

ANNUAL PERFORMANCE REVIEW REPORT

2017-18



KOHAT CHAMBER OF COMMERCE & INDUSTRY

September 21st, 2018

Presented By

MUHAMMAD JUNAID

President KTCCI

KOHAT CHAMBER OF COMMERCE & INDUSTRY, KOHAT

Kotal Shopping Arcade, Parking Area old Jail Road
Kohat City

Phone#+92-922-519013

kohatchamber@gmail.com

m.facebook.com/kohatcci/

www.kohatcci.com

CONTENTS

CHAPTER		PAGES
I	PRESIDENT PAGE	03
II	AUDITORS' ENDORSEMENT	04
III	INTRODUCTION	05
IV	ORGANIZATIONAL SETUP	05
V	MISSION & BROAD OBJECTIVES	06
VI	QUANTIFIABLE ACHIEVEMENTS	07
VII	FINANCIAL STATE OF AFFIARS	11
VIII	COMPLIANT STATUS OF THE CHAMBER	13

FOREWORDS



I am glad to present herewith our 5th Annual Performance Review after the establishment of Kohat Chamber of Commerce & Industry, Kohat in December, 2013. Kohat is one of the most historically blessed city of Khyber Pakhtunkhwa which is regarded as Centre of '*Bangash-Tribe*' of Pashtuns who are in existence since late 15th century. Modern Kohat is now a medium sized city with a population of around 300,000 people. Kohat is surrounded by a chain of mountains holding a beautiful cantonment, Tanda wildlife Park is found close to Kohat is bounded by 3 totally different vilalges Bar, Kaghazi and Tanda Banda. Kohat is mainly known due to its well-organized Cadet College as well as Garrison Cadet College located in the cantonment of the region. Likewise, the Kohat Campus of University of Engineering and Technology, Peshawar in addition to the Kohat University of Science and Technology and Preston University in Kohat has made the city beautifully attracted for the upcoming generation benefited even from students of other cities. Sarhad Small Industries Development Board has established a well-designed industrial estate in Kohat where a number of small-medium industries have been established and are in growing trend. Kohat is blessed with manuy natural resources, the orchards of Kohat Guava are popular in the whole country as it is the major fruit of the area and Kohat is famous for its quality and taste, this fruit gives very high returns to the farmers, other fruits are apricot, mulberry, citrus. Other resources abundantly available in Kohat included honey, gympsym, arms and ammunition, kohati chappal and Mazari products. The growing trend of businesses in and through Small Industries have made the Chamber very attractive and at the same time, the office bearers of the Chamber have to face great expectations of the business community which cannot be taken care of without financial support from the Government. The chamber's activities are absolutely dependent upon funds raised through membership fees collected from its members. Resultantly, the prominent members have to contribute grants/ donation in currency and in kind, to meet out the fixed operating cost of the Chamber.

Some of our achievements are narrated in a summarized manner in this report. I hope the readers would appreciate our performance especially relating to convening meetings on matters of CPEC and visits of the dignitaries in such a short period.

MUHAMMAD JUNAID

President

Peshawar the 21st September, 2018

AUDITORS' ENDORSEMENT

We have reviewed the annexed "Performance Review Report-2018" for the fiscal year 2017-2018 (*the 'review-report'*) issued from the desk of President, Kohat Chamber of Commerce & Industry, Kohat (KTCCI) and we state that we found the same informative and relevant.

Regarding financial data contained in the said *review report*, we confirm these have been based on audited financial statements for the year ended June 30, 2018 and found them reasonably analyzed and presented.



Peshawar, September 30, 2018

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, 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.

ORGANISATION

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 21-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



KCCI- 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 KCCI 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. TOP-TIERS INTERACTION:

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 STATUS OF THE CHAMBER

The audited financial statements for the year ended June 30, 2018 revealed that the Chamber had been able to earn a net surplus of Rs.29,826/- during FY 2017-18 (FY 2016-17 Rs.1,742) despite gross reduction in realization of the Members' Fees. Consequently, the Executive Committee had to contribute a sum of Rs.1.198 Million 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, 2018 stood as follows:

ASSETS	JUNE 30, 2018	JUNE 30, 2017
(IN RUPEES)		
NET CURRENT ASSETS		
Property and equipment	115,523	70,771
CURRENT ASSETS		
Advances, deposits and receivables	46,645	44,611
Cash & bank balances	145,077	140,403
	191,722	185,014
TOTAL	307,245	255,785
FUNDS & LIABILITIES		
General fund	88,611	58,785
Current liabilities		
Accrued and other liabilities	218,634	197,000
TOTAL	307,245	255,785

In support of the above state of affairs, the comparative operational results for 2019 with immediate preceding financial year 2018, showing an improved surplus for the year under review depicted the following position.

	JUNE 30, 2018	JUNE 30, 2017
(IN RUPEES)		
INCOME	1,941,000	1,482,105
EXPENDITURE	1,911,174	1,480,363
SURPLUS	29,826	1,742

RESPONSIVE STATUS OF THE CHAMBER

CORPORATE & TAXATION

KCCI – 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*, SCCI 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.

HR POLICIES

KCCI had on its payroll some most essential employees because the Chamber's scanty resources at present, does not allow induction of HR actually required to promote cause of the Chamber. Undeniably, 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, KCCI.

GENERAL

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. KCCI 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.