



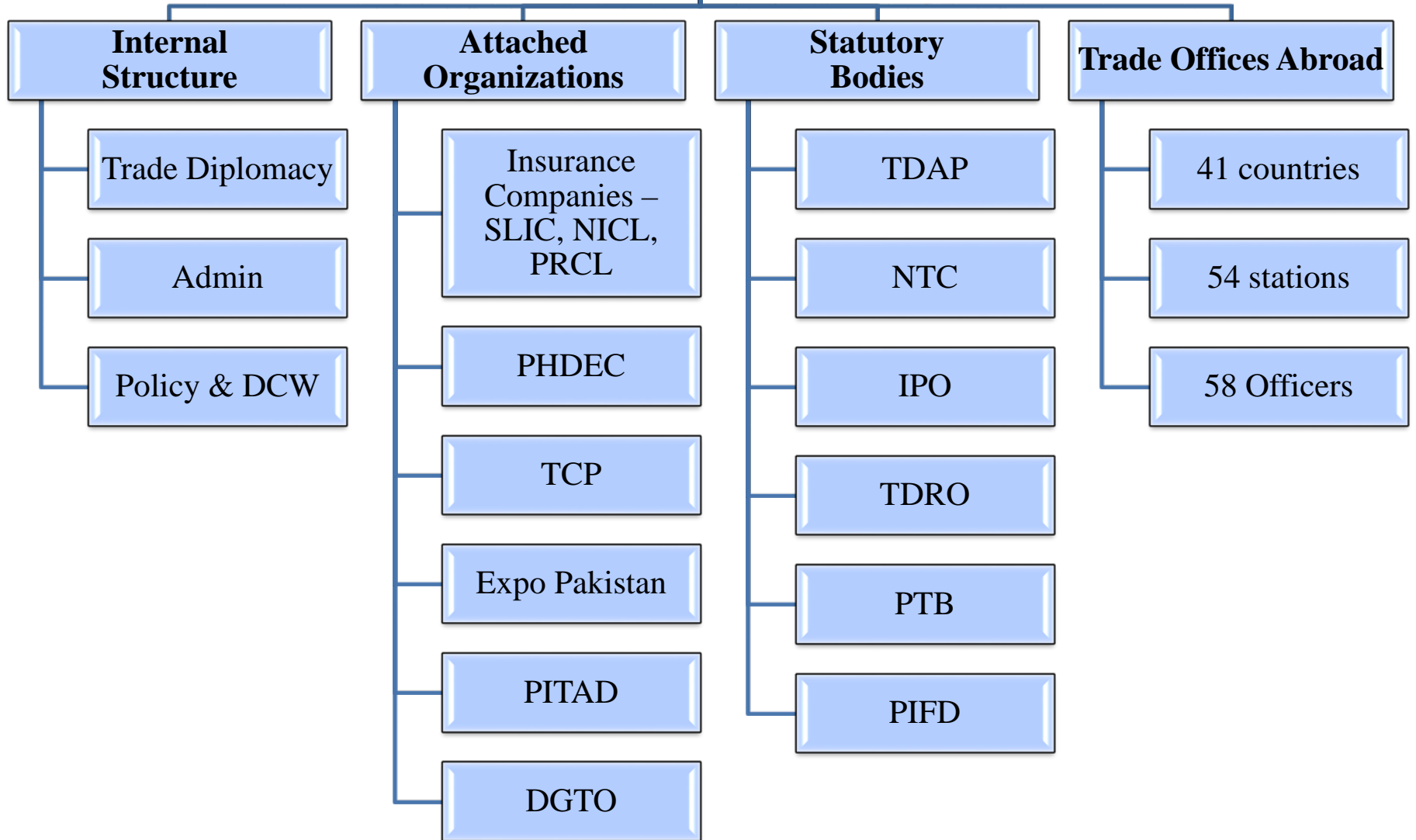
TRADE Overview of Pakistan

Trade Development Authority of Pakistan

Qazafi Rind
Director Asia Pacific

(25th February, 2019)

Ministry of Commerce



Functions

Regulation of Trade Bodies

Insurance Law and Control of Insurance Companies

Domestic Commerce Reform and Development

Administrative Control of Commerce & Trade Group

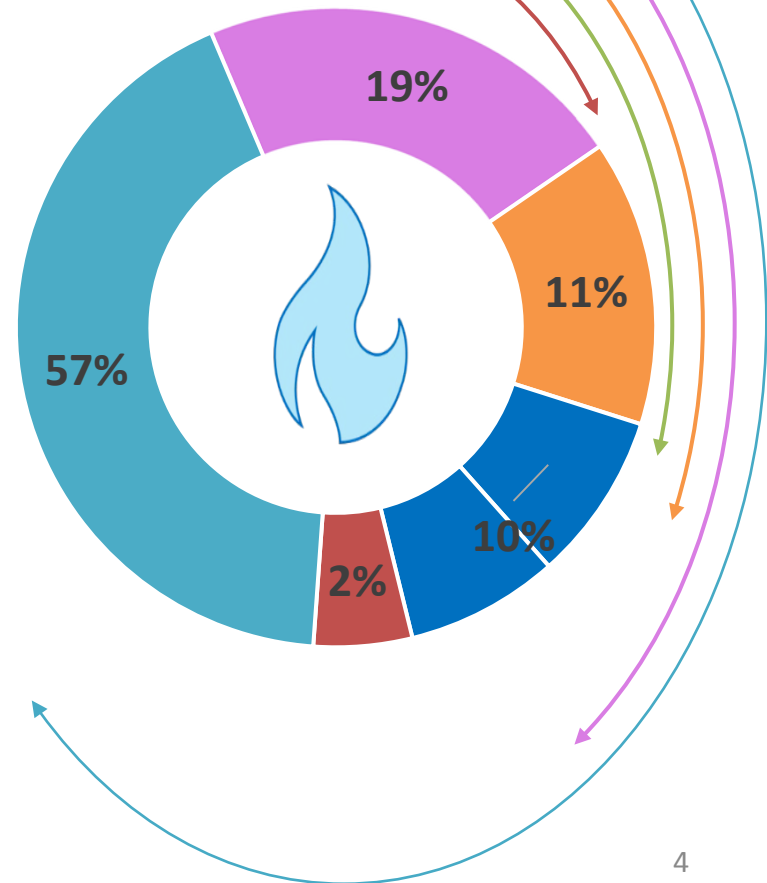
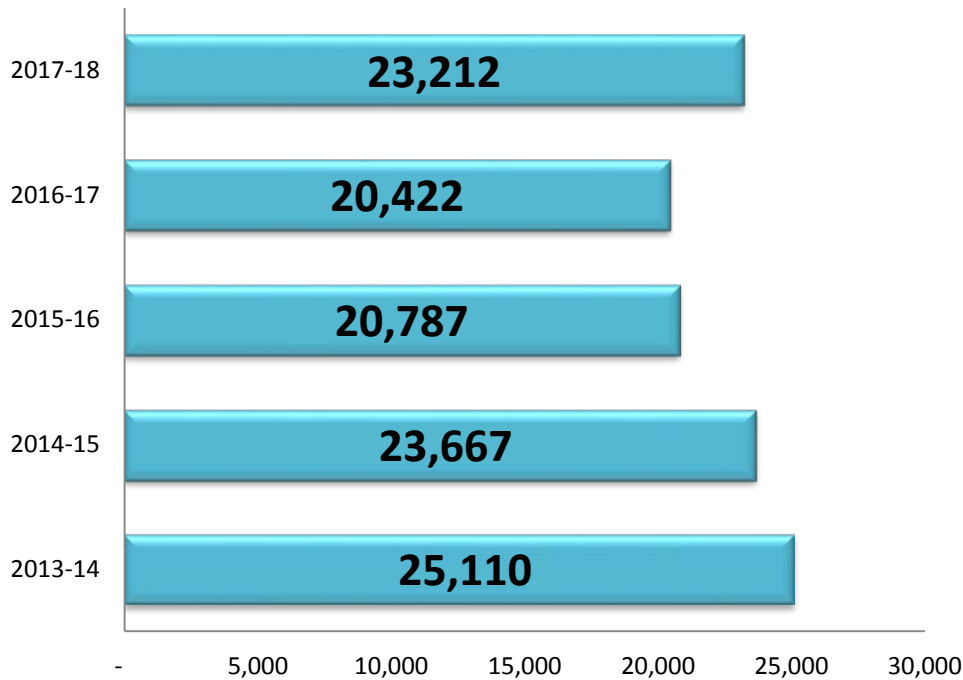
Management of Export Development Fund

Export Profile of Pakistan (2017-18)

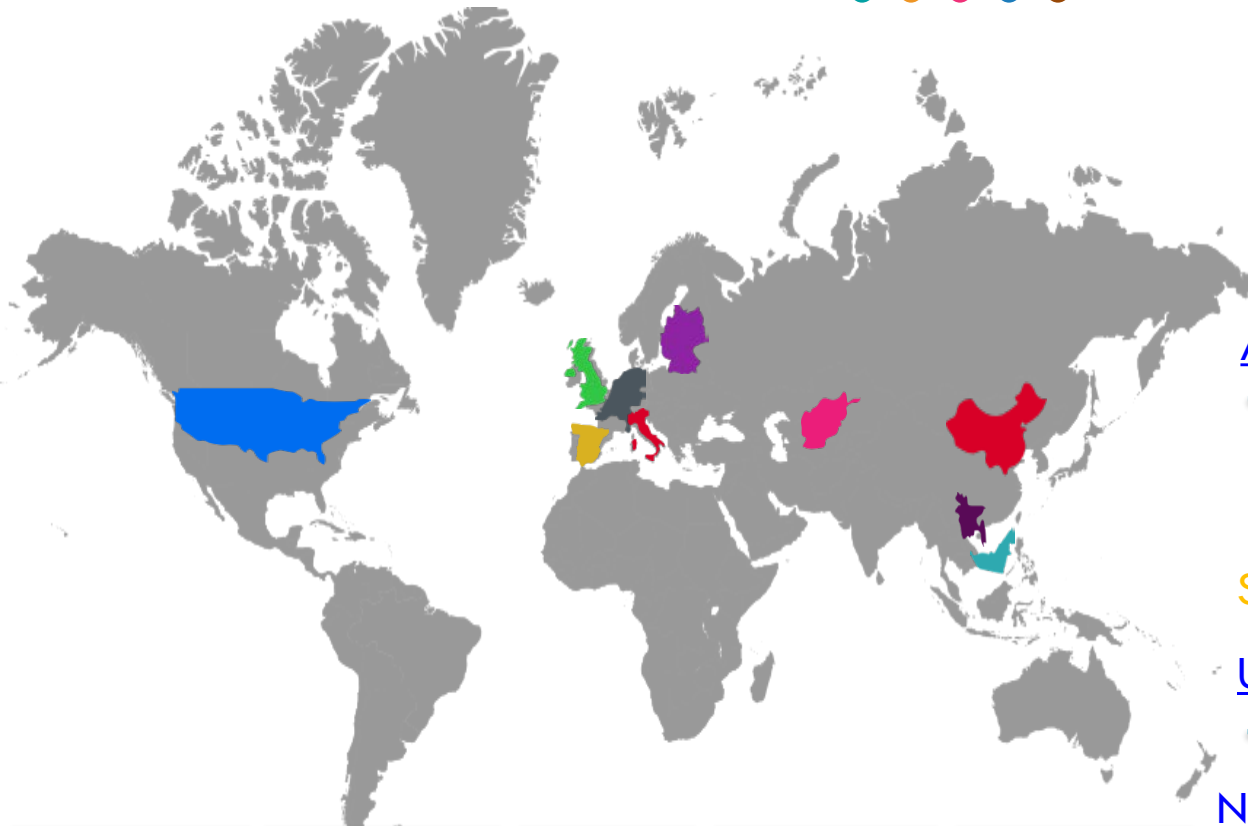
(US\$ billion)

- Textile & its products (13.2 B)
- Agro Food (4.5 B)
- Other Sectors (2.5 B)
- Engineering & Manufacturing (2.4 B)
- Minerals and Metals (464 M)

Pakistan's Exports to World(us\$ million)



Pakistan's Top Export Destinations



USA \$3.6 B 5.6%

UK \$1.7 B 9%

China \$1.6 B 14%

Afghanistan \$1.5 B 18%

Germany \$1.3B 11.6%

Spain \$952 M 16.6%

UAE \$936 M 18%

Netherland \$864 M 26%

Italy \$766 M 17%

Bangladesh \$732 M 17.2%

- USA**
- Textile & its products
 - Surgical Goods
 - Leather articles

- UK**
- Textiles & its products
 - Rice
 - Leather articles
 - Footwear

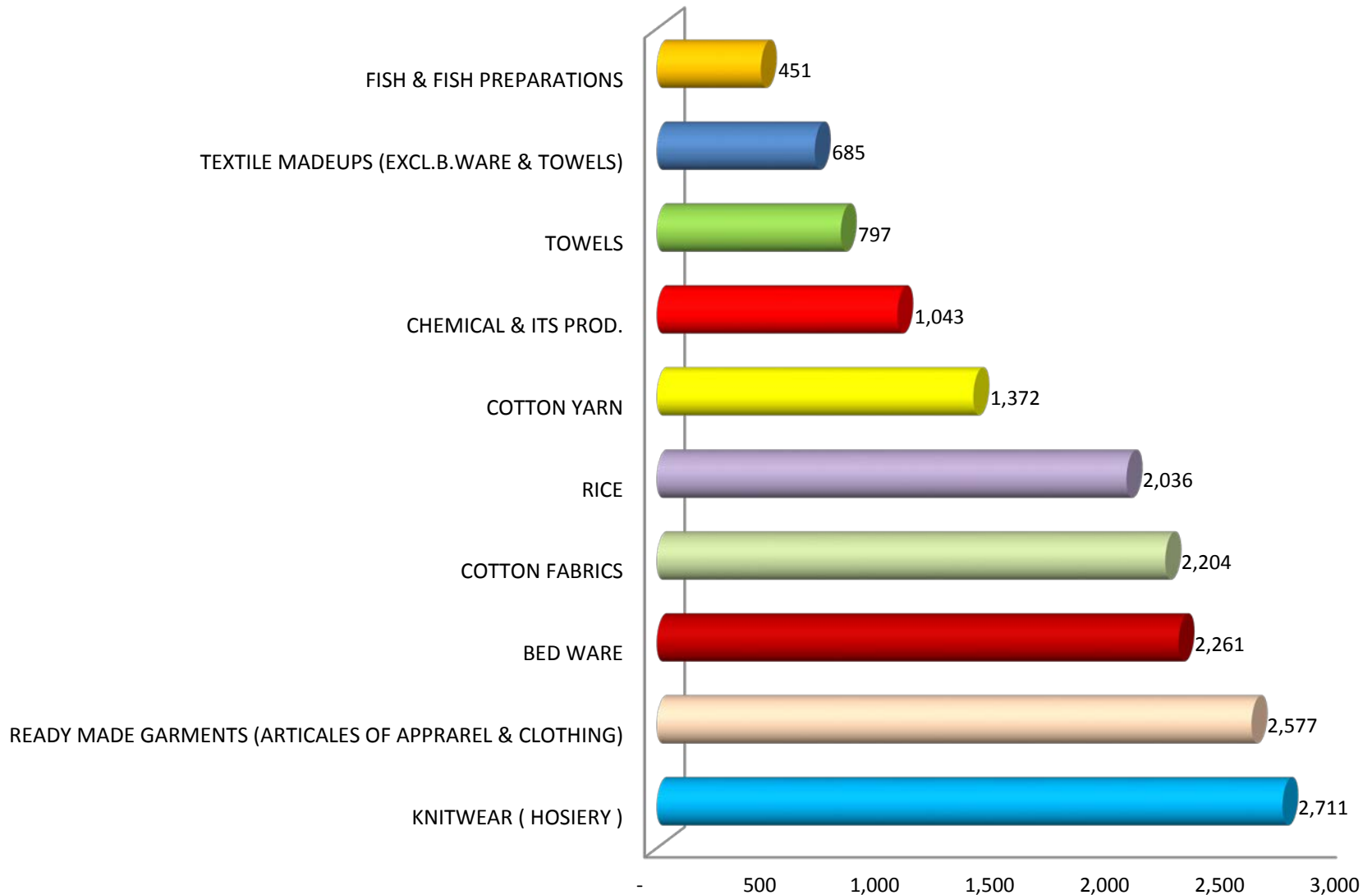
- China**
- Textiles
 - Surgical Goods
 - Sea Food
 - Rice
 - Metals

- Afghanistan**
- Cane or beet Sugar
 - Wheat
 - Medium Oil
 - Rice
 - Portland Cement

- Germany**
- Textiles
 - Toys
 - Optical Instruments
 - Cereal
 - Footwear

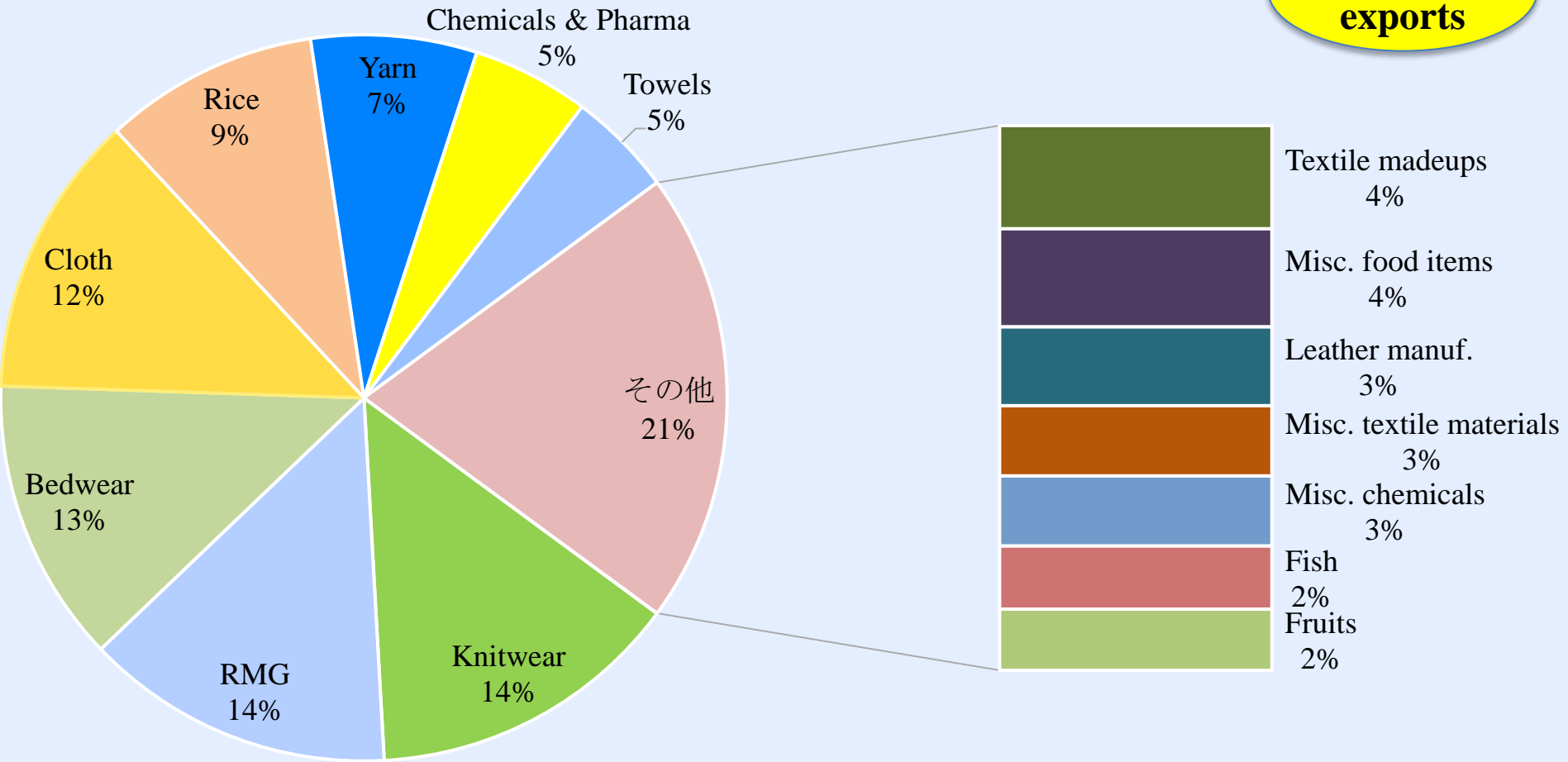
Top Ten Exports of Pakistan (2017-18)

US\$ million



Top-15 Export Products

82% of exports



Structural Issues

Product Mix

- Out of sync with global mix
- Low value addition
- Low price – lack of product sophistication

Market Mix

- Market concentration: +50% exports to 6 markets
- Regional constraints: China, India, Iran, Afghanistan

Trade Deficit of Pakistan (2017-18)

US\$ 37.5 billion

America Region

\$ -287 million

Canada (376 M)
Brazil (628 M)
Argentina (90 M)

Europe

\$ +1.8 billion

Switzerland (287 M)
Russia (195 M)
Austria (160 M)
Sweden (111 M)
Netherlands (45 M)

Middle East

\$ -14.3 billion

UAE (7 B)
Saudi Arab (2.9 B)
Qatar (1.8 B)
Kuwait (1.3 B)
Oman (687 M)
Iran (385 M)

Africa

\$ -1.18 billion

South Africa (1 B)
Kenya (179 M)
Nigeria (180 M)
Morocco (272 M)

Asia

\$ -22.3 billion

China (14 B)
India (1.5 B)
Indonesia (2.2 B)
Japan (2.2 B)
Thailand (1.1B)
Malaysia (1 B)

Oceania

\$ -199 million

Australia (149 B)
New Zealand (51 M)

Pakistan's Free Trade Agreements

Name	Entry Into Force
Pak-China FTA	1 st July 2007
Pak-Malaysia FTA	1 st January, 2008
Pak-Sri Lanka FTA	12 June, 2005
South Asian Free Trade Agreement	1 st July, 2006
Pak-Thailand FTA	Under negotiation
Pak-Turkey FTA	Under negotiation
Pak-Iran FTA	Under negotiation

EXPORT ENHANCING ACTIVITIES OF TDAP/MOC

International Exhibitions

Regions	2014-15	2015-16	2016-17	2017-2018
Asia	12	12	19	44
Middle East	17	19	18	20
China	6	12	21	32
Europe	31	29	40	38
Americas	16	12	24	36
Africa	8	16	16	20
Total	90	100	138	190

Source: TDAP event calendars

Product Development

International:

- Trade Delegations
- Product specific promotional activities

Local

- Product shows
- Seminars
- Workshops
- Trainings
- Capacity Building & Skills Development
- Consultative Sessions
- Product/Sectoral Studies
- Women Entrepreneur Development

Trade Delegations sent abroad (2017-18)

No.	Delegations	Country	Dates
1	SCCI delegation	Japan	February, 2017
2	Gloves exporters	Europe	March, 2017
3	Fruits & Vegetables Exporters Association	Kuwait	16-19 th July, 2017
4	Footwear Association	Italy	October, 2017
5	PHMA & APTMA	Italy	December, 2017
6	Textile sector	Belarus	28 th -30 th March, 2018
7	Electric Fan	UAE	26-28 th March, 2018
8	General	Algeria & Tunisia	18-30 th March, 2018
9	REAP delegation	Mauritius	March, 2018
10	PSGMEA	China	May, 2018
11	TMA	China	1 st -7 th May, 2018
12	TDAP-PSGMEA Trade Delegation	Russia	3-7 September, 2018
13	TDAP-SCC&I Trade Delegation	South Korea	11-15 September, 2018
14	PSGMEA Trade Delegation	Japan	October, 2018

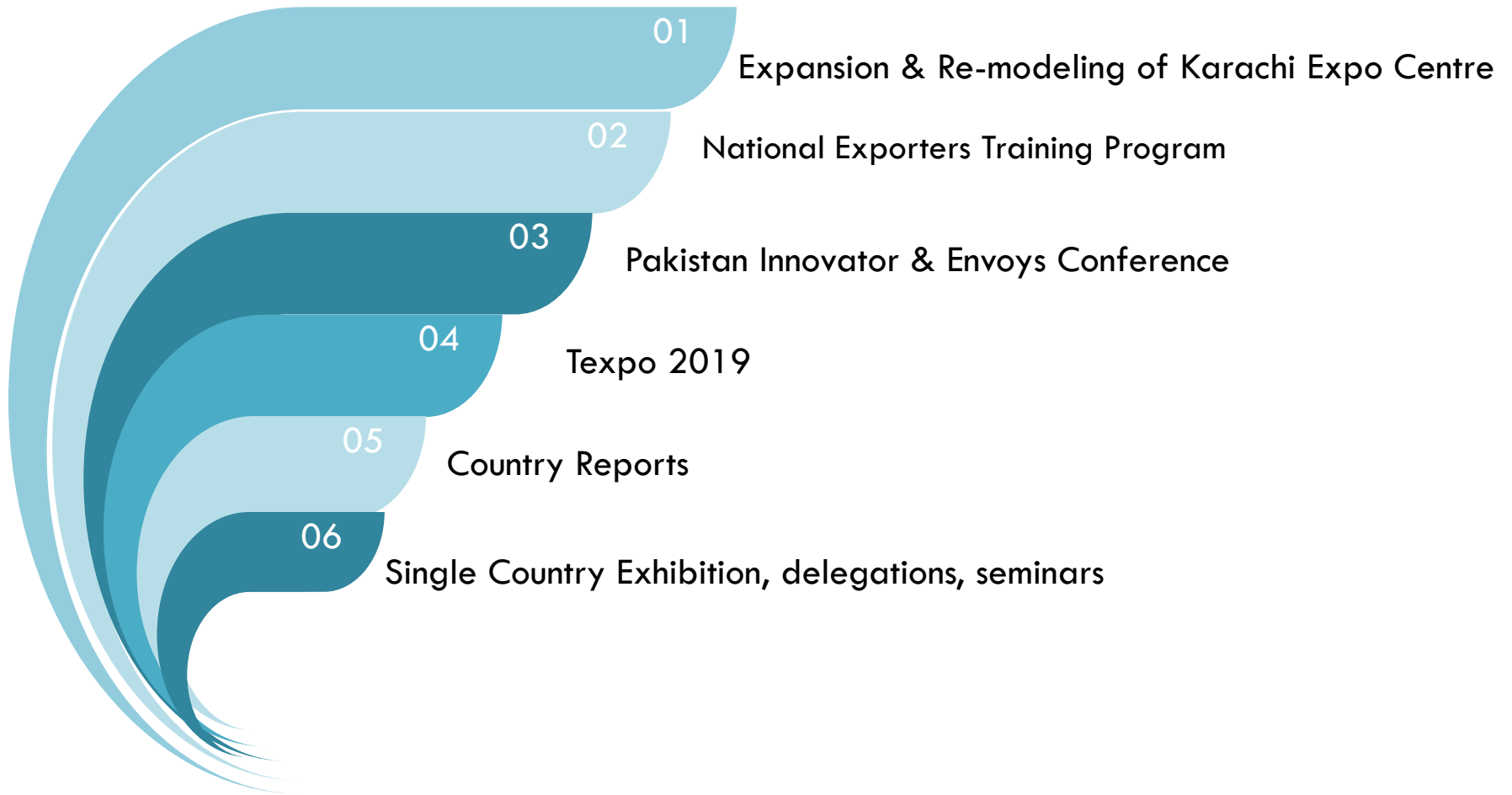
Trade Delegations to Pakistan (2017-18)

No.	Delegations	Country	Dates
1	Seafood buyers	Hong Kong	July 2017
2	Importers of Sea Food	Thailand	17-20 th July, 2017
3	Japanese IT delegation	Japan	July 2017
4	Saudi Food and Drug Authority (SFDA) delegation	Saudi Arabia	October, 2017
5	Quarantine inspectors	China	Oct. 2017
6	ITA Expert, WTO Consultant	Switzerland	January, 2018
7	State Trade Organization (STO) of Pharmaceuticals	Maldives	25-28 February, 2018
8	Leather/Gloves delegation	Japan	January, 2019
9	Business Delegation	Morocco	May, 2018

Trade Delegations to Pakistan

Trade Delegations	Meetings
Visit of Japanese Delegation (UNIQLO)	<ul style="list-style-type: none"> Meeting with prominent textile exporters like Nishat Mills, Sapphire Textile Ltd. and Interloop were arranged to discuss future prospects
Visit of members of the European Parliament to Lahore	<ul style="list-style-type: none"> Meetings with Law Minister of Punjab, Secretary Labour, Secretary Home, Treaty Implementation Cell Punjab, and Punjab Safe City Project were arranged along with a Call on H.E Governor Punjab
EU GSP Review Mission Delegation	<ul style="list-style-type: none"> Meeting with Nishat Mills to exhibit CSR and its compliance promoting the top class manufacturing available in Pakistan. Meeting with Treaty Implementation Cell Punjab
Belgium Trade Delegation to Pakistan	<ul style="list-style-type: none"> Meeting with CEO PBIT and signing of MoU between Awex and PBIT Call-ons with Governor Punjab for image-building of Pakistan
Trade Delegation from Scotland	<ul style="list-style-type: none"> Meeting with LCCI and signing of MoU between LCCI, PSBC and PBIT Meeting with H.E Governor Punjab to discuss prospect of opening 25 hospitals in Pakistan
EU-Pakistan Sub Group on Trade	<ul style="list-style-type: none"> Meetings with the trade associations were organized by TDAP and feedback in this regard was forwarded to MOC

Export Plans of the Authority (2018-19)



Proposed Model of Expo Centre



National Exporters Training Program



NETP

To encourage new exporters and enhance skills of established exporters

The contract of developing NETP awarded to Institute of Business Administration (IBA), Karachi (draft report received)

Initial focus on second tier export cities/towns like Hyderabad, Sukkur, Bahawalpur, Multan, Abbottabad, Swat etc.

The training will be started in April 2019

Emerging Pakistan

A digital initiative – highlight and promote opportunities in Pakistan

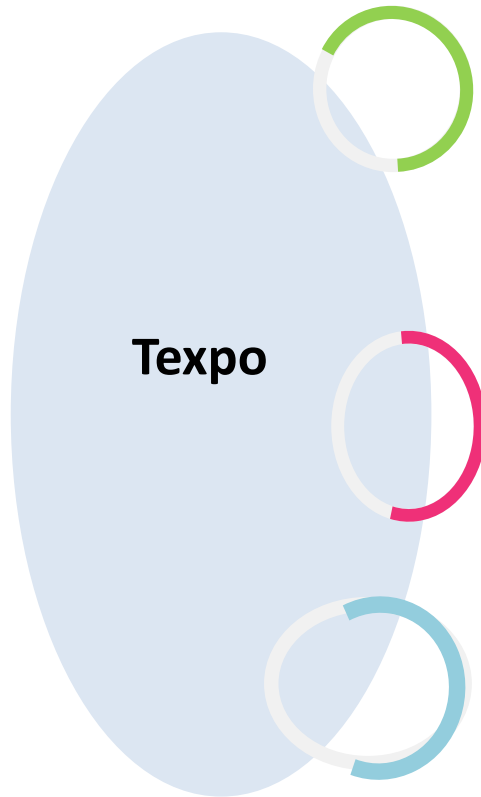
Branding Pakistan as a dynamic and robust nation

Launched by Prime Minister on Expo Pakistan 2017

All diplomatic and trade missions being involved

Adopted as theme for Pak Pavilions in international exhibitions

Texpo 11th -14th April, 2019 (to be held in Lahore)



One-stop sourcing for the textile and related products of Pakistani under one roof

Showcase the potential of Textile sector exports of Pakistan, especially in the value added sector

Expansion of export base of Pakistani textile products

Japan/Pakistan BILATERAL TRADE

Year	Pakistan exports to Japan	Pakistan Imports from Japan	Trade Volume	Trade Balance
Figure in USD million				
2013	475.284	1423.767	1899.051	-948.483
2014	331.193	1612.716	1943.909	-1281.523
2015	259.837	1675.652	1935.489	-1415.815
2016	263.747	1931.661	2195.408	-1667.914
2017	431.964	2324.929	2,756.89	-1,892.97
Source: ITC, Trade Map				

PAKISTAN EXPORTS TO JAPAN

**22 - Beverages, spirits and vinegar
(USD 152.3 million)**

**27 - Minerals fuels, mineral oils
(USD 67 million)**

**52 - Cotton
(USD 57.9 million)**

**74 - Copper and articles thereof
(USD 24.2 million)**

**62 - Articles of apparel (not knitted)
(USD 22.7 million)**

**61- Articles of apparel (knitted)
(USD 20.7 million)**

**42-Articles of leather
(USD 11.8 million)**

**03- Fish
(USD 11.6 million)**

PAKISTAN IMPORTS FROM JAPAN

**87 - Vehicles
(USD 1.1 billion)**

**84-Machinery and mechanical
appliances
(USD 383.4 million)**

**72- Iron and steel
(USD 284.7 million)**

**85 – Electrical machinery
(USD 91.8 million)**

**73- Iron and steel
(USD 49.17 million)**

**40-Rubber and articles thereof
(USD 28.6 million)**

**39-Plastics and articles thereof
(USD 25.1 million)**

POTENTIAL PRODUCTS FOR JAPAN

- Threshold for potential product is defined keeping in view the current value of exports (Pakistan) and imports of respective country (Japan)
 - Those products are considered to be potential having demand of more than 100 million in Japan's market and Pakistan's capacity to supply in international market is more than USD 20 million¹
- >>> Textile Products (Cotton Yarns, cloth, home textiles ,apparels)
Leather, Leather Products
Surgical Goods
Sports Goods, Wear
Minerals, Jewels
Agricultural Products , Processed Foods
Fishery Products
IT Software

THANK YOU

Q & A