

ExportNews

Trade Development Authority of Pakistan



*"TDAP Can
Provide a List of
Importers for any
Country for any
product at I&C
Karachi"*

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GENERAL INFORMATION

✦ Looking for Partnership with Pakistani Companies

Mr. Mike Rouse of M/s. Red Spect International is looking for Pakistani companies who want to get strategic alliances internationally.

Pakistani companies who are interested may contact through the following E-mail:-

admin2@redspectinternational.com

✦ Trade Enquiries from Pakistan in the Monthly Magazine of Polish Agency for Enterprise Development

All Pakistan Gloves Manufacturers and Exporter's Association visited Poland. The delegation met the management of Polish Agency for Enterprise Development (PAED). During the meeting it was agreed that PAED would publish profiles of the delegation members. In the future PAED would regularly publish trade inquiries, with company details, received from Pakistan in its monthly magazine for possible match making.

Interested Pakistani Exporters / Manufacturers / Associations can contact EEN department at the Polish Agency for Enterprise Development:

Olaf Olesinski

Tel: (22) 4328705

E-mail: olaf_olesinski@parp.gov.pl

PRESS CLIPPING

✦ Iran allows duty waiver on Pak Kinnow import

Iran, which had been charging a nagging 90 percent customs duty on import of Pakistani kinnow, has totally waived the duty from January 4, 2011, allowing duty-free import of the fruit from Pakistan into Iran.

Iran is a major market for Pakistani kinnow. Following the import duty waiver, a month earlier than normal exports of the fruit would take a big leap forward during the on-going season.

Pakistani exporters have appreciated this move and consider it a boom for growers - shippers, Iran being a key market.

Pakistan Horticulture Development & Export Company (PHDEC) estimates that the volume of export of kinnow to Iran will increase up to three times only because of duty waive off.

Pakistan exported 360,000 tons of kinnow in 2009-10, of which about 44,000 tons was the share of Iran only. The impact of the waiver would take Iran's kinnow imports to 130,000 tons and finally the figure of kinnow exports from Pakistan may touch 400,000 tons.

Ahmed Jawad, Chief Executive Officer, Harvest Trading, told Business Recorder that the government of Iran normally relaxes the tariff from February 4 to protect Iranian farmers who produce mandarins themselves. However, this season, Iran has suddenly relaxed the tariff from January 4. In Case of Iranian market remaining closed, the country would lose 80,000-100,000 tons of kinnow exports this year.

In Pakistan, Citrus fruits are the most important crop, grown on an area of 160,000 hectares. It is grown in all the four provinces, but Punjab produces over 95 percent of the crop because of favourable growing conditions and adequate water supply. Citrus is divided into different groups sweet oranges, mandarin, grape fruit, lemon, and lime which are being grown commercially.

Kinnow, known as mandarin, is mainly grown in Punjab and, to a lesser extent, in northern Indian states. Pakistan is the 6th largest producer of kinnow and oranges in the world. The kinnow season starts in November and ends in March, which is the longest picking period than any other citrus variety. It is consumed directly as well as in juices.

The government has set a target of exporting 300,000 tons of kinnow during year 2010-11 as against the export, of around 250,000 tons registered during last year.

Although Pakistani exporters have appreciated this move, a couple of them, however, have expressed concern to the extent that increased supply to Iran would increase competition among them and bring down the unit price.

✦ Pakistan achieves highest monthly exports

Pakistan achieved highest ever monthly export figure of \$2.127 billion in December 2010, According to the sources national exports during December 2010 were

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valued at \$2.127 billion which was 35.9 percent higher than the level of \$1.566 billion during the same lime last year.

On the other hand, the Imports during December 2010 were valued at \$ 3.751 billion registering a growth of 27% over the level of imports valued at \$ 2.908 billion in December 2009

While, the cumulative value of export for period July December, 2010 was reduced \$ 11.010 billion against \$ 9.099 billion registering a growth of 21% over the same period last year. While, the cumulative value of import for period July - December, 2010 was \$ 19.126 billion against \$ 15.995 billion registering a growth of 19.6 per cent, over the same period last year. It is pertinent to mention that the country's export, during November 2010 according to statistics made available by the Federal Bureau, were valued at \$1.78 billion which was 17 percent higher than the level of \$ 1.52 billion during the same month last year

The cumulative value of export for the period July – November - 2010 was \$ 8.95 billion as against \$ 7.53 billion registering a growth of 19 percent over the same period last year. But, according to the report, the cumulative value of import for the period July, November 2010 was \$15.38 billion as against \$12.75 billion registering a growth of 21 percent, over the same period last year.

During November 2010 the country's imports were also valued at \$ 3.13 billion registering a growth of 43 percent over the level of imports valued at \$ 2.19 billion in November, 2009.

☪ Commerce ministry hails record exports

Federal Minister for Commerce, Makhdoom Amin Fahim has congratulated exporters, chambers and associations on achieving record exports in December 2010.

Pakistan's exports exceeded \$ 2.12 billion last month with an increase of 35 per cent, a record in Pakistan's 63-year history from July to December 2010, a similar unprecedented growth of 20 percent in the exports had been witnessed.

In his message, Fahim appreciated the staff of the ministry and Trade Development Authority of Pakistan

in facilitating the business community. The Minister wishes to send individual letters to chambers and associations who played their role well despite tough economic situation and recent floods in the country.

☪ TDAP plans to set up skill development institutes with Chinese help

In a move to increase the country's share in China's global imports, the government is planning to set up, export related skills development institutes in collaboration with the Chinese government.

According to the action plan of the Trade Development Authority of Pakistan (TDAP) for 2011, which was released here on Friday, the government is planning to establish skills development institutes for exports in collaboration with the Chinese government

For the purpose, the TDAP will facilitate the trade through its recently launched Web Portal (www.tdap.gov.pk) for enhancing bilateral trade to get bigger share in over a trillion dollar imports of China.

The Web portal of TDAP would provide an interactive platform to the exporters mainly from textiles, made-ups, leather, marine products, minerals, marble/granite, chemicals, and food sector to improve bilateral trade.

The TDAP is presently working on to bring both countries closer for joint efforts to improve the efficacy of the FTA through dismantling non-tariff barriers. For that reason, the trade-related workshops and seminars are to be held in both China and Pakistan, in order to educate and create awareness amongst stakeholders about the trade potential.

The TDAP would also launch new initiatives of mutual cooperation for the development of bilateral trade and investment in export related sectors in 2011.

The authority would also be organizing 15 International Exhibitions in China to represent different sectors. Besides arranging Mango Festival in 2011 and sending eight businessmen delegations to China by next year, the TDAP will also invite and sponsor businessmen delegations from China to visit Pakistan EXPO to be held from February 25 to February 28, 2011. The authority would also make efforts to encourage and facilitate investments from China to the already existing stock of investments exceeding \$15 billion in Pakistani infrastructure and natural resources.

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⊕ **EU trade Concessions**

Challenges pertaining to European Union «EU» trade concessions for Pakistan's textile industry were discussed at a seminar held at the Management Excellence Centre, institute of Business Management (IoBM), says a press release.

Discussions were held on German assistance to the textile industry, an overview of the European Union, politics of the MFN regime, challenges and trends in the textile industry in the EU perspective. The speakers at the seminar among others were Dr. Mirza Ikhtiar Baig, adviser on Textile, Zafar Mahmood, secretary commerce, Tariq Puri, Chairman Trade Development Authority (TDAP), and Dieter Freund, Deputy Head of German Consulate in Karachi.

The seminar acknowledged EU for supporting trade concessions for Pakistan in the aftermath of devastating floods for as many as 75 export items, mainly from the textile sector.

There was a consensus of opinion emphasising productivity, competitiveness and value addition to benefit from the huge business potential the EU offers.

⊕ **Exports to cross \$ 20b mark this financial year**

(Pakistan to explore Chinese market to capitalize on competitive edge)

Pakistan's exports may cross the \$20 billion mark this financial year despite a negative impact of gas outages on the industry, said a top official of the Trade Development Authority of Pakistan (TDAP)

Talking to the media recently, TDAP Chief Executive Tariq Puri said that first-half trade figures have depicted a healthy trend and there is a strong possibility that exports will exceed \$20 billion by end- June. In six months, goods worth \$U billion were exported against imports worth \$19.7 billion, showing a gap of \$8.2 billion.

Though, the \$20 billion mark is significant, it is still behind the 20U export target of \$21.3 billion set in a three-year trade policy in 2009. This year the government did not announce the trade policy based on the 2009 broader policy framework. The 2009 trade policy

envisages 10 per cent growth in exports over 2009-10 when exports stood at \$19.4 billion.

The industry is facing an acute shortage of gas and power, as most of the industrial hubs remain shut at least two days in a week. This has not only rendered thousands of daily wages earners jobless but is also making it difficult for the exporters to deliver orders to international buyers on time.

The country is facing a daily gas shortage of 800 million cubic feet to 1.2 billion cubic feet, estimates of the ministry of petroleum and natural resources show.

The chief executive of the TDAP, a body constituted to promote the country's products worldwide, was not sure about the exact impact of gas shortage on the industry. He said that the actual impact of outages will be clear only after trade figures of January are released. Industry experts are estimating a loss of \$500 to \$800 million per month on account of gas outages in Punjab.

Tariq Puri said that the government has declared 2011 as the 'year of exports'. However, he could not give a firm answer how the government will tackle power and gas outages and deteriorating law and order situation that are hampering business activities.

He said Pakistan will try to explore the Chinese market, as Islamabad still enjoys a competitive edge in many products over Beijing. Pakistan-China bilateral trade hovers around \$7 billion which is heavily tilted in favour of Beijing whose exports stand at over \$5 billion.

Puri said that despite a free trade agreement between the two countries, China still has non-tariff barriers that restrict Pakistan's exports in even those areas where effective duties are zero.

To a question, Puri said that the finance ministry was not releasing the Export Development Fund that has created some problems. "Out of the demand of Rs. 2 billion, the finance ministry has so far released only Rs. 900 million." The fund is collected by levying 0.25 per cent surcharge on all export consignments and is intended for developing projects to encourage exports. He said the finance ministry has deposited the money in the National Bank and is earning 11 per cent interest on that amount.

The office of the Auditor General of Pakistan has recently unearthed misuse of over Rs 900 million in the Export Development Fund. Puri said he did not have exact figures of the money being misused out of this pooled amount, as the process of settling the audit objections was

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going on. Commerce Secretary Zafar Mahmood, in a meeting of the Public Accounts Committee held on September 1, 2009 said that exporters have been financing projects from their own money while the finance ministry has withheld about Rs. 1.1 billion from the Export Development Fund to finance the budget.

☙ Government to provide financial support to rice exporters

Establishing by product industries for China

In a move to capture larger share from China's global import, the government is all set to provide financial assistance to the exporters especially rice exporters for establishing by-product industries in Pakistan for China, said top official of Trade Development Authority of Pakistan (TDAP) recently.

"The government is striving to take every possible measure to increase the volume of Pakistan's exports to China," said Tariq Puri, Chief Executive of TDAP while talking to Business Recorder.

He said the TDAP was contemplating several proposals including the provision of financial assistance or to be an equity partner of the exporters in their by-product industries. For the purpose, the TDAP is going to invite the exporters especially rice exporters to finalize the modalities in this connection.

He said the country's export was progressing as the cumulative value of exports for the period July-December; 2010 was US \$ 11.010 billion as against US \$ 9.099 billion, registering a growth of 21 per cent over the same period last year.

Puri said the authority had faced event management issues in the past but now they were trying to revamp the same to facilitate the stake-holders in a better way. He said the authority concerned declared 2011 as export year and hoped that the country would cross a benchmark of US\$ 20 billion in export by May 2011.

Although China's global import mainly depends on raw material, the authority is striving to export value added products especially home textile goods to China. Therefore, the TDAP is planning to organize 20 exhibitions in China to provide an opportunity to the Chinese importers to explore Pakistani markets, he said.

He was also very optimistic about TDAP's newly launched web portal, saying

that the web portal, which had recently been incorporated with directories of exporters and importers, would play vital role in escalating country's export by 15 to 20 percent in coming days.

Moreover, he said the web portal would also provide an interactive platform to the exporters mainly from textiles, made-ups, leather, marine products, minerals, marble/granite, chemicals, and food sector to improve bilateral trade.

The TDAP would also launch new initiatives of mutual co-operation for the development of bilateral trade and investment in export related sectors in 21011.

☙ TDAP eyeing Japanese market

The Trade Development Authority of Pakistan (TDAP) has launched a programme to promote country's export in Japanese market in collaboration with JETRO and JICA.

This was stated by the chief executive officer Tariq Iqbal Puri during a video conference with Lahore-based members of a delegation of exporters of fabrics and clothing who will be attending Japan Fashion Week - International Fashion Fair (JFW-IFF) on Jan 26 - 28, 2011.

He said that the TDAP had finalized arrangements for providing all facilities, including affixation of visas.

JETRO has already fixed meetings with big Japanese companies like Mitsui-Bussan Inter, Fashion Ltd., Sojitz Corporation, Marubeni Corporation, Mitsubishi Corporation and visits to big Chain stores in Japan.

Puri further informed that Japan is a very big market with imports of textile, garments and towels worth \$ 20 billion. Close to 85 per cent garments are being imported from China. The Japanese business is now in the process of diversifying their import from other parts of the region like Indonesia, Vietnam, and Bangladesh.

Currently, Pakistan's major readymade garment exports are to USA and EU.

Evidently, quality is not an issue because several Japanese brands are manufactured in Pakistan. The exploratory mission will conduct market study and the TDAP would consider participating in JFW-IFF fairs scheduled in July this year.

Over next three to five years, JETRO and TDAP teams would work to collaborate in setting up joint ventures with Japanese companies for trade promotion of Pakistani products.

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**Government of Pakistan
Ministry of Commerce**

Islamabad, the 13th December, 2010

O R D E R

S.R.O. (I) / 2010. - In exercise of the powers conferred by sub-section (1) of section 3 of the Imports and Exports (Control) Act, 1950 (XXXIX of 1950), the Federal Government is pleased to direct that the following further amendment shall be made in the Export Policy Order, 2009, namely:-

In the aforesaid Order,

- i) In Schedule-I, against Sr. No. 8 in column (1), the entries relating thereto in columns (2), (3) and (4) shall be omitted; and
- ii) In Schedule-II, against Sr. No. 6 in column (1), the entries relating thereto in columns (2), (3) and (4) shall be omitted.

[F. No. 1(4) /2010-S.O (PPMC)]

(Nasreen Iqbal)
Research Officer

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**No. 2(1)/2009-AC (TP)
Government of Pakistan
Ministry of Commerce**

Islamabad, the 22nd December, 2010

C O R R E G E N D U M

In the Imports Policy Order 2009, in Appendix-"G" against Sr. No. 305 in column (1) and in column (2) for the figure "2710.1939: the following figures shall be submitted:-

"2710.1941

2710.1942

2710.1949"

**(Irfan Ahmed Khan)
Assistant Chief**

Comprehensive Economic Report on Nigeria

Nigeria with 150 million population is the largest country of Africa continent. Nigeria is also the largest African oil producer. Nigeria has around 60% young population living in Urban or semi Urban areas. Its GDP has grown from near 22.8 billion dollars in 1988 to 270 billion dollars in 2010. Its exports in 1988 was just 23 billion dollars but this year it is heading toward hopping 47 billion dollars. As oil price has jumped to 82 dollars for per barrel and Nigeria has stabilized its oil producing area so the income has jumped to 164 million dollar per day.

The Nigerian market is growing at a speed of 8% per annum. It is predicted that in 2011 growth may increase by 2%. Output of Nigerian oil production has increased by 600,000 barrels per day. The maximum output will enable Nigerian government to implement development projects in Abuja and 36 states. It will push the demand of building material, iron, wood products, cement and allied products. The Nigerian development plan 2020 envisages establishment of 30 universities, 12 medical school, 40 technical colleges, 300 higher secondary schools and 10,000 primary schools. The Nigerian industry is producing 80% of cement, iron and aluminum requirement of present market demand. However, if above projects are implemented with the expected oil income then requirement to import will jump to 50%.

Nigeria with huge fossil fuel and resources has remained backward with reversing trends in industrialization. The structure of the economy has not improved for many years. Its economy is based on agriculture 33%, industries 40% and services 27%. Moreover, in 1999 it had 170 textile mills but in 2010 the number reduced to only 20 textile mills. The growth in agriculture was drastically mutated during 80s and 90s. It has made Nigeria one of the major importers of rice, wheat maize and food stuff. It imported 1.8 million tons rice during 2009-2010. Moreover, the consumer prices increased by 500% during last two decades. Nigeria

has combined electricity production capacity of 3800 mega watts whereas its requirement is 7000 mega watts. This huge gap an impediment in fast growth of manufacturing sector in Nigeria.

Nigeria has 86 medicine factories but due to constant electricity failures it is working at 50% of its capacity. If it is provided with power supply, it can cater to the 30% market demand. However, it is nearly impossible to make it workable in near future. The gap is being filled by Indian and Chinese companies. There are 70 Indian companies and 40 Chinese companies grabbing around 50% of the market share. These companies have virtually monopolized the market and prices are unaffordable. In this situation Pakistani companies can give tough competition and capture the market with ease.

The textile and garments sector is almost dominated by three countries namely China, India and Egypt but they get periodical exemptions from local authorities, as Nigeria banned textile products in 2002. Moreover, there is also presence of UK, France, USA, Syria, Thailand and Turkish companies. It is being exploited by the big players in the absence of serious competitors. They fix prices as they wish and none can challenge them. Pakistan's textile and garment sector has great potential to defeat them without much competition. But it will require both determination and active marketing.

The textile industry in Nigeria is under-performing despite injection of 100 billion Naira i.e. 47 billion rupees to revamp the ailing sector. Nigerian government had banned textile products since 2002 but local industry has shrunk from 170 to 20 textile mills. 90% of local market needs are being supplied by neighboring ECOWAS countries through legal and illegal channels. Nigerian markets are dumped with Chinese, Indian, Syrian and Japanese products. Moreover, Nigeria is losing around \$ 450 million on textile and garment sector in import duties due to smuggling, as stated by customs department.

The medicines and surgical products are mostly imported from India, China and Germany. It is interesting to underscore that products in Nigerian market are inferior to Pakistani products. Nigerian medical association has shown dissatisfaction over the

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surgical products supplied in the market. Moreover, Nigerian food and drug agency NAFDAC has blacklisted 20 Indian and 12 Chinese companies due to their substandard products. It provides prime opportunity to Pakistani exporters in this market.

The commodity sector is dominated by India, China, UK, France, USA, Italy, Egypt, South Africa and Malaysia. As Nigerian agriculture has shown negative growth and the population has increased with faster rate the demand for commodities has increased twofold in two decades. Nigeria is now the importer of commodities worth 4 billion dollars. It is pertinent to note that supplier Mafia is robbing poor populace of its hard earned money. It can be gauged from the price of a 'naan' at Naira 500 i.e. 3.24 dollars. It can give clear picture of this market. Pakistan can export almost all exportable commodities to this market.

In the backdrop of increasing incomes and urbanization the life standard is improving. TDAP needs to review its Europe centric policies and focus on growing African market. It is predicted by the "Economist" and "Foreign Affairs" magazines that in next 30 years Africa will provide food security to the world. Moreover, it is expected that the highest growth will be witnessed in West Africa. It will grow by 7% in next 20 years and the two largest countries Nigeria and Ghana in ECOWAS block by 8%. The industrialization process and import substitution process in Africa is running at a slower pace. The countries will not be

able to either feed or clothe their populations. It is proposed that TDAP may consider following suggestions to enhance Pakistan's export share in the market of the future:-

- a. Strengthening Pakistan Embassies dealing with trade promotion.
- b. Provision of promotion material
- c. Provision of presentations addressing the requirement of local market.
- d. Helping Missions to arrange catalogue shows and seminars.
- e. Arranging single country exhibitions
- f. Arranging single chamber exhibitions
- g. Arranging single sector exhibitions
- h. Encouraging investors to Nigerian / ECOWAS countries for value addition to supply in the local and regional markets.
- i. Opening of commercial/trade offices in largest cities like Lagos, Kano and Accra (Ghana).
- j. Budgetary allocation on Mission's trade promotion activities.
- k. Invitation to sector specific delegations to visit Pakistan.
- l. Sending sector specific delegations to Nigeria like pharmaceuticals, REAP and garments sector.
- m. Hiring professionals in local M/o Commerce, Customs, NAFDAC, Agriculture and Interior.

It is recommended that an effective strategy may be devised to hit this market and exploit with full might. It is expected that effective marketing and promotion of exports can make Pakistan big player among the supplier countries.

Source:

High Commission of Pakistan,
Abuja - Nigeria

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**BILATERAL TRADE STATISTICS
(PAKISTAN - JAPAN)**

**Bilateral trade between Pakistan and Japan
during July 2009 - June 2010 and July 2008 - June 2009**

USD "000"

| | July 2009 - June 2010 | July 2008- June 2009 | Change % |
|-------------------------------|-----------------------|----------------------|-------------|
| Pakistan's exports to Japan | 277,467 | 256,704 | 7.5 |
| Pakistan's imports from Japan | 1,242,222 | 1,048,263 | 15.6 |
| Total | 1,519,689 | 1,304,967 | 14.1 |

**Main Products imported from Pakistan to Japan
During
July 2009 - June 2010 and July 2008 - June 2009**

(US \$)

| Commodity | July 2009 - June 2010 | July 2008- June 2009 | Change % |
|------------------------------|-----------------------|----------------------|----------|
| Petroleum and their products | 103,218,452 | 37,055,576 | 64.1 |
| Copper and copper alloys | 47,112,449 | 66,256,677 | -40.6 |
| Cotton yarn | 30,356,450 | 46,960,739 | -54.7 |
| Cotton fabrics | 9,259,854 | 14,150,536 | -52.8 |
| Leather Tanned | 5,384,482 | 6,764,760 | -25.6 |
| Fish and fish preparation | 4,744,269 | 7,115,743 | -50.0 |
| Carpet (woolen) | 4,659,729 | 4,923,219 | -5.7 |
| Readymade garments | 4,303,847 | 3,041,507 | 29.3 |
| Surgical instruments | 4,291,768 | 3,871,257 | 9.8 |
| Sports goods | 4,272,700 | 4,903,854 | -14.8 |
| Leather Garments | 4,247,246 | 3,693,607 | 13.0 |
| Guar & guar products | 3,497,333 | 3,802,117 | -8.7 |
| Knitwear (hosiery) | 2,441,198 | 1,982,198 | 18.8 |
| Towels | 1,567,643 | 1,500,257 | 4.3 |
| Bed ware | 1,285,223 | 1,064,655 | 17.2 |
| Cutlery | 591,057 | 880,237 | -48.9 |
| Sesame Seed | 545,640 | 270,485 | 50.4 |
| Oil seeds, nuts and kernels | 545,640 | 282,229 | 48.3 |
| Rice | 277,917 | 489,301 | -76.1 |
| Embroidery | 277,849 | 257,709 | 7.2 |

Source: Trade Statistics of Japan, Ministry of Finance

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Overall Trend of bilateral trade between Pakistan and Japan

According to the statistics of Japan, Ministry of Finance, the total volume of the bilateral trade between Pakistan and Japan gained by 14% in FY 2009 as compared to FY 2008. Pakistan's both imports from and exports to Japan showed an upward trend; exports, +7.5% and imports +15.6%

Analysis on the main products imported from Pakistan to Japan

- Petroleum and their products from Pakistan to Japan grew by 64% in FY 2009 as compared to FY 2008 inspite of Japan's 20% loss of its overall imports of the product
- Pakistan's copper and copper alloys to Japan saw a 40% of decline in FY 2009 as compared to FY 2008 along with a 7% decrease of Japan's total imports of the product
- Japan's total imports of cotton yarn dropped by 44% in FY 2009 as compared to FY 2008. As a result, Pakistan's exports of the product to Japan decreased by 54%
- Japan's imports of Cotton Fabric from Pakistan went down by 52% in FY 2009 as compared to FY 2008 while Japan's overall imports of the product declined by almost 20%.
- Tanned Leather from Pakistan to Japan saw a decrease of 25% in FY 2009 as compared to FY 2008. Meanwhile Japan's global imports of the product shrank by 17%.
- Fish and fish preparation imported from Pakistan to Japan halved in FY 2009 as compared to FY 2008 as Japan's overall imports of the product decreased by over 10%.
- Pakistan's Woolen Carpet to Japan slightly declined by 5% in FY 2009 as compared to FY 2008 whereas Japan's total imports of the product dropped by 12%.
- Readymade Garments from Pakistan to Japan saw an increase of 13% in FY 2009 as compared to FY 2008

inspite of a 15% loss of Japan's total imports of the product.

- Pakistan's surgical instruments to Japan grew by almost 10% in FY 2009 as compared to FY 2008 despite of a slight loss of Japan's global imports of the product.
- Sports goods from Pakistan to Japan declined by 14% in FY 2009 as compared to FY 2008 along with over 5% drop of Japan's overall imports of the product.
- Pakistan's exports of Leather garments to Japan gained by 13% in FY 2009 as compared to FY 2008 inspite of a 15% of Japan's total imports of the product.
- Japan's overall imports of guar antil guar products dropped by 23% in FY 2009 as compared to FY 2008 while Pakistan's exports of the product to Japan decreased by 8%.
- Pakistan's exports of knitwear to Japan increased by 18% although Japan's global imports of the product went down by almost 10% in FY 2009 as compared to FY 2008.
- Japan's imports of towels from Pakistan went up by 4% in FY 2009 as compared to FY 2008 despite Japan marked 14% loss in total imports of the product.
- Pakistan's bedware to Japan saw a 17% increase in FY 2009 as compared to FY 2008 inspite of a 7% drop of Japan's total imports of the product.
- Japan maintained its total imports of cutlery in FY 2009 as compared to FY 2008 whereas Pakistan's exports of the product to Japan almost halved.
- Sesame seeds from Pakistan to Japan significantly increased by 50% in FY 2009 as compared to FY 2008 nevertheless of a 27% of Japan's total imports of the product.
- Oil seeds, nuts and kernels grew by 48% in FY 2009 as compared to FY 2008, although Japan lost its imports of the product by 26%.
- Japan maintained its global imports volume of rice in FY 2009 as compared to FY 2008 while Pakistan lost its exports of the product by 76%.
- Pakistan's embroidery to Japan gained by 7% in FY 2009 as compared to FY 2008 although Japan decreased its global imports of the product by 10%.

Source:
Consulate of Pakistan,
Osaka - Japan

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IMPORTERS AND EXPORTERS OF THE REPUBLIC OF MALDIVES

| Name & Address of Store | Contact | Item |
|--|----------------|--|
| Steel Hardware Filaa Building 2, Boduthakurufaanu Magu, K. Male' | (960) 334-1512 | ◆ Building Materials. Hardware Retailers, Importers & Exporters, Retailers. Wholesalers, |
| Sun Air International Pvt. Ltd, Ma, Daylight Villa, 1st Floor, Dhidhi Goalhi, K. Male' | (960) 334-6669 | ◆ Construction Materials, Employment Agencies. Excursions, Importers & Exporters. Safari Operators. Shipping Companies & Agents. Travel Agents & Tour Operators. |
| Sun Air Maldives Pvt. Ltd, Ma, Daylight Villa, 1st Floor, Dhidhi Goalhi, K. Male' | (960) 331-4865 | ◆ Employment Agencies, Excursions, Importers & Exporters, Safari Operators, Shipping Companies & Agents. |
| Ihnaa Maldives Pvt. Ltd H, Hahifaa, 5th Floor, Roashanee Magu, K. Male' | (960) 331-7151 | ◆ Curises, Hotel Booking Agents, Importers & Exporters, Safari Operators, Travel Agents & Tour Operators |
| Jawaz Construction Company Pvt. Ltd, Alia Boutique, 3rd Floor, Orchid Magu, K. Male' | (960) 333-0761 | ◆ Construction Companies, Importers & Exporters |
| Kaizen Pvt. Ltd M, Koli Umar Manik Goalhi, K. Male' | (960) 333-6889 | ◆ Canned goods, Dried Fish Exporters, Importers & Exporters Seafood Wholesalers |
| KPS Express Pvt. Ltd, G, Laganaa, Hadheebee Magu, K. Male' | (960) 334-7799 | ◆ Bunkering, Clearing & Forwarding Agents, Customs Clearance, Dairy Products, Fish Exporters, Fishing Companies, Fruit & Vegetable Wholesalers, Importers & Exporters, Mobile Phone Repairs & Services, Project Management & Consultancy, Shipping Companies & Agents, Telecommunication Service Provider, Trading Companies |
| KPS Teleshop Ma, Dharaage, Chaandhane Magu, K. Male' | (960) 334-1724 | ◆ Importers & Exporters, Mobile Phones & Accessories, Telephone Equipment & Systems, Trading companies, Wholesalers |
| L. Atoll Fihaara Irumathee bai Boduthakurufaanu Magu | (960) 741-4038 | ◆ Importers & Exporters, Seafood |
| Linear Tech G, Finihiyaage, Faashanakilege Magu, K. Male' | (960) 333-0028 | ◆ Importers & Exporters |

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|--|----------------|---|
| M.H.A M, Ahmadhee Baazaar, K. Male' | (960) 333-6895 | ◆ Convenience Stores, Food & Beverage Suppliers, Importers & Exporters, Wholesalers |
| Sunny Enterprises Bandharumathi, S. Hithadhoo | (960) 688-4555 | ◆ Coffee Suppliers, Canned goods, Chocolates & Candies, Food & Beverage Suppliers, Frozen Food, Fruit & Vegetable Wholesalers, Gas Suppliers – LPG, Glues & Adhesives, Ice Cream Supplier Importers & Exporters, Meat – Retail, Money Order Service, Soft Drinks -Distributor & Bottlers |
| Sunny Store Beach Road, S. Hithadhoo Male' | (960) 688-4555 | ◆ Convenience Stores, Gas Suppliers – LPG, Importers & Exporters, Wholesalers |
| Tharivilla (Maldives) Pvt. Ltd, M, Tharivillage, Carnation Magu, K. Male' | (960) 332-6422 | ◆ Importers & Exporters, |
| Transmal International | (960) 331-0808 | ◆ Chocolates & Candies, Clearing & Forwarding Agents, Courier Services, Freight Forwarders, Importers & Exporters, Office Furniture, Ship Chandlers, Travel Agents & Tour Operators |
| Umet Pvt. Ltd, M, Red Sea, 2nd Floor, Haveeree Hingun, K. Male' | (960) 333-6726 | ◆ Automation Systems & Equipment, Importers & Exporters, Insurance Companies & Agents, Newspaper & Magazine Dealers & Distributors, Office Equipment Suppliers, Print Dealers, Photocopying, Laminating & Binding Equipment, Printing Equipment, & Material Suppliers, Recruiting, Training & Development, Stevedoring Contractors, Wood Preservation |
| Unimax Maldives Pvt. Ltd, M, Florence, Iskandhar Magu, K. Male' | | ◆ Hardware Retailers, Importers & Exporters, |
| Urban Investment Pvt. Ltd, Ma, Meena, 2nd Floor, Chaandhane Magu, K. Male' | (960) 331-0971 | ◆ Air Conditioning Equipment, Audio & Video Music Dealers, Compressors - Gas & Air, Construction Companies, Desalination Plants & Suppliers, Household Appliances & Fixtures, Importers & Exporters, Pumps, Refrigerators & Freezers, Vacuum Cleaners |

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| | | |
|---|-----------------------|--|
| <p>Velanbuli Supplies M, Faafu Atoll Fihaara, Hulhangubai, Faalandhoshu Magu, K. Male'</p> | <p>(960) 331-3530</p> | <p>◆ Food & Beverage Suppliers, Importers & Exporters, Resort & Hotel Suppliers, Wholesalers</p> |
| <p>Yes Maldives Pvt. Ltd, H, Raiy Kashimaage, Raiy Villa Magu, K. Male'</p> | <p>(960) 331-5352</p> | <p>◆ Bags, Bottled & Mineral Water, Catering Equipment Suppliers, Convenience Stores, Fibre Glass Products, Fish Exporters, Hotel Booking Agents, Importers & Exporters, Trading Companies, Travel Agents & Tour Operators</p> |

Concluded

*PROCEDURE FOR 'EXPORT NEWS'
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The Export News as you may have noticed is now not only promptly and regularly issued each week, but its contents are updated and are relevant to the needs of our exporting stakeholders.

The Export News is available on TDAP's Website www.tdap.gov.pk, a hard copy can be obtained on annual subscription.

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| <i>COUNTRY / FIRM</i> | <i>TEL/FAX/E-MAIL</i> | <i>PRODUCTS / ITEMS</i> |
|--|---|---|
| <p style="text-align: center;"><u>AUSTRALIA</u></p> <p>Mr. Leo Powell, CEO M/s. Australian Carpet Cleaning Institute, P.O. Box 4033, East Gosford NSW 225, Australia <i>Source: Consulate General of Pakistan, Sydney.</i></p> | <p>Tel: 0243 222 652 Fax: 0243 221 494 URL: www.theacci.com.au</p> | <p>20" Diameter cotton carpet cleaning pads also called a bonnet</p> |
| <p style="text-align: center;"><u>BANGLADESH.</u></p> <p>Monica Khan, Purchase Department, Road No.73, House # NEB 4/b, Gulshan No. 2, Dhaka, Bangladesh. <i>Source: High Commission for Pakistan, Dhaka</i></p> | <p>Tel: 88-01711-402864 E-Mail: monicakhan2002@yahoo.com</p> | <p>Wheat & Rice</p> |
| <p style="text-align: center;"><u>INDIA</u></p> <p>Mr. Naeem A. Merchant, M/s Eagle Trading Co, India <i>Source: Through E-mail.</i></p> | <p>E-Mail: naeem@eagletradingcompany.in info@eagletradingcompany.in</p> | <p>Construction Sand (Silica Level Less Than 6%)</p> |
| <p style="text-align: center;"><u>RUSSIA</u></p> <p>Mr. Ogorodnik Andrey, M/s. LLC Trading House, "BIS" Sankt Petersburg, Russia <i>Source: Through E-mail.</i></p> | <p>Tel: +7921-869-46-58 E-Mail: a.ogorodnik@detskoselsky.ru</p> | <p>Potatoes Onions(10000 tons) White Cabbage(10000tons)</p> |
| <p style="text-align: center;"><u>UK</u></p> <p>Ms. Sarah Norris Director, M/s Pegasus Waste Management, No. 2, The Bath Brewery, Toll Bridge Road, Bath, BA1 7DE <i>Source: Through E-mail.</i></p> | <p>Tel: 01225 859600 Fax: 01225 859006 E-mail: g.muhammad@phclondon.org URL: www.pegasuswaste.co.uk</p> | <p>Packaging Materials such as 60 litre, 120 litre & 200 litre, Plastic / metal containers.</p> |

The enquiries included in this Bulletin are received directly from foreign individual importers or through Pakistan's Trade Offices / Embassies abroad. While every effort is made to ensure that the information given in this bulletin is accurate, no legal responsibility is accepted for any inaccuracy or omission. Parties are introduced without any responsibility or prejudice on part of the Authority regarding their standing or status.

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Dear Reader,

The Prime objective of Export News is to help you maximize your export by providing updated information about export related issues. Although we make every effort to provide the best possible service, I am sure that there is room for improvement. In this regard I need your feedback and would truly appreciate if you could take a few minutes out of your busy schedule to fill in the following and fax it back to me. May I assure you that we value your advice and will read it with care.

Company Name :

Contact Person :

Address :

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The bulletin Contents to help increase exports : Very Helpful Helpful Normal Not Helpful
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Comments / Suggestions for further improvement: (please do suggest)

I thank you for your support and help.

Anis Alam Saeed
Director (I&C)

Trade Development Authority of Pakistan

The form may be sent back through fax or mail at the following address:

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Finance & Trade Center,
Karachi.

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Fax 99206474

Email: tdap@tdap.gov.pk

URL: <http://www.tdap.gov.pk>

Note: All TDAP telephone nos. in Karachi and Lahore, now start with 99.

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