



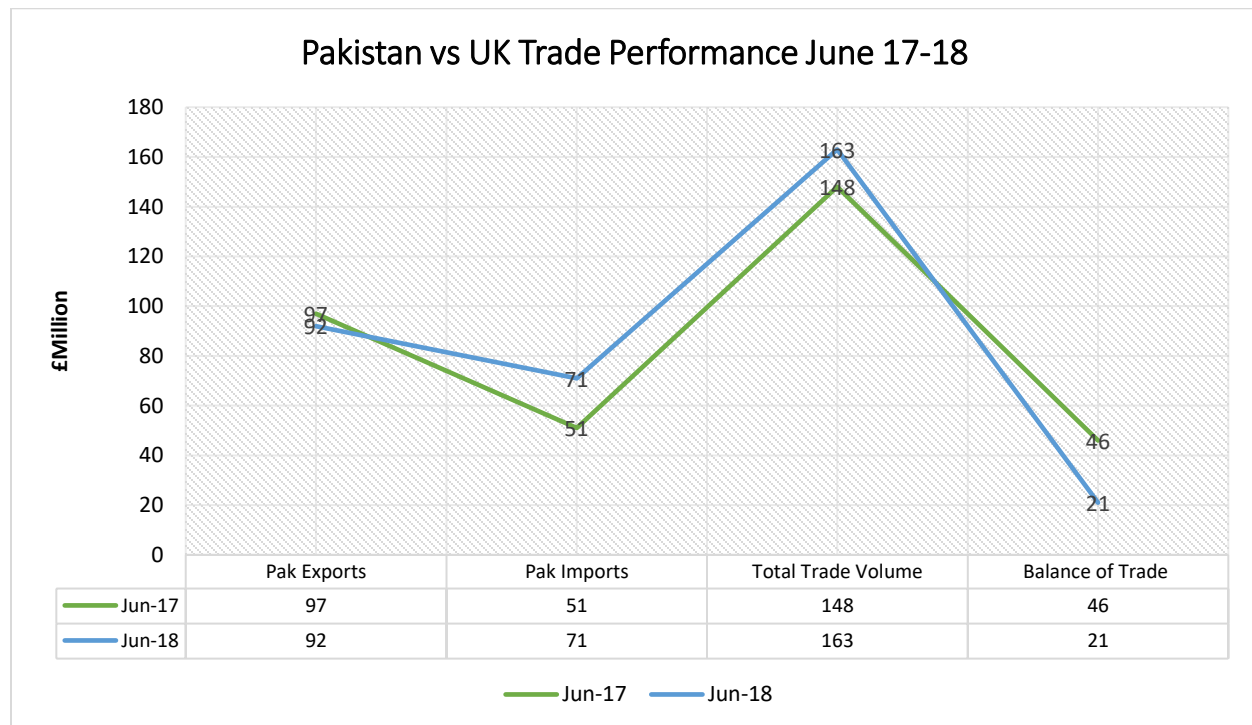
HIGH COMMISSION FOR PAKISTAN

Economic and Trade Division
36 Lowndes Square, London SW1X 9JN

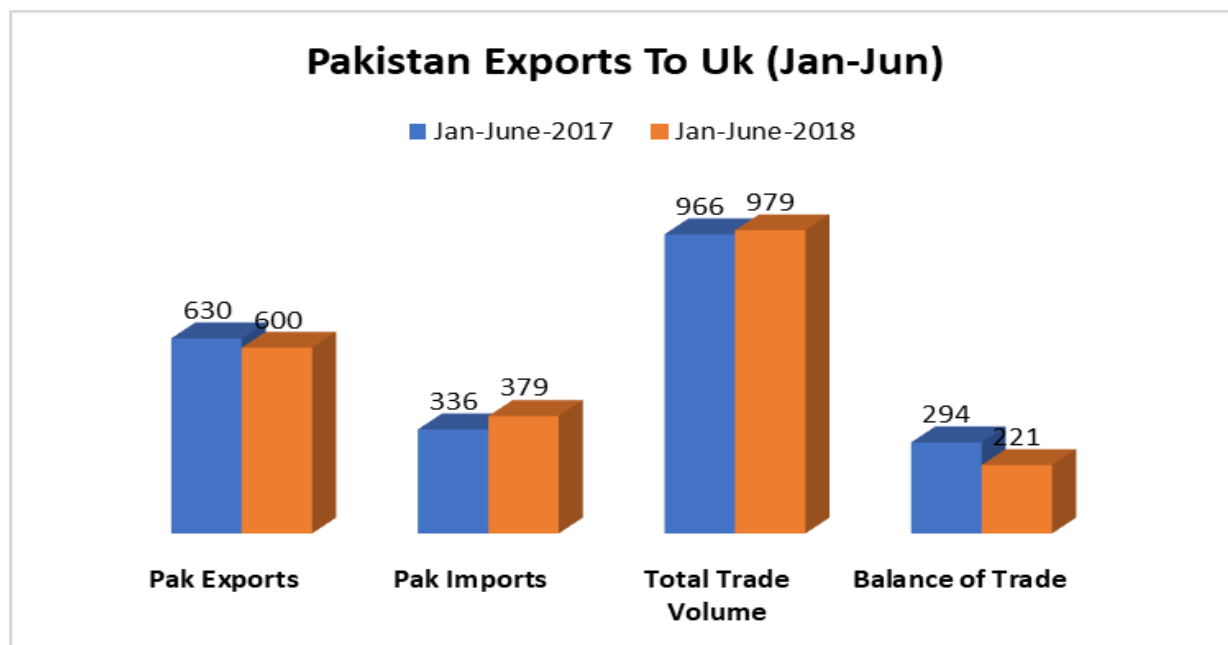
Monthly Report, August - 2018

1. Overview of bilateral trade

	£ Million					
Description	2016	2017	% Change	June-2017	June-2018	% Change
Pak Exports	1158	1247	8	97	92	-5%
Pak Imports	624	686	10	51	71	39%
Total Trade Volume	1782	1933	8	148	163	10%
Balance of Trade	534	561	5	46	21	-54%



Description	£Million		
	Jan-June-2017	Jan-June-2018	% Change
Pak Exports	630	600	-5
Pak Imports	336	379	13
Total Trade Volume	966	979	1
Balance of Trade	294	221	-25



Pakistan's Exports to UK:

Export Items which witness positive growth (£)	June-18	June-17	% change
08 - Edible fruit and nuts; peel of citrus fruits or melons	4,796,924	3,365,311	43
09 - Coffee, tea, mate and spices	529,953	486,489	9
10 - Cereals	6,676,088	1,550,475	331
11 - Products of the milling industry; malt; starches; inulin; wheat gluten	7,789	3,642	114
12 - Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medical plants; straw and fodder	62,448	62,519	0
14 - Vegetable plaiting materials; vegetable products not elsewhere specified or included	3,178	995	219
25 - Salt; sulphur; earths and stone; plastering material, lime and cement	124,092	90,889	37
32 - Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks	11,530	3,275	252
40 - Rubber and articles thereof	131,505	113,597	16
42 - Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)	2,806,085	2,656,885	6
44 - Wood and articles of wood; wood charcoal	29,534	18,192	62

49 - Books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	30,620	5,017	510
52 - Cotton	2,737,271	2,679,491	2
54 - Man-made filaments	278,079	145,484	91
56 - Wadding, felt and nonwovens; special yarns; twine, cordage, rope and cable and articles thereof	124,198	117,913	5
58 - Special woven fabrics; tufted textile products; lace; tapestries; trimmings; embroidery	169,814	81,408	109
61 - Articles of apparel and clothing accessories, knitted or crocheted	25,405,304	23,354,472	9
65 - Headgear and parts thereof	82,202	18,582	342
66 - Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	9,515	8,953	6
68 - Articles of stone, plaster, cement, asbestos, mica or similar materials	26,981	14,017	92
69 - Ceramic products	588,075	288,921	104
72 - Iron and steel	198,118	92,630	114
82 - Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	260,720	230,992	13
88 - Aircraft, spacecraft, and parts thereof	96,782	3,861	2407
95 - Toys, games and sports requisites; parts and accessories thereof	2,448,889	2,362,101	4

Export Items which witness negative growth (£)	June-17	June-18	%change
03 - Fish and crustaceans, molluscs and other aquatic invertebrates	146,748	168,775	-13
07 - Edible vegetables and certain roots and tubers	309,350	325,844	-5
13 - Lacs; gums, resins and other vegetable saps and extracts	33,022	92,879	-64
17 - Sugars and sugar confectionery	105,749	190,277	-44
19 - Preparations of cereals, flour, starch or milk; pastrycooks' products	234,318	282,872	-17
20 - Preparations of vegetables, fruit, nuts or other parts of plants	218,053	264,625	-18
21 - Miscellaneous edible preparations	233,801	418,564	-44
22 - Beverages, spirits and vinegar	129,127	136,103	-5
23 - Residues and waste from the food industries; prepared animal fodder	29,343	30,813	-5
30 - Pharmaceutical products	66,416	119,424	-44
33 - Essential oils and retinoids; perfumery, cosmetic or toilet preparations	6,637	51,715	-87
34 - Soaps, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, shoe	1,002	1,370	-27
38 - Miscellaneous chemical products	20,937	43,306	-52
39 - Plastics and plastic products	448,392	452,404	-1
41 - Hides and skins (other than foreskins) and leather	1,060	29,534	-96
48 - Paper and paperboard; articles of paper pulp, paper or paperboard	31,296	76,884	-59
55 - Man-made staple fibres	1,326,924	1,818,687	-27
57 - Carpets and other textile floor coverings	130,657	377,340	-65
60 - Knitted or crocheted fabrics	154,328	270,076	-43
62 - Articles of apparel and clothing accessories, not knitted or crocheted	13,961,207	17,095,698	-18
63 - Other made up textile articles; sets; worn clothing and worn textile articles; rags	22,388,451	30,351,701	-26
64 - Footwear, gaiters and the like; parts of such articles	389,262	655,911	-41

71 - Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal, and articles	23,395	258,951	-91
73 - Articles of iron or steel	77,884	96,212	-19
76 - Aluminium and articles thereof	68,743	86,947	-21
83 - Miscellaneous articles of base metal	24,467	203,906	-88
84 - Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	26,027	257,552	-90
85 - Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders	124,641	692,812	-82
87 - Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof	54,650	125,935	-57
90 - Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and	1,873,991	2,273,325	-18
92 - Musical instruments; parts and accessories for such	6,332	27,975	-77
94 - Furniture; medical and surgical furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps	1,386,819	1,701,537	-18
96 - Miscellaneous manufactured articles	108,314	155,434	-30
97 - Works of art, collectors' pieces and antiques	12,531	65,557	-81
99 - Other Products	123,247	491,252	-75

Pakistan's exports have registered a decline of 5% during the period Jan-June 2018 as compared to the corresponding period last year. Coincidentally, our export performance during the month of June 2018 has also suffered a decline of 5% compared to the corresponding month last year.

Textile sector which is the mainstay of our export basket has suffered a decline which is mainly responsible for the overall decline in our exports during June 2018. Decline in our exports of Not knitted garments (Chap 62) & Home Textile (chap 63) suffered big decline in absolute terms. Other chapters which have experienced decline includes Carpet (Chap 57), Footwear (Chap 64), Surgical Instruments (Chap 90) & Furniture (Chap 94) etc.

During the month, biggest increase in absolute term has been witnessed in Cereals mainly rice exports (Chap 10). On the other side the sectors in which our exports registered a healthy growth during the month were Fruit (Chap 8), leather products (Chap 42), knitted garments (chap 61), cutlery (chap 82) & Sports goods (chap 95) etc.

Pakistan imports have shown an increase of 39% during the month of June. The trade volume has gone up by 10% whereas balance of trade has gone down by 54%. Iron & Steel (Chap 72) and Machinery (Chap 84) are the products which accounts for 60% of our imports from UK. Chap 72 experienced an increase of 62% whereas Chap 84 witnessed an increase of 118% during June 18.

Within the value-added textile group, a large market exists in UK for knitted and non-knitted garments which is currently exploited by the Bangladeshi exporters. The combined size of this market is around £ 13 Billion in which Bangladesh enjoys 19% and Pakistan enjoys only 4% market share. There exists a big potential to increase our presence in these segments. Another important sector which can be focused on is *Chapter 71* (Gems, Jewelry, Precious stones etc.) in which total imports of the UK during the last calendar year were £ 33 Billion whereas our total exports to UK market under this chapter were only £8 Million.

Food Sector contribution in our export basket to UK is much less than its contribution in our global export basket which can be further enhanced.

2. Trade Promotion Activities

Activity	Date	Remarks	Follow up Action
Visit of MODA Fair	06-Aug,2018	MODA Fair is an important international exhibition focusing on garments, footwears & accessories. The objective of this visit was to ascertain the relevance of this fair for the Pakistani export sector. It was found to be a very important fair which must be attended by the Pakistani suppliers to further enhance our exports	TDAP has been recommended to participate in this fair for promoting our garments & footwear products.
Meeting with Mr. Nick Cook, Director MODA Fair	06-Aug,2018	The meeting took place to further explore this opportunity and acquire international packages for our exhibitors in case if we decide to attend this show in future.	
Meeting with RCCI Delegation led by Mr. Khurshheed Burlas	07-Aug,2018	Two specific initiatives were discussed. One was holding a Pakistan focused investment conference in Dec this year in Birmingham and secondly to hold a single country exhibition in April next year in Birmingham.	This office is supporting RCCI in these initiatives by connecting them with the British business community and publicizing these events & extending all out support.
Meeting with Dr. Nasir Awan, President Asian Business Association	07-Aug,2018	The meeting focused on strengthening linkages between the business chambers of two countries, exchange of trade delegations and collaboration in the RCCI planned initiatives.	
Meeting with Pure London Event organizer Ms. Myriam Osborne & Michael Richardson, ITE Group	31-Aug,2018	Pure London has launched a new segment Pure Origin which is relevant to mass scale manufacturers/suppliers of textile products. The meeting took place to explore the possibility of participation of	This show has been recommended to TDAP for participation by the Pakistani Textile exporters.

Pakistani exhibitors in this show.

3. Investment Promotion Activities

Activity	Date	Remarks	Follow up Action
Meeting with Mr. Gerard Newman, PWC & Mr. Ali, Oxon Global	02-Aug,2018	The meeting was aimed toward strategy to promote investment in Pakistan and possibility of holding some joint business events. PWC & Oxon Global are also working with Punjab Govt. to reform P&D department. Progress in this regard was also discussed.	
Meeting with Mr. Tommy Van, Senior Consultant Daraz.pk	03-Aug,2018	The meeting focused on future expansion strategy of this E commerce platform especially after its acquisition by Chinese Group.	
Meeting with Ms. Rupi Nandera, GBCC	06-Aug,2018	Meeting focused on further strengthening relationship with Birmingham Chamber of Commerce (GBCC) and exploring the possibility of exchanging trade delegations. A proposal to organize a Pakistan specific Investment Conference was also discussed and it was agreed to work together to realize this initiative.	
Meeting with Mr. Abid Khan, Senior Partner, RiverDale Insurance	07-Aug,2018	The meeting explored the idea of using various diaspora platforms to promote trade & investment relations with UK.	

4. Trade Diplomacy

Activity	Date	Remarks	Follow up Action
Meeting with Mr. Mushtaq Lashari, ETI delegation	29-Aug,2018	Ethical Trading Initiative (ETI) is currently studying surgical sector of Sialkot to ascertain its compliance to the ethical values. This office has extended full cooperation to the ETI Team in their project and recent visit to Pakistan. This meeting was	

regarding sharing of ETI
experience in Pakistan.

5. Market Information and Intelligence

- Trade inquiries received from Pakistani exporters and British importers forwarded to all
- Forwarded and circulated trade event/conference/bidding information received from Pakistan to concerned stakeholders in UK.

6. Business Networking

Meeting	Objective	Follow up
Detail of business networking given above.		

7. Field Visits

Visit	Objective	Follow up Actions
Detail given above		

8. Other Activities

- Attended various meetings/events organized at the High Commission.
- Processing of business visas applications.
- Attending various business and community events,
- Examining and giving financial concurrence in defense procurement cases.
- Meeting visitors, handling phone and email queries.

9. Follow up Activities from Previous Months

Reporting Month	Action Required	Action Taken

10. Support Requested from Pakistan

Date	Action Required	Organization	Deadline (if any)