

Material for Economic Survey

(2019-20)

Pakistan's Exports (JULY-DECEMBER 2019-20)

According to the provisional figures compiled by the Pakistan Bureau of Statistics, exports from Pakistan during July - December 2019 totaled US\$ 11,533 million against \$ 11,181 million during the corresponding period of last year showing an increase of 3.15%. Imports into Pakistan July-December 2019 totaled US\$ 23,229 million as against \$ 27,952 million during the corresponding period of last year showing a decrease of 16.90%. The balance of trade figures cumulative from July- December 2019 were US\$ -11,696 million.

The exports of services in Pakistan have registered growth of 6% during July-December 2019-20. Pakistan's trade in services volume was reported around US\$ 2.7 billion during July-December 2019 against US\$ 2.58 billion during the corresponding period of last year.

TDAP Activities (JULY-DECEMBER 2019-20)

i. Reorganization of TDAP:

TDAP restructured itself in order to perform all 48 mandated functions of TDAP act through a sectoral focus rather than generalized marketing approach. The main objective of the restructuring was to create a hybrid structure with parallel administrative and functional reporting for smooth execution of TDAP functions. Following Sectoral Divisions have been created to perform assigned functions related to their respective sector/sub-sectors:

- i. Textiles & Leather Division
- ii. Agro & Food Division
- iii. Engineering & Minerals Division
- iv. Services, Halal & New Opportunity Development Division
- v. International Markets Development Division (Americas & Europe)
- vi. International Markets Development Division (Asia, Middle East, Africa, Oceania)
- vii. Trade Facilitation & Expo Centre Division
- viii. Management Services Division
- ix. Directorate General Punjab – Lahore, Sialkot, Gujranwala, Multan, Faisalabad
- x. Directorate General Islamabad – Islamabad, Peshawar, Abbottabad, Swat, Gilgit, Mirpur-AJK

ii. International Exhibitions (JULY-DEC 2019)

Name of Division	No. of Exhibitions
Engineering & Mineral Division	31

Agro Food Division	10
Textile & Leather Division	13
Services Halal & New Opportunity Development Division	02
General	01

(Details of the exhibitions are available in the Annexure)

iii. Trade Delegations (Jul-Dec 2019)

Incoming Trade Delegation		
Delegation	Country	Date
China National Textile and Apparel Council (CNTAC)	China	01-07 July 2019
Visit of Italian Fashion Designer, Ms. Stella Jean to Northern Areas of Pakistan	Italy	25-31 August, 2019
Two Member Russian Trade Delegation on Ready to Wear Garments from Trade Centre LLC	Russia	15-20 September, 2019
German Business Delegation specialising in Textile Technology organised by German Pakistan Chamber of Commerce and Industry	Germany	11 - 15 November, 2019
Visit of Chinese Delegation to Pakistan	China	13-15 November, 2019
visit of Ms. Stella Jean, Italian Fashion Designers to Pakistan –Karachi for participation in Fashion Pakistan Week	Italy	(23-25, October, 2019.
TDAP and Animal Quarantine Department invited the Department of Veterinary Services, Ministry of Agriculture and Agro – Based Industry, Malaysia to inspect meat processing establishments in Pakistan.	Malaysia	13th – 28th July, 2019
Ministry of Agriculture and Fisheries	Japan	11 July to 31 August 2019
IAF Convention	various countries	11to 15 November 2019
German Delegation	Germany	11to 15 November 2019

Tarde Delegation Mauritius	Mauritius	October 2019
Tarde Delegation	Egypt	October 2019
Italian Chef visited Pakistan in November 2019 for the promotion of Pakistani Food in Italian market.	Italy	November 2019
Outgoing Trade Delegation		
Visit of Pakistan Fisheries Exporters to Thailand and Vietnam.	26th - 31st August, 2019	Vietnam and Thailand

iv. National Exporters Training Program:

In order to create a pool of trained exporters, who are well versed into the art of exports, TDAP launched a new program “National Exporters Training Program” (NETP) in September 2019 for Pakistani exporters. TDAP has planned to organize 24 sessions in all major and second tier cities of Pakistan. Details of completed session during July-Dec 2019 are as under:

Session	Date
NETP Karachi	17 th September 2019
NETP Lahore	14 th October 2019

v. Seminar

S#	Name of the City	Date	Targeted Audience	Targeted Sectors
	Sukkur	20 th February 2020	Financial assistance and incentives by financial institutions for the development of SMEs	SMEs

vi. Trade Facilitation Centre:

The TDAP has established “Trade Facilitation Centre” at regional offices of Islamabad, Lahore, Peshawar and Quetta with the basic purpose to resolve issues of the industry and to facilitate export as well as to plan the way forward in export development.

vii. Mango Diplomacy:

TDAP dispatched Mangoes to our Missions at Russia, Italy, Uzbekistan, Tajikistan, Romania, Bulgaria, Greece, China, Czech Republic, UAE where Mango Promotion were organized by these Missions to promote Pakistani Mangoes

viii. International Collaborations:

TDAP is collaborating with the World Bank - Pakistan Goes Global team for support on following initiatives

- (i) Establishment of 10-year institutional development plan for TDAP
- (ii) Establishment of Sectoral mapping /value chain development plans
- (iii) One stop shop for exporters, to connect global buyers with local sellers by adopting international best practices of TPOs around the world

In order to maximize the participation of our exporters, World Bank has also agreed to facilitate on following:

- o Trade Fairs participation internationally.
- o Execution of Ministry of Commerce initiative namely Country Branding

The main components of the project are as follows:

Component	Title
Component 1	Investing in the Enabling Environment for Exporting
Component 1.1	Investing in Institutional Strengthening for Export Competitiveness
Component 1.2	Investing in export promotion infrastructure.
Component 2	Investing in firms' export capabilities
Component 2.1	Export Readiness Program (ERP)
Component 2.2	Institutional strengthening of SMEDA

Pakistan's Export (JAN-MARCH 2020)

According to the provisional figures compiled by the Pakistan Bureau of Statistics, exports from Pakistan during July–February, 2019-20 totaled US\$ 15,643 million against US\$ 15,097 million during the corresponding period of last year showing an increase of 3.62%. Imports into Pakistan during July – February, 2019-20 totaled US\$ 31,515 million as against US\$ 36,563 million during the corresponding period of last year showing a decrease of 13.81%. The balance of trade figures cumulative from July–February, 2019 -20 were US\$ -15,872 million.

TDAP Activities (JAN-MARCH 2020)

i. International Exhibitions (JAN-MARCH 2020)

Name of Division	No. of Exhibitions
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Engineering & Mineral Division	3
Agro Food Division	3
Textile & Leather Division	4
Services Halal & New Opportunity Development Division	Nil

(Details of the exhibitions are available in the Annexure)

ii. Trade Delegations (JAN-MARCH 2020)

Incoming Trade Delegation		
Delegation	Country	Date
Russian quarantine inspectors visited Pakistan in January 2020 and inspected the establishment of rice exporters to lift the ban on import of rice from Russia	Russia	January 2020

iii. Pakistan Africa Trade Development Conference (PATDC)

In order to enhance trade and increase outreach to major African economies, the Ministry of Commerce launched “Look Africa Initiative”, which envisaged various measures to enhance trade with Africa. In 2019, the Ministry of Commerce relocated/opened six new Commercial Sections in Africa taking the total number to ten, to cover the top ten economies of Africa. Under the “Look Africa Policy initiative”, MOC in collaboration with TDAP organized the Pakistan – Africa Trade Development Conference (PATDC) in Nairobi, Kenya, from 30-31 January 2020, which is first of its kind.

The objective of this initiative was to bring the businessmen from Africa & Pakistan under one roof to explore ways to enhance trade and remove trade barriers. The PATDC comprised of two parts - the conference and the B2B meetings, which was to facilitate interactions of Pakistani delegates with African buyers through dedicated collaborative endeavors. business to business meetings were scheduled on the 30th and 31st of January 2020 at the Kenyatta International Convention Centre (KICC). From Pakistan, eighty-nine (89) companies across the following sectors participated in the B2B sessions and More than two hundred and forty-six (246) African delegates from across 26 countries African countries took part in B2B meetings with their counterparts from Pakistan.

iv. Pakistan Turkey Business Forum

On the auspicious occasion of the visit of the President of the Republic of Turkey His Excellency Recep Tayyip Erdogan, the Ministry of Commerce and Trade Development Authority of Pakistan organized Pakistan Turkey B2B Networking Session on 13th February, 2020 at the Kehkashan Hall of Serena Hotel in Islamabad. The objective of this initiative was to bring the businessmen from Turkey & Pakistan under one roof to explore ways to enhance trade and investment. B2B

matchmaking was organized between 58 Turkish companies and approximately 200 Pakistani counterparts including representatives of FPCCI.

v. **Seminars**

China Pakistan Free Trade Agreement Phase II

S#	Name of the City	Date	Targeted Chamber/ Associations	Targeted Sectors as per 313 items list
1.	Karachi	10 Jan. 2020 (Fri)	FPCCI, KCCI, WCCI, APTMA, KCA, TMA, PLGMEA, PRGMEA, PTA, REAP, APFVEMA, PAKFEA, APGJMEA, APMEPA, PAAPAM, PAMA, PEMA, PPMA, PCMA, PC&DMA, PFMA, PYMA, PCMEA, HP&SAP, APCA, APCMA, , APBUMA, PKSEA, PHMA and others	Textiles (Yarn, Readymade Garments, Home textile, Towels, Engineering, Autoparts, Agrofood (Seafood, Meat, prepared food, confectionery), Carpets and Rugs, Light Engineering, Leather, Cosmetics, Chemicals, Plastic, Electronics, Home Appliances, Footwear, Jewelry and precious stones, Gloves, Cement
2.	Islamabad	15 Jan. 2020 (Wed.)	FPCCI, ICCI, RCCI, WCCI, & Trade associations based at Islamabad and Rawalpindi	Textiles (Yarn, Readymade Garments, Home textile, Towels, Engineering, Autoparts, Agro-food (Seafood, Meat, prepared food, confectionery), Carpets and Rugs, Light Engineering, Leather, Cosmetics, Chemicals, Plastic, Electronics, Home Appliances, Footwear, Jewelry and precious stones, Gloves, Cement
3.	Lahore	21 Jan. 2020 (Tue)	LCCI, WCCI, APTMA, KCA, TMA, PLGMEA, PRGMEA, PTA, REAP, APFVEMA, APGJMEA, APMEPA, PAAPAM, PAMA, PEMA, PPMA, PCMA, PC&DMA, PFMA, PYMA, PCMEA, HP&SAP, APCA, APCMA, APBUMA, PKSEA, PHMA and others	Textiles (Yarn, Garments, Home textile, Towels, Engineering, Autoparts, Agro food (Seafood, Meat, prepared food, confectionery), Carpets and Rugs, Light Engineering, Leather, Chemicals, Plastic, Electronics, Home Appliances, Footwear, Jewelry, Gloves
4.	Peshawar	17 Feb. 2020 (Thur.)	Sarhad Chamber of Commerce & Industry Women Chamber APCEA and other Trade associations	‘do’

5.	Faisalabad	25 Feb. 2020 (Wed)	FCCI, APTMA, TMA, PLGMEA, PRGMEA, PGMEA,	'do'
6.	Quetta	02 March 2020	QCCI, QSCCI, PFVA and other Trade associations	'do'

vi. National Exporters Training Program (NETP)

Details of completed session during Jan-March 2020 are as under:

Session	Date
NETP Islamabad	7 th January 2020
NETP Peshawar	8 th January 2020
NETP Sukkur	12 th March 2020

vii. Establishment of Domestic Commerce Cell

TDAP established Domestic Commerce Cell on following stations:

TDAP offices	Detail of Focal Officers
Islamabad	Mr. Muhammad Ishaq Shinwari, Director TDAP, Islamabad Telephone No. 051-9201660
Peshawar	Mr. Atlas Khan, Director TDAP, Peshawar Telephone No. 091-92171660
Quetta	Mr. Noor Ali Achakzai, Deputy Director/Incharge TDAP, Quetta Telephone No. 081-9202562
Gilgit (G.B)	Ms. Sumera Muneeb, Deputy Director TDAP, Gilgit (G.B) Telephone No. 05811-920484
Mirpur (AJK)	Syed Asad Hussain, Assistant Director TDAP, Mirpur (AJK) Telephone No. 05827-927716
Lahore	Ms. Muneeba Nawaz, Assistant Director TDAP, Lahore Telephone No. 042-99230640

viii. Other initiatives

- **E-Commerce Policy Framework**

TDAP is one of the key stakeholders in E-Commerce Policy Framework. The implementation phase of the Policy is under process and Services Division, TDAP is involved in meetings and discussions with various partners including SMEDA, SBP, FBR and Associations.

- **Development of E-Portal:**

The developing of a matchmaking e-portal to exhibit, market and connect Pakistan's companies from all sectors with regional and international buyers/investors is under process. The plan is in initial stage of planning and may be launched at the end of this year.

- **Innovators' Conference and Services Expo:**

An Innovators' Conference is planned wherein innovations from all sectors shall be presented and competed upon. The purpose of the conference is to promote innovation and bring forward the hidden talents of the country working in any of the sectors of the economy. The Conference is planned along with Services Expo which would primarily focus upon IT and IT enabled Services, being major contributors to the Services Trade.

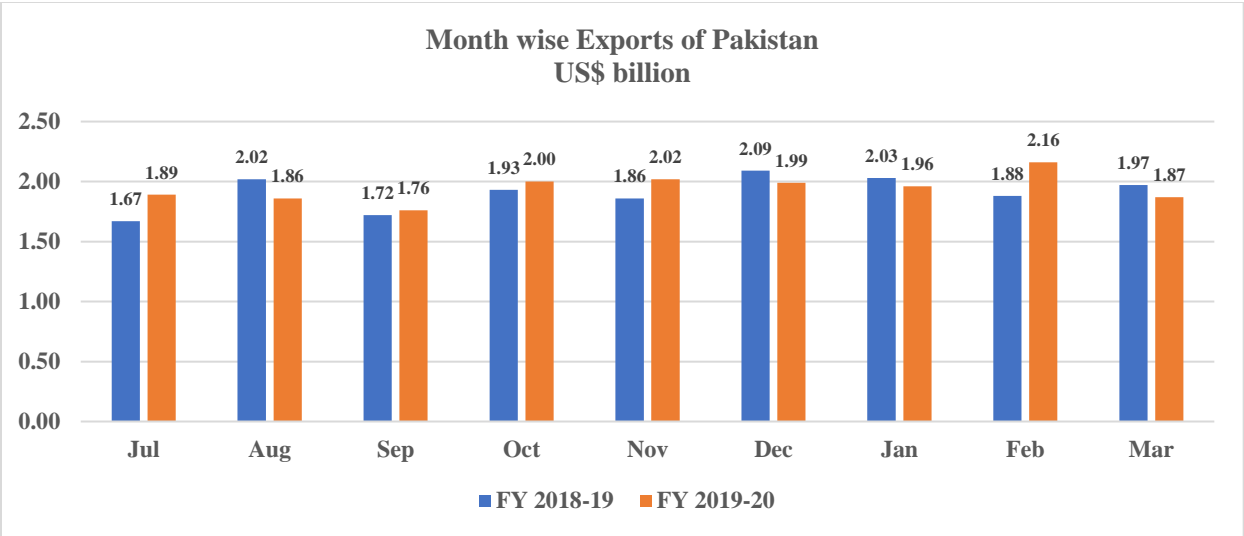
CANCELLATION OF ACTIVITIES DURING CORONA VIRUS OUTBREAK (JAN-MARCH 2019-20)

02 Textile exhibitions and 01 Agro food exhibitions are cancelled due to Corona virus outbreak. 03 incoming and 01 outgoing delegations are cancelled due to Corona Virus outbreak (details are attached at annexure)

IMPACT OF CORONA VIRUS PANADEMIC ON EXPORTS OF PAKISTAN

The coronavirus COVID-19 pandemic has had a huge, catastrophic, impact globally and on economies of almost all countries. Pakistan's economy had been showing slowing signs since mid-2018. Estimates for the current fiscal year FY20 GDP growth rate before the coronavirus struck were a mere 1.8 to 2.2 percent and in January and February 2020. The inflation rate was in the range of 14 percent with food inflation around 23 percent.

Exports from Pakistan during July–February (2019-20) showing an increase of 3.62% as compare to the corresponding period of last year. Exports in the month of February 2020 was US\$ 2.1 billion against US\$ 1.97 billion showing an increase of 13%. However, Pakistan's exports showing decline of 5% in the month of March 2020. Below table shows month wise trends of Pakistan during first nine month of fiscal year 2019-20 and its comparison with the corresponding period of 2018-19.



Projections:

Pakistan’s economy is projected to face a loss of up to 4.64% of its gross domestic product (GDP) due to disruptions in trade caused by the lockdown imposed in provinces due to the outbreak of coronavirus. The loss was projected by the Pakistan Institute of Development Economics (PIDE). In the first case, GDP will contract 0.30% in case imports reduce by 2%. In the second scenario, GDP may contract 2.3% due to a reduction in imports and exports by 10%. In the last scenario, that GDP will contract 4.64% if the reduction in imports and exports is up to 20%. However, in the second scenario, a 10% decline in intermediate and capital goods is likely to bring a major fall in investment as well as a similar reduction in exports, which would result in a loss of 2.3% of GDP in the fourth quarter of FY2020. A 20% decline in export and import is estimated in the third scenario and the GDP loss would be 4.6%.

The major trading partners of Pakistan with substantial export share include China, USA, UK and Germany. These are the worst-hit countries by COVID-19. There have been significant disruptions in international trade flows of these countries. The USA and China are the major importing partners and we heavily rely on them for the import of capital and intermediate goods. These raw materials are then utilized in the production of final goods for exports and domestic consumption. Similarly, being our major export partners, any economic downturn to these economies may face, would directly affect our exports as well as our GDP.

DETAILS OF THE EXHIBITIONS - JULY TO MARCH (2019-2020)**APPROVED EXHIBITIONS RELATED TO ENGINEERING & MINERAL DIVISION**

SN	NAME OF FAIR	DATE	SECTOR
1	FIME SHOW, Florida (USA)	July, 2019	Surgical & Dental Equipment
2	Cosmoprof, North America, Las Vegas (USA)	July, 2019	Surgical & Dental Equipment
3	ISPO Shanghai (CHINA)	July, 2019	Sports Goods
4	Sports Wear and Goods Expo, Tokyo (JAPAN)	July, 2019	Sports goods and sports wears
5	FIBO China	Aug, 2019	Sports Goods Fitness Equipment, Smart Wearables
6	China International Furniture Fair Shanghai (CHINA)	Sep, 2019	Furniture
7	China Dental Show, Shanghai (CHINA)	Sep, 2019	Surgical Instruments
8	Global Health Expo, Riyadh (SAUDI ARABIA)	Sept, 2019	Pharmaceuticals and Surgical
9	Automechanika, Johannesburg, (Biennial) (SOUTH ARICA)	Sept, 2019	Automobile Sector
10	Medic East Africa Exhibition & Congress, Nairobi (KENYA)	Sept, 2019	Healthcare Products
11	A-Osh Expo & Fireexpo / Securexpo, Nairobi (KENYA)	Sept, 2019	Safety Gloves & Equipment, Work
12	Beauty Expo (BRAZIL)	Sep, 2019	Surgical and Beauty equipment/ Products
13	Automechanika Frankfurt (GERMANY)	Sep, 2019	Auto-parts
14	Pharmed (VIETNAM)	Sep, 2019	Surgical and Dental Instruments
15	Canton Fair Phase-I (CHINA)	Oct, 2019	Electrical goods
16	GITEX Dubai, Dubai (UAE)	Oct 2019	IT

17	Medic West Africa, Lagos (NIGERIA)	Oct, 2019	Healthcare/ Surgical/Pharmaceutical
18	Poznan Sports Fair (POLAND)	Oct, 2019	Sports Goods
19	Intermot, Cologne (GERMANY)	Oct, 2019	Surgical
20	Beauty West Africa, Lagos (NIGERIA)	Nov, 2019	Beauty Items
21	NSC Congress and Expo (USA)	Nov, 2019	Safety Products
22	EUROTIER FAIR (GERMANY)	Nov, 2019	Surgical & Vet Inst.
23	EXPO Protection, Paris (FRANCE)	Nov, 2019	Leather and Protective gears
24	National Sports Exhibition, GORINCHE (NETHERLANDS)	Nov, 2019	Sports Goods
25	A+A Dusseldorf (GERMANY)	Nov, 2019	Gloves, Safety & Security Products
26	EICMA MOTO, Milan (ITALY)	Nov, 2019	Gloves / Auto parts
27	Medica Dusseldorf (GERMANY)	Nov, 2019	Surgical Instruments
28	Mineralientag (SWITZERLAND)	Nov, 2019	Gems and Jewelry
29	Agrotechnika, Hannover (GERMANY)	Nov, 2019	Agricultural Machinery & Equipment
30	Cosmoprof Wanchai (HONG KONG)	Nov, 2019	Beauty Salon and Cosmetics Products
31	FIBO (USA)	Dec, 2019	Fitness equipment, smart wearable's, fitness club interiors, sports nutrition Products

SN	NAME OF FAIR	DATE	SECTOR
1	ISPO Winter (Germany)	Jan, 2020	Sports Goods
2	Intersec Dubai (UAE)	Jan, 2021	Industrial Gloves & Security Equipment
3	Arab Health, Dubai (UAE)	Feb, 2021	Surgical, Pharma & Beauty Products

APPROVED EXHIBITIONS RELATED TO SERVICES, HALAL, NEW OPPORTUNITY DEVELOPMENT DIVISION

1	GITEX Technology Week and GITEX Future Stars, Dubai	06 th to 10 th October, 2019
2	Arabnet Riyadh, Startups Show, Saudi Arabia	December 10-11, 2019

EXHIBITIONS RELATED TO TEXTILE & LEATHER DIVISION

S. NO	Activity	Remarks
1.	Home Textile Sourcing Show, New York USA ,July 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 5 companies
2.	Tex world International Apparel Sourcing, USA ,July 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 11 companies
3.	Intertextile shanghai China, August 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 5 companies
4.	Magic Show USA, August 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 10 companies
5.	Intertextile shanghai China, September 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 5 companies
6.	Tex world Paris France, September 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 10 companies
7.	Heimtextil Moscow Russia, September 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 56companies
8.	Fashion World Tokyo October 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 15 companies.
9.	International Sourcing Expo ,Australia, November 2019	<ul style="list-style-type: none"> • TDAP's Successful participation with 14 companies
10.	Africa-Pakistan Trade Development Conference January 2020, Nairobi	<ul style="list-style-type: none"> • Textile & Leather Division requested leading 20 exporters for participation in Pak – Africa Trade Development Conference
11.	Heimtextile, Frunkfurt Germany, January 2020	<ul style="list-style-type: none"> • TDAP's successful participation with 56 companies.
12.	Domotex, Hannover, January 2020	<ul style="list-style-type: none"> • TDAP's successful participation with 5 companies.

Leather Division		
13.	Expo Riva Schuh Italy, June 2019	<ul style="list-style-type: none"> • TDAP's successful participation with 6 companies.
14.	EICMA Moto Milan Italy, November 2019	<ul style="list-style-type: none"> • TDAP's successful participation with 4 companies.
15.	Mipel Bag Show Fair Milan Italy, September 2019	<ul style="list-style-type: none"> • TDAP's successful participation with 5 companies
16.	Lineapelle Fair Milan Italy, October 2019	<ul style="list-style-type: none"> • TDAP's successful participation with 5 companies
17.	Expo Riva Schuh, Itlay , January 2020	<ul style="list-style-type: none"> • TDAP's successful participation with 6 companies.

EXHIBITIONS RELATED TO AGRO FOOD DIVISION

Sr. No	Event	No. of Companies Participated
1	Fine Food, Melbourne, Australia, September 2019,	8
2	World Food, Moscow, Russia September 2019 ,	5
3	Fruit Logistica, Asia, Hong Kong, China. September 2019	2
4	Anuga Food Exhibition, Frnakfurt,Germany October 2019	22
5	25 rd China Seafood and Fisheries Expo, Qingdao, China, October 2019	10
6	Food & Hospitality Expo, Oman. October, 2019	9
7	Sial Interfood 2020, Jakarta, Indonesia. November,2019	2
8	Foodex, Jeddah, Saudi Arab November 2019	10
9	Food West Africa, Lagos Nigeria. November, 2019	7
10	Food Africa, Egypt 9-11 th December 2020	10
11	Fruit Logestica Exhibition,Berlin,Germany Feb 2020	5
12	Gulf Food ,Dubai,UAE,Feb 2020	48
13	Foodex Japan March 2020(The event is postponed due to corona virus)	4

EXHIBITIONS RELATED TO INTERNATIONAL MARKETING DIVISION

Sr. No	Event	country
1	China International Import Expo Nov 2019 Shanghai	China

Cancellation of activities and events will be held internationally

Delegation	Country	Planned in	Current Status
Sports Goods Delegation	Vietnam	January 2020	Postponed
Foodex Japan	Japan	March 2020	postponed
EVETEK Turkey	Turkey	April 2020	postponed
Fashion World Tokyo	Japan	April 2020	postponed

Cancellation of activities and events will be held locally

Delegation	City	Planned in	Current Status
Hungarian Business conference in Lahore	Lahore	26th March, 2020	Postponed
Visit of Italian Delegation	Lahore	last week of March,2020	postponed
Visit of Color TV's Journalists to Shoot Documentary of Exportable Products of Pakistan	Karachi	March 2020	Postponed till August 2020