



FOSTERING ECONOMIC GROWTH

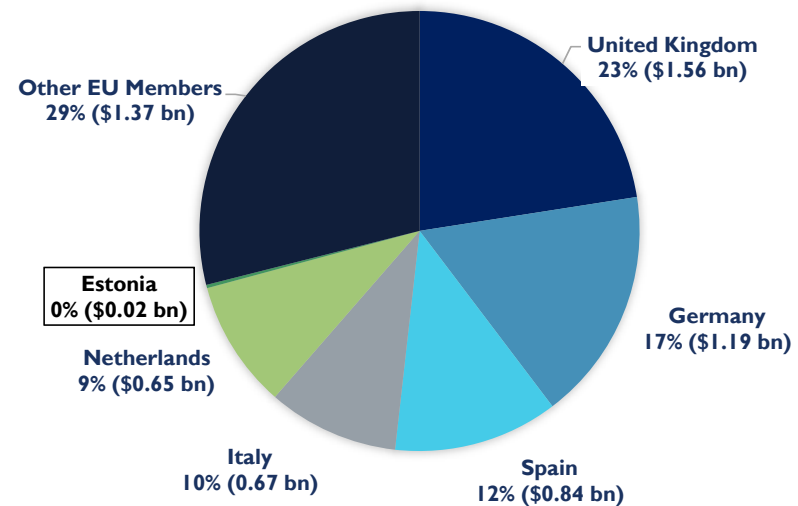
(A Company set up under Section 42 of the Companies Ordinance 1984)

ESTONIA – PAKISTAN TRADE

PAKISTAN'S EXPORTS TO THE EU(28), 2016

- EU is Pakistan's largest export market representing 34% of exports.
- Estonia accounted for 0.23% of total EU imports from Pakistan in 2016.

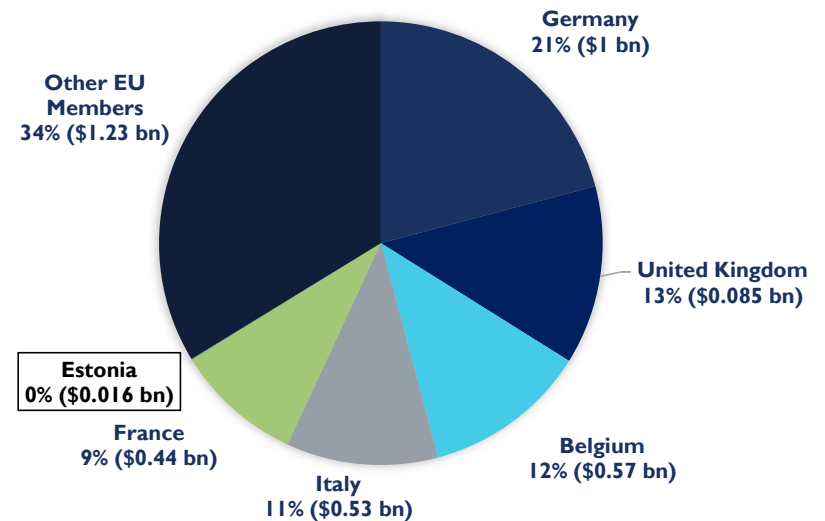
PAKISTAN'S EXPORTS TO EU, 2016



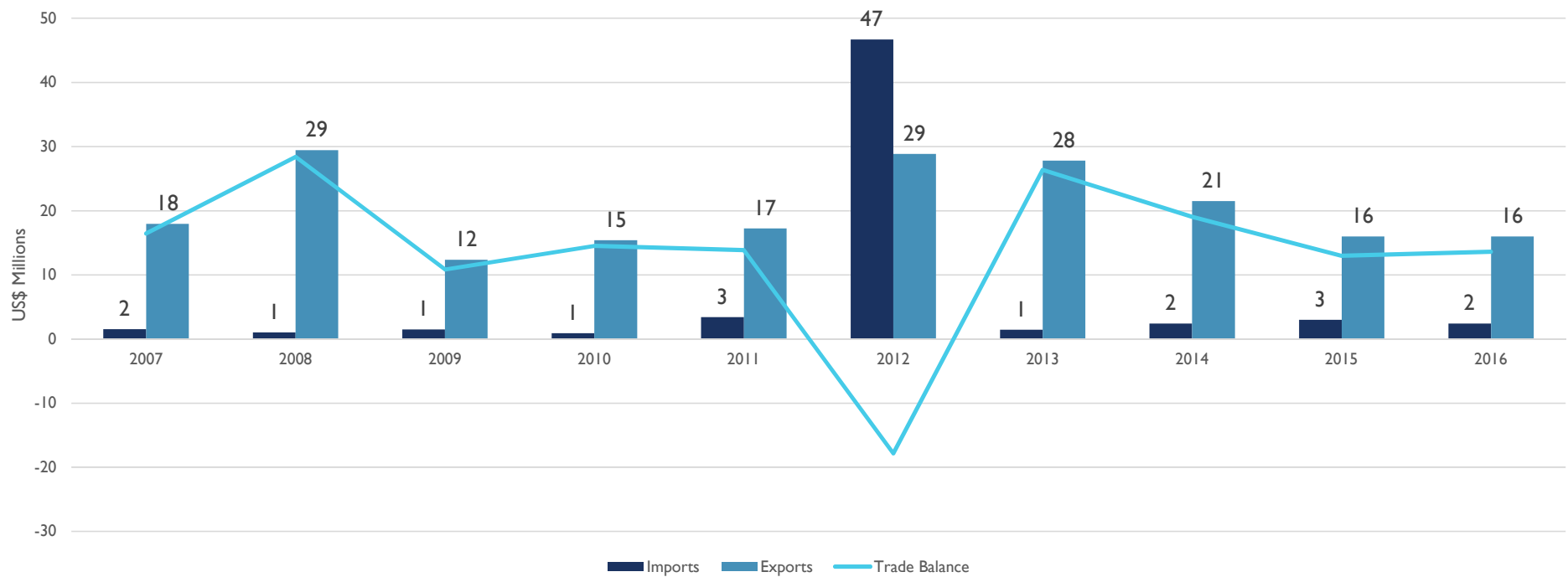
PAKISTAN'S IMPORTS FROM THE EU(28), 2016

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$4.78 billion in 2016.
- Estonia accounts for 0.05% of Pakistan's imports from the EU and 0.005% of total imports from the world.

PAKISTAN'S IMPORTS FROM EU, 2016



PAKISTAN ESTONIA TRADE TRENDS



PAKISTAN'S TOP 10 EXPORTS TO ESTONIA

HS CODE	DESCRIPTION	EXPORT VALUE 2014 (US\$000)	EXPORT VALUE 2015 (US\$000)	EXPORT VALUE 2016 (US\$000)
420329	Gloves, mittens and mitts, of leather or composition leather (excluding special sports gloves)	1,148	1,264	1,810
521021	Plain woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed ...	2,254	1,362	1,591
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excluding ...	273	789	1,149
630239	Bedlinen of textile materials (excluding of cotton and man-made fibres, printed, knitted or ...	629	812	885
520299	Cotton waste (excluding yarn waste, thread waste and garnetted stock)	-	375	841
521222	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those ...	677	592	832
420321	Specially designed gloves for use in sport, of leather or composition leather	1,763	395	592
420310	Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear ...	6	68	576
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	1,844	1,222	476
520832	Plain woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 100 g to 200 ...	946	103	409

PAKISTAN'S TOP 10 IMPORTS FROM ESTONIA

HS CODE	DESCRIPTION	IMPORT VALUE 2014 (US\$000)	IMPORT VALUE 2015 (US\$000)	IMPORT VALUE 2016 (US\$000)
630900	Worn clothing and clothing accessories, blankets and travelling rugs, household linen and articles ...	586	608	675
470100	Mechanical wood pulp, not chemically treated	433	316	571
441011	Particle board of wood, whether or not agglomerated with resins or other organic binding substances ...	94	71	253
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of ...	282	284	186
291631	Benzoic acid, its salts and esters (excluding inorganic or organic compounds of mercury)	57	54	127
'071310	Dried, shelled peas "Pisum sativum", whether or not skinned or split	-	-	102
760200	Waste and scrap, of aluminium (excluding slags, scale and the like from iron and steel production, ...	92	187	68
740400	Waste and scrap, of copper (excluding ingots or other similar unwrought shapes, of remelted ...	4	10	46
850440	Static converters	1	7	34
270300	Peat, incl. peat litter, whether or not agglomerated	21	32	33

Pakistan's Theoretical Potential for Additional Exports to Estonia, 2016

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL EXPORTS IN 2016 (US\$000)	POTENTIAL EXPORTS IN 2016 (US\$000)
271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, ...	-	76,859
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, ...	-	73,317
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	476	41,391
851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	-	31,356
721049	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled or cold-rolled ...	-	27,381
270900	Petroleum oils and oils obtained from bituminous minerals, crude	-	25,235
640399	Footwear with outer soles of rubber, plastics or composition leather, with uppers of leather ...	-	24,493
730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections, ...	-	24,481
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	-	22,799
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excluding ...	61	19,364

Pakistan's Theoretical Potential for Additional Imports from Estonia, 2016

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL IMPORTS IN 2016 (US\$000)	POTENTIAL IMPORTS IN 2016 (US\$000)
271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, ...	-	495,138
271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. ...	-	310,802
851762	Machines for the reception, conversion and transmission or regeneration of voice, images or ...	-	263,857
870323	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	-	131,516
730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections, ...	-	108,426
271600	Electrical energy	-	101,537
850300	Parts suitable for use solely or principally with electric motors and generators, electric ...	-	99,482
850440	Static converters	34	93,869
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of ...	186	82,277
999999	Commodities not elsewhere specified	8	82,197