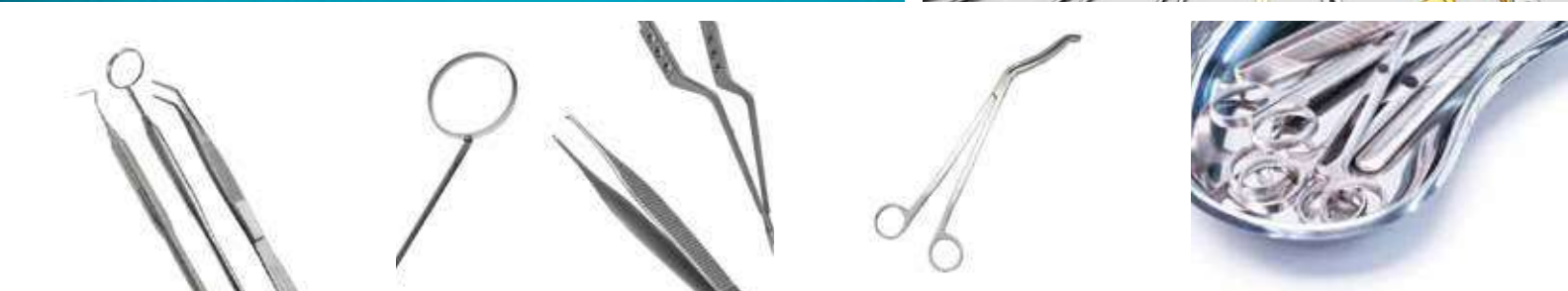




# PAKISTAN SURGICAL GOODS



**TRADE DEVELOPMENT AUTHORITY  
OF PAKISTAN**





# TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets. TDAP implements policies and directives of Federal Government-and its Board of Directors for enhancing, promoting and facilitating trade.

TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade.

To achieve its objectives, TDAP organizes as well as participates in local and international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platform.

This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets



# Product Profile

Pakistan, Sialkot Surgical Cluster, The Home of Surgical, Dental & Veterinary

Instrument Manufacture Surgical Industry of Pakistan holds a history of more than 100 years. The surgical industry represents manufacturers and exporters of Surgical Instruments. The representative association is "Surgical instruments Manufacturers promote the art of surgical instruments manufacturing and to help solving the problems of surgical manufacturing community.

The city of Sialkot in Pakistan is the largest producer of surgical, dental and veterinary instruments in the world. This is the city where 99% of Pakistan's dental, veterinary and beauty instruments, comprises over 2500 companies. 95% of products from sialkot are sold to international markets.

These companies have worldwide presence and have their offices in the countries of import. Total production capacity of the cluster is 200 Million pieces per annum. The cluster is producing around 100 Million pieces.

The Surgical cluster is well positioned for the pro-poor growth and is a key source of providing direct employment to 100,000-150,000 personnel vis-a-vis 350,000 to 400,000 people have been employed indirectly.

At present, there are around 10,000 different types of instruments being produced and exported from Pakistan to different destinations in the world. The cluster is manufacturing two types of surgical instruments: a) Disposable instruments, which constitutes of 60% of the exports b) Resusable instruments, which is 40% of the exports.

Surgical/Medical instruments are part of a broader global medical devices industry covering a wide spectrum of products from inexpensive bandages, to technology-intensive hearing aids and high-cost items such as magnetic resonance imaging (MRI) machines.

# Product Profile

Product Category	HS Code(s)	Examples
Consumables	3005	Bandages and Dressings
Disposables	90183	Plastic, Syringes, Catheters, Needles and Sutures
Surgical and Medical Instruments	90184, 90185, 90189	Forceps, Medical Scissors, dental drills among minimally invasive instruments

Product Category	HS Code(s)	Examples
Therapeutic Devices	9021	Hearing aids, Pacemakers and Prosthetics
Capital Equipment	90181, 90182., 9023	Infusion Pumps, Blood Pressure Monitors MRI Equipment ETC
Other Devices	9019, 9020	Breathing Devices, Oxygen Therapy Devices, Gas Masks, Massage Equipment.

However, Pakistan exports comprises on the following HS- Codes

HS Code(s)	Particulars	Exports
		89%
101890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	3%
101580	Instruments and appliances used in geodesy, topography, hydrography, oceanography, hydrology,	3%
101590	Parts and accessories for instruments and appliances used in geodesy, topography, photogrammetrical ... 1% Instruments and appliances used In dental sciences, n.e.s.	1%
101849	Others	4%

# Surgical Sector Product Brief:

## Production Areas with Map



## Production (5 Years Data)

Surgical Instruments in Pakistan is a highly efficient industry that is oriented towards production for exports. As such it is estimated that total production of Pakistan is roughly equal to the total exports of Pakistan. It is further pertinent to mention that the Export orientated cluster in Sialkot is also responsible for almost all of the local production in Pakistan. Hence we can represent the Export Figures as Production Values with a 1% Margin of Error.

Estimated production	2016	2017	2018	2019	2020
	344,806	365,626	380,727	408,771	362,211

## Local Consumption

Local Consumption of Pakistani Surgical instruments are met with a variety of sources including both local and foreign, and as such there exists a market for local production within the country. This market however is constrained by the limited supply chain networks and distribution challenges

# Surgical Sector Product Brief:

Pakistan exports up to 10,000 different surgical products with up to 40,000 different distinct products available in the catalogs of companies in the Sialkot Cluster. Such diversity of products makes it one of the most lucrative surgical hub for entertaining Import Orders due to convenient geographical locality.



## **Testing / Certifications / Registration Agencies**

Any Manufacturer of Surgical Instruments in Pakistan needs to be registered with Securities Exchange Commission of Pakistan (SECP) as all registered limited liability concerns must do. Once the company is registered with the SECP, the company /manufacturer needs to register itself with the Federal Board of Revenue (FBR) and any other tax authority, WeBOC. There is also a need to register with the Drug Regulatory Authority of Pakistan for most products locally, and CE Mark, or FDA registration for Exporting to USA or EU markets. However each country has stringent requirements for exporting products to them and they need to be complied with.

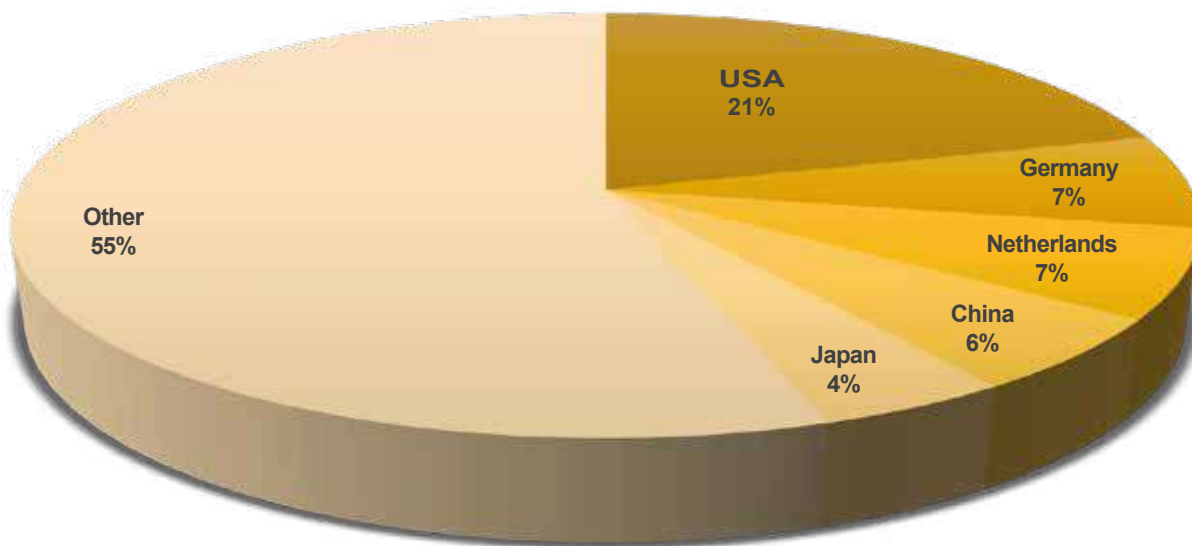
Testing and certification of Products is a more versatile need, and should be done at the discretion of the client's need or the requirement of the country it is exported to.

## Packaging & Storage

Pakistani Surgical Industry Adheres to the highest standards of quality control and as such the Surgical Instruments and Other Disposables/Consumables are sterilized and packaged as per the demand of the buyer adhering to international standards of quality and control. Some products are required to be packaged in sterilized airtight plastic covers or in hard boxes, while other more sensitive instruments are placed in specialized boxes. Some instruments are coated in Titanium and as per requirements of Client Pakistani producers export both with local labelling or if the client requires in the labels as specified in the order. The Labels are produced truthfully to the highest standards of quality and exported



## GLOBAL IMPORTERS (TOP IMPORTING COUNTRIES FROM WORLD)

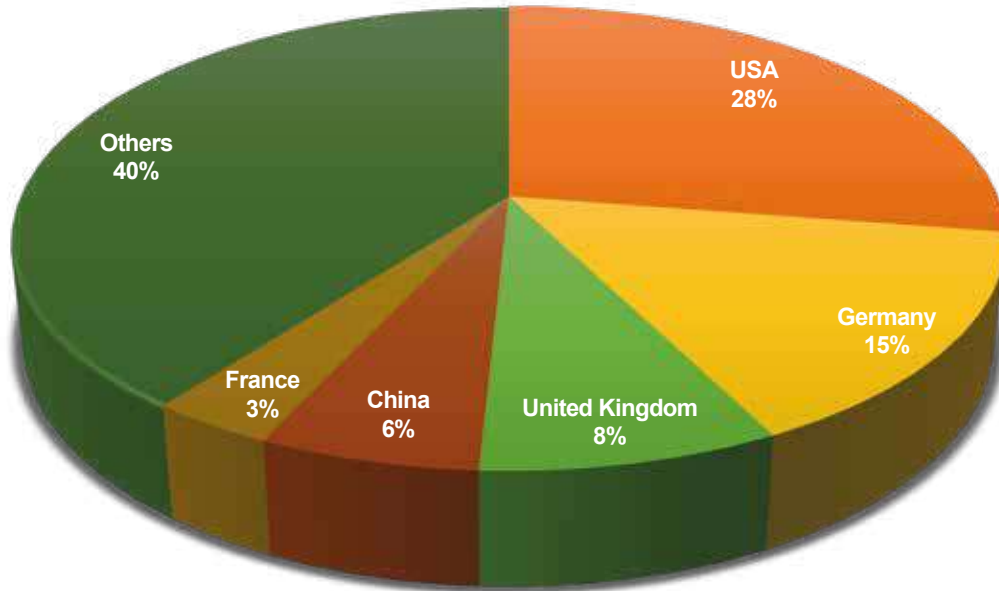


IMPORTERS	Value in 2016	Value in 2017	Value in 2018	Value in 2019	Value in 2020
World	107,318,088	113,706,563	125,031,417	131,719,330	140,071,103
USA	21,379,598	22,450,620	24,749,197	28,139,528	29,009,559
Germany	8,209,942	8,637,954	9,417,507	9,271,774	10,026,258
Netherlands	7,398,674	7,642,740	9,094,106	9,480,051	9,467,750
China	5,126,687	5,793,629	6,930,787	7,973,479	7,985,986
Japan	5,472,898	5,707,835	6,271,917	6,655,326	6,351,604
Others	59,571,071	63,448,704	68,494,761	70,199,172	77,229,946

Source: [www.trademap.org](http://www.trademap.org)



# PAKISTAN'S EXPORT DESTINATIONS



IMPORTERS	Value in 2016	Value in 2017	Value in 2018	Value in 2019	Value in 2020
World	346,806	365,626	380,727	408,771	362,211
USA	101,464	95,754	101,253	124,825	99,419
Germany	47,696	49,477	51,670	53,877	54,593
United Kingdom	32,842	34,255	35,181	36,266	30,005
China	9,907	15,978	21,835	18,848	22,003
France	14,611	12,273	15,016	13,408	12,461

Source: [www.trademap.org](http://www.trademap.org)



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