



2nd
**pak
africa**
TRADE DEVELOPMENT
CONFERENCE
SINGLE COUNTRY EXHIBITION

23-25 NOVEMBER 2021 | LAGOS, NIGERIA



Pakistan: Trade and Investment





SCHEME OF PRESENTATION

1. Overview of Pakistan's Economy
2. Pakistan's Trade Profile
3. Pakistan–Africa Bilateral Trade
4. Sectoral Overview
5. Investment opportunities in Pakistan

Pakistan at a Glance

215.25M

POPULATION



US\$299 B

GROSS DOMESTIC
PRODUCT (GDP)



SEAMLESS
TRANSPORTATION
OF GOODS

GSP+

PREFERENTIAL ACCESS TO EU



140+

QUALITY EXPORTS TO MORE
THAN 140 DESTINATIONS



FAVORABLE
EXCHANGE
RATE

CHINA PAKISTAN FTA-II

PREFERENTIAL MARKET ACCESS TO
1.4 BILLION PEOPLE

ROBUST, STABLE
AND DIVERSIFIED
ECONOMY

19.2%

AGRICULTURE

19.1%

INDUSTRY

61.7%

SERVICES

* Source: Economic Survey of Pakistan 2020-21



ACCESS TO
LAND
LOCKED
STATES

Pakistan's Trade Profile



Trade Profile



EXPORTS
US\$ 25.3 billion*



IMPORTS
US\$ 56.4 billion

MAJOR EXPORT PARTNERS



United States
US\$ 5,030 M



UK
US\$ 2,047 M



China US\$
2,044 M



Germany
US\$ 1,511 M



Netherlands
US\$ 1,118 M

MAJOR IMPORT PARTNERS



China US\$
13,306 M



UAE US\$
6,308 M



Singapore US\$
3,116 M



USA
US\$ 2,446 M



Saudi Arabia
US\$ 2,390 M

SHARE IN PAKISTAN EXPORTS (%)

Trade Figures FY 2020- 21



Asia
37 %



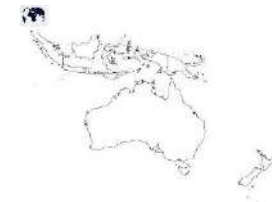
Europe
36%



America
20%



Africa
6%



Oceania
1%



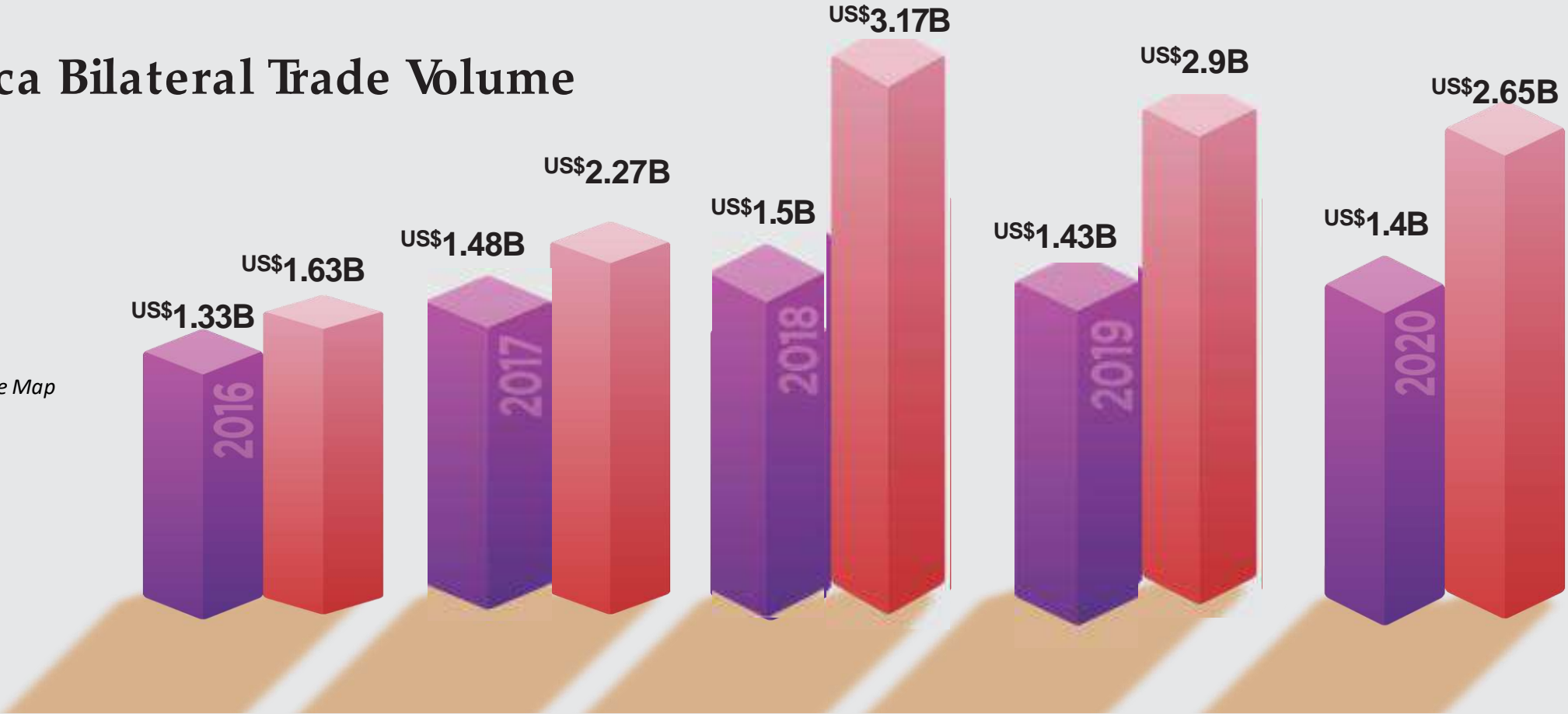
Total Trade of the African Region

US\$ 1 TRILLION

Pakistan Africa Bilateral Trade Volume

- Exports to Africa from Pakistan
- Imports from Africa to Pakistan

Trade Figures FY 2020-21 Source: Trade Map



Sectors in Focus



01.
Textile & Apparel
Industry



02.
Rice



03.
Tractors & Agriculture
Machinery



04.
Surgical, Medical
Instruments



05.
Pharmaceutical



06.
Cement



07.
Cutlery &
Kitchenware



08.
Automobile & Spare
Part



09.
Electrical & Metallic
Appliances



10.
Processed Food



11.
Cosmetics & Beauty
Products



12.
Leather Products



13.
Paint & Chemicals



14.
Information
Technology



15.
Travel & Tourism



16.
Financial Services



17.
Transport & Logistics
Services

Textile and Apparel Industry

Textile is one of the most important industrial sectors in Pakistan in terms of economic output and employment for the year 2020-21.

Industry Overview

PAKISTAN WORLD EXPORTS

15.4 Billion US\$

Source: FBR/PRAL

AFRICA WORLD IMPORTS

16 Billion US\$

Source: Trade Map



1/4th

Industrial Value-addition



517

Production Factories



Longest Production Value chain

Exports Outlook



US\$ 3.5B

Knitwear



US\$ 3B

RMG



US\$ 2.8B

Bed wear



US\$ 1.9B

Cotton Cloth



US\$ 1.0B

Cotton Yarn



US\$ 872M

Towel



US\$ 682M

Made-up

Source: FBR/PRAL

Top Export Destinations



United States



Germany



UK



Netherlands



Belgium

Leather Products

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

Industry Overview

PAKISTAN WORLD
EXPORTS

816 Million
US\$

AFRICA WORLD
IMPORTS

7.1 Billion
US\$



3000 Firms
Local Manufacturers



US\$ 323 M
Leather Gloves



US\$ 285 M
Leather Garments

Exports Outlook



US\$ 161M
Leather Tanned



US\$ 44.7M
Other Leather
Manufactures

Top Export Destinations

China, Italy, France Vietnam, Germany

LEATHER

Rice

Rice is one of the major export product 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

PAKISTAN WORLD EXPORTS

2.1

Billion US\$

Source: FBR/PRA

AFRICA WORLD IMPORTS

6.5

Billion US\$

Source: Trade Map



3% Value addition
in agriculture



8.42M Tons
Tonnage Production



108 Varieties
Basmati, Coarse & Generics

Exports Outlook

US\$ 721M
Basmati

US\$ 764M
Non-Basmati

US\$ 548M
Others

Source: FBR/PRA

Top Export Destinations



China



Kenya



Afghanistan



UAE



UK

RICE

Meat

Pakistan exported worth of USD 333 million of Meat and Meat preparations in FY 2021. Pakistani companies are equipped with modern slaughter-houses and quality labs. Meat export opportunities in Pakistan are expanding towards Malaysia, Saudi Arabia, Gulf

Industry Overview



Top Export Destinations

UAE, Saudi Arab, Kuwait, Afghanistan, Qatar

Sea Food

Fishery sector in Pakistan makes a significant contribution to the national economy. Pakistan exported Sea Food to Thailand, Vietnam, Malaysia, and Taiwan and China. Pakistan is rich in marine fishery resources consists of more than 30 species of shrimp, ten species of crab, five species of lobster, and 70 commercial species of fish Including Sardine, Hilsa, Shark, Mackerel, Butter Fish, Pomfret, Sole, Tuna, Seabream, Jew Fish, Catfish and Eel. Fish and Fishery products are exported mainly to China, Japan, European Union and Persian Gulf countries.

Industry Overview



PAKISTAN WORLD EXPORTS

414 million US\$

Source: FBR/FRA

AFRICA WORLD IMPORTS

6.5 Billion US\$

Source: Trade Map



50 Big Fish Processing Plants/Companies
Most Meeting International Standards



1000+ Kilometers Coastline, Extends From Karachi To Gawadar



1500 Types Of Finfish & Shell Fish,
200 Species Commercially Harvested

FISHERY

Processed Food²⁶

Processed food industry is progressing.

Industry Overview

PAKISTAN WORLD EXPORTS

829 Million US\$

Source:

AFRICA WORLD IMPORTS

24 Billion US\$

Source: Trade Map



2200 Firms

Local Manufacturers



US\$ 604 M

Health Food Products



US\$ 123 M

Sugar Confectionary

Exports Outlook

US\$ 325M

UEthyl Alcohol

US\$ 59.5M

Food Preparations

US\$ 86.5M

Bakery Items and Oil Cakes

US\$ 123M

Fruit Juices

Top Export Destinations



Netherlands



Philippines



Italy



Spain

PROCESS

Pharmaceuticals Industry

17

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

Industry Overview

PAKISTAN WORLD
EXPORTS

AFRICA WORLD
IMPORTS

270M US\$



MNCs

Industrial Value-addition



1700+

Local Manufacturers



Certified Quality

WHO Standards & GMP

Exports Outlook

Source:
FBR/PRAL

US\$ **124M**

Medicaments n

US\$ **98M**

Hormones

US\$ **17M**

Antibiotics

US\$ **30M**

Others

Top Export Destinations



Afghanistan



Philippines



Sri Lanka



Myanmar

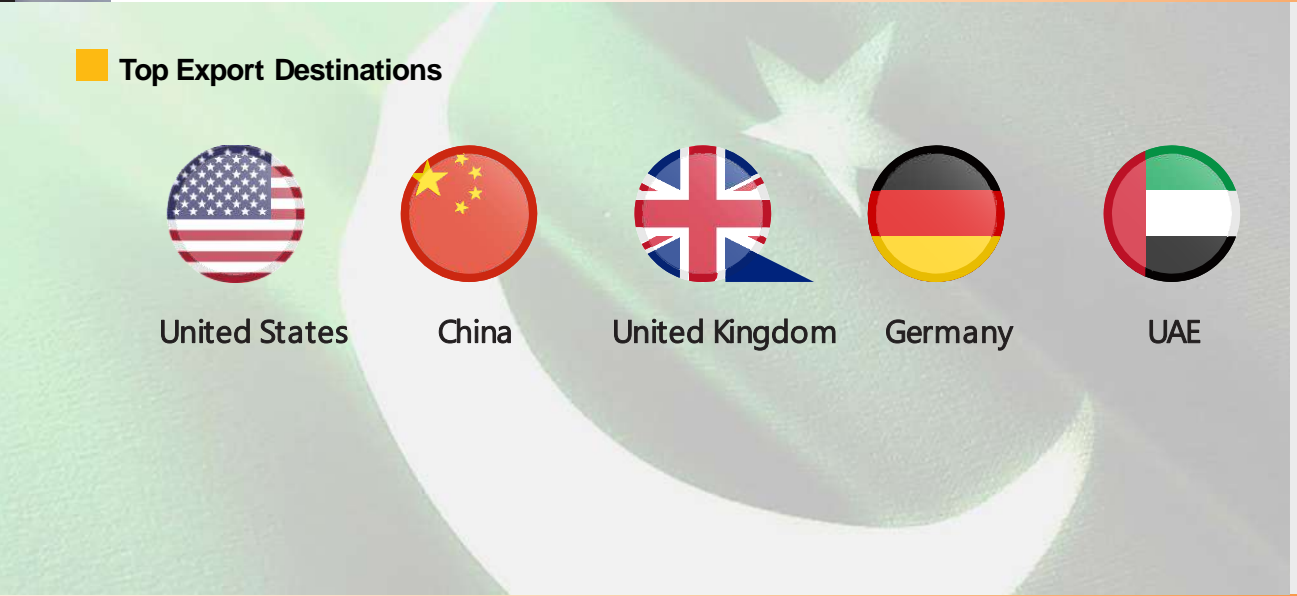


Combodia

PHARMA

Surgical Instruments Industry

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

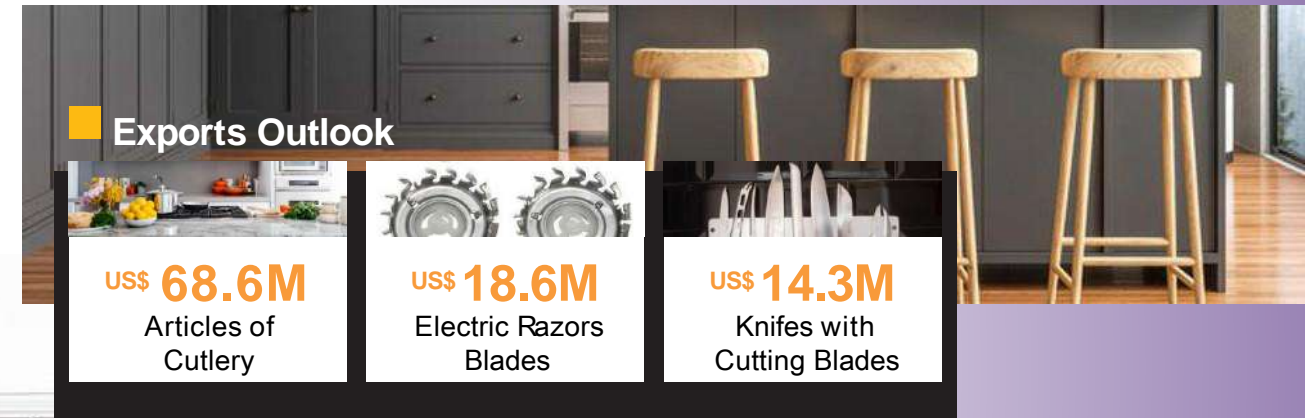


SURGICAL

Cutlery, Kitchenware & Cookware

Cutlery and Kitchenware Product are emerging Export Sectors.

Industry Overview



Top Export Destinations



United States



Germany



UK



China



Saudi Arabia

CUTLERY

Cement Industry

Cement industry is industrious and meeting the local and international demands.

Industry Overview

PAKISTAN WORLD
EXPORTS

267 Million
US\$

AFRICA WORLD
IMPORTS

185 Billion
US\$



24 Units
Manufacturing Units



70.8 Tons.
Operational Capacity



Certified Quality
ISO 9002 & GMP

Exports Outlook

US\$ 166M
Portland
Cement

US\$ 99M
Cement clinkers

Top Export Destinations



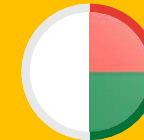
Afghanistan



Bangladesh



Sri Lanka



Madagascar



India



South Africa

CEMENT



Attock Cement
Pakistan Limited



Electrical & Metallic Appliances

Electrical and metallic appliances industries are developing fast.

■ Industry Overview

PAKISTAN WORLD EXPORTS

535 Million US\$

Source: FBIS/PIA

AFRICA WORLD IMPORTS

140 Billion US\$

Source: Trade Map



4500 Firms

Local Manufacturers



US\$ 86.87 M

Electric Fans



US\$ 207 M

Steel

■ Exports Outlook

US\$ 102M
Cables

US\$ 53.3M
Home Appliances

■ Top Export Destinations



Turkey



Afghanistan



Saudi Arabia



Oman



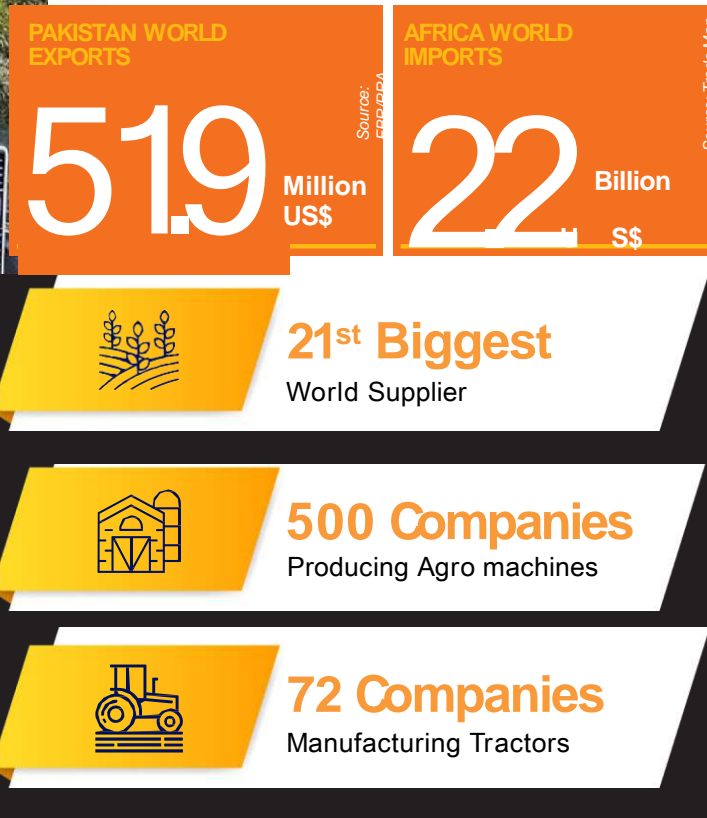
Nigeria

ELECTRICAL

Tractors & Agriculture Implements

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

Industry Overview



ENGINEERING



Automobile & Spare Part & Other Light Engineering Products

Automobile and spare parts industry is progressing at a very fast pace in Pakistan.

Industry Overview

PAKISTAN WORLD
EXPORTS

102 Million
US\$

AFRICA WORLD
IMPORTS

105 Billion
US\$



1000 Firms
Local Manufacturers



US\$ 4.75 M
Two-Vehicles



US\$ 120.44 M
Three-Wheelers

Exports Outlook

US\$ 39.61M
Vehicles

US\$ 35.34M
Autoparts

Top Export Destinations



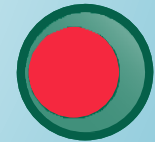
UAE



USA



Kenya



Bangladesh



UK

AUTOMOBILE

Cosmetics & Beauty Products

Cosmetics and beauty products are always in high demand.

Industry Overview

PAKISTAN WORLD
EXPORTS

425 Million
US\$

AFRICA WORLD
IMPORTS

8.3 Billion
US\$



2000 Firms

Local Manufacturers



Certified Quality

ISO Standard

Leading Market Players



COSMETICS

Paints & Chemicals

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

Industry Overview

PAKISTAN WORLD
EXPORTS

194

US Million

Source:

AFRICA WORLD
IMPORTS

27

Billion
US\$

Source: Trade Map



1500 Firms

Local Manufacturers



US\$ **57.22 M**

Chemicals



US\$ **41.82 M**

Paint

PAINTS & CHEMICALS



International Clients



Services Sector

Pakistan exports were USD 5.8 billion in FY 2021.



SERVICES

Information Technology

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



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

PAKISTAN'S TRAVEL SERVICES REVENUE

852 Million US\$

AFRICA'S WORLD IMPORTS OF TRAVEL SERVICES

13.18 Billion US\$



5.9% Share
T&T share in Economy



UNESCO Sites
6 approved, 26 awaiting



175
Countries Online Visa

Exports Outlook

US\$ **16.7B**
Business Travel

US\$ **419M**
Personal Travel

Leading Travel and Tour Agencies

- Hotels
- Tour Operators
- Travel agents

International Recognitions

Condé Nast
Traveler

“Pakistan as their number One travel destination for 2020”

British Backpacker Society



The British Backpackers Society proclaimed the country to be the world's 3rd highest potential adventure destination

TRAVEL



Financial Services

The financial sector in Pakistan is going through a major technological transition period. New financial groups are emerging with innovative solutions. Fintech Industry in Pakistan is making leaps and is maturing quickly. It has the potential to leapfrog traditional financial sector through payment services providers, merchant aggregators, digital credit / savings, wallet services, insurance techs and identity services.

Industry Overview



Top Export Destinations



United States



Singapore



United Kingdom



Malaysia



China

Leading Financial Institutions



TPS
Where Technology Exceeds Expectations



FINANCE

Investment Opportunities in Pakistan



WHY TO INVEST IN PAKISTAN?



Geo-strategic Location



Enhanced Market Access



Population & workforce



**Business Friendly Government
with Strong Reform Agenda**



Economic Outlook



Investment Policy



Special Economic Zones

INVESTMENT INCENTIVES

Financial Benefits

- ✓ Upto 100% foreign ownership allowed
- ✓ No minimum requirement for the amount of foreign equity investment
- ✓ Option to repatriate profits, dividends, or any other funds in foreign investor's currency of origin

Business Services

- ✓ Online registration procedure for foreign companies
- ✓ Opening of branch or liaison offices
- ✓ Entitlement to sell shares, transfer ownership, and de-register
- ✓ Domestic borrowing allowed

Basic Infrastructure Service

- ✓ Pioneer industries avail incentives at par with Special Economic Zones (SEZs)
- ✓ Entitled to lease land without limitation
- ✓ No limitation on the transfer of any land held by a foreign investor
- ✓ No restrictions on foreign real estate developers

PAKISTAN'S 2ND BIGGEST JUMP IN EoDB RANKING 2020 - **28 PLACES!**

108



Ranked 6TH biggest
performer
**DOING
BUSINESS 2020**
WORLD BANK GROUP



GOVERNMENT OF PAKISTAN
MINISTRY OF COMMERCE



We are a country where industries *Flourish!*



FOOD PROCESSING



LOGISTICS



TEXTILE



AUTOMOBILE



INFORMATION
TECHNOLOGY



HOUSING &
CONSTRUCTION



TOURISM &
HOSPITALISTY

Nine (09) SEZs Identified For Development Under CPEC



INVESTMENT INCENTIVE STRUCTURE IN ZONES

SPECIAL ECONOMIC ZONES

- ❑ Utilities and land connectivity ensured by law
- ❑ One time duty exemption on import of plant and machinery
- ❑ Income tax holiday: 5 years for Developers and 10 years for Enterprises
- ❑ Captive power generation allowed
- ❑ Single window facility
- ❑ Development Modes
 - Public Sector
 - Private Sector
 - Public-Private Partnership

EXPORT PROCESSING ZONES

- ❑ Developed land on competitive rates for 30 years
- ❑ Duty-free import of machinery, equipment, materials
- ❑ Exchange control regulations of Pakistan not applicable
- ❑ No sales tax on inputs including electricity/gas bills
- ❑ Domestic market available to the extent of 20%

GWADAR FREE ZONE



Complete tax holiday for establishing business for 23 years



Complete tax holiday for contractors and sub-contractors for 20 years



Exemption from customs duty for 40 years on import of equipment and material



Exemption from paying minimum tax for concession holders and operating companies



Exemption from tax on dividend income



Income tax exemption on profits on debt obtained from local banks



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



TRADE DEVELOPMENT AUTHORITY OF PAKISTAN

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