

Consulate General of Pakistan, Montreal

MONTHLY ECONOMIC AND TRADE REPORT
MAY 2018

1. Overview of Bilateral Trade

Pakistan's exports growth to Canada resumed its rising streak after a temporary dip last month. Pakistan exports increased by 11.2% in April 2018 as compared to the corresponding month of last year. Canadian exports continued with the same negative trend and decreased by 26.4% than last year. Snapshot of the trade statistics is as follows:

US\$ million

	Apr 2017	Apr 2018	% change	Jan-Apr 2017	Jan-Apr 2018	% change
Total exports to Canada	26.1	29	11.2%	98.2	102.2	4.6%
Total imports from Canada	57.3	42.2	(26.4%)	201.7	169.5	(16%)
Total Trade	83.4	71.2	(14.6%)	299.9	271.7	(9.4%)
Trade balance	31.2	13.2	(57.7%)	103.5	66.8	35.5%

Source: Statistics Canada

Overall, top 3 export products such as textiles, leather and food accounted for 74% of Pakistan's exports to Canada, which is lowest in the last many months. Textile contributed 49% in total exports in March 2018 to finish at US\$14.2 million. Among major textile sub-groups, most of the were able to post a positive trend like hosiery 21%, bedwear 32%, Towels 32% and fabrics 10%.

The non-textile sector resumed its upward growth with an enhanced share in export mix with an increase of 16.9%. Out of top nine non-textile sectors, eight sectors registered positive growth like leathers, food products, iron and steel, furniture, sporting goods etc. The rice increased exponentially in terms of quantity by 69.6% and value by 76.8%. Leather gloves constitute around 75% share in leather exports to Canada and increased by 34.3%. Glucose and glucose syrup also increased by 25%. The export of tubes and pipes of iron and steel increased by 311%. The export of PET Resin has finally resumed after winning of the case in Tribunal in March 2018 though its export has not touched last years' level yet.

The Canadian biggest export products, Oil seeds and lentils, remained subdued due to uncertainty over the phytosanitary conditions applied by DPP Pakistan. Export of Wood, Lumber and wood pulp also increased. The gas supply, production and calibrating meters export increased significantly. The export of machinery dipped mainly on account of sewing machines, fork lifters etc. More details may be seen at Annex-B.

Jul-Apr 2017-18 stats

- Pakistan's exports to Canada = US\$ 264.7 million (12.7% since 2016-17)
- Canada's exports to Pakistan = US\$ 490.5 million (-20.6% since 2016-17)

2. Trade Shows

SIAL Canada 2018 opened doors to the visitors with 1,068 exhibitors and brands from 51 countries, spread over 240,000 sqft exhibited their food products which was witnessed by 20,771 visitors from around 60 countries. As compared to 2017, there was a growth of 25% in the number of registered visitors.

On the opening day, out of 5 nominated Pakistani companies, 4 companies, participated in the 3-day show from 2–4 May 2018 at Palais des Congres, Montreal.

The following promotional initiatives were taken by this Mission for the exhibitors. For the first time, this Mission got tailor-made tote bags with Emerging Pakistan logo printed on them. A pamphlet, both in English and French, titled 'Pakistan at a Glance', was published which highlighted the economic progress of Pakistan with special reference to Canada-Pakistan bilateral trade. Three sets of 40 bags and 50 pamphlets each, have been sent to the High Commission, and Consulates in Toronto and Vancouver for appropriate use. Wall posters with Emerging Pakistan logo were also got printed and given to the Pakistani exhibitors for display in their booths and also displayed in TDAP booths. A large banner with Emerging Pakistan logo was also hung over the Pakistani pavilion, which was quite prominent in the Exhibition Hall. Emerging Pakistan logo was also printed on the header of each booth. Promotional material like notebook, pens, posters, booklets on food products, received from TDAP, were placed in the booth for the visitors. These promotional items were widely distributed to visiting guests, exhibitors and attendees. All Pakistani exhibitors were also provided a comprehensive guide about food imports in Canada and also included lists of Canadian food importers by the Consulate, which they found quite helpful. Full profiles of all Pakistani companies were also published in the SIAL Show Directory. One local TV Channel (Canada Prime TV) and 3 Newspapers (Nawa-e-Pakistan, Jang Montreal and Family Mag) also visited the booths, interviewed and filmed the Pakistani exhibitors. A 91 second video about the Show was also aired at ARY News in Pakistan on 23rd May 2018.

For exclusive networking of the Pakistani exhibitors, the Consulate arranged a business dinner for the Pakistani SIAL exhibitors at Dera Restaurant, Parc Extension, Montreal on first day of the Show with participation of 35 people including Canadian food companies and businessmen.

At the end of tradeshow, all Pakistani exhibitors expressed their satisfaction at the quality of the visitors to their booths and claimed that this time, they got more visitors than 2017 Show in Toronto. They expected that at least some enquiries would turn into actual contracts. They also expressed their desire to participate in the next SIAL Show.

3. Visit to importers premises

A visit was made by the Consul General to M/s NutriFresh at 2500 Rue Cohen, St. Laurent on 22nd May 2018 and met with Mr. Brij Sehgal and Mr. Amit Sehgal, Director. They informed that they import rice, biscuits, juices from Pakistan, which constitute around 12% of their total imports. They expressed their desire to expand their business, especially import of dates from Pakistan. The Consul General agreed to provide them with contact details of few reputable dates exporters.

4. Trade Delegation

Towel Manufacturers Association (TMA) informed that their 8 member delegation intend to visit Montreal, Toronto and Vancouver from 24th June till 1st July 2018.

5. Presentation of Economic Dynamism in the Quebec / Montreal Region

○ Mr. Carl Veil, President & CEO of Quebec Region gave a presentation to the Consular Corps on the Economic Development Plans for Quebec at 99 Rue Maisonneuve, Montreal on 29 May 2018.

He informed that Quebec City has GDP of C\$33.9 billion in 2016 and has Canada's highest employment rate and lowest unemployment rate. It is an ideal destination for investment as it witnessed steady growth for the past 25 years. The labour costs are 34.5% lower than in the USA and 14.6% lower than in the G7 countries.

○ In addition to this, Ville de Montreal also presented their economic development projects and plans for the City before the local Press at Grand Quai, Vieux Montreal on 30 May 2018.

6. Trade queries

7 trade queries were received from Pakistani businessmen pertaining to textiles (4), leather (1), Rice (1), Mangoes (1) for export to Canada.

7. Trade Dispute

Clair de Lune, accessories retail outlet, had a low quality and short shipment issue with a Pakistani exporter, M/s Croxx Linc International, 79-G, Block-2, PECHS, Karachi. The Pakistani exporter informed the complainant that he has shipped the short quantity.

8. Business visas

Only one business visa was issued this month.

9. Pending trade and administrative issues related to support from Pakistan

- i. This Mission has requested for appointment of an Economic Assistant / TDO for trade matters.
- ii. Approval for holding Emerging Pakistan event.

10. Other activities

Summary of Consular, Community and ICAO activities are mentioned in the annexed report.

BRIEF ON CONSULAR, COMMUNITY & ICAO AFFAIRS

MAY 2018

A brief account of the major engagements of the Consul General in Montreal, but not limited to, during May 2018, is as follows:

Consular Affairs

Meeting with Mayor Montreal

A meeting was held with Ms. Valerie Plante, newly elected Mayor of Ville de Montreal at City Hall on 1st May 2018. The Consul General informed her about the Pakistani diaspora in Montreal and the trade relations between Quebec and Pakistan. The Consul General presented few suggestions such as naming any park, road after the name of Pakistan / Jinnah, placing a bust of Quaid-e-Azam in any park, leading a business delegation in sectors like energy, infrastructure, water treatment, ICT, etc by the Mayor Montreal to Pakistan, interaction of this Consulate with the Montreal-based companies who want to start business with Pakistan and shrinking space of diplomatic parkings. All these proposals were also sent in writing to the Mayor as well.

Meeting with CBSA

Mr. Leon Kabongo Katalay, Supervisor (Removal Section) CBSA Law Enforcement, met with the Consul General at the Consulate on 10th May 2018. He discussed the ways and means of how the system maybe streamlined for smooth working between the Consulate and CBSA. The Consul General informed that due to incomplete cases sent by CBSA, the Consulate is not in the position to process the cases.

Reception by Italy on National Day

The Consulate General of Italy organized a reception at Place Bell, 1950 Rue Claude-Gagne, Laval, which was followed by a concert for the general public as well. Around 9,000 people attended the concert.

18th anniversary of Turkish Peace Garden

The 18th Anniversary of Turkish Peace Garden was held at Montreal Botanical Gardens on 14th May 2018. This section of the garden was renovated by the Turkish Government with a display of Turkish tiles and designs. One of the speakers also expressed their solidarity with the Palestinians, 58 of whom were

killed by the Israeli forces at Gaza who were protesting against the opening of U.S. Embassy in Jerusalem.

Concert by Argentina

A concert was arranged by Consulate General of Argentina on the occasion of Anniversary of the May Revolution at Theater The Gesu, 1200 Bleury Street, Montreal on 18th May 2018. The concert was to present the Misa Criolla, Argentina's traditional music by Ariel Ramirez. Around 300 people attended the concert.

Seminar on Science Diplomacy

A seminar on 'Students as Stakeholders in science Diplomacy: Outlook for Today and Tomorrow' was held at Omni Hotel, Rue Sherbrooke, Montreal, on 17th May 2018. The Science and Policy believe that important participation of early carrier scientist in Science Diplomacy and Diversity can help improve outcomes and can ensure that the future of research reflects the vision both current on future generations. The trainees in Science Diplomacy were provided training by means of a negotiations simulation on the Arctic Council and then they attended the discussion as key stakeholders.

Community Affairs

Fundraising for Namal Knowledge City

A fundraising dinner was arranged for Namal Knowledge City at Dera Restaurant, Parc Extension on 7th May 2018. Ms. Aleema Khanum, Member Board of Governors of Namal Knowledge City and Dr. Ramzan Tahir from Montreal organized this event, which was attended by around 150 people. The Consul General in his speech informed the audience about the great progress made by Pakistan in higher education, especially after the creation of HEC. Education had been the priority of the government, which has allocated 16% more funds for education in 2017/18 budget. Ms. Aleema gave a presentation on the vision of Namal Knowledge City and work being executed.

Each seat was sold for C\$100. In addition to this, auction of carpets, cricket balls and bats signed by Mr. Imran Khan, Chairman Namal Knowledge City was held. Around C\$30,000/- were raised during this fundraising.

Iftar by Apna Club

An Iftar was arranged by Apna Club and Alliance of South Asian Communities (ASCE) at Riverdale High School located at 5060 Boul. Des Sources, Pierrefonds, QC H8Y 3E4 on 26th May 2018. The Iftar cum dinner was arranged by Syed Zaki and Mr. Bashir Hussain and was attended by the Consul General, newly

elected Mayor DDO, Alex Bottausci, City Councillors, Maulana Nasir Qadri and more than 125 community members.

ICAO Matters

- First meeting of Council's 214th Session started on 17 May 2018.
- Kingdom of Bahrain has filed a complaint with President Council against Qatar's military unlawful targeting of unarmed aircrafts in Bahrain's FIR, quoting 5 incidences.
- The 70th Anniversary of Joint Financing of Air Navigation Facilities was held at Delegates Lounge at ICAO Headquarters on 16 May 2018.
- The Malaysia Delegation to ICAO hosted a dinner for the Montreal Group and a few officers from ICAO administration at Restaurant Portus 360, Evo Hotel, Montreal, on 3rd May 2018.
- The India Delegation to ICAO hosted a lunch meeting at Le Taj Restaurant, 2077 rue Stanley, Montreal, on 8th May 2018, which was attended by the delegates of Colombia, Cabo Verde, Peru and Pakistan.

Pakistan's exports to Canada

US\$ million

S.No.	Product	Apr 2017	Apr 2018	% change
1.	Textile	13.49	14.26	5.7%
2.	Leather	2.44	3.21	31.4%
3.	Vegetable	1.35	2.31	70.6%
4.	PET Resin	3.99	2.04	(48.8%)
5.	Iron & Steel articles	0.46	1.90	(313%)
6.	Prepared Foodstuff	0.85	1.61	88.7%
7.	Furniture	0.90	0.98	8.3%
8.	Sporting Goods	0.49	0.54	11.2%
9.	Salt	0.39	0.49	25.5%
10.	Surgical Instruments	0.23	0.37	58.3%
	Sub-Total	24.6	27.7	12.6%
	Others	1.5	1.3	(13.3%)
	Total (All Products)	26.1	29	11.2%

Textile dis-aggregated

US\$ million

HS	Product	Apr 2017	Apr 2018	% change
61	Hosiery	3.03	3.66	20.9%
62	Apparels	5.12	3.81	(25.6%)
63 excluding 6302	Bedwear	3.28	4.34	32.4%
6302	Towels	1.28	1.41	10.3%
50-56, 58-60	Fabrics	0.78	1.03	32.5%
Grand Total		13.49	14.26	5.7%

Pakistan's exports (Year-to-date)

US\$ million				
S.No.	HS – Products	Jan-Apr 2017	Jan-Apr 2018	% change
1.	Textile	53.1	57.5	8.3%
2.	Leather	10.2	11.6	13.9%
3.	Vegetable	6.0	7.5	25.4%
4.	Iron & Steel articles	2.6	5.4	107%
5.	Prepared Foodstuff	3.9	4.7	20%
6.	Furniture	2.6	2.9	14.6%
7.	Plastics	9.9	2.3	(76.3%)
8.	Sporting Goods	1.6	1.8	15.4%
9.	Salt	1.3	1.8	37.4%
10.	Surgical Instruments	1.1	1.3	13.8%
11.	Carpets	1.0	1.1	8.9%
	Sub-Total	93.3	97.9	4.9%
	Others	4.9	4.8	(2%)
	Total (All Products)	98.2	102.7	4.6%

Pakistan's exports to Canada (24 months)

US\$ million												
	2016 May	2016 June	2016 Jul	2016 Aug	2016 Sep	2016 Oct	2016 Nov	2016 Dec	2017 Jan	2017 Feb	2017 Mar	2017 Apr
Pakistan	23.5	24.9	23.5	25.3	22.0	20.3	24.5	21.0	24.3	21.5	26.4	26.1
Others	34,422	35,896	32,245	35,697	36,374	33,936	33,200	31,484	31,694	32,418	37,135	34,633
Total All Countries	34,445	35,921	32,268	35,722	36,396	33,957	33,224	31,505	31,718	32,439	37,162	37,385

	2017 May	2017 June	2017 Jul	2017 Aug	2017 Sep	2017 Oct	2017 Nov	2017 Dec	2018 Jan	2018 Feb	2018 Mar	2018 Apr
Pakistan	31.2	25.2	32.3	26.3	27.7	24.6	28.1	22.9	26.9	24.1	22.5	29
Others	37,296	38,324	34,719	38,096	37,345	36,782	38,181	35,402	35,182	35,030	40,564	39,394
Total All Countries	37,327	38,349	34,751	38,123	37,373	36,806	38,209	35,425	35,209	35,054	40,587	39,423

Annex-B**Canada exports to Pakistan**

US\$ million

S.No.	Product	Apr 2017	Apr 2018	% change
1.	Oil Seeds, Oleaginous Fruits, Industrial or Medicinal Plants, Straw and Fodder	42.3	27.28	(35.5%)
2.	Edible Vegetables and Certain Roots and Tubers	2.04	1.88	(7.8%)
3.	Machinery and mechanical appliances; electrical equipment; parts thereof;	2.8	1.33	(52.5%)
4.	Wood and articles of wood	2.24	3.22	43.9%
5.	Base metals and articles of base metal	2.02	2.04	1.3%
6.	Pulp of wood or of other fibrous cellulosic material; paper or paperboard	1.13	1.94	71.4%
7.	Textiles and Textile Articles	0.8	0.91	14.2%
8.	Vehicles, aircraft, vessels and associated transport equipment.	0.49	0.35	(29.9%)
9.	Optical, photographic, cinematographic	0.31	1.16	273%
10.	Products of the chemical or allied industries.	0.31	0.49	60.5%
	Sub-Total	54.4	40.6	(25.4%)
	Others	2.9	1.6	(44.8%)
	Total (All Products)	57.3	42.2	(26.4%)

Canada exports to Pakistan (Year-to-date)

US\$ million

S.No.	HS – Products	Jan-Apr 2017	Jan-Apr 2018	% change
1.	12 - Oil Seeds, Oleaginous Fruits, Industrial or Medicinal Plants, Straw and Fodder	113.9	101.5	(10.8%)
2.	07 - Edible Vegetables and Certain	31.6	15.4	(51.2%)

	Roots and Tubers			
3.	44 - Wood and Articles of Wood (Incl. Wood Charcoal)	12.4	11.5	(7%)
4.	84 - Nuclear Reactors, Boilers, Machinery and Mechanical Appliances	19	9.9	(47.8%)
5.	72 - Iron and Steel	5.7	9	58%
6.	47 - Pulp of Wood and The Like; Waste and Scrap of Paper or Paperboard	2.9	5	71.8%
7.	04 - Dairy Produce, Eggs, Honey and Other Similar Edible Products of Animal Origin	1	3	202%
8.	63 - Other Made-Up Textile Articles and Worn Clothing	2.8	2.9	1.7%
9.	48 - Paper, Paperboard and Articles Made From These Materials	2	2.2	8.6%
10.	90 - Optical, Medical, Photographic, Scientific and Technical Instrumentation	2.2	2.2	(1.8%)
	Sub-Total	193.5	162.7	(15.9%)
	Others	8.2	6.8	(17.1%)
	Total (All Products)	201.7	169.5	(16%)

24 months of Canada exports to Pakistan

US\$ million

	2016 May	2016 June	2016 Jul	2016 Aug	2016 Sep	2016 Oct	2016 Nov	2016 Dec	2017 Jan	2017 Feb	2017 Mar	2017 Apr
Pakistan	73.6	59.3	41.2	28.2	94.6	38.5	106.7	107.1	46.2	53.3	44.9	57.3
Others	31,436	33,104	30,268	33,697	33,900	33,719	34,686	33,839	33,788	32,290	37,191	33,719
Total All Countries	31,510	33,163	30,310	33,726	33,994	33,757	34,793	33,947	33,834	32,344	37,235	33,777

	2017 May	2017 June	2017 Jul	2017 Aug	2017 Sep	2017 Oct	2017 Nov	2017 Dec	2018 Jan	2018 Feb	2018 Mar	2018 Apr
Pakistan	15.6	38.6	27.3	11.6	43.1	78.8	59.8	100.5	59.4	46.6	21.2	42.2
Others	36,850	36,174	32,302	34,600	34,959	36,041	36,554	36,042	36,417	33,193	38,073	36,908
Total All Countries	36,866	36,213	32,329	34,611	35,002	36,119	36,614	36,142	36,477	33,240	38,094	36,950