



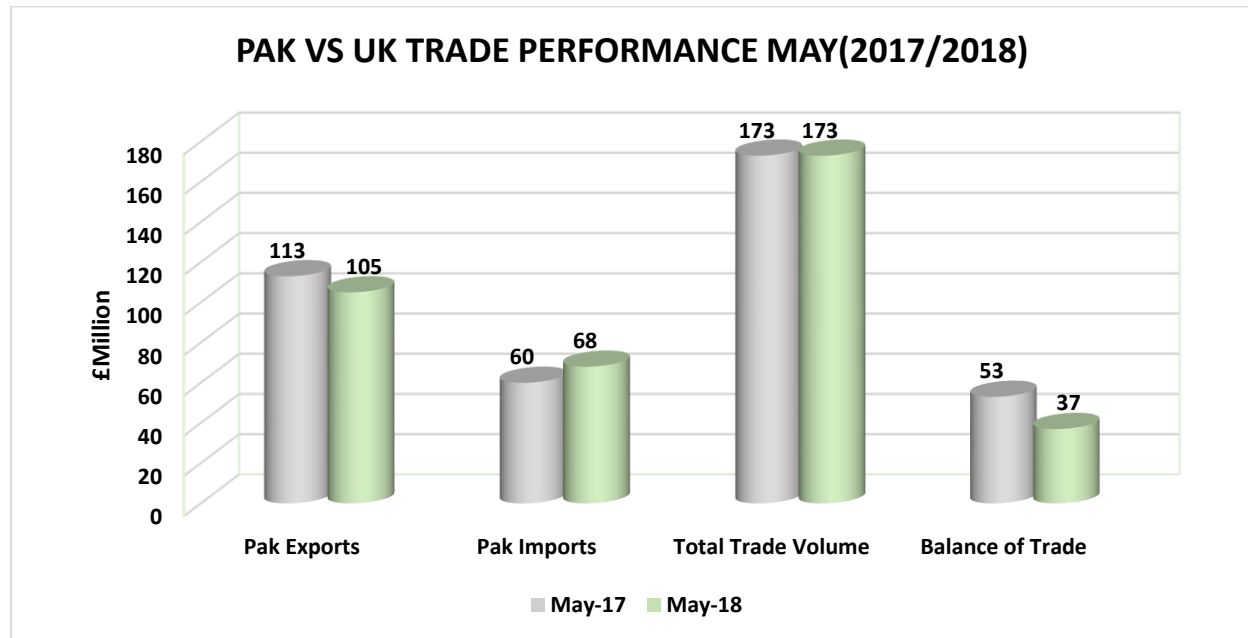
HIGH COMMISSION FOR PAKISTAN

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

Monthly Report, July - 2018

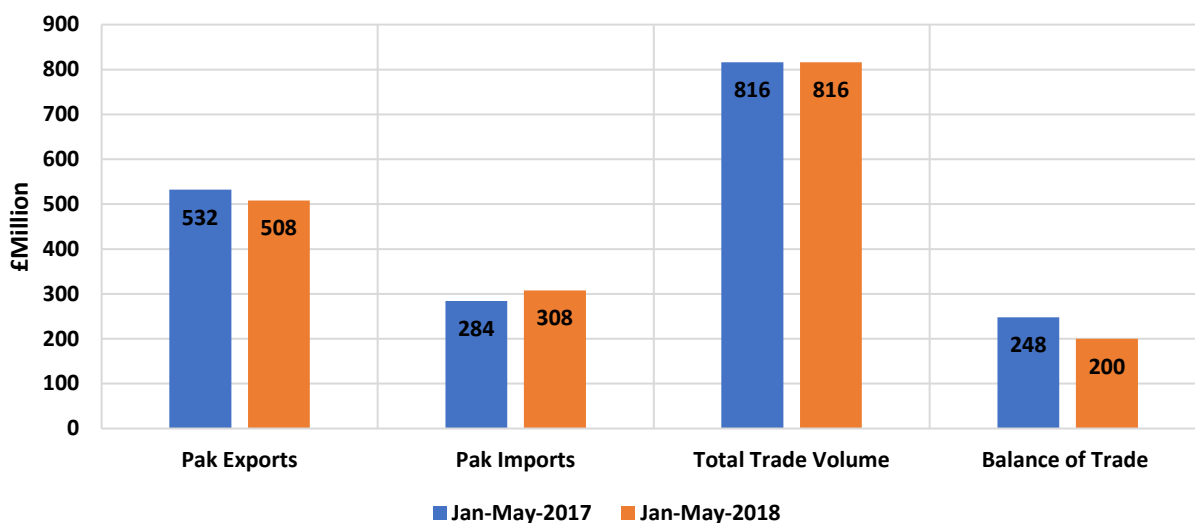
1. Overview of bilateral trade

	£ Million					
Description	2016	2017	% Change	May-2017	May-2018	% Change
Pak Exports	1158	1247	8	113	105	-7
Pak Imports	624	686	10	60	68	13
Total Trade Volume	1782	1933	8	173	173	0
Balance of Trade	534	561	5	53	37	-30



	£ Million		
Description	Jan-May-2017	Jan-May-2018	% Change
Pak Exports	532	508	-5
Pak Imports	284	308	8
Total Trade Volume	816	816	0
Balance of Trade	248	200	-19

PAK VS UK TRADE PERFORMANCE JAN-MAY(2017/2018)



Pakistan's Exports to UK:

Export items which witness Positive growth (£)	May-2018	May-2017	% Change
07 - Edible vegetables and certain roots and tubers	413,614	366,718	12.8
08 - Edible fruit and nuts; peel of citrus fruits or melons	1,907,716	1,147,584	66.2
10 - Cereals	6,931,492	5,206,547	33.1
15 - Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	24,126	5,432	344.1
17 - Sugars and sugar confectionery	1,994,907	164,128	1,115.5
25 - Salt; Sulphur; earths and stone; plastering material, lime and cement	198,996	160,438	24.0
30 - Pharmaceutical products	58,953	32,142	83.4
34 - Soaps, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, shoe	14,504	748	1,839.0
41 - Hides and skins (other than foreshins) and leather	56,226	41,799	34.5
42 - Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut	3,148,642	2,893,401	8.8
43 - Fur skins and artificial fur; articles thereof	37,195	6,769	449.5
48 - Paper and paperboard; articles of paper pulp, paper or paperboard	63,197	39,106	61.6
50 - Silk	44,131	3,001	1,370.5
56 - Wadding, felt and nonwovens; special yarns; twine, cordage, rope and cable and articles thereof	248,353	246,307	0.8
57 - Carpets and other textile floor coverings	629,045	333,185	88.8
58 - Special woven fabrics; tufted textile products; lace; tapestries; trimmings; embroidery	387,512	254,994	52.0
61 - Articles of apparel and clothing accessories, knitted or crocheted	27,759,016	27,553,324	0.7
64 - Footwear, gaiters and the like; parts of such articles	561,228	446,984	25.6
67 - Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	3,189	3,078	3.6
70 - Glass and glassware	8,677	526	1,549.6
72 - Iron and steel	172,816	57,755	199.2
74 - Copper and articles thereof	79,243	27,542	187.7

84 - Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	333,013	85,303	290.4
88 - Aircraft, spacecraft, and parts thereof	13,171	4,198	213.7
94 - Furniture; medical and surgical furniture; bedding,	2,188,985	1,595,515	37.2
99 - Other Products	284,663	258,630	10.1

Export Items which witness negative growth (£)	May-2018	May-2017	% change
09 - Coffee, tea, mate and spices	555,757	787,995	-29.5
11 - Products of the milling industry; malt; starches; inulin; wheat gluten	14,832	23,500	-36.9
12 - Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medical plants; straw and fodder	220,335	225,564	-2.3
14 - Vegetable plaiting materials; vegetable products not elsewhere specified or included	1,179	11,994	-90.2
19 - Preparations of cereals, flour, starch or milk; pastrycooks' products	321,066	511,491	-37.2
20 - Preparations of vegetables, fruit, nuts or other parts of plants	294,634	343,802	-14.3
21 - Miscellaneous edible preparations	520,809	522,068	-0.2
22 - Beverages, spirits and vinegar	113,833	193,781	-41.3
33 - Essential oils and resinoids; perfumery, cosmetic or toilet preparations	31,166	82,036	-62.0
39 - Plastics and plastic products	217,998	546,091	-60.1
40 - Rubber and articles thereof	45,579	154,980	-70.6
44 - Wood and articles of wood; wood charcoal	6,688	10,569	-36.7
49 - Books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	42,250	96,698	-56.3
52 - Cotton	3,443,209	4,271,452	-19.4
54 - Man-made filaments	464,022	499,246	-7.1
55 - Man-made staple fibres	1,052,135	3,518,213	-70.1
59 - Impregnated, coated, covered or laminated textile fabrics; articles for technical use, of textile materials	5,070	21,800	-76.7
60 - Knitted or crocheted fabrics	143,925	302,391	-52.4
62 - Articles of apparel and clothing accessories, not knitted or crocheted	17,295,905	18,387,002	-5.9
63 - Other made up textile articles; sets; worn clothing and worn textile articles; rags	26,727,579	34,383,268	-22.3
65 - Headgear and parts thereof	16,213	20,989	-22.8
66 - Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	3,868	6,225	-37.9
68 - Articles of stone, plaster, cement, asbestos, mica or similar materials	74,259	93,661	-20.7
69 - Ceramic products	454,741	626,520	-27.4
71 - Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal, and articles	309,462	327,914	-5.6
73 - Articles of iron or steel	108,141	153,711	-29.6
76 - Aluminum and articles thereof	173,129	184,254	-6.0
82 - Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	226,695	290,371	-21.9
83 - Miscellaneous articles of base metal	3,141	3,513	-10.6

85 - Electrical machinery and equipment and parts thereof; sound	41,805	125,135	-66.6
87 - Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof	63,094	115,474	-45.4
90 - Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; parts and	2,074,850	2,687,323	-22.8
95 - Toys, games and sports requisites; parts and accessories thereof	2,416,448	2,703,233	-10.6
96 - Miscellaneous manufactured articles	164,251	226,814	-27.6

Pakistan's exports have registered a decrease of about 5% during the period Jan-May 2018 as compared to the corresponding period last year. However, our export performance during the month of May 2018 has shown a decline of about 7% compared to the corresponding month last year.

Biggest decline in the absolute terms was witnessed in Home textiles (Chap 63). Other products which experienced decline included plastic products (chap 39), Manmade staple fibre (Chap 55), Apparel, not knitted (Chap 62), cutlery (Chap 82), Surgical goods (Chap 90) etc. Pakistan imports have shown an increase of 13% during the month of May whereas the total trade volume has remained stagnant. *Iron & Steel* and *Machinery group* are the main import items from UK.

One sector which experienced largest growth in absolute terms was Sugar & Sugar confectionary (Chap 17) followed by Cereal (Chap 10) in which our main export item is Rice. Other chapters in which our exports registered a healthy growth during the month are Fruits (Chap 8), Articles of leather (Chap 42), Carpets (Chap 57), Garments (chap 61), Footwear (Chap 64), Machinery (Chap 84), Furniture (Chap 94) etc.

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. Similarly, other sectors which can be explored are footwear (Chap 64), machinery (chap 84), Furniture (Chap 94) etc. We can increase our footprint in these sectors by participating in the relevant exhibitions in UK.

2. Trade Promotion Activities

Activity	Date	Remarks	Follow up Action
Facilitation extended to the NAVTCC delegation	02-July,2018	A networking event was organized in collaboration with UKPCCI so that the visiting delegates can interact with the local business community.	

Meeting with Mr. Peter Griffith, Sales Director, OPSec	12-July,2018	Opsec has worked in Pakistan with public sector agencies including NADRA, FBR etc in Security printing & data protection areas. The meeting focused on future projects of Opsec in Pakistan.
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3. Investment Promotion Activities

Activity	Date	Remarks	Follow up Action
Meeting with Mr. Kamran Malik, UBS	23-July,2018	UBS is one of the important investors in Pakistani stock market. The meeting focused on the future investment strategy of UBS in Pakistan.	
Meeting with Mr. Mohammad Khokhar & Mr. Waseem Khokhar, Lagan Construction	26-July,2018	Lagan Construction has remained involved in the construction of new Islamabad International Airport. This office regularly facilitates them in different areas.	

4. Trade Diplomacy

Activity	Date	Remarks	Follow up Action
Meeting with Ms. Jess & Mr. Donald Selmani, DIT	11-July,2018	A detailed report regarding this meeting has already been shared with the Ministry.	
Meeting with Mr. Mushtaq Lashari, ETI	16-July,2018	The meeting focused on the planned visit of Ethical Trading Initiative (ETI) team to Pakistan. A report related to this visit has already been shared with the Ministry.	
Meeting of Secretary Commerce with British Trade Envoy	18-July,2018	These were important engagements at high level between the two countries. A detailed report regarding these meetings has already been shared with the Ministry.	
Meeting of Secretary Commerce with Trade Commissioner	18-July,2018		
Meeting of Secretary Commerce with Commonwealth Envoy Mr. Philip Parham	19-July,2018		

Mango Diplomacy	24- 27 - July,2018	Mangoes, provided by MOC/TDAP, were effectively used to create diplomatic goodwill and promotion of Pakistani mangoes in the host market. These souvenirs were forwarded to all DIT Ministers & notable British stakeholders. A report to this effect has already been shared with the Ministry.
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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 including farewell events for the Ex- High Commissioner, monthly meeting, receptions, cultural events etc.
- Processing over 100 business visas.
- 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)