



All Pakistan Shipping Association

7th Floor, Business Centre, Mumtaz Hassan Road, Karachi-74000, Pakistan.

Tel: (92-21) 32417933 Fax: 32414492 E-mail: apsa@mrgc.com.pk / secretary@apsa.org.pk

Web: www.apsa.org.pk

PROPOSED PLAN OF ACTIVITIES

(2024, 2025 & 2026)

As required under Rule 23 - the Trade Organizations Rules, 2013

BRIEF ABOUT THE ALL PAKISTAN SHIPPING ASSOCIATION (APSA)

APSA ranks among the top national association of Pakistan and over the passage of time have evolved into a modern customer oriented organization. It not only has the capacity to deal with the challenges presented by external environment by remodeling its operations and using its expertise towards achieving new objectives, but under its able leadership can also meet the demands of shipping industry way into the future.

APSA is providing the best possible solutions to all the stakeholders, members and customers across the country and is also seeking possibilities to develop into Europe and Asia. The long term association and trust of its honorable members is its best reward.

APSA believe in providing complete satisfaction to their members. APSA efficiency, productivity and speed of execution in APSA success story. APSA are committed to build a work atmosphere of mutual respect and team work with a system of recognition and rewards focused on results and right behavior.

CURRENT ECONOMIC AND POLITICAL ISSUES

- ❖ Pakistan continues to face multiple sources of internal and external conflict. Extremism and intolerance of diversity and dissent have grown, fuelled by a narrow vision of Pakistan's national identity, and are threatening the country's prospects for social cohesion and stability.
- ❖ The inability of state institutions to reliably provide peaceful ways to resolve grievances has encouraged groups to seek violence as an alternative. The country saw peaceful political transitions after the 2013 and 2018 elections. However, as the country prepares for anticipated elections in 2024, it continues to face a fragile economy along with deepening domestic polarization. Meanwhile, devastating flooding across Pakistan in 2022 has caused billions in damage, strained the country's agriculture and health sectors, and also laid bare Pakistan's vulnerability to climate disasters and troubling weaknesses in governance and economic stability.
- ❖ Regionally, Pakistan faces a resurgence of extremist groups along its border with Afghanistan, which has raised tensions with Taliban-led Afghanistan. Despite a declared ceasefire on the Line of Control in Kashmir in 2021, relations with India remain stagnant and vulnerable to crises that



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pose a threat to regional and international security. The presence and influence of China, as a great power and close ally of Pakistan, has both the potential to ameliorate and exacerbate various internal and external conflicts in the region.

- ❖ There is some recognition by the state that instead of merely kinetic responses holistic counterterrorism policies are needed to counteract this trend. The growing extremism has been fueled by a narrow vision of Pakistan's national identity, threatening the country's prospect for social cohesion and stability. The inability of state institutions to reliably provide peaceful ways to resolve grievances has encouraged groups to seek violence as a legitimate alternative.
- ❖ The Pakistani police have struggled with a poor relationship with the public, characterized by mistrust and mistreatment, which has hindered effective policing. USIP has partnered with national and provincial police departments to aid in building police-community relationships and strengthening policing in Pakistan through training, capacity building and social media engagement.
- ❖ Nearly two-thirds of Pakistan's population is under the age of 30. Youth with access to higher education carry disproportionate influence in society. However, Pakistan's siloed education system does not allow interactions across diverse groups or campuses, leading to intolerance, and in some cases, radicalization. To tackle growing intolerance of diversity on university campuses, USIP has partnered with civil society and state institutions to support programs that establish sustainable mechanisms for dialogue, critical thinking and peace education.
- ❖ Torrential rains have ravaged more than 72% of Pakistan. More than 5,100 people have lost their lives. Schools, crops, livestock, and homes have been destroyed, leaving women and their families in urgent need of temporary shelter and financial assistance. In the wake of natural disasters, there is also an increased risk of violence against women.
- ❖ Pakistan continues to reel from uncertainty as its political transition — ill-timed during a period of domestic and global economic tumult — has yet to consolidate.
- ❖ Political volatility during the new governing coalition's first two months in power has led to policy paralysis. But this paralysis has begun to ease as the army has signaled support for the government and the International Monetary Fund (IMF) continues to press for austerity measures.
- ❖ These measures will ease Pakistan's twin deficit challenge, involving both fiscal and current account deficits, but they will also take a heavy toll on the average Pakistani. Inflation, which hit 29.8% in May, could rise to around 20% and remain in the double digits into next year. This will be a painful summer for Pakistanis as they're hit with a one-two punch of rising energy prices and electricity supply cuts.



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BASIC OBJECTIVES AND INSTITUTIONAL REFORMS

Today the APSA effectively carries out its role generally as a lobbyist, negotiator and advisor to its members and shipping fraternity at large towards the development of shipping expertise.

- ❖ APSA is ready to serve its members from any place in the country and can provide all kinds of services related to shipping lines, terminal operators, stevedoring, off-dock terminals and ICDs (Dry Port).
- ❖ To protect and promote shipping and the related trade and industry in Pakistan and to do all that is necessary for the development of the business of the association.
- ❖ To collect and circulate statistics and other information relating to ports (including Dry Ports) and shipping related trade and industry.
- ❖ To make APSA most influential and progressive National Association/Trade Body of Pakistan introducing, implementing and institutionalizing a system of merit, transparency and accountability ensuring services/ facilitation to all members without any discrimination.
- ❖ To endeavor making APSA as leading Voice of this Shipping Industry of Pakistan for promotion of Industry and protect the legitimate businesses and genuine rights of the members fraternity of Pakistan.
- ❖ To bridge gap between the Association and all concerned circles: Federal Government, Provincial Governments, Local Governments, Corporate and Financial Institutions, other trade bodies, Chambers of Commerce etc., for effective Liaison and exchange of information.
- ❖ To continue efforts to resolve stuck-up containers of imports on all 4 sea ports, terminals and dry ports by interacting with all concerned national and international authorities/ forums accordingly.



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- ❖ To introduce APSA's Think Tank selecting the professionals and elders/seniors in the industry having vast experience and insight on relevant affairs to suggest beneficial measures and remedies to issues and problems confronting to the members and Industry.
- ❖ To promote right understanding and unanimity among businessmen and functionaries connected with ports and shipping in Pakistan on subjects involving their common goods and to safeguard the general mercantile interests in Pakistan.
- ❖ To officially represent in the International and National Events related to Shipping Industry.
- ❖ To initiate dialogue with the Government on Core issues for meaningful contribution and integration on policy matters. Proactively engage with Parliament, National and Provincial Assemblies, Federal Ministries and Provincial Departments to uplift the Industry and communicate point of view of APSA.
- ❖ To emphasize the Government to accord deserving attention to promote the Shipping Industry services while signing of Services Trade Promotion Agreements, Free Trade Agreements, and Preferential Trade Agreements etc.
- ❖ To discourage activities focusing on vested interests, self-projection, self-interest and encourage honesty and dedication focusing individual and collective efforts to strengthen and Uplift the platform of APSA.
- ❖ To improve the corporate image and reputation of APSA with institutional and organization structural reforms, inducting professional staff, training/ grooming/ capacity building of existing staff to render services par excellence
- ❖ To get representation of APSA in the Federation of Pakistan Chambers of Commerce & Industry (FPCCI) on the positions of Office Bearers.
- ❖ Emphasis and advocacy to the Federal and Provincial Authorities to protect the investment of members in the industry.
- ❖ Organize Seminars, Conferences, and Brainstorming sessions, Workshops inviting experts from the industry to transform and disseminate international exposures share best management practices etc. to keep members abreast on latest business developments in the national and international arena.
- ❖ To plan and organize APSA new business opportunities in friendly countries and APSA Achievement Awards to recognize services of members.



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- ❖ Productive and meaningful interaction with Print and Electronic Media to raise the voice of the Industry to concerned quarters and create awareness in the masses about national and shipping norms.
 - ❖ Encourage, Research and Development, introduce virtual library and availability of information to members for their knowledge. Initiate Country-wise study reports for business activities.
 - ❖ To create regional committees and organize " Get-Together gatherings" and "open forums" on the occasion and side lines of Central Executive Committee meetings at Karachi, Lahore, Islamabad, and other various destinations/ stations.
 - ❖ Organizational Restructuring and bringing reforms to update and align association as per requirements and needs of the day while capacity building of personnel, revising their job descriptions and inducting new professional staff and training/ refresher courses of existing staff.
 - ❖ To orient and implement fair and innovative revenue generating measures to improve financial health of the Association.
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GLOBALIZATION

- ❖ To extend APSA's role globally by the means of socializing, advocacy and effective policies.
 - ❖ To represent Pakistan and APSA in the International Conferences and exhibitions and to organize local events and programs.
 - ❖ To extend business relations with the industry stakeholders regional and worldwide. To sign "Agreements" and "Memorandum of understanding" on related projects. To visit different countries with APSA Delegation in order to enhance networking globally. To attend and participate business events to improve the contacts with the stakeholders of the industry.
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LIAISON WITH THE FEDERAL AND PROVINCIAL GOVERNMENTS

- ❖ The Secretary General and representative of Manzil Pakistan met with the newly appointed



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Director-General, who also holds the role of Advisor to the Prime Minister, to discuss matters related to the Merchant Marine Policy. During their meeting, they extended an invitation for him to attend the upcoming AGM lunch and share his insights and opinions on various matters.

- ❖ Liaison with Port Qasim Authority/Karachi Port Trust Chairman for resolving port related issues.
- ❖ Meeting held with KPT regarding KPT Safety by Laws on 3-11-2023 in KPT Head office with Manager Port Safety.
- ❖ Letter issued to Collector and Additional Collector Customs dated to highlight issues faced by members due to entry of empty containers in to terminals electronically.
- ❖ Detailed proposal sent to Customs along with comments and rationale for amending Shipping Agents Rules in line with SRO 1220(I)/2015 dated 04.12.2015 again.
- ❖ Letter sent to Assistant Collector (Licensing) and explaining the position of Members in lieu of Freight Charges while reiterating that commercial matters may not be dictated by Customs Authority in line of the guidelines from Competition Commission of Pakistan.
- ❖ Meeting held at Custom house regarding phyto sanitary Certificate which was attended by Plant Protection department.
- ❖ Meeting with ADC Customs and officials to address the concerns of shipping lines due to fine/penalty on containers which are delayed due to auction/destruction of cargo.
- ❖ Meeting with Collector Preventive Customs and officials to stress that the inventories should not be struck in any process and smooth running to be maintained and to grant extension for entry for empty containers in terminal electronically.
- ❖ Letter issued to Assistant Chief, Ministry of Commerce to clarify the position on shortage of containers and the support provided by its Members to the industry at large.
- ❖ Meeting request sent to SBP to discuss regarding the progress and transactions of Electronic Bill of Lading which was due to be completed in the coming months.
- ❖ Various meetings held by Members with Customs official regarding stuck-up containers of shipping lines at the terminals and support from lines in order to facilitate and assist release of containers.
- ❖ Meeting with DG Transit Trade and Commercial Attaché' and stake holders to promote trade between Pakistan and Afghanistan and to resolve the issues with traders.
- ❖ Meeting held with senior management of Pakistan Single Window on bridging legal gaps in the development of Port Community System.



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- ❖ Meeting with Chief Collector MCC Appraisal & Facilitation to discuss matters of mutual interest.
- ❖ Follow up of Letter dated 21.07.2022 sent to Acting Governor and Deputy Governor State Bank of Pakistan regarding delay in approval for Freight and Detention Remittances of APSA members, while further requesting appropriate measures to be taken to avoid blocking of foreign funds.
- ❖ Letter received from Port Health regarding the provision of ship manifest of Cargo deceleration and for the implementation of port Health rules.
- ❖ APSA along with member shipping lines had a meeting with State Bank of Pakistan top officials to discuss the pending issues facing by lines for the remittances on October 31, 2023. The meeting were coordinated by Meezan Bank Limited. The senior management of Meezan Bank Limited were called ONLINE for further briefing on meeting with State bank of Pakistan.
- ❖ The MBL team and APSA secretariat have already shared the minutes of the meeting after the consent of the State bank of Pakistan and seeking State bank of Pakistan confirmation in writing for the finalization of matters specially the sub bank account to be used for container detention.
- ❖ Mr. Salah Uddin has informed members that the meeting ended on a positive note and appreciates the shipping lines to join hands. He also appreciated the role of MBL in arranging the meeting.
- ❖ Committee members of APSA representing SBP matters suggested continuing dialogue with the SBP officials and suggested that APSA should on a regular basis engage with SBP official to resolve the matters of the shipping industry. It is also emphasized that Electronic Bill of lading matter to be resolved as a priority, MBL senior management also assured the EC of their full support.
- ❖ Chairman had also advised that APSA should have a follow-up meeting with State Bank of Pakistan and encourage continuing coordination with the SBP officials. He also advised that PSW ONLINE system for shipping line to be started soon and to be followed up.
- ❖ Secretary General informed that a training session is arranged in collaboration with PSW management. He also apprises EC members that the initial response was very slow but now over 65 participants are registered through ONLINE link prepared by PSW.
- ❖ The matter of stolen containers cases has been discussed. Secretary General also informed that one of the shipping line containers had been stolen recently and FIR is lodged for the recovery by the shipping lines.
- ❖ It was requested to all members to send their similar cases details so meeting with transporter or Empty yards can be arranged.



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- ❖ Chairmen asked all EC members to share stolen container cases and other details. He further emphasizes sending the details of various mishap or fraud so proper presentation can be prepared by APSA.
 - ❖ APSA also arrange a workshop on how to protect shipping lines from fraud and operational flaws. Chairman asked Secretary General to make necessary preparations.
 - ❖ The APSA secretary has been asked to arrange meeting with DG Afghan Transit Trade to discuss matters facing by members for Afghan transit trade. The secretary will inform the date of the meeting to the members after the appointment.
 - ❖ The Secretary General had briefed the stuck-up container due to Auction and Destruction asked members to share the details of containers for further follow up with the respective authorities and Terminals. A chairman has informed that he and APSA should meet Collector SAPT and Chief Collector on subject matter. Chairman asked EC members to check before giving the container who has just released from auction. It was mention in the meeting with Collector preventive and enforcement to resolve GD hold issue and advised EC members to utilize the auction container after sorting the GDs issue.
 - ❖ Effective liaison with Provincial Revenue Boards of all Provinces to safe guard the interest of members.
 - ❖ Escalate proposals and suggestions to Government of Pakistan for Federal Budget, Trade Policies & etc.
 - ❖ To achieve representation in the National Shipping Board of Pakistan enshrined in the Prime Minister of Pakistan's Vision.
 - ❖ Liaison with Foreign Diplomatic Missions in Pakistan and Pakistan Foreign/Trade Missions abroad to exchange information and promotion of shipping industry activities.
 - ❖ Explore bilateral shipping activities between Pakistan and friendly countries.
 - ❖ Coordination with Federal and Provincial Authorities to promote shipping authority.
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TAXATION, POLICIES AND REGULATORY AFFAIRS

- ❖ ☑ To continue efforts to minimize existing multiplicity of taxes and simplify taxation procedures.



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- ❖ To initiate working on Annual Federal Budgets at least six months prior to announcement and finalize proposals by the month of March of every succeeding year. Proposals should envisage advantageous measures to shipping industry of Pakistan. Proposals to be finalized in consultation with Members, Central Executive Committee, experts and APSA's Think Tank.
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APSA'S NEWSLETTER

- ❖ To publish quarterly the electronic version Newsletter covering APSA activities and industry news and disseminate to members and all concerned quarters as leading voice of the Shipping Industry of Pakistan.
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SPORTS AND RECREATIONAL ACTIVITIES

- ❖ To support, and/or organize sports activities (indoor and outdoor), organize and participate in friendly tournaments and matches making teams from members and other stakeholders including diplomatic circles to create a friendly rapport and social contribution through human interaction.
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FACILITATION TO MEMBERS

- ❖ To take all possible steps for the betterment of the members and to facilitate them with all possible means in order to achieve the aims and objectives of the Association and its members.
- ❖ To advance and promote professional, commercial and technical education and to canvass for support and run establishment and institutions for such purpose.
- ❖ To be a strong and effective voice of the members in the industry and to safeguard the interests and objectives of the members. To provide the members with a productive and effective forum to



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express their views, opinions and concerns pertaining to the industry. To be a collective and effective voice of all the members and to advocate for the members with Government and all the pertaining official bodies and departments for the swift and effective solution of issues.

- ❖ To represent APSA on all forums effectively and to ensure adequate and effective representation of the Association on Government, statutory and all other bodies pertaining to the trade and shipping industry.
- ❖ To arrange conferences and seminars to further the knowledge of people associated with ports and shipping trade.
- ❖ To conduct the Elections of the Association and to ensure free and fair elections as per the rules and regulations of the Association and the other statutory bodies.
- ❖ To conduct and participate in the General Meetings of the Association.
- ❖ To conduct an ordinary or extraordinary General Meeting of the Association as per the requirement of time and conjunction of the members in accordance with the law.
- ❖ To obtain all the relevant documents and publications for the record keeping and smooth running of the works of APSA.
- ❖ To conduct and participate in the seminars, workshops and sessions organized by the Association.
- ❖ To invite and set meetings with the delegations, dignitaries and all other pertaining groups from abroad.
- ❖ To ensure APSA's participation in the industry related fairs/exhibitions for APSA'S effective presence.



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- ❖ Public Advertisements on APSA's website and in any publication of APSA at a special tariff for the members.

- ❖ To make efforts for the development of the industry and to ensure all reasonable facilities for the members.

- ❖ To be available and facilitate members for attestation of documents free of charge or at price as may be fixed by the Executive Committee from time to time.

- ❖ To do all such things as are incidental or conducive to the attainment of all or any of the above objectives.



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PROPOSED PLAN OF ACTIVITIES

(Under Rule 2(1) (1) and Rule 23(1) of Trade Organizations Rules, 2013, as audited by a firm of chartered accountants)

For the year (2024, 2025 & 2026)

S.No	Activity	Time		Estimated Financial Impact Rupees	Source of Fund	Intended Goals
		Date of Commencement	Date of Accomplishment			
1	Elections & Legal	July 01,	June 30,	200,000	Members Subscription and Contribution	Compliance as per Trade Organization Act 2013
2	Receptions	July 01,	June 30,	125,000	Members Subscription and Contribution	Promote interest of shipping organizations
3	Proposals	July 01,	June 30,	100,000	Members Subscription and Contribution	Liaison with Federal and Provincial Govt. Departments
4	Meetings	July 01,	June 30,	250,000	Members Subscription and Contribution	Promote interest of shipping organizations
5	Seminars, Exhibition & Workshop	July 01,	June 30,	225,000	Members Subscription and Contribution	Promote presence & community of shipping organizations
6	Development Courses	July 01,	June 30,	100,000	Members Subscription and Contribution	Maintain professional competence of members
7	Website, Social Media & Others	July 01,	June 30,	100,000	Members Subscription and Contribution	Various as described in approved Minutes



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8	Salaries, Allowance & Benefits	July 01,	June 30,	1,500,000	Members Subscription and Contribution	To run the affairs of the Association
9	Utilities	July 01,	June 30,	150,000	Members Subscription and Contribution	To run the affairs of the Association
10	Administrative & General Expenses	July 01,	June 30,	600,000	Members Subscription and Contribution	To run the affairs of the Association
11	Legal, Professional and Consultancy Expenses	July 01,	June 30,	700,000	Members Subscription and Contribution	To safeguard the rights and interest of Association & Members

Secretary General

Chartered Accountant