brexit environment **with British Deputy High Commissioner, Karachi** in one-to-one meeting via video link.

## Meeting with Mr. Mike Nithavrianakis, Britain's Deputy High Commissioner in Karachi

Sheikh Sultan Rehman, Vice President FPCCI participated in a one-to-one meeting with Mr. Mike Nithavrianakis, Britain's Deputy High Commissioner in Karachi.

They discussed matters of mutual interest during the meeting including cooperation between Pakistan and UK for the promotion of economic and social ties between the two countries. Mr. Mike Nithavrianakis appreciated FPCCI for its continuous efforts for the said objective and encouraged strong mutual coordination for enhanced bilateral trade, investment and industry.

Sheikh Sultan Rehman, Vice President FPCCI during the meeting highlighted the significance of strong social ties between the two countries particularly in the field of Education which is the key to future growth and progress. Taking this opportunity he also acknowledged the efforts and activities of British Council which is working in Pakistan since 1948 in the areas of arts, education and English language. Furthermore, UK Government's scholarships for international students are also benefiting competent Pakistani students. He further requested the British Deputy High Commission to provide six (6) scholarships to Pakistani students on the recommendation of FPCCI.

Furthermore, discussing the present scenario of trade with respect to BREXIT, the Vice President said that the new draft of Pakistan-UK trade agreement post Brexit should be shared with FPCCI. The British Deputy High Commissioner assured that while the new draft is under preparation and negotiation between Pakistan and UK. The UK government will continue to provide the same custom duty benefits to Pakistan in 2021 which Pakistan enjoyed before Brexit.



Sheikh Sultan Rehman, Vice President FPCCI met the delegation of WWF Pakistan to discuss collaboration in **"Clean Production Policy" for Textile and Leather Sectors** in Punjab and Sindh at Federation House Karachi.

### Meeting with Delegation from World Wildlife Foundation (WWF) Pakistan

Sheikh Sultan Rehman, Vice President FPCCI presided a special meeting with the delegation from World Wildlife Foundation (Pakistan) to discuss the avenues of cooperation between WWF Pakistan and FPCCI for the promotion environment friendly business practices and mutual efforts against the climate change.

Sheikh Sultan Rehman, Vice president FPCCI appreciated the efforts of WWF Pakistan and extended maximum support of FPCCI. Furthermore, proposal for signing an MoU between FPCCI and WWF Pakistan was also discussed and appreciated by both sides.

Moreover, it was also decided in the meeting that WWF-Pakistan will share the list of activities/events calendar. FPCCI will invite relevant participant and will help in arranging the workshops. WWF-Pakistan will also share the Cleaner Production study and policy for the review of FPCCI and feedback

While concluding, Sheikh Sultan Rehman, Vice President FPCCI said that WWF-Pakistan and FPCCI can collaborate for the installation of the treatment plants in major industrial areas of Karachi.



Sheikh Sultan Rehman, Vice President FPCCI participating in a special meeting with the Honorable His Dr. Arif Alvi along with Honorable Imran Ismail, Governor Sindh

## Meeting with President of Pakistan, Honorable Dr. Arif Alvi along with Honorable Imran Ismail, Governor Sindh

A special meeting was convened by the Honorable President of Pakistan Dr. Arif Alvi along with Mr. Imran Ismail, Honorable Governor of Sindh to discuss the Karachi Transformation Plan announced by the Prime Minister of Pakistan. Matters of mutual interest related to the infrastructural development of Karachi as well as sustainable development of the economy were discussed during the meeting.

During the discussion, Sheikh Sultan Rehman highlighted many issues related to trade and economy. He said that the economy of Pakistan was already struggling even before the spread of COVID-19 pandemic and lockdown drastically damaged the ongoing business and trade. He requested the government to provide maximum relief to the business community as well as offered strong support of FPCCI to the government regarding the same.

He further suggested that in order to move ahead on the path of sustainable economic development, government must promote industrialization not only in one province but across the country. He highlighted that many investors are ready to invest in the country and play their role by establishing new businesses, however one of the major hurdles investors face in Pakistan is the very expensive industrial land.

Furthermore, he strongly recommended for government to establish more and more special economic zones and special industrial zones which will provide facilities of ease of doing business for the local as well as foreign direct investment. He also suggested to promote public-private partnership for the establishments and development of such zones in the country.

Honorable President of Pakistan appreciated the efforts and hard work of FPCCI for the business community and said that mutual efforts of public and private sector are the need of time for the country's economic prosperity.



Sheikh Sultan Rehman addressing the 1<sup>st</sup> Open House Session to discuss matters related to Business, Trade and Industry.

## 1<sup>st</sup> Open House Discussion on the Important Matters Related To Business, Trade and Industry

Being the apex body of Trade & Industry of Pakistan, FPCCI is always available to discuss the issues faced by the business community, said Sheikh Sultan Rehman Vice President FPCCI during the “Open House” organized at the Federation House Karachi.

While conducting the program, Sheikh Sultan Rehman, Vice President said that on the instructions of Mian Anjum Nisar President FPCCI, for the very first time FPCCI has taken the initiative to hold series of “Open House” discussions on the third Saturday of every month and invited the business community to utilize this platform for effective networking and addressing the issues. The purpose of these “Open House” sessions is to discuss any matter related to trade and industry and is not confined to any one topic which is usually the case with other programs.

The session was attended by Mr. Naser Hyatt Magoon, Former President KCCI, Ms. Shabana Asif, SVP Women CCI South, Mr. Iftikhar Ghani Vohra Former SVP KCCI, Mr. Abdul Rehman Khan, Convener FPCCI Standing Committee on Small Traders, Mr. Amjad Rafi, Chairman Pak-Turkey Business Council of FPCCI, Mr. Shujaat Ahmed, Consultant from SDPI, Mr. Muhammad Ismail Kalpuria, Ms. Shafaq Zainuddin and Ms. Mahwash Syed.

During the discussion, Naseer Hyatt Magoon said that it is time that small and medium business owners must maintain documentation to avail the financing schemes from SBP. Amjad Rafi emphasized on the involvement of FPCCI and business community on important decision making. Iftikhar Vohra mentioned the issues of detention & demurrage faced by the importers while Shabana Asif highlighted the issues faced by the exporters and women entrepreneurs during the lockdown and demanded government to provide interest and collateral free loans to the women entrepreneurs. Shujaat Ahmed offered research assistance to the business community which can be utilized in the policy making on government level. Mahwash Syed said that the pandemic followed by the rain and urban flooding has drastically damaged the small businesses in the country which need utmost attention of government authorities. Abdul Rehman Khan appreciated FPCCI on its efforts to provide support and cooperation to business community and recommended that government must provide zero rated loans to the small traders specially. Shafaq Zainuddin addressed the non-cooperative attitude of commercial banks in provision of financing loans to women and small business owners.

The participants highly appreciated this initiative and said that “Open House” sessions will provide them an opportunity to share their views/input, interact and network with members of the business community.





H.E. Totok Priyanto, Consul General of the Republic of Indonesia in Karachi and Sheikh Sultan Rehman, Vice President FPCCI speaking at the **Opening Ceremony of 1st Indonesia - Pakistan Virtual Trade Exhibition**

## Opening Ceremony of 1<sup>st</sup> Indonesia-Pakistan Virtual Exhibition

Sheikh Sultan Rehman addressed the participants at the opening ceremony of 1<sup>st</sup> Indonesia-Pakistan Virtual Exhibition held on 28<sup>th</sup> September 2020.

While addressing, the vice president said that the worldwide outbreak of Covid-19 has changed the dynamics of human interaction and the way businesses used to conduct in the world. However, with so many negatives, one positive aspect of the pandemic we all have experienced is the power of information and communication technology which has connected all of us in these difficult times. He further briefed the participants about the functions and operation of FPCCI.

He added that trade shows and exhibitions help to promote individual business as well as bilateral trade between countries. Moreover, they play a pivotal role in helping businesses to explore new markets and understand the demand trends. In the present times, when the world is affected by traveling and quarantine restrictions, virtual exhibitions are the most vital tool. Huge potential of bilateral trade and economic cooperation exist between our two countries, however, it is unfortunate that a major portion of this potential is still untapped.

Strategically for Indonesia, Pakistan is the second largest economy in the South Asia region after India and one of the emerging markets in the world. For Pakistan, Indonesia is a brotherly Islamic country and an important member of ASEAN and OIC and Pakistan is keen to deepen its economic and trade relations in the Asia Pacific region. I believe it is the right time for both countries to work closely for promoting business-to-business contacts to explore the untapped areas.

While concluding, he said that I am confident that this exhibition and similar business activities will open new avenue of cooperation between Pakistan and Indonesia. I



Sheikh Sultan Rehman, Vice President FPCCI and Dr. Nuzhat Khan, Convener FPCCI CST on "Blue Economy" addressing the webinar on "Sustainable Shipping for Sustainable Economy" at Federation House Karachi.

## Webinar on “Sustainable Shipping for Sustainable Planet”

Seminar on "Sustainable shipping for a sustainable planet" was held at FPCCI to celebrate the World Maritime theme for 2020 which was organized and hosted by Dr. Nuzhat Khan convener of FPCCI Standing Committee on Blue Economy.

Highlighting the theme of the seminar which was “Sustainable shipping for sustainable development” Shaikh Sultan Rehman Vice President FPCCI raised awareness of the United Nations' Sustainable Development Goals (SDGs) and to showcase the work that the International Maritime Organization (IMO) and its Member States are undertaking to achieve the targets. He said that seminars and talks like these provide opportunities for leaders from various sectors, including shipping, to both reflect on the work done and the urgent steps they further plan towards a sustainable future.

He also deliberated on the strategic position of Pakistan and its important position on the vital trade and oil supply routes from the Persian Gulf to Pakistan's location is also not far from the Red Sea. This. Pakistan's coastline stretches to about 960 Km, which can be explored and developed into new ports, tourist resorts and industrial sites and Pakistan's Exclusive Economic Zone is spread over 240,000 Sq. Km, which is larger than any of her provinces, is still awaiting for the availability of resources for exploitation of its potential. The heavy dependence on imports may seriously undermine economic stamina, which is highly susceptible to interruption. Directly linked with such a dependence is the war stamina of the country.

The seminar was attended by academicians, business community relevant to maritime industry, representatives from relevant government organizations as well as students. Other prominent panelists and discussants included Commodore ® Syed M Obaidullah SI(M), TI(M), Defense and Maritime Analyst, Ms. Farkhunda Shamim, Partner of Willhelmsen Shipping, Vice President of Business and professional women organization, Capt. Syed Anwar Shah, Director on PNSC Board and Ex-DG P&S and Dr. Shahid Amjad, Head of Environment and Energy Management, IOBM.



Mian Anjum Nisar President and Shaikh Sultan Rahman, Vice President FPCCI, Mian Nasser Hyatt Maggo and Amjad Rafi, Former Presidents Karachi CCI inaugurated **Tree Plantation Drive at Federation House Karachi**, in line with the vision of Prime Minister of Pakistan for a Clean and Green Pakistan.

## Tree Plantation Ceremony at FPCCI

Mian Anjum Nisar President Federation of Pakistan Chamber of Commerce & Industry and office bearers inaugurated tree plantation drive under the vision of Prime Minister of Pakistan with the view to increase forest cover throughout the country.

In a simple and impressive ceremony held at FPCCI Head office on 3<sup>rd</sup> October 2020, Mian Anjum Nisar President FPCCI while inaugurating the ceremony highlighted the importance of the drive and informed that Pakistan is among the countries where forest areas had been severely destroyed resulting multiple environment and climate issues and challenges like global warming, depletion Mangroves ; increase in emission from deforestation and forest degradation; decrease in wildlife resources; watershed and social conservation problems in hilly and river catchment areas etc. according to global climate risk index, Prone to adverse climatic changes, Pakistan is ranked at fifth in the list of 10 most vulnerable countries to be severely affected by climate change, the implications of which are visible with the deadly floods in the monsoon season cause soil erosions, submerging towns and villages leading to the death of people adverse effect of smog.

Senior member, prominent businessmen, EC/GB members and Office Bearers also highlighted the need to preserve and improve the environment through forestation. The ceremony was also attended by Sheikh Sultan Rehman, Vice President, Mr. Amjad Rafi, Chairman, Pak-Turkey Business Council, Mr. Naser Hayat Maggo and Mr. Sohail Nisar Churra, Senior Members and Mr. Muhammad Iqbal Tabish, Secretary General, FPCCI.



Sheikh Sultan Rehman, Vice President FPCCI addressing the **ECO-CCI Specialized Committee Meeting of Industry, Investment and SMEs Promotion.**

## ECO-CCI Meetings

### **Specialized Committee Meeting of Industry, Investment and SMEs Promotion Facilitation of ECO-CCI**

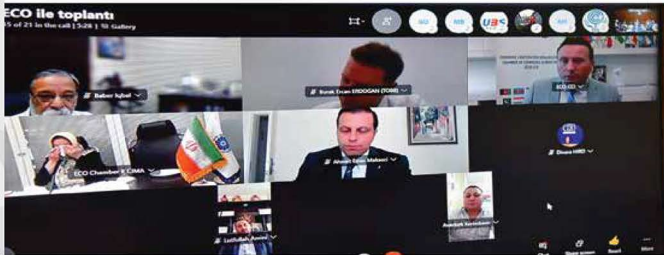
The Specialized Committee Meetings of Industry, Investment and SMEs Promotion of ECO Chamber of Commerce & Industry (ECO-CCI) was held via video link and attended by representatives of the Chambers of Commerce & Industry of member countries including Afghanistan, Iran, Turkey and Pakistan and ECO Trade and Development Bank. Mr. Sheikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI), Mr. Abrar Ahmed FPCCI Convener and Mubashir Butt Member of the Specialized Committee Industry, Investment and SMEs Promotion on FPCCI attended the meeting from Pakistan.

Shaikh Sultan Rehman, Vice President FPCCI stated that Industry is a real sector of the economy which has significant forward and backward linkages with the other sectors of economy. Unfortunately COVID-19, significantly affected the economy of Pakistan in terms of declining economic growth, industrial production, exports, remittances, tax revenue collection, disruption in supply chain and decline in demand of non-essential items. He also shared the measures taken by Government of Pakistan and State Bank of Pakistan in facilitating industry and investment in Pakistan particularly in health sector by increased testing facilities, provision of Personal Protection Equipment and Life Saving medicines. He also informed about the international survey initiated by the FPCCI to analyze the impact of COVID-19 on trade and industry of different countries.

Mr. Abrar Ahmed, Convener of the Specialized Committee Industry, Investment and SMEs Promotion also discussed the measures taken by Pakistani Government like reduction in policy rate, deferment of loans and debts, soft loans to industries for payment of wages and salaries, concessionary loans to SMEs and the agriculture sector. He also emphasized on joint ventures between Pakistan and other countries in textile and other sectors.

During the meeting, the participants shared the experience of pandemic and measures taken by their government for facilitating the trade and industry and discussed in details ECO Investment conference, promotion of Halal Industry, harmonization of visa regime, problems related to SME, promotion of barter trade and opening of border gates, implementation of ECO trade transit agreement, holding of ECO trade facilitation agreement, ECO trade fairs.





Sheikh Sultan Rehman, Vice President FPCCI addressing the **ECO-CCI Specialized Committee Meeting of Transportation.**

## Specialized Committee Meeting of Transportation of ECO-CCI

The Specialized Committee Meeting of Transportation of ECO Chamber of Commerce & Industry (ECO-CCI) was held via video link and attended by representatives of the Chambers of Commerce & Industry of member countries including Afghanistan, Azerbaijan, Iran, Kyrgyz Republic, Turkey, Uzbekistan and Pakistan and ECO Secretariat. Shaikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI), Baber Iqbal FPCCI Convener of the Specialized Committee on Transportation (Pakistan Chapter) attended the meeting from Pakistan.

Shaikh Sultan Rehman Vice President FPCCI stated the development of an efficient transport system in ECO region will lower the transportation costs and improve the competitiveness of member countries. He also emphasized on the operationalization of Islamabad Tehran Istanbul cargo train project, KTAI project by completing rehabilitation and construction of missing links of the existing railway routes. He urged the member countries to implement ECO- Transit Transport Framework Agreement (TTFA) which will reduce transportation cost and acceleration of the transport services through harmonization and modernization of transit transport, facilitation of movement of goods and passengers, ensuring the safety of goods and passengers and avoiding unnecessary delays during the transit traffic, avoidance of incidence of customs frauds, tax evasion and harmonizing necessary administrative affairs in the region.

Mr. Baber Iqbal, Convener of the Specialized Committee on Transportation also highlighted the issues faced by Pakistan during COVID-19 which affects the border and air cargo trade. He also discussed CPEC which will bring prosperity and development in the region by providing transit to Central Asian countries through Pakistan to Middle East and Africa through shortest route and low cost of trade to the land locked member countries.

During the meeting, the participants shared the experience of pandemic and measures taken by their government for facilitating the transportation and discussed in details the issues of operationalizing of TIR convention which may help in reducing cost of transportation and increase competitiveness, ITI, KTAI train, cross border transport agreement, Afghan transit trade agreement, transit cargo were emphasized. Moreover, the participants suggested training session for traders and transporters on TIR by TOBB and sharing of Border gate experience by TOBB.



Sheikh Sultan Rehman, Vice President FPCCI addressing the **ECO-CCI Specialized Committee Meeting of Trade Facilitation.**

## Specialized Committee Meeting of Trade Facilitation of ECO-CCI

The Specialized Committee Meeting of Trade Facilitation of ECO Chamber of Commerce & Industry (ECO-CCI) was held via video link and attended by representatives of the Chambers of Commerce & Industry of member countries including Afghanistan, Azerbaijan, Iran, Kyrgyz Republic, Turkey, Uzbekistan and Pakistan and ECO Secretariat. The meeting was presided over by Mr. Amjad Rafi, Chairman National Committee of ECO-CCI (Pakistan Chapter) and Chairman Specialized Committee of Trade Facilitation and Shaikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) also attended the meeting from Pakistan.

While chairing the meeting, Mr. Amjad Rafi, Chairman stated that the real challenge of trade facilitation is to minimize transaction costs and the complexity of international trade for businesses, without compromising efficient and effective levels of collection of customs revenues and other border controls. He also highlighted the pandemic situation and measures taken by the Government to minimize the risk for trade and industry. He also discussed in details the issues related to regional cooperation, SPS measures, trade cost, ECO visa sticker scheme, lack of bilateral trade agreements, intra-ECO investment, exchange of knowledge, tariff rationalization, implementation of ECOTA, ECO Trade Fair, ECO exhibition, technological transformation, Joint ventures, promotion of barter trade and opening of border gates, implementation of ECO trade transit agreement etc.

Shaikh Sultan Rehman, Vice President FPCCI emphasized on promotion of intra regional trade and investment among the ECO countries. He highlighted intra ECO tariff and non-tariff related issues which increases cost of trade. He added that expanding of trade volumes require trade liberalization, harmonization of policies, reducing the cost of doing business, financial infrastructure, economic efficiency and institutional capacity building. He stressed on the implementation of ECOTA, Agreement on Protection & Promotion of Investment, ECO Trade Facilitation agreement, ECO Visa & White card scheme. He urged the member countries to move towards export of high valueadded, medium-to-high technology exports by upgrading and diversifying their industrial structure.

Dr. Syed Yahya Akhlaq, Deputy Secretary General ECO Secretariat also updated the status of implementation of ECOTA. He further informed that the agreement will come into force after approval in the next meeting ECOTA Cooperation Council likely to be held in August 2020 and ECOTA will be implemented either in the end of 2020 or early 2021. The house also suggested the holding of training sessions and workshops regarding the imports/exports procedures among member countries. During the meeting, the participants shared the experience of pandemic and measures taken by their government for facilitating their trade and investment by their government.



Sheikh Sultan Rehman, Vice President FPCCI addressing the **ECO-CCI Specialized Committee Meeting of Tourism.**

## Specialized Committee Meeting of Tourism of ECO-CCI

The Specialized Committee Meeting of Tourism of ECO Chamber of Commerce & Industry (ECO-CCI) was held via video link and attended by representatives of the Chambers of Commerce & Industry of member countries including Afghanistan, Azerbaijan, Iran, Turkey, Tajikistan, Uzbekistan, Pakistan and ECO Secretariat. The FPCCI was represented by Sohail Lashari, Convener and Ismail Suttar, Member ECO-CCI Specialized Committee on Tourism (Pakistan Chapter) and Shaikh Sultan Rehman, Vice President FPCCI.

Shaikh Sultan Rehman Vice President FPCCI emphasized on the need of the promotion of tourism among the member countries as ECO Region is one of the world's richest in terms of historical and cultural heritage and echoes memories of the ancient Silk Road. He stated that despite various activities and events on tourism, the ECO Region still lacks a comprehensive regional strategy for sustainable tourism development. He added that to utilize the great potential of the region, diversification and easement of tourism activities, availability of quality services and visibility of the region is a necessary requirement. He also highlighted the measures taken by Pakistani Government for the promotion of tourism and visit of the royal couple Prince William and Kate Middleton (UK), the maiden visit of the Buddhist Monks, and visit of thousands of Sikh pilgrims to Nankana Sahib Birthplace through Kartarpur Corridor on his 550th anniversary attracted the international media attention.

Sohail Lashari, Convener of the Specialized Committee on Tourism of ECO-CCI (Pakistan Chapter) informed the participants about the impact of COVID-19 on tourism industry which caused losses to US\$ 300 billion globally in terms of cancellation of hotel booking, closing of restaurants, disruption of air travel and others. COVID-19, not only suspended the international tourism, it also affected the domestic tourism. Ismail Suttar Member of Specialized Committee also shared the tourism prospects and hoped the tourism activities will be resumed after the pandemic over.

During the Specialized Committee meeting on Tourism, member countries emphasized on bilateral and trilateral cooperation of tourism, enhancing the connectivity, promotion of regional tourism prospects, harmonization of visa regime, holding of ECO Tourism Forum, Investment in tourism related projects, health tourism, religion tourism, holding of tourism exhibitions, sharing of tourism aspects etc.



Sheikh Sultan Rehman, Vice President FPCCI presenting FPCCI Crest to H.E. Tolga Ucak, Turkish Consul General in Karachi on his visit to Federation House.

## Turkey and Pakistan to Explore New Avenues of Collaboration

Pakistan and Turkey to explore new avenues for promotion of bilateral trade, economic relations and other socio-economic sectors particularly education, health and tourism this was stated by Sheikh Sultan Rehman, Vice President of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) in a meeting with Consul General of Turkey Tolga Uçak accompanied by Trade Attache Eyyup Yildirim.

During the course of meeting, wide range of discussion and views were exchanged on various issues and matter of mutual interest. Sheikh Sultan Rehman, Vice President FPCCI particularly emphasized on the need of collaboration in education institutions. Pakistan should make use of Turkish education sector which in terms of technology and knowledge are well advanced he added. He urged that there is also scope of joint ventures possible in education sector. Pakistani students are getting higher education from UK and USA while same education of such standard is provided by Turkey. He also emphasized that Pakistan and Turkey should join hands in exploration of tourism prospects. Turkey is earning substantial foreign exchange through tourism and it is considered the six popular tourist destinations in the world. He also invited the Turkish investors for the development of infrastructure at tourist places of Pakistan.

Turkish Consul General Tolga Uçak welcome the proposals and assured that the office of Consul General would to do utmost best to take up all recommendations with Concerned Ministries and potential investors. He also emphasized on the need of intensive interaction between business communities of both countries so that new avenues could be explored.

Both sides also discussed in detail the potential of bilateral trade which is currently stood at US\$ 803 million and is in favor of Turkey. FPCCI also showed its concern over the imposition of countervailing duties and additional regulatory duties by Turkish Government on imports which has badly hurt Pakistan's export to Turkey. The meeting also discussed the signing of FTA between both countries and implementation of Strategic Economic Framework. Both sides also exchanged views on infrastructure development, railway, low housing schemes etc.

The meeting was attended by Mr. Amjad Rafi, Chairman Turkey Pakistan Chamber of Commerce and Industry Forum and Pakistan Turkey Business Council of FPCCI, Mian Nasser Hyatt Maggo Senior Vice Chairman Turkey Pakistan Business Council and Secretary General FPCCI Iqbal Tabish.





**3rd Joint Meeting of Turkey- Pakistan Chamber of Commerce & Industry (CCI Forum)** attended by H.E. Muhammad Syrus Sajjad Qazi, Ambassador of Pakistan in Turkey, H.E. I. Mustafa Yurdakul, Ambassador of Turkey in Pakistan, Sheikh Sultan Rehman, Vice President FPCCI, Mr Amjad Rafi, Chairman Turkey-Pakistan Joint Chamber of Commerce & Industry, Mian Nasser Hyatt Maggo, Senior Vice Chairman, Turkey-Pakistan Joint Chamber of Commerce & Industry and others

## Balanced and Equitable FTA between Pakistan and Turkey Urged

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) and Union of Chambers and Commodity Exchange of Turkey (TOBB) has urged upon the Governments to foster the process of signing equitable and balanced Free Trade Agreement (FTA) to unleash enormous potential available markets.

This was transpired in a joint meeting of the Board of Directors of Pak-Turkey Chamber of Commerce organized via zoom link, which was co-chaired by Mr. Amjad Rafi from Pakistan and Dr. Omar Bolt from Turkish side in presence of Ambassadors of Pakistan to Turkey Syrus Sajjad Qazi and Ambassador of Turkey to Pakistan Mustafa Yardakul who acknowledge the efforts of FPCCI and TOBB towards promotion of bilateral economic cooperation.

Speaking on the occasion, Prof. Dr. Omer Bolat, Co-Chairman TPC Forum (Turkish chapter) said that the bilateral trade between Pakistan and Turkey is very low and mutual efforts and initiatives of both Chambers will help us achieve our goal. Mr. Amjad Rafi, Co-Chairman TPC Forum (Pakistan Chapter) emphasized on the need of early implementation of FTA for enhancement of bilateral trade as decided in the recent visit of the Head of the States of both the countries. He however was of the opinion that being competitors in textile and denim fabric, Turkey should consider concession to Pakistani products at par with those availed by EU, so that Pakistani products could be made viable and help balance trade gap.

He also highlighted that there were enormous opportunities for collaboration in various sectors including tourism, education, construction, infrastructure development, health, entertainment etc. He further said that Pakistan's exports to Turkey is hampered by the imposition of countervailing duties by Turkey and the recent enhancement of custom duties on various items including textile resulting in further reduction of Pakistan's exports. He also emphasized on the need of transfer of technology in various sectors and joint ventures under CPEC. He also informed the Turkish businessmen about the low housing scheme introduced by Pakistani PM which opens vistas for the construction industry. He also suggested for operational ITI known as Gul Train.

The ambassador of both the countries made comprehensive presentations on economic issues and assured their full support to the BoDs of the forum to enhance the bilateral trade to US\$ 5 billion as desired by the heads of the states. They further said that both the countries passing through Covid-19 pandemic which has badly hurt the trade of economy of both the countries reducing their economic activities. They advised to intensify interaction between the business communities of both of countries. The Board of Directors also exchanged views on various specific sectors including power, solar energy, marble, textile, tourism, education, surgical instruments, construction etc and also discussed the need of organizing business road shows, forums, and trade fairs to explore new avenues of business and investment in both countries.

Sheikh Sultan Rehman, Vice President- FPCCI spoke about collaboration in education and SMEs sector, seeking the support of TOBB in both sectors. Naseer Hayatt Magoo Sr. Vice Chairman of TPCCIF also spoke about the exploration of new sectors and areas for joint ventures and non-traditional items.



Sheikh Sultan Rehman Vice President FPCCI chairing the “Networking Session on Food, Beverages, and Material & Relevant Technologies and Machineries” during the Interconnected Business Series: Pakistan Turkey organized Jointly by DEIK & FPCCI

### FPCCI Organizes Interconnected Business Series: Pakistan Turkey

The Federation of Pakistan Chamber of Commerce and Industry (FPCCI) and Foreign Economic Relations Board of Turkey (DEIK) organized a joint meeting of Pakistan Turkey Joint Business Council at Federation House, Karachi and DEIK Head Office, Istanbul, Turkey. The objective of the meeting was Interconnected Business Series: Turkey Pakistan which was followed by B2B meetings of food, beverages, construction & their technologies and machinery. The session provided opportunities to Pakistani and Turkish Businessmen to explore new avenues of bilateral trade and investment.

The Meeting was addressed by Mr. Mian Anjum Nisar, President of FPCCI, Mr. Muhammed Syrus Sajjad Qazi, Ambassador of Pakistan in Ankara, Mr. Amjad Rafi, Chairman, FPCCI Pakistan-Turkey Business Council and Mr. Bilal Pasha Consul General of Pakistan in Istanbul from Pakistan side and Mr. Nail OLPK, President of Foreign Economic Relations Board (DEIK), Mr. Ihsan Mustafa Yurdakul, Ambassador of Turkey in Islamabad, Mr. Ahmet Cengiz Özdemir, Chairperson, DEIK/Turkey-Pakistan Business Council, Mr. Demir Ahmet Sakin, Commercial Counselor of Turkey and Eyup Yildirin Commercial Attache of Turkey in Karachi from Turkish side. The B2B/networking session was attended by more than 100 Pakistani and Turkish companies representing Food, Beverages, construction sectors and their Technologies & Machineries.

In his remarks, Mian Anjum Nisar President FPCCI highlighted the business and investment environment of Pakistan for joint ventures in CPEC projects, Export Processing Zones and Special Economic Zones. He also indicated the Pakistan and Turkey comparative advantages in textile, engineering, leather, agriculture, machinery and pharmaceutical etc which can be utilized for capturing significant share in global market by formulation of joint strategy and enhancement of production. He also emphasized on transfer of technology and skill in development of SMEs, tourism, health and education sectors. He also underlined the need of enhancement of commercial ties by expanding interaction of businessmen of both nations, exchange of delegations and holding of exhibitions etc. He also highlighted the environment after COVID-19 which has deteriorated economic activities all over the world. Mr. Nail OLPK, President of Foreign Economic Relations Board (DEIK) Turkey also emphasized on the localization, capital accumulation and development of supply chain between both countries. He added that signing of Free Trade Agreement is need of the hour for the enhancement of trade and economic relations. He also shared Turkish investment in different countries in construction and food sector.

Mr. Amjad Rafi, Chairman Pakistan Turkey Joint Business Council highlighted details of the trade prospects between both countries. He acknowledged the visit of President of Turkey Tayyip Erdogan in February 2020 and transformation of the existing relations into Strategic Economic Framework (SEF) which is a road map for deepening economic cooperation for enhancement of bilateral relations in trade, tourism, healthcare, hospitality, industry, education, housing, agriculture, aviation and banking. He showed his concern over the declining of bilateral trade particularly Pakistan's export to Turkey due to imposition and continuously rising of advance countervailing and countervailing duties on textile and agriculture products. HE appreciated the presence of Both Ambassadors which shows that Government is very keen to facilitate business. Mr. Ahmet Cengiz Özdemir, Chairperson, DEIK/Turkey-Pakistan Business Council underlined the need of enhancement of trade, collaboration in transportation corridor and diversification of relations in various field. Mr. Ihsan Mustafa Yurdakul, Ambassador of the Republic of Turkey suggested collaboration in blue economy which is linked with maritime activities, ship building and aqua culture.

Mr. Muhammed Syrus Sajjad Qazi, Ambassador of Pakistan in Ankara talked about business opportunities in textile and construction industries. He also highlighted the losses faced by different industries in COVID-19 period. He ensured his continuous efforts and support for the enhancement of trade relations. During the second session, Mr. Bilal Pasha Consul General of Pakistan in Istanbul, Mr. Demir Ahmet Sakin, Commercial Counselor of Turkey and Eyup Yildirin Commercial Attache of Turkey in Karachi made a detail presentation highlighting the business and investment opportunities of their countries in Food, beverages and construction industry. Sheikh Sultan Rehman Vice President FPCCI chaired the networking session on Food, Beverages, their technologies and machineries.



Mian Anjum Nisar President FPCCI, Sheikh Sultan Rehman Vice President FPCCI and Mr. Amjad Rafi Chairman National Committee of ECO-CCI (Pakistan Chapter) are attending 28<sup>th</sup> Executive Committee and 18<sup>th</sup> General Assembly Meetings of ECO Chamber of Commerce and Industry. The meeting was attended by Mr. Azarakhsh Hafizi, President ECO-CCI, Dr. Hadi Soleimanpur, Secretary General ECO Secretariat, Mr. Rifat Hisarciklioglu, President TOBB (Turkey), Mr. Gholam Hussein Shafeiee, Vice President ECO-CCI and President ICCIMA (Iran), Jamshed Jumakhonzoda President Chamber of Commerce and Industry of Tajikistan Representatives of Chambers of Commerce and Industry of Azerbaijan, Afghanistan, Kazakhstan, Kyrgyz Republic, Turkmenistan and Uzbekistan

## Meetings of ECO-CCI Held via Zoom

While addressing the 28<sup>th</sup> Executive Committee and 18<sup>th</sup> General Assembly Meetings of ECO Chamber of Commerce and Industry held virtually by Zoom link Mian Anjum Nisar, President FCCI emphasized on the need of early implementation of ECOTA for the promotion of intra-regional trade and investment among the ECO member countries.

He also highlighted intra ECO tariff and non-tariff issues hampering the trade and investment opportunities in the region. He also called upon the ECO member countries for implementation of Transit Trade Agreement, TIR conventions, Agreement on Protection and Promotion of Investment, ECO Visa and White card scheme for development of border trade, sharing of knowledge and transfer of technology etc. He also highlighted the promotion of tourism prospects and development of transportation mechanism by road and rail among ECO countries. He invited the member countries to invest in CPEC related projects and utilize all natural resources of ECO for the sustainable prosperity of region. The meeting was also attended and addressed by Mr. Azarakhsh Hafizi, President ECO-CCI, Dr. Hadi Soleimanpur, Secretary General ECO Secretariat, Mr. Rifat Hisarciklioglu, President TOBB (Turkey), Mr. Gholam Hussein Shafeiee, Vice President ECO-CCI and President ICCIMA (Iran), Jamshed Jumakhonzoda President Chamber of Commerce and Industry of Tajikistan Representatives of Chambers of Commerce and Industry of Azerbaijan, Afghanistan, Kazakhstan, Kyrgyz Republic, Turkmenistan and Uzbekistan.

In his remarks, President ECO-CCI Mr. Azarakhsh Haifizi underlined the need of developing unity, integration, harmonization of trade, movement of investment, business relations, facilitation of capital movement and exchange of business delegation among member countries for enhancing trade and other ties. He urged for barter and cross border trade relations among the countries.

While welcoming the delegates, Mr. Rifat Hisarciklioglu, President TOBB stated that trade has been a major driver of the economic development and private sector has always assumed leading role in boosting economic activities in national, regional and global economies. He urged for developing significant trade and investment ties, liberalization of movement of goods and services, technological transfers and development of mechanism for dispute resolution among ECO member countries. He stated that ECO countries possesses one third of world natural resources which need to be utilized for economic prosperity and joint ventures.

Dr. Hadi Soleimanpur, Secretary General ECO Secretariat also updated the participants about the measures taken at Government levels for the promotion of bilateral relations. He suggested for creation a task force at the ECO-CCI level for analyzing the trade opportunities, production gap, supply chain issues, trade facilitation etc. Mr. Gholam Hussein Shafeiee, Vice President ECO-CCI and President ICCIMA underscored the need to increase cooperation in health, tourism, education, petro chemical, gas and energy sector. He also focused on the promotion of E-commerce and E-trade among member countries. He added that lack of bilateral Preferential Trade Agreements (PTA's) among the member states as well as non-implementation of the ECO Trade Agreement (ECOTA) are of the major reasons for the low intra ECO trade.

Mr. Amjad Rafi, Chairman National Committee of ECO-CCI (Pakistan Chapter) and Chairman Specialized Committee of Trade Facilitation also talked about real challenges of trade facilitation in order to minimize transaction costs and the resolving of complexity of international trade for businesses, without compromising efficient and effective levels of collection of customs revenues and other border controls. He emphasized early implementation of ECO TRADE AGREEMENT (ECOTA) which was signed in 2008 and issuance of VISA STICKERS to bonafide Businessmen for easy travel as in the case of SAARC.

During the meeting, the Presidency of ECO-CCI handed over to Iran Chamber of Commerce, Industry, Mines and Agriculture and Vice Presidency to Azerbaijan Chamber of Commerce and Industry. The participants also appreciated the services of outgoing President of ECO-CCI Mr. Azarakhsh Haifizi. Moreover, the Members Chambers expressed their solidarity with the peoples of Azerbaijan who loses their life in war with Armenia. The participants also discussed in detail the pandemic COVID-19 that has affected all the countries and created huge human and economic losses. ICCIMA also presented the proposal of manufacturing and promotion of ECO car.



Sheikh Sultan Rehman, Vice President FPCCI addressing the Seminar on "**Economic Revival of Karachi - the Way Forward**" organized by Karachi Citizens' Forum

## Seminar by Karachi Citizen's Forum on "Economic Revival of Karachi-The Way Forward"

Sheikh Sultan Rehman, Vice President FPCCI participated in a seminar on "Economic Revival of Karachi-The Way Forward" organized by Karachi Citizen's Forum.

Addressing the participants of the seminar, Sheikh Sultan Rehman said that Karachi is the economic hub of the country. No doubt, Karachi is a cosmopolitan city one of the big cities among top the world top cosmopolitans and it also welcomes everyone with open arms, but it lacks sense of ownership. Highlighting the significance of the city in the economy, he mentioned that The city accounts about half of the total collections of the Federal Board of Revenue, out of which, approximately half are customs duty and sales tax on imports. However the people of this city are struggling to manage their business and economic activities. Industrial zones/areas of this city are facing issues of sewerage waste. Combined Effluent Treatment Plants (Five mega effluent treatment plants have been designed for Karachi at the cost of Rs.12 billion to treat the industrial waste water. It was expected that the plants will be functional by June 2021.

However, due to negligence the project is yet to show any signs of commencement after a year-long delay. He also highlighted the devastated effect of the recent rain and urban flooding and demanded the government to work for the infrastructural development on war footing manner. While concluding he suggested that Karachi transformation Plan should address four important issues i.e. removal of Garbage through effective Solid Waste Management, demolish of illegal properties built on Nallahs, arrangement of Drinking water and Rebuilding of infrastructure of the city.

The event was graced by the presence of prominent businessmen and analysts from Karachi including Dr. Hafeez Pasha Saheb, Eminent Economist, Former Federal Minister for Finance, Planning, Dr. S.M. Qaisar Sajjad, Secretary General PMA and Ms. Nargis Rehman, Convener, Karachi Citizens Forum.





Sheikh Sultan Rehman, Vice President FPCCI conducting the “2nd Open House session” at Federation House Karachi attended by representatives from trade bodies all across Pakistan.

## 2<sup>nd</sup> Open House session

FPCCI has always raised the voice of the business community at the highest governmental platform to resolve the issues faced by the business community and promotion of trade and industry in the country, stated by Sheikh Sultan Rehman Vice President FPCCI during the “Open House Session” organized at the Federation House Karachi. This was the 2<sup>nd</sup> “Open House Session” which was part of a series of session organized on the third Saturday of every month at FPCCI. The purpose of “Open House Sessions” is to provide opportunity to members of business community to discuss any issues related to economy, trade, industry and their trade body.

The “Open House Session” was attended by Mr. Haroon Shamsi, Former Chairman Towel Manufacturer Association, Mr. Naser Hyaat Maggoon Former President FPCCI, Mr. Amjad Rafi Former President KCCI, Mr. Liaquat Ali Sheikh, Sheikh Tauseef, Convener FPCCI Standing Committee on , Mr. Iftikhar Ghani Vohra, Former Vice President Karachi Chamber of Commerce & Industry, Mr. Imran Ghani Former Chairman Pakistan Plastics Manufacturer Association, Mr. Ilyas Sapanwala, Mr. Dolat Ram Lohana, Ms. Shama Kyani, Convener FPCCI SC on Real Estate, Mr. Muzammil Hasnain, Chairman Towel Manufacturer Association, Mr. Muhammad Khalid, Deputy Director Sindh Food Authority, Ms. Shafaq Zainuddin, EC member WCCI Karachi, Ms. Shabana Asif and Mr. Abdul Rehman Khan, Convener FPCCI SC on Small Traders among others. Sharing views and issues related to trade and industry Mr. Haroon Shamsi emphasized on facilitating all the industries rather than providing motivations and incentives to the export based industries. Mr. Amjad Rafi was of the opinion that FPCCI being the apex body of the trade and industry of Pakistan must be involved and included in the core policy decision making of the country. Mr. Imran Ghani highlighted the issues related to transit trade and withholding tax and said that our ports needs to be modernized and efficient as per the international standards.

Mr. Iftikhar Ghani Vohra said that the raw materials imported by the manufacturer have lower import duty than the import on commercial importers. He said that this different treatment towards the commercial importers should be addressed on priority basis. Mr. Liaquat Ali Sheikh expressed the need of a proper mechanism for utilization of proposals and recommendations by business community to the public sector. Mr. Ilyas Sapanwala appreciated 8<sup>th</sup> FPCCI Achievement Awards and said that such events increases the moral of the businessmen to perform better for the economy. Mr. Dolat Ram Lohana emphasized on the need of representation from Hyderabad in FPCCI. Ms. Shafaq emphasized on the inclusion of women business owners in all important platforms of FPCCI. Ms. Shabana Asif recommended to establish a help desk for SMEs and Women Entrepreneurs at FPCCI. Mr. Abdul Rehman said that FPCCI must have a role and say in the price control in Pakistan.

While concluding, Sheikh Sultan Rehman strongly suggested the formulation of a Charter of Economy with census of all political parties in Pakistan so that durable and consistent policies may continue without political hindrance.



Mian Anjum Nisar, President FPCCI discussing issues of business community with **Dr. Ashfaq Ahmed** Member I.R. Operations FBR during his visit to Federation House Karachi. The meeting was held to resolve FBR-related issues of the business community.

## Special Meeting with Dr. Ashfaq Ahmed Member I.R. Operations FBR

President FPCCI Mian Anjum Nisar thanked the presence of Dr. Muhammad Ashfaq Ahmad Member Inland Revenue (Operations) with his team. Various topics regarding hurdles of the trade were highlighted.

Sheikh Sultan Rehman, Vice President of FPCCI appreciated the Dr. Muhammad Ashfaq Ahmad for sparing his valuable time to visit FPCCI and to hear the problems of the trade.

The member thanked the FPCCI for inviting him on this important occasion. He said that taxation is a state system and traders are the reason of our existence. It is the FBR to promote the business community and the traders are primary importance to us. He further stated that yes there are some hurdles in the process of refunds and we think that the refunds are oxygen supply line of the industry.

The President invited various traders / trade bodies to share their problems with the IRS so that they may be brought into the knowledge of Member Operations for redressal.

In the last the vote of thanks to the Member IR (Operations) for his visit to FPCCI with his team was given by Mr. Sultan Rehman, Vice President of FPCCI.



Pictures taken on the occasion of Meeting with Dr. Moeed Yousuf, SAPM on National Security

## Meeting with Dr. Moeed Yousuf, SAPM on National Security

The National Security Division (NSD) has created an economic outreach roadmap which will be processed through relevant ministries after assessing their potential, Special Assistant to the Prime Minister on National Security Moeed Yusuf said on Wednesday.

Addressing at the Federation of Pakistan Chambers of Commerce and Industry (FPCCI), Yusuf — who is also the focal person for the Economic Outreach Programme — said a mapping exercise of ministries and government organizations has been initiated by the NSD which aims to identify Pakistan’s comparative advantage in priority countries, a press release issued by the FPCCI quoted the adviser as saying.

Presenting the model which would develop Pakistan’s narrative, the adviser said the Economic Outreach Programme would engage vast representation of stakeholders while the National Security would serve as the focal point. He said his team has identified various areas of improvement to expand Pakistan’s trade. Prime Minister Imran Khan has given this task to develop Pakistan’s narrative and this task will be better coordinated with each and every ministry to harmonize our stance, the FPCCI press release quoted the adviser as saying.

FPCCI President Mian Anjum Nisar said Pakistan’s narrative should be supported by all segments to build the country’s image as a moderate and investment friendly destination. On the Economic Outreach Programme, he said some issues are affecting country’s industrial growth and economic development. Mr. Shariq Vohra, President Karachi Chamber of Commerce and Industry (KCCI) also expressed his views regarding national security issues.



Sheikh Sultan Rehman Vice Resident FPCCI along with Mr. Muhammad Iqbal Tabish, Secretary General FPCCI attended a special meeting with Secretary TDAP for **“Development of TDAP’s B2B Online Match Making Portal”**

## Meeting with Secretary TDAP for “Development of TDAP’s B2B Online Match Making Portal”

Sheikh Sultan Rehman, Vice President FPCCI along with Mr. Muhammad Iqbal Tabish, Secretary General FPCCI participated in a special meeting at Trade Development authority of Pakistan (TDAP) for the development of TDAP’s B2B online match making portal.

The meeting held high importance as comprehensive discussions were made regarding the development of a national business to business (B2B) portal. The said portal would provide a one stop solution for the business community to connect with their counterparts from around the world which will be highly significant for the enhancement of our export base around the world.

Sheikh Sultan Rehman, Vice President FPCCI while appreciative the concept of a digital portal said that the present pandemic and following lockdown around the world has identified the significance of digital platforms to promote trade and business with countries around the world. He further said that being the apex body of trade and industry FPCCI should be the host of the said portal.





Pictures taken on the occasion of “Virtual Signing Ceremony of MOU between FPCCI and Federation of Industries of State of Sao Paulo (FIESP) Brazil”. H.E. Ahmed Hussain Dayo, Ambassador of Pakistan, H.E. Olyntho Vieira, Ambassador of Brazil, Waqas Alam, Pakistan Trade & Investment Counselor, Dr. Elias Miguel Haddad, Vice President FIESP, Adriana Pereira, Brazil Commercial Counsellor, Sheikh Sultan Rehman and Khurram Ijaz, Vice Presidents FPCCI, Zakaria Usman, Mian Nasser Hyatt Maggo, Haji Ghani Usman and Liaqat Shaikh attended the ceremony.

## MoU Signing Ceremony between FPCCI and Sao Paulo CCI, Brazil

The Federation of Pakistan Chambers of Commerce and Industry (FPCCI) and Federation of Industries of State of Sao Paulo (FIESP) have signed a Memorandum of Understanding for exploring new areas of economic competition between Pakistan and Brazil.

The MoU was signed by Sheikh Sultan Rehman Vice President FPCCI and Dr. Elias Miguel, Vice President FIESP in a virtual meeting arranged by Pakistan Embassy in Brazil and Embassy of Brazil in Pakistan.

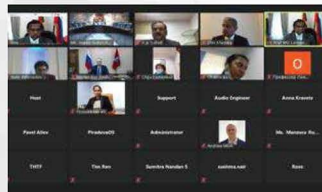
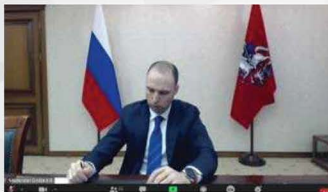
While welcoming Sheikh Sultan Rehman, Vice President- FPCCI discussed the matters of mutual interests, particularly related to enhancement of trade ties and cooperation in various potential areas, particularly fisheries, tourism, construction etc.

He said that the MoU between FPCCI and FIESP will be instrumental to revitalize our bilateral trade relations. He also showed concern over the low volume of bilateral trade which despite cordial relations between the two countries was below the potential availability.

Sheikh Sultan Rehman Informed that Current volume of bilateral trade is US \$ 663 million in which Pakistan's export is insignificant just US \$ 79 million while our imports from Brazil stood at US \$ 584 million hence balance of trade of US \$ 505 million in favour of Brazil. He further added that one of the main objectives of signing this MoU is to remove bottlenecks and barriers that are impeding Pakistan and Brazil bilateral economic and trade relations.

Sheikh Sultan Rehman Vice President was also optimistic that under the changing market dynamics, this MoU between two important countries will bring economic prosperity through trade expansion.

The MoU signing between FPCCI and FIESP was witnessed by H. E. Mr. Ahmed Hussain Dayo, Ambassador of Pakistan in Brazil, H.E. Ahmed Hussain Dayo, Ambassador of Pakistan, H.E. Olyntho Vieira, Ambassador of Brazil, Waqas Alam, Pakistan Trade & Investment Counselor, Dr. Elias Miguel Haddad, Vice President FIESP, Adriana Pereira, Brazil Commercial Counsellor, Khurram Ijaz, Vice President- FPCCI, Zakaria Usman Former President- FPCCI, Mian Nasser Hyatt Magoon, Haji Ghani Usman and Liaqat Shaikh.



Sheikh Sultan Rehman, Vice President FPCCI addressing Shanghai Cooperation Organization Business Forum on **"SCO SMEs: New Approaches for Support and Development"**

## "SCO SMEs: New Approaches for Support and Development"

Sheikh Sultan Rehman, Vice President FPCCI represented Pakistan at the Seminar on SCO SMEs: New Approaches for Support and Development" Organized by Shanghai Economic Cooperation (SCO).

During his address he said that Small and Medium Enterprises (SMEs) are indispensable to the progress of the nation; countries all over the world associate their national development to a strong, thriving SMEs sector. Furthermore, SMEs hold great potential in initiating domestic-led growth and reinforcing the strength of the economy in the period of cut-throat competition. He emphasized on the need of development of SMEs and said that SMEs are not only significant for employment creation, human resource development but also value addition to the economy and innovation in the sector. However, despite the immense significance of a well-established SMEs sector, the member countries of SCO region need to reprioritize and focus more on the development of SMEs to fully tap the potential and lead to economic advancement.

Briefing on the present scenario of SMEs sector in Pakistan, he said that SMEs constitute more than 80% of all enterprises in Pakistan and significantly contribute towards inclusive economic growth. To further fortify the efforts in strengthening SMEs sector, the government enacted the SMEs Policy 2007; the policy aimed at providing a long-term framework for the advancement of SMEs sector and a sound implementation mechanism which could provide an environment conducive to the economic growth of the whole country.

He also mentioned that Regional economic development with respect to SMEs development is based on the implementation of multilateral initiatives by the SCO Member states, facilitation of mutually beneficial partnership cooperation in the region and expanding links in diverse fields, increasing investment and sharing of technological advancement. While concluding, he suggested that Sharing of knowledge and technical expertise is the key of SMEs development across the region and therefore it is the need of hour to work together.



Sheikh Sultan Rehman, Vice President FPCCI addressing the meeting of UK-Pakistan Chamber of Commerce & Industry also attended by Tariq Wazir, Consul General of Pakistan Manchester, Muhammad Akhtar, Trade & Investment Secretary Manchester, Amir Khawaja, Vice President UKPCCI and Sheikh Tariq.

## **Virtual Meeting with UK-Pakistan Chambers of Commerce & Industry and H.E. Tariq Wazir, Consul General of Pakistan in Manchester on Textile Trade & Investment**

A special Zoom Meeting between Federation of Pakistan Chambers of Commerce & Industry (FPCCI) and UK-Pakistan Chamber of Commerce & Industry held via Zoom video link on 5<sup>th</sup> November 2020. The objective of the meeting was to discuss the avenues and potential of bilateral trade and investment between Pakistan and UK particularly in the Textile Sector.

Addressing the Meeting, Sheikh Sultan Rehman Vice President FPCCI said that said Pakistan and UK has a very amicable and cordial relation. Stating the significance both countries' bilateral trade, Shekh Sultan Rehman, Vice President FPCCI said that UK is Pakistan's 4<sup>th</sup> largest exporting market and 15<sup>th</sup> largest source of imports. However, the impact of Brexit on Pakistan's export is likely to be significant and continuation of the GSP+ or a similar arrangement is important to maintain the level of Pakistan's exports to UK. He further said that in post-Bexit scenario, Pakistan and K should develop a trading arrangement or arrangement to allow Pakistani products with same benefits given in GSP+ in EU.

He also suggested that UK and Pakistan should devise a mechanism to understand the problems faced by UK and Pakistani companies in relation to custom controls. While concluding Sheikh Sultan Rehman, Vice President FPCCI encouraged close association between the business communities of both countries,

Mr. Amir Khawaja, Vice President UKPCCI also endorsed the views of Vice President FPCCI and said that strong and effective networking between FPCCI and UKPCCI for the promotion of bilateral trade between both countries,



Sheikh Sultan Rehman, Vice President FPCCI signing **MOU** with Abdurrahman Kann, President **MUSIAD Turkey** for collaboration in the fields of trade, industry, finance, investment and other fields between Pakistan and Turkey.

## MoU Signing Ceremony of FPCCI and MUSIAD Turkey

Federation of Pakistan Chambers of Commerce and Industry signed a MOU with MUSIAD to facilitate trade and business opportunities. Sheikh Sultan Rehman Vice President Federation of Pakistan Chambers of Commerce and Industry said that this MOU is the first step towards strengthening and revitalizing trade between Pakistan and Turkey.

The Virtual Signing Ceremony of MOU between FPCCI and MUSIAD held today by video-link. The Federation of Pakistan Chambers of Commerce and Industry (FPCCI) has signed a memorandum of understanding (MOU) with MUSIAD. The MUSIAD EXPO 2020 Fair is organized at TÜYAP Fair Convention and Congress Center in Istanbul - Turkey.

Abdurrahman KAAAN, President MUSIAD said in his introductory remarks that MUSIAD EXPO attracts more and more exhibitors and a wider diversity of industries each year, and continues to bolster and enhance trade. Embracing innovation and keeping abreast of global trends, MUSIAD EXPO Fair receives support and demand from across the world. MUSIAD Expo welcomes exhibitors from numerous industries and hosts networking events, panel discussions, and B2B business meetings. He said that Signing MOU with the FPCCI Pakistan will provide unique trade opportunities for exhibitors and visitors of both countries.

Sheikh Sultan Rehman, shared the trade figures of 2019 as the volume of bilateral trade was US \$ 803.0 million in which Pakistan's export was US \$ 303.9 million while our imports from Turkey stood at the US \$ 499.1 million. The balance of trade was in favor of Turkey.

FPCCI, being the apex body of trade and industry in Pakistan is engaged in the promotion of Pakistan's global trade.

He expressed his gratitude for signing an MOU with MUSIAD because the global economic and trade dynamics are changing due to emerging challenges especially after the spread of the COVID-19 pandemic. He hoped for this MOU between FPCCI and MUSIAD will remove bottlenecks and barriers that are impeding our economic and trade relations. The holding of exhibitions, B2B meetings, and exchange of trade delegations should be encouraged and would further promote bilateral trade.

He further said that The FPCCI sincerely hopes that this MOU would help to bring closer the business communities of the two countries for a meaningful and substantial increase in economic activities between Pakistan and Turkey and pave the way for economic prosperity through trade expansion.

The MOU was virtually signed by Sheikh Sultan Rehman Vice President Federation of Pakistan Chambers of Commerce and Industry and Abdurrahman KAAAN, President MUSIAD.





**A trade delegation from Tanzania** visited Federation House Karachi on the invitation of FPCCI. On this occasion Paul Koyi, President Tanzanian Chamber of Commerce, Industry and Agriculture and Sheikh Sultan Rehman, Vice President FPCCI signed a Memorandum of Understanding to collaborate for expansion of trade between Pakistan and Tanzania.

## Meeting with Delegation from Tanzania

Delegation under the leadership of Mr. Paul Koyi, President, Tanzanian Chamber of Commerce, Industry and Agriculture (TCCIA) visited Federation House Karachi. The delegates were welcomed by Sheikh Sultan Rehman, Vice President FPCCI, Mr. Khurram Ijaz, Vice President FPCCI along with prominent members of FPCCI.

Sheikh Sultan Rehman Vice President FPCCI welcomed the delegates and said that this visit is at a very important time as global economic scenario is facing multidimensional challenges under the emerging pandemic COVID-19.

While discussing the trade relations between Pakistan and Tanzania, Sheikh Sultan Rehman said that Pakistan has enjoyed cooperative and friendly relations with Tanzania, while our trade relations are quite limited, despite the enormous potential for growth. Volume of two way trade is US \$ 155 million in which Pakistan's export valued at US \$ 69.8 million while imports from Tanzania valued US \$ 85 million. He also highlighted that confinement to few products, lack of information about markets of each other countries and potential areas of cooperation and joint ventures are one of the few reasons of for low level of trade between the two countries.

He suggested that both countries should focus to form Joint Business Council leading to formation of Joint Chamber of Commerce, promote and participate in trade fairs/exhibitions, B2B meetings and trade delegations. Furthermore, Tanzanian Business Women Association and Pakistani business women should enhance contacts to promote business relations.

While concluding, he hoped that this visit will pave the way for greater and meaningful cooperation in bilateral trade between Pakistan and Tanzania.

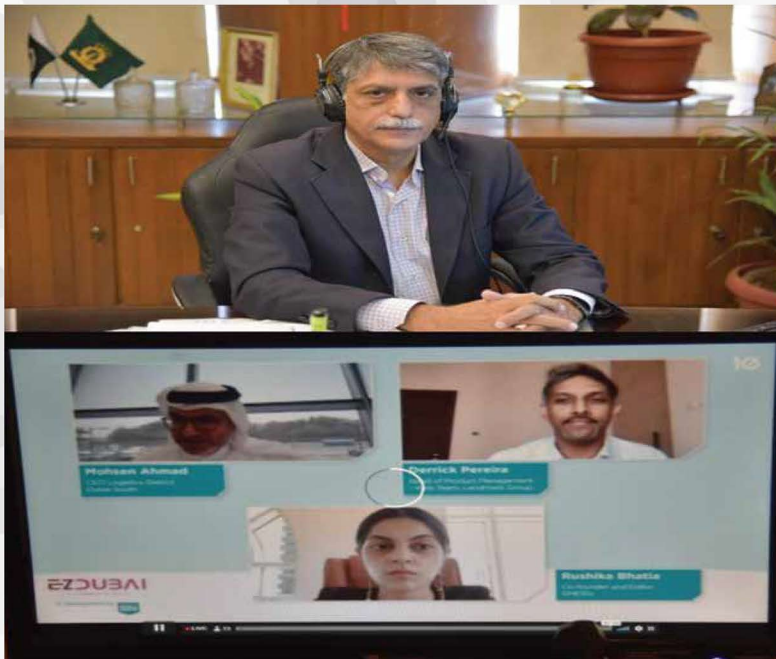
## Miscellaneous Activities

### Flag Hoisting Ceremony



**Mian Anjum Nisar, President FPCCI Hoisting Pakistani Flag on the 14<sup>th</sup> August 2020** at the Federation House, Karachi. Sheikh Sultan Rehman, Vice President FPCCI, Khurram Ijaz, Vice President FPCCI and other prominent businessmen can also be seen in the picture,

**Webinar on "E-Commerce & Digital Economy" by EZ Dubai E-Commerce Zone  
with Dubai Chamber of Commerce & Industry**



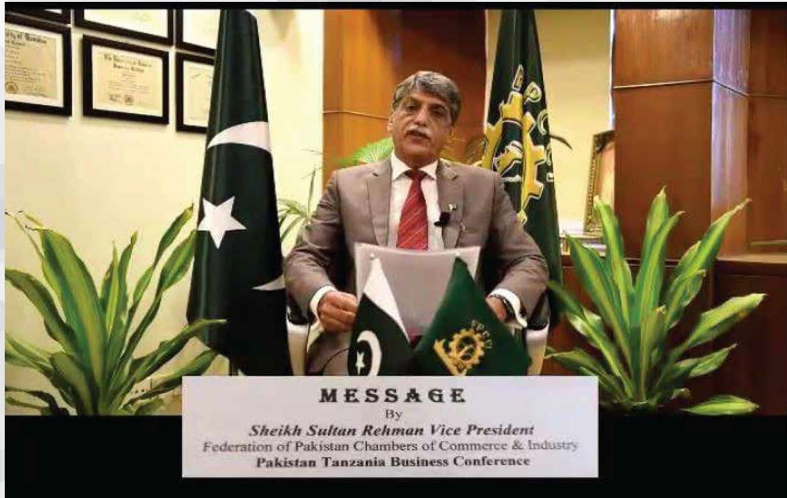
Sheikh Sultan Rehman, Vice President FPCCI participating in a webinar on **"E-Commerce & Digital Economy"** by EZ Dubai E-Commerce Zone in partnership with SME 10 X.

**Webinar on "Market Opportunities in Germany: Industrie 4.0 & Robotics" by AHK, DIHK and GTAI.**



Sheikh Sultan Rehman, Vice President FPCCI participating in a webinar on **"Market Opportunities in Germany: Industrie 4.0 & Robotics"** by AHK, DIHK and GTAI.

**Video message for “Pakistan-Tanzania Business Conference” in Dares Salam, Tanzania held on 12<sup>th</sup> September 2020**



Sheikh Sultan Rehman, Vice President recorded a special message on the occasion of “Pakistan-Tanzania Business Conference” in Dares Salam, Tanzania held on 12<sup>th</sup> September 2020.

In that special message, he congratulated the High Commission of Pakistan, Government of Tanzania and Tanzania CCI & Agriculture for organizing the first-ever “**Pakistan Tanzania Business Conference**” and deeply appreciate their sincere efforts for taking this great initiative. He said that we at FPCCI look forward to hosting Tanzanian Business Delegation to Pakistan on a regular basis, preferably every month for increased interaction, exploring business opportunities, ultimately leading to significant greater economic cooperation.

Likewise, we would like to receive invitation from our counterpart in Tanzania for Pakistani businessmen to visit Tanzania to explore opportunities for import of Tanzanian products into Pakistan. While concluding his remarks he said that we at FPCCI wish you great success and sincerely hope that today’s deliberations would result in meaningful and substantial increase in trade volume and greater economic cooperation between Pakistan and Tanzania.

## Zoom Meeting with Guadalajara Chamber of Commerce and Industry, Mexico



Mian Anjum Nisar, President and Sheikh Sultan Rehman, Vice President FPCCI participating in the zoom meeting with **Guadalajara Chamber of Commerce and Industry, Mexico** to promote trade and investment between Pakistan and Mexico.

### Meeting with High Profile Delegation from Maldives



**Sheikh Sultan Rehman, Vice President FPCCI discussing with Delegation of Maldives on ways to strengthen trade and economic relations between Pakistan and Maldives at Federation House Karachi.**



## Meeting with Mr. Shariq Vohra, President Karachi Chamber of Commerce & Industry (KCCI)



Sheikh Sultan Rehman, Vice President FPCCI called on Mr. Shariq Vohra, President Karachi Chamber of Commerce and Industry to congratulate him on assuming office and discuss ways to accelerate cooperation for the resolution of problems of business community.

## Seminar on “Breast Cancer Awareness” Organized by FPCCI Standing Committee on Women Empowerment



Sheikh Sultan Rehman, Vice President FPCCI and Mrs. Reema Ismail, First Lady of Sindh, wife of Hon. Governor Sindh addressing the webinar on "**Breast Awareness Campaign**" organized by Mrs. Nazli Abid, former Vice President and Convener SC on Women Entrepreneurs at Federation House Karachi.

Presentation of Research Report “Halal Food Industry” conducted by Students from IBA



Sheikh Sultan Rehman, Vice President FPCCI discussing with a group of students from IBA who completed first Research Report in collaboration with FPCCI on the subject of “**Halal Food Industry**” Sheikh Sultan Rehman appreciated the efforts of the students on comprehensive research report and requested them to work on more projects.

## Meeting with Delegation from National Defense University



Pictures taken on the visit of “Delegation from National Defense University, Islamabad” to Federation House Karachi

### Meeting with Delegation of Defense Resident's Social Welfare Association



**A Delegation of Defense Residents Social Welfare Association** comprising Syed Moiz Shah, President, Mohd. Amir Churra, General Secretary, Dr. Zaheer Babar Dar, Joint Secretary and Haris Aziz, Executive Committee Member called on Sheikh Sultan Rehman, Vice President FPCCI to apprise him of the problems and issues of the area. They also sought FPCCI cooperation for social welfare work



Representatives of **Management and Business Excellence Consultancy** called on **Sheikh Sultan Rehman, Vice President FPCCI** to discuss Special Initiative on Business Transformation.



Fisheries sector has to adopt innovative strategies to develop Mariculture, stated Sheikh Sultan Rehman, Vice President FPCCI while attending the webinar on **"Developing Mariculture in Pakistan"** organized by National Institute of Maritime Affairs.

### Other Activities

S. No.	Date	Program
1.	Jan 1, 2020	E.C. Meeting No.1/2020
2.	Jan 2, 2020	Meeting with FPCCI Staff
3.	Jan 2, 2020	Press Conference
4.	Jan 7, 2020	Meeting with Pakistan Tyre Importers Association
		Meeting with Ship Agent Association
		Meeting with Cotton Association
		Meeting with Pakistan Readymade Garment Manufacturers and Exporters Association
5.	Jan 8, 2020	Meeting with Delegation of Pakistan Yarn Merchant Association
		Meeting with Delegation of All City Tajir Ittehad
		Meeting with Delegation of Petroleum Product Association
		Meeting with Karachi Based Office Bearers
6.	Jan 9, 2020	Meeting with Visiting Minister from Malaysia
7.	Jan 10, 2020	"Awareness Seminar on Business Opportunities under CPFTA-II organized by TDAP
8.	Jan 16, 2020	Meeting with Delegation of All City Tajir Ittehad
9.	Jan 16, 2020	Meeting on Special Economic Zones, Government of Sindh
10.	Jan 17, 2020	Meeting with US Consul General
11.	Jan 23, 2020	Meeting with GIZ
12.	Jan 24, 2020	1 <sup>st</sup> Meeting of 8 <sup>th</sup> FPCCI Achievement Award
13.	Jan 28, 2020	Seminar by Bangladesh Deputy High Commission
14.	Feb 8, 2020	Visit of Royal Delegation of Philippine Her Majesty Queen of Philippine
15.	Feb 11, 2020	41 <sup>st</sup> Anniversary of the Victory of the Islamic Revolution of Iran by Iran Consulate
16.	Feb 12, 2020	Meeting with D.G. PCSIR
17.	Feb 24, 2020	Meeting with Delegation from JICA and BOI
18.	Feb 24, 2020	Meeting with Iranian Delegation
19.	Feb 25, 2020	Meeting with Lt. General Naveed Zaman, Rector, NUST
		Meeting with Iran & Steel Merchant Associations
20.	Feb 26, 2020	1 <sup>st</sup> Meeting on Tourism related Services Standards Technical Committee
21.	Feb 27, 2020	Meeting with CEO, SMEDA
22.	Feb 28, 2020	Meeting with Foreign Service Academy
23.	March 4, 2020	Meeting with CEO TDAP on Impact of Corona Virus on Pakistan's



		Trade
24.	March 5, 2020	Consultation Meeting-for the New GSP/GSP Plus Scheme, U.K.
25.	March 9, 2020	Meeting with the Heads of the Department of FPCCI
26.	March 11, 2020	Seminar on Impact of Corona Virus on Pakistan's Trade
27.	March 13, 2020	Meeting with Director BOI, Mr. Aftab
28.	March 13, 2020	HR Committee Meeting
29.	March 17, 2020	MoU Signing Ceremony of FPCCI with NUTECH University HR Committee Meeting
30.	March 28, 2020	Meeting with Delegation of Karachi Students Festival (KSF)
31.	May 19, 2020	Meeting with D.G. Rangers Sindh
32.	June 5, 2020	Conference on "World Environment Day"
33.	June 10, 2020	Webinar on "Post Lock Down Scenario of COVID-19 and its effects on Pakistan's Economy"
34.	June 11, 2020	Meeting with Mr. Sharjeel Karim Kharel, DIGP, Sindh Police
35.	June 12, 2020	Live Federal Budget Speech
36.	June 17, 2020	Meeting with CEO Halal Development Council, Mr. Asad Sajjad
37.	June 22, 2020	Press Conference on Federal Budget
38.	June 24, 2020	Webinar on " Food Security in Pakistan" Elections of Board of Directors of Canada.
39.	June 25, 2020	Meeting "FPCCI regional SC on Anti-Corruption" Elections of Board of Directors of Turkey
40.	June 26, 2020	Meeting "FPCCI Central SC on Urban Development" Elections of Board of Directors of UK Elections of Board of Directors of USA
41.	June 29, 2020	ECO CCI Committee Meeting on "Industry, Investment and SME's Promotion"
42.	June 30, 2020	SAARC CCI – Joint Session
43.	June 30, 2020	Webinar by SGS-EGS Services on Industry Compliance Against Environment Regulatory Requirement
44.	June 30, 2020	ECO CCI Committee Meeting on Transportation
45.	July 02, 2020	Webinar on "Horticulture Sector in Pakistan : Potentials and Impediments"
46.	July 03, 2020	ECO CCI Committee Meeting on Trade Facilitation
47.	July 06, 2020	ECO CCI Committee Meeting on Tourism
48.	July 08, 2020	Webinar on "SMEs Sector in Pakistan"
49.	July 09, 2020	Webinar by PSX on Growth Enterprise Market (GEM) Board
50.	July 10, 2020	Webinar by SECP on Proposed Changes in Company Ordinance 2017

		1 <sup>st</sup> Meeting of Pak-Australia Business Council
51.	July 13, 2020	Meeting with Delegation of All Pakistan Livestock & Dairy Association
52.	July 13, 2020	Webinar by Institute for Policy Reform on Rebuilding Vital Resources “ A New Strategy for Revival of Agriculture”
53.	July 15, 2020	Webinar on “CPEC & Pak China FTA (Phase II) 2 <sup>nd</sup> Meeting of 8 <sup>th</sup> FPCCI Achievement Award
54.	July 17, 2020	Meeting with Delegation of Global Halal Services
55.	July 17, 2020	1 <sup>st</sup> Meeting Pak-Italy Business Council
56.	July 21, 2020	Meeting with Deputy Governor, SBP
57.	July 21, 2020	1 <sup>st</sup> Meeting of Pak-France Business Council
58.	July 21, 2020	1 <sup>st</sup> Meeting of Pak-UK Business Council
59.	July 21, 2020	1 <sup>st</sup> Meeting of Pak-Turkey Joint Business Council
60.	July 22, 2020	2 <sup>nd</sup> Meeting of Pak-Australian Business Council  2 <sup>nd</sup> Meeting of FPCCI Standing Committee on Real Estate  Meeting with Spanish Chamber of Commerce and Industry  Zoom Meeting of Islamic Chamber of Commerce, Industry & Agriculture on “Quantity Vs Quality: Enhancing the Halal Food Value Chain”  1 <sup>st</sup> Meeting of Standing Committee on “Women’s Style Beauty & Skin Care”
61.	July 23, 2020	Webinar on “Impact of BREXIT on Trade and Economy of Pakistan”
62.	July 24, 2020	1 <sup>st</sup> Meeting of Pakistan Japan Business Council of FPCCI 3 <sup>rd</sup> Meeting of 8 <sup>th</sup> FPCCI Achievement Award
63.	July 25, 2020	2 <sup>nd</sup> Meeting of Standing Committee on Tyre Trade 1 <sup>st</sup> Meeting of Pakistan USA Business Council
64.	July 27, 2020	Webinar on “China’s Quest for Peaceful Co-existence and Mutual Development” by Center for Global & Strategic Studies, Islamabad
65.	July 28, 2020	Webinar on “Promotion of Exports of Non-Traditional Items”
66.	July 29, 2020	1 <sup>st</sup> Meeting of Pakistan Canada Business Council  1 <sup>st</sup> Meeting of Pakistan Bangladesh Business Council  Zoom Meeting SC on Islamic Banking

		Special Zoom Meeting with Pak Consul General in Istanbul Turkey and Board of Directors of Pak-Turkey Joint Business Council
67.	August 10, 2020	Webinar on Problems faced by the Cotton Industry in Pakistan by Center for Global Strategic Studies.
68.	August 11, 2020	Meeting at Jamshoro CCI in honour of President- FPCCI
69.	August 12, 2020	Webinar on E-Commerce and Digital Pakistan: Prospects and Challenges (Chair)
70.	August 12, 2020	Meeting with Sheikh Tauseef regarding development of FPCCI Application of E-Commerce by Hasnain Tanweer Associates (pvt) Ltd
71.	August 12, 2020	Meeting with Mr. Asif-Convener Standing Committee on EPZA
72.	August 12, 2020	1 <sup>st</sup> meeting of Pak Korea Business Council of FPCCI
73.	August 14, 2020	Flag Hoisting Ceremony at FPCCI
74.	August 15, 2020	Virtual Fashion Show organized by FPCCI Sindh Regional Committee on Women Entrepreneurs.
75.	August 17, 2020	Webinar on COVID-19: Trade and Trade related Measures
76.	August 18, 2020	Webinar: Pakistan China (Shandong) Tyre Online B2B Meeting
77.	August 18, 2020	Zoom Meeting on GEM Board by Pakistan Stock Exchange on Raising Finance through Pakistan Stock Exchange (PSX)
78.	August 19, 2020	ZOOM Meeting with Dubai Chamber of Commerce and Industry
79.	August 20, 2020	Webinar on Halal Industry in Pakistan: Potentials and Challenges
80.	August 20, 2020	1 <sup>st</sup> Meeting of Standing Committee on Yarn Trading
81.	August 20, 2020	Meeting with Guadalaraja CCI, Mexico
82.	August 21, 2020	Webinar on “Implications of COVID-19 on Financial Market/Prospects and Way Forward”
83.	August 21, 2020	2 <sup>nd</sup> Meeting of Pakistan-Russian Business Council
84.	August 22, 2020	2 <sup>nd</sup> Meeting of Pakistan-Turkey Joint Business Council
85.	August 24, 2020	2 <sup>nd</sup> Meeting of Pakistan- France Business Council
86.	August 24, 2020	2 <sup>nd</sup> Meeting of Pakistan-UK Business Council
87.	August 25, 2020	Webinar on “Market Opportunities in Germany: Industries 4.0 and Robotics”
88.	August 26, 2020	Meeting with German Charge d’ Affairs Ms. Birgit Kuhlman and Ms. Maren DIHK at German Consulate to discuss cooperation between Pakistan and Germany
89.	August 26, 2020	Virtual meeting with British Deputy High Commission Karachi Mike Nithavrianakis from London to discuss promotion of bilateral trade and investment.
90.	September 2, 2020	Webinar on “Textile Industry in Pakistan: Challenges and Way Forward”
91.	September 3, 2020	2 <sup>nd</sup> Executive Committee Meeting of FPCCI
92.	September 4, 2020	Meeting of Board of Directors of Turkey Pakistan Chamber of

		Commerce and Industry Forum (Pakistan Chapter)
93.	September 8, 2020	2 <sup>nd</sup> Meeting of Pak Bangladesh Business Council of FPCCI
94.	September 9, 2020	Webinar on Halal Accreditation: A gateway to International Trade Jointly organized by FPCCI and MOST
95.	September 9, 2020	Meeting with Dr. Arif Alvi, President of Pakistan and Mr. Imran Ismail, Governor Sindh Karachi at Governor House Karachi
96.	September 10, 2020	Webinar on “Issues and Challenges faced by Women Entrepreneurs”
97.	September 11, 2020	Meeting with Delegation of WWF Pakistan for collaboration in “Clean Production Policy for Textile and Leather Sectors” in Punjab and Sindh
98.	September 11, 2020	1 <sup>st</sup> Meeting of FPCCI Standing on Economy and the Trade
99.	September 13, 2020	Video Message for “Pakistan-Tanzania Business Conference” in Dares Sultan Tanzania
100.	September 15, 2020	3 <sup>rd</sup> Joint Meeting of Board of Directors of Turkey Pakistan Chamber of Commerce and Industry Forum
101.	September 16, 2020	Meeting with H.E. Tolga Ucak, Consul General of Turkey and Mr. Eyyup Yildirim, Commercial Attache of Turkey
102.	September 16, 2020	2 <sup>nd</sup> Meeting of FPCCI Standing Committee on Women’s style, Beauty and Skin Care”
103.	September 17, 2020	1 <sup>st</sup> Meeting of FPCCI Standing Committee on “Food Safety and Security”
104.	September 17, 2020	Webinar on “Geopolitical Challenges faced by Pakistan”
105.	September 17, 2020	Meeting with the delegation of Maldives
106.	September 19, 2020	“Open House” Session with Trade Bodies, Executive Committee and General Bodies Members
107.	September 22, 2020	Webinar on “Exploring Trade Potentials in Islamic World: Opportunities and Challenges”
108.	September 24, 2020	8 <sup>th</sup> FPCCI Achievement award Ceremony
109.	September 28, 2020	Visit to FPCCI Regional Office Lahore
110.	September 28, 2020	Speech at Opening Ceremony of 1 <sup>st</sup> Pakistan Indonesia Virtual Trade Exhibition
111.	September 30, 2020	Webinar on “Cyber Security: threats to Digital Pakistan”
112.	October 1, 2020	Webinar on “CoVid-19: An Impact on the Political Economy of World Trading Rules
113.	October 2, 2020	Extra Ordinary General Body Meeting of FPCCI
114.	October 3, 2020	Webinar on “Sustainable Shipping for Sustainable Planet”
115.	October 3, 2020	Meeting with Mr. Shariq Vohra, President Karachi Chamber of Commerce and Industry
116.	October 3, 2020	Tree Plantation Ceremony
117.	October 3, 2020	Presentation on Role of FPCCI & Restructuring by Secretary General FPCCI
118.	October 3, 2020	Dinner in honor of President FPCCI by Saleem Qasim Patel and

		Obaid Saleem Patel
119.	October 4, 2020	Meeting with delegation of Shaheed Benazirabad Chamber of Commerce and Industry
120.	October 6, 2020	3 <sup>rd</sup> Meeting of Pak UK Business Council of FPCCI
121.	October 7, 2020	Meeting of FPCCI Standing Committee on Rice
122.	October 8, 2020	Webinar on “Corporate Governance: Issues and Challenges in Pakistan”
123.	October 8, 2020	1 <sup>st</sup> Meeting of Pak-Morocco Business Council of FPCCI
124.	October 9, 2020	2 <sup>nd</sup> Meeting of FPCCI Standing Committee on “Urban Development”
125.	October 10, 2020	Meeting of “Sindh Industrial Liaison Committee” with Governor Sindh
126.	October 12, 2020	Awareness Session on “Breast Cancer” organized by FPCCI Standing Committee on Women Empowerment
127.	October 12, 2020	3 <sup>rd</sup> Meeting of FPCCI Standing Committee on “Women’s Style, Beauty and Skin Care”
128.	October 14, 2020	DEIK and FPCCI Pak-Turkey Business Council Joint Program: Interconnected Business Series: Turkey Pakistan
129.	October 14, 2020	DEIK and FPCCI Pak-Turkey Business Council Joint Networking Session on “Food, Beverages, their Technologies and Machineries
130.	October 14, 2020	3 <sup>rd</sup> Executive Committee Meeting of FPCCI
131.	October 15, 2020	1 <sup>st</sup> Meeting of Pak-Spain Business Council of FPCCI
132.	October 15, 2020	Webinar on “Poverty Alleviation in Pakistan: Challenges and Way Forward”
133.	October 16, 2020	Seminar on “Economic Revival of Karachi and the Way Forward” by Karachi Citizen’s Forum
134.	October 17, 2020	3 <sup>rd</sup> “Open House Discussion” Session
135.	October 17, 2020	Meeting with Dr. Ashfaq, Member IR (Operations) FBR
136.	October 19, 2020	Executive Committee and General Assembly Meeting of ECO-CCI
137.	October 20, 2020	Meetings with the Students of IBA on Completion of Research Report on “Halal Food Industry in Pakistan” in collaboration with FPCCI
138.	October 20, 2020	Meeting with Dr. Moeed Yousof, Special Advisor to Prime Minister on National Security
139.	October 22, 2020	Meeting with Secretary TDAP for Development of TDAP’s B2B Online Matchmaking Portal”
140.	October 23, 2020	3 <sup>rd</sup> Meeting of FPCCI Sindh Region Committee on Anti-corruption
141.	October 27, 2020	Meeting with Delegation from National Defense University
142.	October 27, 2020	Meeting with Delegation of Defense Residence Social Welfare Association
143.	October 29, 2020	MoU signing Ceremony between FPCCI and Sao Paulo CCI

144.	November 5, 2020	Business Forum on " <b>SCO SMEs: New Approaches for Support and Development</b> "
145.	November 12, 2020	Zoom Meeting with UK-Pakistan CCI & H.E. Tariq Wazir. CG of Pakistan in Manchester on Textile Trade & Investment.
146.	November 12, 2020	Meeting with Representatives of Management and Business Excellence Consultancy
147.	November 21, 2020	MoU Signing Ceremony between FPCCI and MUSIAD
148.	November 24, 2020	Webinar on "Developing Mariculture in Pakistan" organized by National Institute of Maritime Affairs (NIMA)
149.	November 25, 2020	Meeting with Delegation from Tanzania
150.	November 27, 2020	Meeting of "Sindh Industrial Liaison Committee" with Honorable President Arif Alvi and Honorable Governor Sindh Imran Ismail at Governor House, Karachi.