

Pakistan at a Glance

207M
POPULATION

US\$ 313.14B
GROSS DOMESTIC PRODUCT (GDP)

GSP+
32 COUNTRIES INCLUDING ACCESS TO EU GSP+

140+
QUALITY EXPORTS TO MORE THAN 140 DESTINATIONS

SEAMLESS TRANSPORTATION OF GOODS

FAVORABLE EXCHANGE RATE

CHINA PAKISTAN FTA-II
PREFERENTIAL MARKET ACCESS TO 1.386 BILLION PEOPLE

ROBUST, STABLE AND DIVERSIFIED ECONOMY

18.86%
AGRICULTURE

20.91%
INDUSTRY

60.23%
SERVICES

* Source: SBP, 2018-19

* Source: Pakistan Economic Survey, 2018-19

Trade Profile

EXPORTS
US\$ 22.9 billion*

IMPORTS
US\$ 54 billion*

MAJOR EXPORT PARTNERS

United States US\$ 3,802 M	China US\$ 1,818 M	UK US\$ 1,729 M	Afghanistan US\$ 1,348 M	Germany US\$ 1,310 M

MAJOR IMPORT PARTNERS

China US\$ 14,545 M	UAE US\$ 8,669 M	Saudi Arabia US\$ 3,242 M	USA US\$ 2,947 M	Indonesia US\$ 2,560 M

Trade Figures FY 2018

SHARE IN PAKISTAN EXPORTS (%)

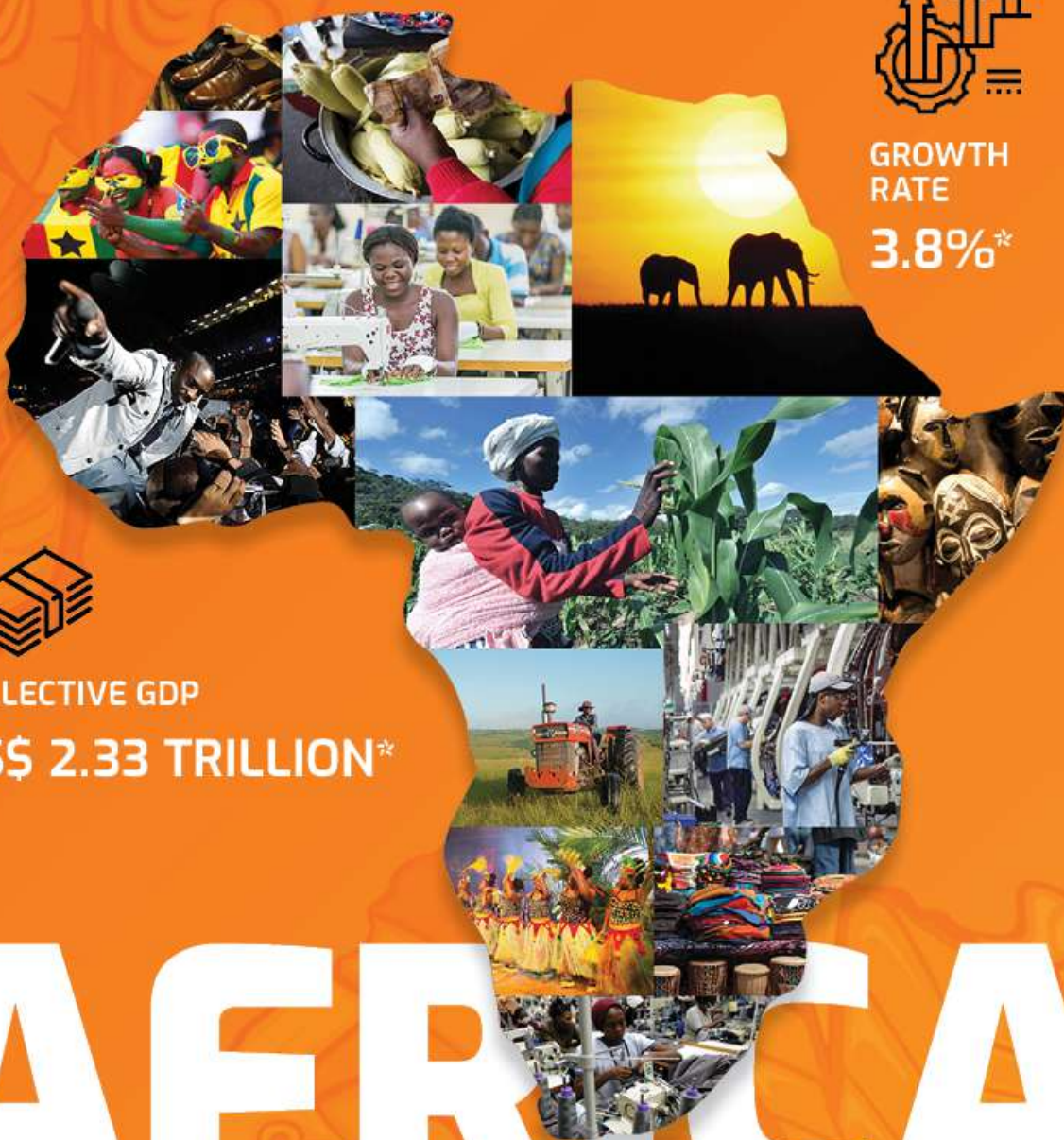
Asia 37%	Europe 36%	America 20%	Africa 6%	Oceania 1%

Source: PBS and Trade Map

* Source: Pakistan Bureau of Statistics, 2018-19



GROWTH RATE
3.8%*



COLLECTIVE GDP
US\$ 2.33 TRILLION*

AFRICA

Source: IMP Database

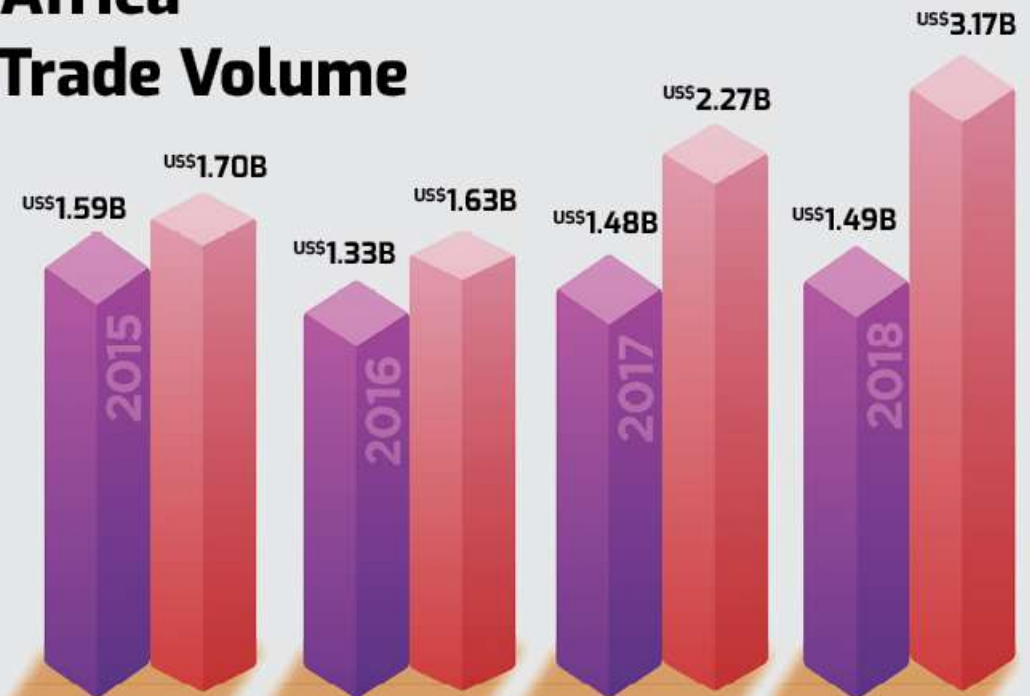
Total Trade of the African Region

US\$ 1 TRILLION

Pakistan Africa Bilateral Trade Volume

Exports to Africa from Pakistan

Imports from Africa to Pakistan



Trade Figures FY 2018
Source: Trade Map

Participating Countries



Pakistan



Algeria



Burundi



Egypt



Ethiopia



Kenya



Libya



Mauritius



Morocco



Niger



Nigeria



Rwanda



Senegal



South Africa



South Sudan



Sudan



Tanzania



Tunisia



Uganda



Zimbabwe

Sectors in Focus



01.
Textile & Apparel
Industry



02.
Rice



03.
Tractors & Agriculture
Implements



04.
Surgical



05.
Pharmaceutical



06.
Cement



07.
Financial Services



08.
Transport &
Logistics Services



09.
Information
Technology



10.
Travel & Tourism

Textile and Apparel Industry

Textile is one of the most important industrial sectors in Pakistan in terms of economic output and employment

Industry Overview

PAKISTAN WORLD EXPORTS

13 Billion US\$

Source: PBS

AFRICA WORLD IMPORTS

16 Billion US\$

Source: Trade Map



1/4th

Industrial Value-addition



423

Production Factories



Longest Production Value chain

Exports Outlook

US\$ 2.8B

Knitwear

US\$ 2.5B

RMG

US\$ 2.3B

Bed wear

US\$ 2.1B

Cotton Cloth

US\$ 1.2B

Cotton Yarn

US\$ 712M

Towel

US\$ 701M

Made-up

International Clients



Top Export Destinations



United States



Germany



UK



Netherlands



Belgium

Rice

- ▶ Rice is one of the major export products of Pakistan, making it the **4th largest producer of rice in the world**. It accounts for 3.0% value added in agriculture and **contributes to 0.6% of GDP**
- ▶ 108 Varieties cultivated in Pakistan including Super Kernel Basmati, Super Basmati, IRRI-6, irri-9, Pk-385 Basmati rice, Pk-198 Basmati rice etc

Industry Overview



Exports Outlook



Source: PBS 2018-19

International Clients



Top Export Destinations



Tractors & Agriculture Implements

Pakistan's agriculture sector is the mainstay of the economy and a primary source of livelihood



Industry Overview

PAKISTAN WORLD EXPORTS

109 Million US\$

Source: PBS

AFRICA WORLD IMPORTS

3.31 Billion US\$

Source: Trade Map



21st Biggest World Supplier



90 Companies Producing Agro machines



9 Companies Manufacturing Tractors

ENGINEERING

Exports Outlook

Existing product basket are Agriculture Machinery, Agricultural, horticultural or forestry machinery for soil preparation or cultivation, Harvesting or threshing machinery, Machines for cleaning, sorting or grading seed, grain or dried leguminous vegetables, Agricultural, horticultural, forestry, poultry-keeping or bee-keeping machinery, Presses, crushers and similar machinery used in the manufacture of wine, cider, fruit juices or similar beverages.

Leading Market Players



Al-Ghazi Tractors Ltd
PRODUCERS OF NEW HOLLAND TRACTORS IN PAKISTAN



MILLAT TRACTORS LIMITED

Top Export Destinations



Nigeria



Botswana



South Africa



Ghana



Afghanistan

Surgical Instruments Industry

Pakistan has a history spanning over a century of skilled craftsmanship in manufacturing surgical instruments



Industry Overview

PAKISTAN WORLD EXPORTS 388 Million US\$ <small>Source: PBS</small>	AFRICA WORLD IMPORTS 2.5 Billion US\$ <small>Source: Trade Map</small>
 10,000+ Customized Instrument	
 1000+ Manufacturing Units	
 Certified Quality ISO 9002 & GMP	

Exports Outlook

 US\$ 373M Medical Instruments	 US\$ 4.9M Dental Instruments	 US\$ 1M Electro-diagnostic apparatus	 US\$ 1M Ophthalmic instruments
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Source: PBS 2018-19

International Clients



Top Export Destinations



Pharmaceuticals Industry

Pakistan has a very vibrant and forward-looking pharma industry. The industry has grown continuously over the years



Industry Overview



- MNCs**
 Industrial Value-addition
- 600+**
 Local Manufacturers
- Certified Quality**
 WHO Standards & GMP



International Clients



Top Export Destinations



Cement Industry

Cement industry is progressing at a very fast pace in Pakistan



Financial Services

The financial sector in Pakistan is going through a major technological transition period. New financial groups are emerging with innovative solutions

Industry Overview

PAKISTAN WORLD EXPORTS

107
Million
US\$

Source: SBP

AFRICA WORLD IMPORTS

1.5
Billion
US\$

Source: Trade Map



132%

Assets growth in 10 years



97

Financial Institutions



Regulation

SBP & Int'l Basel III standards

Sector Outlook

In Pakistan, there are 34 Commercial Banks, 10 DFI's, 11 Micro-Finance Banks, 7 Investment Banks, 21 Modaraba Companies and 13 Leasing Companies operating in the financial sector

The majority of the banking business is concentrated among the top six banks who also maintain their overseas presence in Europe, America, Middle East and Africa

Leading Financial Institutions



Top Export Destinations



United States



UAE



Bahrain



Ireland



Germany

Transport & Logistics Services

Pakistan's transport & logistics services are the backbone of its overall domestic and international trade

Industry Overview



Exports Outlook



Source: SBP 2018-19

Leading Market Players



Information Technology Industry

The IT industry of Pakistan has flourished tremendously in the past decade and continues to grow at a very fast pace

Industry Overview



Exports Outlook



Source: SBP 2018-19

Leading Market Players



Top Export Destinations



Travel and Tourism

Pakistan is a country blessed with topography, four weathers, picturesque northern areas, deserts, coastal line and religious (buddhist and sikh/hindu) and historical sites

Industry Overview



Source: SBP 2018-19

Leading Travel and Tour Agencies

- Alpine Trekkers and Tours
- Hamdan Touristik Services
- Bestways Travels
- Premio Travel & Tour Pvt. Ltd
- Zeb Travels
- Bukhari Group
- Askari Travels & Tours
- Total Travels

International Recognitions

Condé Nast
Traveler
"Pakistan as top tourist destination for 2020"



Pakistan stands 3rd in the highest potential adventure travel destinations for 2020





VISA Facilitation

- ▶ Business Visa List (BVL) of 96 countries (including 24 African countries)
- ▶ 5 years multiple entry visa within 24 hours to BVL countries.
- ▶ Visa-On-Arrival for 30 days validity to BVL countries.

Eligible African countries in BVL are:

Algeria	Guinea	Nigeria
Angola	Guinea-Bissau	Senegal
Comoros	Kenya	Sierra Leone
Cote De Ivoire	Madagascar	South Africa
Djibouti	Mauritius	South Sudan
Egypt	Montenegro	Tanzania
Gambia	Morocco	Togo
Ghana	Mozambique	Tunisia



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Your First Contact For Trade

Trade Development Authority of Pakistan

A dedicated, effective and empowered organization for development and promotion of exports

TDAP - MANDATE

- ▶ Policy & Planning
- ▶ Market Development & Diversification
- ▶ Product Development & Diversification
- ▶ Trade Facilitation
- ▶ Research & Development
- ▶ Awareness & Capacity Building of exporters
- ▶ Reward & Recognition of Exports
- ▶ Stakeholder consultation and coordination
- ▶ Coordination with Trade Missions



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