

Annual Performance Report of Executive (Managing) Committee

For the Year 2024-2025

Setup under Section 42 of the Companies Ordinance, 1984

Preface

It gives us immense pride and satisfaction to present the Annual Performance Report of the **Air Cargo Agents Association of Pakistan (ACAAP)** for the financial year ending **30th June 2025**. This report serves as a comprehensive account of the progress, challenges, and significant accomplishments of the Association during the reporting period.

ACAAP, through its Executive (Managing) Committee, has remained steadfast in its mission to represent, support, and safeguard the collective interests of air cargo agents across Pakistan. We have continued to work in alignment with our founding principles—advocacy, facilitation, integrity, and advancement—to uplift the freight forwarding community and contribute to the overall development of Pakistan's logistics and trade infrastructure.

The reporting year was marked by several socio-economic challenges, both globally and domestically. However, under the strategic guidance of the **Chairman** and the relentless efforts of the **Executive Committee**, ACAAP rose to the occasion by implementing targeted interventions, negotiating on behalf of members, and streamlining internal operations for better service delivery.

Core Objectives and Focus Areas

The principal objective for the year 2024-2025 was to **safeguard the industry against prevailing global economic uncertainties** and to address **pressing local challenges** facing freight forwarders in Pakistan. A particular emphasis was placed on ensuring regulatory compliance, building institutional capacity, advocating policy reforms, and providing timely assistance to our members in times of need.

Strategic Achievements and Milestones

Successful Resolution of DIP Guarantee Crisis

One of the most critical issues this year emerged around the **renewal of the DIP Guarantee**, which threatened to impose an immense financial burden on IATA-accredited freight forwarders due to new requirements involving high-value guarantees.

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- ACAAP proactively engaged all stakeholders—including IATA, insurance companies, and relevant government departments—to resolve this matter.
- The Secretariat played an instrumental role in **facilitating the renewal process** for nearly **200 freight forwarders**, preventing large-scale disruptions.
- Furthermore, ACAAP's intervention not only safeguarded forwarders but also **assisted the only insurance company offering unlimited coverage**, helping it overcome regulatory obstacles and continue supporting the industry.

This was a **landmark victory** for the freight forwarding community and a testament to the power of collective representation.

Reduction in Financial Premiums

Another major win for the association was securing **significant reductions in insurance premium rates** for members:

- The premium, initially reduced by **Rs. 450/- per AWB**, was further negotiated down by an additional **Rs. 700/-**, bringing the **current rate to Rs. 1,800/- per AWB**.
- This financial relief was especially meaningful for small to mid-sized freight companies, enabling them to remain competitive in a tight-margin environment.

Such achievements exemplify ACAAP's commitment to tangible economic facilitation for its members.

Launch of ACAAP Web Portal & Smart Book Accounting System

ACAAP continues to lead the way in digital transformation within the logistics sector. The launch of our **Web Portal** and **Smart Book Accounting System** has enabled:

- **Centralized data management** for members,
- Enhanced **transparency and operational efficiency**, and
- Real-time access to organizational updates, policy documents, training information, and member-specific services.

This platform represents our commitment to innovation and future-readiness.

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Capacity Building and Training Initiatives

Recognizing that human capital is at the heart of industry development, ACAAP has prioritized **technical education and training** throughout the year:

- ACAAP conducted **DGR (Dangerous Goods Regulations)** courses, **basic cargo handling**, and other skill-based training sessions in **Karachi, Lahore, and Sialkot**.
- More than **200 logistics professionals** were trained during these sessions, enhancing their qualifications and readiness to meet international standards.
- Plans for establishing ACAAP's own **Training Academy** are well underway. The Association has already submitted its application to the **Civil Aviation Authority (CAA)**.

These steps will not only ensure regulatory compliance but also **improve workforce productivity and safety standards** in the freight forwarding sector.

Member Services and Support Mechanisms

Financial Dispute Resolution

The **Financial Dispute Subcommittee (FDSC)**, operating under clear SOPs and with full autonomy, made commendable strides:

- Successfully recovered **millions of rupees** in outstanding dues for ACAAP members.
- Maintained and updated a **Defaulters List** regularly, empowering members with vital risk information to avoid bad debts.
- Provided a transparent, impartial platform for the resolution of business disputes—restoring trust and stability within the industry.

Membership Growth and Administration

- This year, ACAAP welcomed **75 new members**, in addition to processing and renewing a large number of existing memberships.
- The Association now proudly represents **377 active members**, reflecting our position as the most representative body of air cargo professionals in Pakistan.

Social Responsibility and Humanitarian Efforts

- In the wake of the devastating **floods in Punjab and surrounding regions**, ACAAP formed a **dedicated relief task force**.

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- ACAAP members mobilized resources including **food, clothing, shelter materials**, and medical supplies for the affected communities.
- Our teams were **actively involved in rescue operations**, especially in the Sialkot region, demonstrating the values of **compassion and national duty**.

ACAAP stands committed to **corporate social responsibility** and will continue to step forward in times of national need.

Government Liaison & Policy Advocacy

- Regular meetings were held with high-ranking officials of the **Civil Aviation Authority (CAA)** to address member concerns at cargo complexes, particularly regarding **security issues, theft, and cargo leakage**.
- ACAAP remains in constant dialogue with:
 - Ministry of Commerce,
 - Directorate General of Trade Organizations (DGTO),
 - FPCCI, and
 - Other relevant ministries and regulatory bodies.

These interactions have led to both **policy assurances** and the **resolution of several long-standing issues**. Others remain under active follow-up.

Organizational Developments

- ACAAP's Regional Office in **Lahore (Region B)** and Zonal Office in **Sialkot** are functioning effectively under new regional leadership.
- Plans are underway to **acquire permanent premises** for the ACAAP Head Office, further strengthening our institutional infrastructure and independence.
- The Association has **successfully complied** with all orders and directives issued by **DGTO**.

Strategic Objectives Ahead

- **FIATA Membership Pursuit:** Despite fulfilling all formal requirements, ACAAP's application for FIATA membership has been pending for over **five years**. The Association is vigorously pursuing this critical international affiliation, which will open up global linkages and recognition for our members.
- **Member Empowerment:** We aim to continue offering financial, legal, and educational support to members to make their operations more cost-effective, secure, and globally competitive.

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- **Industry Development:** Through policy suggestions and think-tank collaborations, ACAAP seeks to contribute towards a **modern, sustainable, and job-creating logistics ecosystem** in Pakistan.

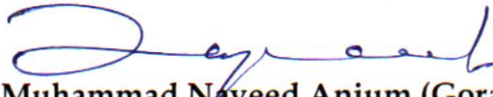
Conclusion

The year 2024-2025 has been a period of proactive engagement, constructive achievements, and tireless advocacy for ACAAP. The **Executive Committee**, under the visionary leadership of the **Chairman Mr. Rana Tariq Mahmood**, has consistently upheld the values of **transparency, integrity, and professionalism** in all its undertakings.

We are confident that the collective efforts of ACAAP's members, committees, and leadership will continue to make meaningful contributions to the freight forwarding industry and to Pakistan's economy at large.

With deep gratitude to our members and stakeholders, we look forward to a future marked by continued growth, stronger partnerships, and impactful results.

*For and on behalf of the
Air Cargo Agents Association of Pakistan*



Muhammad Naveed Anjum (Goraya)
Secretary General



Rana Tariq Mahmood
Chairman

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