

ANNUAL PERFORMANCE REVIEW REPORT

2019-2020



September 25, 2020

Presented By

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PRESIDENT PAGE

In my capacity as President, Kohat Chamber of Commerce & Industry, Kohat (the ‘Chamber’) it gives me immense pleasure to present herewith **Performance Review Report- 2020** of the Chamber as true for the Fiscal Year 2019-20.

Although I have taken over realm of the Chamber from October, 2019 yet the review pertaining to a quarter period of my predecessor is fully owned by the undersigned since being an active part of the Chamber even during the said period. In fact, the undersigned is one of the most active hand since inception of the Chamber. It is worth adding that with a view to maintain consistency in policies, my preference remained to focus identifying difficulties being faced by the businessmen of Kohat Region in particular and KPK in general, and to find out ways and means to solve their snags in shortest possible period of time. Besides adopting specific and case2case basis measures for their respective business solutions, I have been able to organize a number of sessions of meetings well within the premises of the Chamber by inviting top-tiers from sectors relevant to the business community, directly or indirectly. Despite scanty financial resources, I am confident that the Kohat Chamber would see good days after successful accomplishment of Jand Interchange link Fatheh-Jang Kohat Road (N-80) which is operational (Section 5 Hakla Pindigap section D I Khan Islamabad Motorway) as a gateway for industrialization and the related trade activities. This was done primarily to maintain consistency of policies as referred to above.

Our achievements are narrated in a summarized manner in this report. I hope the readers would appreciate our performance.

MALIK MUHAMMAD IQBAL

President

September 25, 2020

AUDITORS' ENDORSEMENT

We have reviewed the annexed "Performance Review Report-2020" for the fiscal year 2019-2020 (*the 'review-report'*) issued from the desk of President, Kohat Chamber of Commerce & Industry, Kohat (KTCCI) and we state that we found '*review report*' informative and relevant.

As far as financial analysis contained in the said *review report*, we confirm these have been based on audited financial statements for the year ended June 30, 2020 and observed them reasonably analyzed and presented.

ANWAR JAVED & CO
CHARTERED ACCOUNTANT

Peshawar, September 25, 2020

INTRODUCTION

Kohat Chamber of Commerce & Industry, Kohat (*the 'Chamber'*), a company Limited by Guarantee, was incorporated on December 18, 2013 under (repealed with the enactment of Companies Act, 2017) Registration # 0086173 in accordance with the relevant provisions of the Companies Ordinance, 1984. The Chamber has been registered as a Trade Body with the Federation of Pakistan Chambers of Commerce & Industry (FPCCI) as a Chamber to represent Trade, Commerce, Industry or Service or any combination thereof, in Kohat District and holds License # 173 issued on September 24, 2013 by the Ministry of Commerce, Government of Pakistan, and Islamabad. According to certification issued by Secretary General of FPCCI, Karachi the certificate issued on December 10, 2013 to the Chamber is valid for a period of five years and will remain active until renewed on a requirement basis. The major activities of the Chamber include assistance, promotion and development of trade, commerce and industry throughout Kohat Region. Being a small range or district level's Chamber, the Kohat Chamber is actively participating activities of other associate Chambers in the province and the Federation of Chambers of Commerce & Industry, just to create and feel in existence in the business community of the country and district Kohat in particular.

ORGANISATIONAL SET UP:

The Chamber is a registered Trade Organization (TO) with the Directorate-General of Trade Organization (DGTO). It is worth adding that the DGTO is working in Pakistan as an attached department of the Ministry of Commerce, Government of Pakistan. It was established in 2007 after promulgation of Trade Organizations Ordinance, 2007, as a regulatory body to implement provisions of the aforesaid Ordinance. The affairs of the Chamber are managed by an executive committee consisting of 15-members, representing manufacturing and trading community of repute located in jurisdiction of the Region. The Chamber is obligatory to seek renewals of licenses and registration being trade organization (TO) besides following rules and regulations of the DGTO with respect to elections and results of the office bearers and executive committee members, as far as possible.

MISSION & BROAD OBJECTIVES



KTCCI- the 'Chamber' aims to promote and meet the needs of trade and industry and to create the **'best-community'** in which to live, work and do business with confidence, creativity and character building approach. Additionally, the "**Mission**" of KTCCI is to provide leadership for the advancement of economic vitality and equality of life for the business community at large ensuring consistency and regularity in policies from the regulators.

BROAD OBJECTIVES

- To promote, aid, develop, stimulate and protect the economic interest of Pakistan in general and of those engaged in trade, industry and services in particular;
- To consider all questions connected with trade industry and services and to initiate and or support necessary action connection therewith;
- To consider support or oppose legislative or other government measures affecting the economic interest of businessmen and industrialist and also make representations to government on grievances if any;
- To adjust controversies between members of the Chamber;
- To collect and circulate statistics and other information relating to trade, industry and services for the interest of the businessmen and the industrialist of Kohat Region in particular;
- To arbitrate in settlement of disputes arising out of commercial transactions between parties willing and agreeing to abide by the judgment and decisions of the Chamber;
- To form a code of practice to simplify and facilitate transactions of businesses and to frame Bye-Laws, Rules and Regulations for Officers of the Chamber to carry out various objects of the Chamber
- To communicate with the Chambers of Commerce & Industries or other public bodies within or outside Pakistan and to concert and promote measures for the protection of trade, industry and services and the labour engaged therein and to remove mutual hardships for the uplift of Kohat Region;

- To purchase and construct or take on lease and/or exchange or acquire land and buildings and all other property immovable and immovable which may be deemed necessary for the purpose of the Kohat Chamber of Commerce & Industry; and
- To create and capture opportunity to lead our domain to prosperity;
- To prepare customer-focused team, inspired by core values, fiscally responsible and dedicated to unmatched services. To create and capture opportunity, deliver value- added benefits and provide strategic leadership to enhance our Region's global competitiveness by dint of entrepreneurial nature and unique market position;
- To be an advocate of better economic environment and fostering the development of business growth and prosperity;
- To promote the commercial, civil, cultural, educational & industrial interests of the Kohat Region so that its business neighborhood and citizen shall prosper;
- To promote the stability within the business community making sure that the efforts and investment of our members are well preserved;
- To work closely with the community leaders, city and federal agencies and police authorities to help find solution to the problem faced by business owners as well as the community resident;
- To carry out its mission by means of services, advocacy, research and information sharing.

QUANTIFIABLE ACHIEVEMENTS

KTCCI is cognizant about its existence and has thus invariably extended value to its members. It is needless to reiterate that the Chamber works on local level to bring the business community together to develop strong local networks which can result in a business-to-business exchange aiming at to develop pro-business initiatives. During the year under review KTCCI has successfully supported its valued members both from trade & industry segments for achieving their respective goals and objectives. Amongst the services extended, following few services are worth quote.



2. MEETING TOP-TIERS OF GOVERNMENT

Under the overall guidance and support from FPCCI's top tiers, and other associate Chambers, the Chamber's president managed with his cabinet/executives committee holding meetings and sessions with high-ups of the Government. Some of the synopsis are provided below:



FINANCIAL STATE OF AFFAIRS

The audited financial statements for the year ended June 30, 2020 revealed that the Chamber had been able to earn a net surplus of Rs. 264,814/- during FY 2018-2019 (FY 2018-19 Rs.64,395/-) despite gross increase in realization of the Members' Fees. Consequently, the Executive Committee had contributed a sum of Rs. 580,000/- lac as Grant/Donation from within the house, in order to meet the fixed costs on account of personnel, operational and legal and professional charges.

The overall financial state of affairs as of June 30, 2020 stood as follows:

ASSETS	JUNE 30, 2020	JUNE 30, 2019
	(IN RUPEES)	
NET CURRENT ASSETS		
Property and equipment	148,044	102,234
CURRENT ASSETS		
Advances deposits & Receivables	189,459	57,867
Cash & bank balances	163,920	59,048
	311,912	116,915
TOTAL	459,956	219,148
FUNDS & LIABILITIES		
General fund	417,820	153,006
Current liabilities		
Accrued and other liabilities	42,136	66,142
TOTAL	459,956	219,148

In support of the above state of affairs, the comparative operational results for 2020 preceding financial year 2019, showing an improved surplus for the year under review depicted the following position.

	JUNE 30, 2021	JUNE 30, 2020
	(IN RUPEES)	
INCOME	1,570,150	1,718,699
EXPENDITURE	1,305,335	1,654,304
SURPLUS	264,814	64,395

COMPLIANT STATUS OF THE CHAMBER

CORPORATE & TAXATION

KTCCI - the Chamber is invariably vigilant regarding its role as a corporate compliant entity as far as its corporate legal obligations under the Companies Act, 2017 coupled with requirements of DGTO, Islamabad are concerned. Likewise, the Chamber is performing an excellent role as a withholding agent as well as an ACTIVE filer under the relevant provisions of the Income Tax Ordinance, 2001.

In addition thereto, **and of course**, KTCCI is in good-books of FPCCI and other associate trade bodies and CEOs/Chairman of Water and Sanitation Services Company Limited, Kohat and renowned entities operating in Kohat.

SAFETY, HEALTH & ENVIRONMENT

The Chamber has provided safest & healthiest working environment and in this regard, has portrayed as one of the excellent Chambers in the country. Likewise, the Chamber's conferences rooms and halls meant for meetings of the dignitaries and members are exemplary and well maintained.

HUMAN RESOURCE

KTCCI had on its payroll some most essential employees because the Chamber's scanty resources at present, cannot afford employing additional HR otherwise required for the promotion of the trade and business community. Undoubtedly, HR contribution towards achievement of the promotional objectives cannot be undermined, and hence the role of the Secretary General and that of the Finance & Administration Managers are worth quote. Secretary General of the Chamber together with his team assisting in accomplishment of routine and special events has proved to be an asset for the office bearer lead by President, KTCCI.

SUNDRY ROLES:

Amongst various committees to facilitate and regulate members' matters, the Chamber has formed certain committees to manage matters relating to competitive products in conformity to the international standards and to meet the local regulatory requirements besides handling matters of quality review including but not limited to ISO certifications. KTCCI has partnered with compliance and performance improvement specialists to focus Business Keys to help understanding technical regulations and standards the members need to know and to secure international certifications.

PROBLEMS FACED BY WOMEN ENTREPRENEUR IN KOHAT

The President, KTCCI formed a specific committee on matters concerning uplift of the Women Entrepreneurs working in Kohat Region. It may be recalled that Macro think Institute sometime back in year 2012, conducted a detailed reporting on problems being faced by Women Entrepreneurs in Kohat aiming to find out different problems faced by them in Kohat City. Considering that particular exercise and the experience of the Chamber in general, the Chamber is of the view that Women entrepreneurs do not operate in isolation rather they work under the same macro, regulatory and institutional framework as their male counterparts in a free market mechanism in Pakistan. But it is necessary to dig deeper to understand the gender biases embedded in society which limit women's mobility, interactions, active economic participation and access to business development services.

The Chamber's experience also witnesses that in Pakistan, especially in Kohat Region, women entrepreneur faces gender base discrimination and as a result, the business conditions are not favorable for women in male dominated society, like dealing with men is difficult for women, lack of protection etc. The women entrepreneur in Kohat could be narrowed down in houses in embroidery and knitting, ready-made garments, hand-made chappals, beauty parlors, tuition centers both for Islamic and Modern Education.

The Chamber's recommend a detailed survey to be carried out for which the Chamber has approached SMEDA (Small & Medium Enterprises Development Authority), Peshawar for providing support whatever they can in exploring requisite survey and for creating awareness in women itself. Chamber believes that women entrepreneur should have enough information about their rights, business, skills, marketing knowledge and easy access to financial capital and must have strong networking and representation.