



**ECONOMIC AND TRADE DIVISION (UK NORTH)
CONSULATE GENERAL OF PAKISTAN
MANCHESTER**

MONTHLY ECONOMIC/ COMMERCIAL REPORT

SEPTEMBER 2018

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Approved by:

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1. Overview of Bilateral Trade including Imports and Exports and comparison with corresponding month of previous financial year

The overall goods traded between Pakistan and the UK valued over £169 million in July 2018. Although the bilateral trade in July 2018 has decreased by 1.7 compared to the corresponding period last year, however, this has been mainly due to significant drop in our imports from the UK.

In July 2018, Pakistan’s exports to the UK increased by 4.86% and imports from the UK declined by more than 13%. This resulted in an increase of balance of trade in favor of Pakistan from £46.65 million to £60.25 million.

Description	July 2018	July 2017	Change Percentage
Exports from Pakistan	115.089	109.759	4.86%
Imports by Pakistan	54.838	63.101	-13.09%
Balance of Trade	60.251	46.658	29.13%
Total Trade	169.928	172.859	-1.70%

Source: HMRC

Value in Million Pounds

Overview of bilateral trade between Pakistan & UK



2. Trade & Investment Promotion Activities

Activity	Date	Remarks
Official visit to Scotland	17-21 September 2018	The Commercial Secretary visited the Scotland region and held meetings with business community for promotion of trade and investment with Pakistan. Meetings were also held with Pakistan-Scotland Business Council and Scottish Government during the visit, for doing the ground work for upcoming FPCCI delegation

3. Trade Diplomacy

Activity	Follow up action
Meeting with Mr. Stuart Patrick, Chief Executive Glasgow Chamber of Commerce	
Meeting with senior executives of UK-Pakistan Chamber of Commerce and Industry in relation to upcoming visit of Federation of Pakistan Chambers of Commerce and Industry (FPCCI)	
Attended the launch and first spotlight business networking event of 'Heritage Business Club' in the North West of England to network with business community and promote trade and investment with Pakistan	

4. Market information and intelligence

A brief on UK was prepared which has already been shared with Ministry.

5. Business networking

Meetings	Category (Importers/ Exporters/ Govt. Functionary / Trade Body)	Objectives	Outcome	Follow up action
Mr. Paul David Marriott	Manufacturer / Exporter of Inks and Varnishes for Printing Industry.	Expand business with Pakistan	Will be visiting Pakistan to explore business opportunities	
Ms. Emiah Claire Louise Bilski	Programme Supporter at United Nations	Visiting Pakistan to participate in UN's missions in Pakistan	Facilitated in visa to visit Pakistan	
Mr. Mohamed Iqbal Gulam	Apparel Importer	Expand business with Pakistan	Will be visiting Pakistan to explore business opportunities	
Dr. Robert Neil Ward	Quay Pharmaceuticals Ltd	Visiting Pakistan to meet with Getz Pharma	Facilitated in visa to visit Pakistan	
Dr. Joseph Fennell	Academic	Attend seminar in Pakistan	Facilitated in visa to visit Pakistan	
Mr. Simon Wilkins And Mr. Michael Wynn Edwards	Chief Technology Officer, Calrom	Establishing office in Pakistan	Assured facilitation from Commercial Section	
Mr. Simon Blair And Mr. Colin Blair	Engineering company	Visiting Pakistan to meet clients	Facilitated in visa to visit Pakistan	

6. Field Visit:

A survey was conducted of Scotland's Trade Fair (Autumn) to explore opportunities for Pakistani exporters' participation in future editions on fair. The exhibition offers good opportunities for small to medium scaled businesses. Exporters from Pakistan can participate in these fairs to enter Scottish market for direct access to local business community.