September 25, 2026

PLAN OF ACTIVITIES FOR 2026-2028
PAKISTAN SOAP MANUFACTURERS ASSOCIATION

The Pakistan Soap Manufacturers Association (PSMA) is a representative Trade Organization established as a non-political and non-profit organization with the objective of uniting manufacturers of Soap, Detergents and allied products and promoting their legitimate business interests while maintaining high ethical standards.

The Association envisages undertaking the following Short-Term, Routine and Long-Term Activities after renewal of its Licence under the Trade Organizations Ordinance, 2013 and applicable laws and regulations.

SHORT-TERM ACTIVITIES

The Association's short-term plan is focused on providing effective assistance to its members in resolving their day-to-day problems and difficulties. The Association will continue to approach and coordinate with the concerned Government Departments, Ministries, Regulatory Authorities and Agencies at both the Federal and Provincial levels for the resolution of issues affecting the Soap and allied industries.

Soap is an essential commodity and plays an important role in maintaining personal hygiene and public health. The industry therefore requires a supportive regulatory and fiscal environment to ensure the uninterrupted availability of quality products to consumers.

Rationalization of Duties on Raw Materials

The Association has continuously pursued the rationalization of customs duties on important raw materials used by the Soap Industry, particularly Palm Stearin.

Through the Association's efforts and engagement with the relevant authorities, the duty structure applicable to this important feedstock was rationalized. Furthermore, a facility was granted by the Ministry of Commerce through SRO 588(I)/2021, enabling members to import Palm Stearin without the requirement of adding red dye, subject to the applicable rules and procedures.

Hand Sanitizer Manufacturing

During the period of urgent need for sanitizing products, a number of PSMA members stepped forward and started manufacturing and supplying Hand Sanitizers to meet market demand.

When regulatory restrictions were subsequently imposed, limiting the manufacture of Hand Sanitizers primarily to the pharmaceutical sector, the Association pursued the matter with the relevant Government authorities.

As a result of the Association's efforts and representation, its members were able to continue manufacturing Hand Sanitizers in accordance with the standards and requirements prescribed by PSQCA and other applicable authorities.

Valuation of Palm By-Products

The Association actively represented the concerns of the local industry regarding the valuation of imported Palm By-Products.

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The Association pursued the matter with the relevant Customs authorities and successfully advocated for a more appropriate valuation mechanism. Consequently, a new Valuation Ruling was issued by the Directorate of Customs Valuation, resulting in an increase in the assessed valuation of Palm By-Products.

This measure has helped address concerns relating to under-invoicing and mis-declaration and has contributed towards creating a more equitable competitive environment for local manufacturers.

In-Bonding Facility for RBD Palm Stearin

The Association has also represented the industry's request for an appropriate in-bonding period for RBD Palm Stearin.

A representation was submitted to the Member (Customs Policy), FBR, requesting that the in-bonding period for RBD Palm Stearin be allowed for up to three months, keeping in view that the material is not perishable and does not fall within the relevant restrictions under SRO 125(I)/1999 dated 27-02-1999.

Copies of the representation were also submitted to the concerned Chief Collector and Collector of Customs for consideration and appropriate action.

Government Liaison and Industry Representation

The Association will continue to maintain regular liaison with:

- Federal Board of Revenue (FBR)
- Ministry of Commerce, Ministry of Industries & Production and all Government related offices.
- Pakistan Standards & Quality Control Authority (PSQCA) and DRAP, where applicable
- Customs Authorities
- Provincial Government Departments
- Regulatory & development agencies

The Association will represent the collective interests of its members and submit proposals concerning taxation, customs duties, import and export policies, standards, regulatory matters, energy costs and other issues affecting the industry.

Routine Activities

Annual General Meeting

The Association will hold its Annual General Meeting (AGM) every year, followed by an Annual Dinner, in which members from different regions of Pakistan will participate.

The AGM will provide an opportunity to:
Review the Association's activities and performance.
Discuss important issues confronting the industry.
Exchange views among members.
Formulate strategies for the development of the Soap Industry.
Consider policy matters and future programmes.
Senior Government officials, representatives of FBR and Customs, FPCCI office-bearers and other relevant stakeholders may be invited as Chief Guests and Guests of Honour.

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Managing Committee Meetings

Meetings of the Managing Committee will be convened regularly, normally at least once every two months or as required.

Important and urgent matters relating to the Soap and allied industries will be discussed according to the agenda, and appropriate decisions and recommendations will be formulated.

Where circumstances require, meetings may also be conducted through virtual platforms to ensure continuity and effective participation.

Press & Electronic Media Relations

The Association will periodically issue Press Releases highlighting important issues, developments and concerns affecting the Soap and allied industries.

The Association will maintain constructive communication with newspapers, electronic media and other appropriate platforms to create awareness regarding industry-related matters and to present the Association's viewpoint before relevant stakeholders.

Increase In Membership

The prospective members of the Association are engaged in business activities in various cities and towns throughout Pakistan.

At present, the Association represents manufacturers of Soap and allied products. The Association intends to further broaden its membership base by encouraging eligible manufacturers, traders & businesses connected with the Soap, Detergent, Cleaning Products & allied sectors to become members.

The expansion of membership will strengthen the Association's representative capacity and enable it to address industry-wide issues more effectively.

Establishment of Regional Offices

The Association has established two Regional Offices in Rawalpindi and Lahore, in addition to its Head Office in Karachi.

The purpose of these Regional Offices is to strengthen the Association's presence in different regions of Pakistan, improve communication with members and facilitate the identification and resolution of regional issues.

The Association will continue to encourage members throughout Pakistan to actively participate in the Association's activities and contribute towards the development of the Soap Industry.

Formation of Committees

In addition to expanding membership and extending services to members in major cities, the Association intends to establish various specialized committees comprising members of the Association and the Managing Committee.

These committees may be constituted for specific areas such as:
Customs & Taxation, Trade & Commerce, Regulatory Affairs, Technical & Standards, Environment & Sustainability, Export Promotions, Raw Materials Import & Export, Edible Oils & Non-Edible Oils, Safety & Occupational Health and Membership & Regional Affairs

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Each committee will perform functions according to its approved Terms of Reference and will submit recommendations to the Managing Committee.

Modern Techniques, Quality & Effective Safety

The Association will encourage its members to adopt modern manufacturing techniques & technologies for the production of Soap, Detergents and allied products.
The objective will be to improve:
Product quality, Manufacturing efficiency, Cost competitiveness, International standards compliance, Workplace safety, Environmental performance and Export competitiveness
The Association will also facilitate the sharing of technical information & best practices among members.

Where appropriate, information regarding safety measures, useful tools, manufacturing practices and technical developments will be disseminated through newsletters, circulars, seminars, workshops & other communication channels.

LONG-TERM ACTIVITIES

FUTURE PLAN OF ACTIVITIES

Conferences

The Association intends to continue participating in national and international conferences relating to the Soap, Edible Oil, Oils & Fats and allied industries.

PSMA has participated as an organizer of the Pakistan Edible Oil Conference (PEOC) along with other industry associations. Such conferences provide an important platform for industry stakeholders, Government representatives, international organizations, manufacturers, traders & technical experts to exchange information and discuss developments affecting the sector.

The Association will continue to support and participate in such conferences, subject to availability of resources and in accordance with the Association's objectives.

PSMA members also participate in international conferences and exhibitions relating to Palm, Lauric Oils, Oils & Fats and other relevant sectors, including events held in Malaysia, the UAE and other international markets.
Participation in such events provides members with opportunities to:
Develop international business contacts. Understand global market trends. Explore export opportunities. Obtain technical knowledge. Study international standards and manufacturing practices. Establish business-to-business relationships.

Exhibitions

The Association has previously organized successful exhibitions, including Scope99 and Consumax, covering consumer and allied products. The Association intends, subject to available resources and membership support, to organize future exhibitions focusing on:

Soap, Detergents, Cleaning Products & Allied Industries
Such exhibitions will provide an opportunity to:
Promote locally manufactured products. Encourage manufacturers to improve product standards. Create public awareness regarding quality and hygiene. Promote modern manufacturing practices.

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Facilitate business-to-business interaction. Explore domestic & international export opportunities. Encourage investment in the Soap and allied industries.

The Association will explore opportunities to organize such exhibitions with the support of relevant Government institutions and industry stakeholders.

Seminars & Awareness Programmes

The Association intends to arrange seminars & awareness programmes on subjects of importance to industry and society.

One of the proposed areas is the importance of education, particularly in rural areas of Pakistan.

The Association believes that education plays a fundamental role in the socio-economic development of a nation. Through appropriate seminars and awareness programmes, the Association may contribute towards promoting education, skill development and awareness among communities.

The Association may also organize seminars on:
Industrial development. Hygiene & Sanitation. Occupational Safety. Environmental protection. Import & Export promotion. Technical Development. Taxation & Customs. Regulatory Requirements & Sustainable Manufacturing

Library & Information Resource Centre

The Association intends to further improve its Library and information resources by adding relevant books, technical publications, magazines, research material and industry reports.

The Library will provide members with access to updated information concerning:
Soap Manufacturing Literatures & Guidelines. Detergent Manufacturing. Raw Materials & Palm & Lauric Oils with International Prices. Global Commodity Prices. International Market Trends. Technical Developments. Standards & Regulations & Global developments in the Soap & allied industries. Where feasible, the Association will also develop digital information resources for the benefit of its members.

General Industry Monitoring & Members' Support

The Association will continue to closely monitor day-to-day developments relating to the manufacturing, marketing, import, export and trade of Soap, Detergents and allied products.

The Association will act as a bridge between manufacturers, traders, Government departments, regulatory authorities and other relevant stakeholders.

The Association will also monitor major economic and industry indicators and periodically inform members about emerging risks, opportunities and developments that may affect their businesses.

The Association may undertake such other activities as may be considered necessary & appropriate from time to time in the best interests of its members and the Soap and allied industries.

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Budgeting & Financial Control

The Association will continue to exercise prudent financial management and maximum possible austerity in its expenditures.

The Managing Committee will make every effort to strengthen the financial position of the PSMA through: Expansion of the membership base.

Encouragement of eligible new members to join the Association.
Revision of admission & membership fees, where required, with the consent and cooperation of members.
Development of sustainable sources of Association revenue.
Effective monitoring and control of administrative expenditures.
At the same time, the Association will ensure that available financial resources are utilized for productive activities and the achievement of its objectives.

Funding for the Plan of Activities

The estimated expenditure for the proposed Short-Term, Routine and Future Plan of Activities is approximately Rupees Five Million (Rs. 5,000,000/-), subject to actual requirements & availability of resources.

The Association intends to meet the expenditure primarily from its own financial resources.

The Association has also made long-term investments amounting to approximately Rupees Seven Million (Rs. 7,000,000/-), as reflected in the Balance Sheet forming part of the Association's audited financial statements.

In the event that additional funds are required for implementation of future programmes, the Association may seek additional contributions from its members, subject to the approval of the competent forum and in accordance with applicable rules and regulations.

Conclusion

The Pakistan Soap Manufacturers Association is committed to strengthening the Soap, Detergent and allied industries of Pakistan by providing an effective platform for collective representation, consultation, technical development, business facilitation and constructive engagement with Government and other stakeholders.

Through its short-term, routine and long-term programmes, the Association will continue working towards creating a more competitive, sustainable, technologically advanced and export-oriented industry while safeguarding the legitimate interests of its members.

The Association will strive to strengthen its institutional capacity, broaden its membership, improve services to members and contribute positively to the development of Pakistan's manufacturing and trade sectors.

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SIGNED BY
OFFICE BEARERS
& MEMBERS MANAGING COMMITTEE
2026-2028

01. _____ Chairman

02. _____ Senior Vice Chairman

03. _____ Vice Chairman

04. _____

05. _____

06. _____

07. _____

08. _____

09. _____

10. _____

11. _____

12. _____

SYED AIJAZ AHMED
Secretary General
Pakistan Soap Manufacturers Association