

COMMERCIAL SECTION, NEW YORK

MONTHLY REPORT FOR JUNE 2018

US trade figures:

The US Census Bureau and the US Bureau of Economic Analysis, through the Department of Commerce, released the US external trade figures for May 2018 on July 06, 2018. As per those figures, the US goods and services deficit was \$43.1 billion in May 2018, down \$3.0 billion from \$46.1 billion in April 2018, revised. May exports were \$215.3 billion, \$4.1 billion more than April exports. May imports were \$258.4 billion, \$1.1 billion more than April imports. The May decrease in the goods and services deficit reflected a decrease in the goods deficit of \$2.6 billion to \$65.8 billion, and an increase in the services surplus of \$0.5 billion to \$22.7 billion. Year-to-date, the goods and services deficit increased \$17.9 billion, or 7.9 percent, from May 2017. Exports increased \$84.5 billion or 8.8 percent. Imports increased \$102.4 billion or 8.6 percent.

The average goods and services deficit decreased \$4.2 billion to \$45.4 billion for the three months ending in May 2018. Average exports of goods and services increased \$3.1 billion to \$212.4 billion in May. Average imports of goods and services decreased \$1.1 billion to \$257.9 billion in May. Year-over-year, the average goods and services deficit increased \$0.2 billion from the three months ending in May 2017. Average exports of goods and services increased \$19.9 billion from May 2017. Average imports of goods and services increased \$20.1 billion from May 2017.

During May 2018, exports of goods increased \$3.7 billion to \$144.9 billion, while exports on a Census basis increased \$3.6 billion. Capital goods increased \$2.0 billion, foods, feeds and beverages increased \$1.7 billion, other goods increased \$0.9 billion, while industrial supplies and materials decreased \$1.3 billion. Net balance of payments adjustments increased \$0.1 billion. Exports of services increased \$0.4 billion to \$70.4 billion. Transport increased \$0.1, other business services, which includes research and development services; professional and management services; and technical, trade related and other services, increased \$0.1 billion, and financial services increased \$0.1 billion.

During May 2018, imports of goods increased \$1.1 billion to \$210.7 billion, while imports on a Census basis increased \$1.0 billion. Capital goods increased \$2.1 billion, while consumer goods decreased \$0.5 billion, and other goods decreased \$ 0.4 billion. Net balance of payments adjustments increased \$0.2 billion. Imports of services decreased \$0.1 billion to \$47.7 billion. Transport decreased \$0.1 billion, and travel (for all purposes including education) also decreased \$0.1 billion.

US GDP figures:

The US real Gross Domestic Product increased at an annual rate of 2.0 percent in the first quarter of 2018, according to the "third" estimate released by the Bureau of Economic Analysis. In the fourth quarter of 2017, real GDP of US increased 2.9 percent.

US income figures:

As per data released by the US Bureau of Economic Analysis, personal income increased \$60.0 billion (0.4 percent) in June 2018. Disposable Personal Income (DPI) increased \$63.2

billion (0.4 percent), and Personal Consumption Expenditures (PCE) increased \$27.8 billion (0.2 percent).

Overview of Bilateral Pakistan - US Trade:

Total export and import of Goods:

During May 2018, Pakistan's exports of goods to the US were recorded at US\$335.9 million, which are US\$14.5 million more than in May 2017 (growth of 5%). Pakistan's imports from US during May 2018 were US\$ 252 million, which are US\$18 million less than during April 2017 (decrease of 7%).

During the FY 2017-18 (upto May), exports of goods from Pakistan to the US **increased 5%** when compared with corresponding period of FY 2016-17, while Pakistan's imports from US **increased 9%** during the above mentioned period of FY 2017-18. Consequently, the overall growth of trade in goods between the two countries during the above mentioned period of FY 2017-18 **stood at 7%**.

Main US export items to Pakistan during this period have been Soya beans - HS Code 1201.90; Cotton - not carded or combed - HS Code 5201.00; Rail locomotive - powered by diesel engine - HS Code 8602.10; and Ferrous waste and scrap - HS Code 7204.49.

Month-wise and calendar year-wise figures of overall US trade in goods (seasonally unadjusted, on census basis) with the world, and its bilateral trade in goods with Pakistan are given at **Annex-A & Annex-B** to this Report respectively. A month-wise comparative analysis of US total import of goods from the world and from Pakistan during FY 2017-18 and FY 2016-17 is also given below for reference:

(in million US\$)

Month	US total Imports from the World			US total Imports from Pakistan		
	FY 2017-18	FY 2016-17	% change	FY 2017-18	FY 2016-17	% change
July	192,044	181,887	6	334	296	13
August	201,821	193,973	4	291	293	-1
September	194,796	185,995	5	312	280	11
October	210,732	191,996	10	301	271	11
November	207,770	191,181	9	317	285	11
December	200,285	183,733	9	267	298	-10
January	203,593	185,672	10	316	315	0
February	187,540	169,392	11	270	264	2
March	208,133	194,258	7	296	309	-4
April	205,271	186,150	10	318	253	26
May	216,631	200,597	8	336	321	5
Total	2,228,616	2,064,834	8	3,358	3,185	5

Pakistan's exports of goods to the 14 US States falling in the jurisdiction of this Commercial Section:

Exports of Pakistan to the 14 States of US falling in the jurisdiction of Commercial Section, New York during FY 2017-18 and their comparison with FY 2016-17 along with their share in total exports to the US during these periods are under:

(in million US\$)

US states	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change	% Share in total US imports from Pakistan (FY 2017-18)	% Share in total US imports from Pakistan (FY 2016-17)
New Jersey	441.82	363.03	22	13.16	11.40
New York	348.27	380.13	-8	10.37	11.94
Pennsylvania	98.76	90.51	9	2.94	2.84
Virginia	79.54	88.40	-10	2.37	2.78
North Carolina	69.85	60.17	16	2.08	1.89
Maryland	52.75	41.21	28	1.57	1.29
West Virginia	22.44	15.84	42	0.67	0.50
Massachusetts	20.56	22.66	-9	0.61	0.71
New Hampshire	6.35	5.56	14	0.19	0.17
Rhode Island	4.52	4.41	2	0.13	0.14
Maine	3.53	3.31	7	0.11	0.10
Connecticut	2.58	2.72	-5	0.08	0.09
Delaware	2.09	0.81	158	0.06	0.03
Vermont	0.48	0.42	14	0.01	0.01
Total of above 14 States	1,154	1,079	7	34	34
Total of all States of US	3,358	3,185	5	100	100

It transpires from the above data that share of imports of the above 14 US States from Pakistan, out of the total imports of US from Pakistan, has slightly increased during the FY 2017-18. This has been due to significant increase of Pakistan's exports, mainly to the State of New Jersey, of women's or girls's trousers, overalls and shorts (HS code 620462), men's/ boys' trousers, overalls, and shorts (HS Code 620342), bedsheets, pillowcases and bed linen (HS Code 6302231), and cotton terry towels (HS Code 630260).

Pakistan's trade position vis-a-vis its major competitors:

China, Mexico, India, Vietnam, Indonesia, and Bangladesh are the main trading competitors of Pakistan when it comes to export of goods to the US. Total exports of goods of these countries to the US during May 2018 and the FY 2017-18, and its comparison with exports during corresponding month & period of the last year are given below:

(in million US\$)

Rank	Country	May 2018	May 2017	% change	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
	World	216,631	200,597	8	2,228,616	2,064,834	8
1	China	43,797	41,802	5	480,827	438,184	10
2	Mexico	29,421	27,168	8	298,657	276,738	8
3	India	5,080	3,939	29	47,659	42,999	11
4	Vietnam	3,998	3,937	2	43,082	40,395	7
5	Indonesia	1,838	1,633	13	18,824	18,282	3
6	Bangladesh	500	490	2	5,314	5,282	1
7	Pakistan	336	321	5	3,358	3,185	5

It is evident from the above data that exports of textile & apparel dependent countries did not increase in line with overall increase in export of goods to the US during FY 2017-18.

Exports of textiles and textile articles including apparels to the US:

Growth of US imports of textiles/ textile articles and apparels continued to remain stagnant during FY 2017-18 in comparison to FY 2016-17. Due to this trend, countries dependent on textiles and apparels for exports suffered, albeit with varying degrees. Mexico and Vietnam, however, managed to escape this negative trend mainly because of having duty free agreement with US (NAFTA) - resulting in cost-effectiveness (in case of Mexico); and re-location of China's and other countries' industry/ FDI in manufacturing (in case of Vietnam). Pakistan also managed to show better export performance in this sector due to recent increase in export supplies of textile products. It is mentionable here that export growth of the above mentioned countries appears to be at the expense of China where due to rising labor costs, production is being gradually shifted to capital intensive industries. Herein lies an opportunity for Pakistan to enhance its exports to the US by attracting FDI from China in textile and apparel, and moving into the value added products of these sectors.

The above stated position is confirmed from the breakdown of these exports into the following different categories:

Textiles & Apparels (Chapters 50-63 of the Tariff):

(in million US\$)

Rank	Country	May 2018	May 2017	% change	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
	World	9,031	8,743	3	102,145	99,980	2
1	China	2,875	2,910	-1	35,673	35,973	-1
2	Vietnam	1,018	880	16	11,235	10,407	8
3	India	728	711	2	7,255	7,095	2
4	Mexico	453	481	-6	4,975	4,815	3
5	Bangladesh	447	413	8	4,784	4,778	0
6	Indonesia	366	370	-1	4,364	4,456	-2
7	Pakistan	258	249	4	2,623	2,513	4

Apparels (Chapter 61 & 62):

(in million US\$)

Rank	Country	May 2018	May 2017	% change	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
	World	6,353	6,155	3	75,057	73,924	2
1	China	1,820	1,879	-3	24,814	25,518	-3
2	Vietnam	977	847	15	10,851	10,074	8
3	Bangladesh	418	384	9	4,558	4,561	-0
4	Indonesia	349	354	-1	4,186	4,270	-2
5	India	355	325	9	3,491	3,345	4
6	Mexico	286	323	-11	3,319	3,243	2
7	Pakistan	113	106	7	1,230	1,157	6

Textile made-ups/ Home Textiles (Chapter 63):

(in million US\$)

Rank	Country	May 2018	May 2017	% change	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
	World	1,320	1,326	-0	13,570	13,151	3
1	China	696	701	-1	7,344	7,090	4
2	India	222	238	-7	2,236	2,273	-2
3	Pakistan	129	130	-1	1,224	1,189	3
4	Mexico	90	85	6	903	842	7
5	Bangladesh	27	27	0	200	197	2
6	Vietnam	17	16	6	155	130	19
7	Indonesia	2	3	-33	22	29	-24

Analysis of Pakistan's export products to the US:

The US is one of the largest trading partners of Pakistan. The export base of Pakistan is, however, narrow with heavy reliance on textiles and apparels for export earnings from the US market. In view of the continued stagnant US imports of these products, Pakistan's export income from the US market can only be increased with greater supply of value added products, and diversification in our export base. It is encouraging to note that exports of products other than textiles and apparels showed better growth during FY 2017-18, as highlighted below:

(in million US\$)

Products	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
Textiles and textile products including apparels	2,623	2,513	4
Others	735	672	9
Total	3,358	3,185	5

In terms of exports of textiles and textile articles including apparels to the US, Pakistan continued to remain at seventh position during the FY 2017-18 (upto May). Its share in those exports, however, increased to 2.57% by the end of May 2018 (this share was 2.54% by the end of April 2017). Reliance on better product designing, specialization and quality improvement can bring increased revenues from the US market as Pakistan still has comparative advantage in these items in terms of raw materials and labor costs.

Analysis of item-wise exports during FY 2017-18 and its comparison with last year reveal that some of the major export items witnessed increase in volume. Notable amongst those are, woven cotton women's/ girls' trousers, overalls, shorts (+12%); woven cotton men's/ boy's trousers, overall and shorts (+2%); cotton woven bed sheets/ pillow cases/bed linen (+1%); knitted or crocheted bed sheets, pillow cases and bed linen (+19%); industrial shop towels (+12%); polyethylene terephthalate, in primary forms (+333%). Details in this respect are at **Annex-C**.

In view of the foregoing trends, Pakistan's producers and exporters should focus more on value added products for the main export items (i.e., textiles, made-ups and apparels). Moreover, export base of Pakistan needs to be diversified by promoting other sectors as well. In the given scenario, this Commercial Section had identified certain products, such as furniture & furnishings, agri-based products (rice), leather articles (other than jackets & gloves), jewellery products, and sports goods along with surgical & dental instruments in the strategy report to TDAP, which can be focused upon to increase export earnings from the US market. The Government of Pakistan's recent incentives for increasing export volume of various sectors would also assist the manufactures in enhancement of their export earnings.

US Trade in Services:

US is the world's major exporter and consumer of services while running a trade surplus with other countries combined. Month-wise figures pertaining to export and import of services by US during the years 2018 and 2017 have been given at **Annex-D**.

Category-wise **import of services by the US** during 2018 and 2017 is, however, reproduced below:

(in million US\$)

Category	2018 (upto May)	2017 (upto May)
Travel (for all purposes including education)	59,122	55,051
Other Business Services	46,435	42,055
Transport	44,046	42,046
Charges for use of Intellectual Property	25,240	20,171
Insurance Services	20,005	20,793
Telecommunications, Computer and Information Services	17,561	16,429
Financial Services	13,360	11,387
Government Goods and Services	9,287	9,162
Maintenance and Repair Services	3,350	3,571
Total	238,407	220,665

Category-wise **export of services by the US** during 2018 (upto May) and 2017 is reproduced as under:

(in million US\$)

Category	2018 (upto May)	2017 (upto May)
Travel (for all purposes including education)	89,667	86,853
Other Business Services	67,413	63,384
Charges for use of Intellectual Property	55,974	52,539
Financial Services	49,470	43,792
Transport	38,899	36,046
Telecommunications, Computer and Information Services	18,821	17,103
Maintenance and Repair Services	11,990	11,362
Government Goods and Services	7,908	8,048
Insurance Services	8,165	7,082
Total	348,317	326,211

Major services exporting countries of the world to US along with their export volume (in millions of US dollars) during the **calendar years 2017 & 2016** are given below:

Country	2017	2016
United Kingdom	55,776	51,691
Germany	34,604	33,388
Canada	32,786	29,577
Japan	32,586	30,593
India	28,677	26,821
Mexico	26,276	23,476
France	17,700	16,139
China	17,550	16,101
Italy	12,245	11,321
South Korea	11,005	10,897
Hong Kong	9,619	8,743
Taiwan	8,132	7,701
Singapore	7,635	7,032
Brazil	6,522	6,789

It is evident from the above that US is a huge market for export of services, and Pakistan needs to utilize its services sector for realizing the much needed export earnings from this market.

Trade Promotion Activities:

Trade Shows in the US:

The Trade Shows titled “**Texworld USA**”, “**Apparel Sourcing USA**” and “**Home Textiles Sourcing**” are being held on July 23-25, 2018 at Jacob K. Javits Convention Center, New York. Earlier, TDAP had sent list of selected 08 Pakistani Companies for participation in the above events. A ninth company, M/s. Fortune Corporation, was added by TDAP for participation in the trade show. These details were conveyed to organizers of the trade show, and 9 booths (6 in Home Textiles Sourcing, and 3 in Apparel Sourcing) have been secured at good locations in the Exhibit Hall by the Commercial section. Invoices of all booths along with corner fee in case of five booths were sent to TDAP for transfer of requisite funds to the EMDF Account of this Consulate. Moreover, the relevant US buyers have been informed of the setting up of booths of Pakistanis companies in the above trade shows with the request to visit these booths and hold business meetings with the exhibitors.

Trade Shows/ Events in Pakistan:

The Department of Agriculture, Government of Punjab was organizing “**Punjab Agri Expo 2018**”, from 23-24 June 2018 at Expo Centre, Johar Town, Lahore. The above information

was sent by this Commercial Section to the regional US Chambers of Commerce for dissemination among their concerned members for participation in the above trade show.

Ecommerce Gateway Pakistan (Pvt) Ltd., are inviting and offering related industry Associations/Chambers and Organizations from USA to participate in their exhibitions being held in years 2018-19-20 under **Special Offer for USA Pavilion Exhibitors**. The above information has been sent by this Commercial Section to the regional US Chambers of Commerce for dissemination among their concerned members for participation in the trade events.

Trade Delegations:

The TDAP asked for comments on request of Pakistan Leather Garments Manufacturers & Exporters Association (PLGMEA) for sending their delegation to New York through TDAP to explore market potential for leather and leather garments, along with brief appraisal on the import potential of these products from Pakistan to USA along with a list of potential buyers. The TDAP was informed that US import of leather is not large and generally relies on quality for manufacturing of high end value added leather products in the US. Main leather exporting countries to the US are Italy, Brazil, Mexico, Uruguay, Argentina, China, and Germany. Moreover, share of US import of leather garments and gloves in total US imports of leather and leather articles is not only small but is also declining (US total imports of leather garments declined from \$562 million in 2013 to \$390 million in 2017, indicating shrinking demand). On the other hand, US is importing large quantities of leather articles, including handbags, traveling and other bags, attache/ brief cases, and other cases etc. (Import value of these products was US\$10,854 million during 2017). In view of the foregoing scenario, it would be advisable to focus more on export of leather articles, including handbags, traveling and other bags, attache/ brief cases, and other cases etc. where market of more than US\$10 billion exists, to increase export earnings of the country from this sector. This is more so when most of these items can be imported duty free into the US from Pakistan under the prevalent US GSP. The Commercial Section has proposed participation of PLGMEA members in some of leading trade shows of New York for these products, such as Lineapelle New York, Coterie, and NY Men's and Women's. The TDAP was also provided list of major US importers and retailers of leather garments and leather products for ready reference.

Cooperation Agreement:

The Federation of Pakistan Chambers of Commerce & Industry (FPCCI) approached this Commercial Section with the request to convey to the Greater New York Chamber of Commerce FPCCI's desire of signing a Cooperation Agreement to enhance trade ties with the US. Draft MoU was accordingly shared by Commercial Counsellor with the Greater New York Chamber of Commerce for approval so that the signing ceremony could be arranged on the sidelines of Networking Breakfast being hosted by the Chamber on May 3, 2018 for the Board of Investment (BOI) led Business Delegation visiting the US. As a result of efforts made by the Commercial Counsellor, the Greater New York Chamber of Commerce agreed to the draft and signing of the Cooperation Agreement with FPCCI. However, due to late finalization of the Business Delegation's visit to the US, the signing ceremony could not taken place at that time. The FPCCI has now approached this Commercial Section for re-scheduling the signing ceremony in the first Week of September, 2018. The Commercial Counsellor has again taken up the matter with Ms. Helana Natt, Executive Director of the Chamber, with fresh suggestion of the FPCCI. Response of the Chamber in this regard is awaited.

Business visas: During the month of May 2018, eighteen (18) applications were received at the Visa Desk of the Consulate for obtaining business visas. In light of recommendations of the Commercial Section, business visas were issued to these applicants by Diplomatic Wing of the Consulate.

Business Networking & Field Visits:

Business and trade related meetings:

During the month of June 2018, meetings were held with US business people and importers for trade and investment promotion between Pakistan and the US. Main meetings are mentioned as under:

Ms. Aditi Atul Shah, Head of Development USA at the Tony Blair Institute for Global Change LLC met Commercial Counsellor on 04.06.2018 and informed that she is intends to visit Pakistan for Business reasons, including for the provision of training to teachers and while in Pakistan she will be working with City University Consultancy Services and Research Islamabad. She was updated about the education system of Pakistan and steps taken by the Government, and was extended facilitation.

The Commercial Counsellor met with Ms. Suseema Fernando, Production Merchandiser at Inno Knits, LLC, manufactures of knitted fabric & garments, on 22.06.2018. She informed that her Company - Inno Knits is a US based company and as a group, the organization has been in the Apparel & Textile business since 1990, first working as a manufacture and is now diversified into trading and corporate office is located in the state of New Jersey and strategic partners are located across the globe. She was briefed about the Apparel & Textile market in Pakistan and also was briefed about the Pakistani Exhibitors participation in Apparel Sourcing and Home Textile show in TexWorld 2018 at New York. A list of Pakistani Apparel & Textile manufacturers and Exporters was shared with her with the assurance of facilitation in her business dealings with Pakistan.

The Commercial Counsellor met with Mr. Jasbir Manchanda, President/CEO of Fashion Business Corp, Importers & Distributor of Readymade Garments on 22.06.2018. Mr. Manchanda informed that his company is engaged in import of Readymade Garments from India, Pakistan, Vietnam, China and other Countries since 1992 and their sale to prominent Department stores in USA. The Commercial Counsellor appreciated his interest of business with Pakistan. He was briefed about the Garments industry of Pakistan and was given details of main Garments manufacturers and he was also assured of support and cooperation of the Commercial Section in this respect.

Market Information and Intelligence:

In light of TDAP's request for furnishing input on **Furniture sector** of the US, this Commercial Section informed TDAP that US is one of the largest import market of Furniture and Furniture items in the world (US import in 2017 under HS Code 9403 was US\$23,354 million). China is exporting about 50% of the world furniture to the US, while share of Pakistan in that market is negligible. The TDAP was also informed that import of all types of Furniture, classifiable under HS Code 9403, into the US is free from Customs Duty, while VAT/ Sales Tax is also not

collected at the import stage. Participation in major trade shows of the US is highly recommended as a good starting point to learn more about the type, quality and design of furniture products being imported and sold in the US. In view of size of the High Point Market (trade show) taking place twice every year (Spring edition in April and Fall Edition in October) in High Point, North Carolina, its commercial importance, and potential for increasing export of these products from Pakistan, this Commercial Section had already recommended to the TDAP, vide the above-mentioned letter dated 04.05.2017, for inclusion of Fall Market of High Point, North Carolina in the list of US trade fairs to be participated by TDAP. It has also been suggested the relevant Chambers of Commerce in Karachi, Lahore and Gujranwala/ Gujrat may be encouraged to publicize this trade fair among their members for individual participation by the interested business houses. International Contemporary Furniture Fair (ICFF) is annual design festival/ trade show that takes place during May in New York, where exhibitors display contemporary furniture, seating, carpet and flooring, lighting, outdoor furniture, materials, wall coverings etc. for retailers, distributors, developers, interior designers, architects, and merchandisers. The TDAP has been suggested to encourage our producers and exporters of furniture to visit and exhibit in the above mentioned trade shows to gain more knowledge about this market and develop business contacts with US importers and buyers.

Business and trade queries:

The following trade Inquiries were received and replied during the month of June 2018:

Mr. Muhammad Jamil, Export Manager, Power International, Sialkot approached this Commercial Section for provision of list of US importers of Sports Goods. The relevant lists were provided to the Company.

Mr. Jawaid Shaikh, President of Sakama Carpet Industries, Karachi, and member of Karachi Chamber of Commerce & Industry requested this Commercial Section for details of importers/ buyers of Men's scarves, Hand knotted carpets and rugs and leather jackets. The available information and list of buyers/importers was provided to Mr. Jawaid Shaikh.

Mr. Ehsan A. Malik, CEO, The Pakistan Business Council, Karachi, approached to this Commercial Section, through BOI, to schedule a meeting with Greater New York Chamber of Commerce on the afternoon of June 25, 2018. The requested meeting was accordingly arranged by this Commercial Section with Ms. Helana Natt, Executive Director, Greater New York Chamber of Commerce.

Mr. Shizra Jasani, Export Sales & Marketing Executive, Jazza Foods (Pvt.) Limited, Karachi approached this Commercial Section to introduce their Company as an exporter of Basmati Rice, Non-Basmati Rice, Fried Onions, Pastes, Masalas, Sauces, Vermicelli and honey and also their textile items in USA. The above information has been circulated by this Commercial Section to the US importers and buyers of these products with the request to do business with them.

Trade Disputes:

A Trade Complaint filed by M/s. Dev Developers, Islamabad against M/s. Energy Kinetics, LLC, Columbia, Maryland, USA was received through Trade Dispute Resolution Organization (TDRO), Ministry of Commerce for violation of sale contract value of US\$ 10,000 for import of used Bulldozer. M/s. Energy Kinetics, LLC, has been requested by this Commercial Section

that an amicable solution of the subject complaint may be made under intimation to this Consulate. A copy of the same was also endorsed to the TDRO.

Investment Promotion Activities:

The Ministry of Foreign Affairs informed the Missions that ECC of the Cabinet has approved the Incentive Package for Pak-Arab Refinery Ltd (PARCO) Coastal Refinery Project (PCR) and for all new state of the art (not second hand/relocated) Deep Conversion OIL Refinery projects including expansion of existing refineries of minimum 100,000 bdp refining capacity to be set up anywhere in the country. MOFA has desired to share the above information with the stakeholders/potential investors for their awareness. The above information has been shared with the US based investors, Pakistani origin businessmen, and the regional US Chambers of Commerce have also been requested for dissemination of this information among their members.

A business delegation came to the USA to attend Pakistan Investment Conference 2018, "PIC 2018" organized by JS Global along with their US based associates Rosenblatt Securities, in Washington and New York from June 25-27, 2018. The Consul General and Commercial Counsellor attended one of their working sessions held in New York on June 27, and assured the attending investors of facilitation by the Consulate in their business endeavors with Pakistan.

Other Activities:

The monthly **Pakistan Business Newsletter** containing major trade, economic and business related news appearing in the leading newspapers of Pakistan during the month of May 2018 were compiled and circulated among around 1100 US importers and businessmen available on mailing list of this Commercial Section for their information and reference.

In response to Ministry of Commerce's directions, detailed reply was sent by the Commercial Section to the Ministry's **Questionnaire** regarding this Section's Quarterly Report for January-March 2018.

The Commercial Counsellor attended Consul Generals and Commercial Counsellors **Conference** convened by the Ambassador in Washington DC on June 24, 2018 to discuss business strategy for the US. Detailed discussion was held during the Conference for increasing trade and investment between Pakistan and the US.

The Commercial Section is assisting the Pakistan Institute of Fashion and Design (PIFD) in the planned visit of their student group to US for attending **short course/ workshop** organized by the Fashion Institute of Technology (FIT), New York.

Mr. Shakeel Hameed, a Pakistani Businessman residing in US, approached this Commercial Section and informed that he is moving from USA to Pakistan permanently, therefore, he may be granted Transfer of Residence Certificate as per Baggage Rules 2006. After scrutiny of his case, the requisite Certificate was provided to him.

U.S. Trade in Goods with the World

NOTE: All figures are in millions of U.S. dollars on a nominal basis, *not seasonally adjusted unless otherwise specified*. Details may not equal totals due to rounding.

2018

Month	US Exports	US Imports	Trade Balance
January 2018	125,218.6	203,592.8	-78,374.2
February 2018	128,057.3	187,540.3	-59,482.9
March 2018	149,164.4	208,133.4	-58,969.1
April 2018	137,647.5	205,270.5	-67,623.0
May 2018	144,538.0	216,631.0	-72,093
TOTAL	684,625.8	1,021,168.0	-336,542.2

2017

Month	US Exports	US Imports	Trade Balance
January 2017	117,458.1	185,671.9	-68,213.8
February 2017	119,251.6	169,391.9	-50,140.3
March 2017	135,904.9	194,258.3	-58,353.4
April 2017	123,841.6	186,149.6	-62,308.1
May 2017	127,782.0	200,596.9	-72,814.9
June 2017	132,741.3	198,447.4	-65,706.1
July 2017	122,140.2	192,043.6	-69,903.4
August 2017	129,185.6	201,820.0	-72,635.3
September 2017	130,277.8	194,796	-64,518.3
October 2017	136,199.0	210,731.9	-74,532.9
November 2017	135,476.8	207,769.7	-72,292.9
December 2017	136,014.1	200,284.5	-64,270.4
TOTAL	1,546,273.0	2,341,962.7	-795,689.8

U.S. Trade in Goods with Pakistan

(Annex B)

NOTE: All figures are in millions of U.S. dollars on a nominal basis, not seasonally adjusted unless otherwise specified. Details may not equal totals due to rounding.

2018

Month	US Exports	US Imports	Trade Balance
January 2018	243.4	316.1	-72.7
February 2018	289.9	270.1	19.9
March 2018	306.6	295.7	10.9
April 2018	237.3	317.6	-80.3
May 2018	252.0	335.9	-83.9
TOTAL	1,329.3	1,535.5	-206.2

2017

Month	US Exports	US Imports	Trade Balance
January 2017	266.3	315.1	-48.8
February 2017	264.1	263.5	0.5
March 2017	282.2	309.2	-26.9
April 2017	222.1	253.2	-31.1
May 2017	270.0	321.4	-51.4
June 2017	164.4	289.3	-124.8
July 2017	162.7	334.1	-171.5
August 2017	165.7	291.1	-125.4
September 2017	248.3	311.6	-63.3
October 2017	223.2	301.6	-78.3
November 2017	249.7	316.9	-67.3
December 2017	289.5	267.0	22.5
TOTAL	2,808.2	3,574.0	-765.8

(Annex-C)

(canada Trade data on line)

TOP 25 PAKISTANI EXPORT PRODUCTS TO THE USA

(in million US\$)

Product (6 digit level)	FY 2017-18 (upto May)	FY 2016-17 (upto May)	% change
630260 - Cotton Terry Towels and Household Linen of Cotton Terry Fabrics	457	456	0
620462 - Womens/Girls Trousers, Overalls and Shorts - Woven - Cotton	205	183	12
630231 - Bedsheets, Pillowcases and Bed Linen (Incl Sets) - Woven, Not Printed - Cotton	202	206	-2
630710 - Industrial Shop Towels (Floor/Dish Cloths, Dusters and Cleaning Cloths)	181	162	12
611020 - Sweaters, Sweatshirts and Waist-Coats - Knitted - Cotton	180	156	15
620342 - Mens/Boys Trousers, Overalls and Shorts - Woven - Cotton	173	169	2
610910 - T-Shirts, Singlets and Other Vests - Knitted - Cotton	113	116	-3
611595 - Hosiery, of Cotton,Knitted or Crocheted, Nes	89	79	13
630221 - Bedsheets, Pillowcases and Bed Linen (Incl Sets) - Woven, Printed - Cotton	88	87	1
630210 - Bedsheets, Pillowcases and Bed Linen (Incl Sets) - Knitted or Crocheted	83	70	19
901890 - Instruments and Appliances Used in Medical, Surgical or Veterinary Sciences Nes (Incl Parts)	74	71	4
610510 - Men's/Boys Shirts - Knitted - Cotton	72	86	-16
390769 - Poly(ethylene terephthalate), in primary forms, nes	65	15	333
420329 - Gloves, Mittens and Mitts - Not For Sports - Leather	48	27	78
711319 - Articles of Jewellery - Precious Metals (Other than Silver)	42	48	-13
940490 - Quilts, Bedspreads. Cushions and Pillows	40	43	-7

621142 - Womens/Girls Coveralls, Smocks and Garments Nes - Woven - Cotton	39	40	-3
570110 - Carpets - Wool/ Fine Hair - Knotted	38	42	-10
520852 - Cotton (>85%) Fabrics - Plain Weave - Printed - 100-200 G/M2	36	29	24
170230 - Glucose and Glucose Syrup (Less than 20% Fructose)	34	27	26
610342 - Men's or Boy's Trousers, bib and brace overalls, breeches and shorts of cotton	32	30	7
630391 - Curtains (Incl Drapes), Interior Blinds and Bed Valances - Woven - Cotton	31	37	-16
610120 - Men's or Boy's Overcoats, car-coats, capes, cloaks, etc., of cotton	30	28	7
611596 - Hosiery, of Synthetic Fibres, Knitted or Crocheted, Nes	29	24	21
420310 - Articles of Apparel or Clothing (Except Gloves) - Leather	29	30	-3
611610 - Gloves, Mittens and Mitts - Knitted - Impregnated, Coated or Covered With Rubber or Plastics	28	22	27
Sub-total	2,438	2,283	7
Others	920	902	2
Total (All Products)	3,358	3,185	5

U.S. Trade in Services with the World

NOTE: All figures are in millions of U.S. dollars on a nominal basis, seasonally adjusted.

2018

Month	US Exports	US Imports	Trade Balance
January 2018	68,748	47,110	21,639
February 2018	69,373	48,197	21,175
March 2018	69,707	47,630	22,078
April 2018	70,048	47,765	22,283
May 2018	70,440	47,706	22,735
TOTAL	348,317	238,407	109,910

2017

Month	US Exports	US Imports	Trade Balance
January 2017	64,684	43,874	20,810
February 2017	65,108	43,877	21,231
March 2017	65,376	44,029	21,347
April 2017	65,362	44,148	21,214
May 2017	65,681	44,737	20,945
June 2017	66,209	45,119	21,090
July 2017	66,683	45,467	21,216
August 2017	66,956	45,625	21,331
September 2017	67,654	46,169	21,485
October 2017	67,708	46,223	21,485
November 2017	68,036	46,339	21,637
December 2017	68,233	46,803	21,430
TOTAL	797,690	542,471	255,219