



FOSTERING ECONOMIC GROWTH

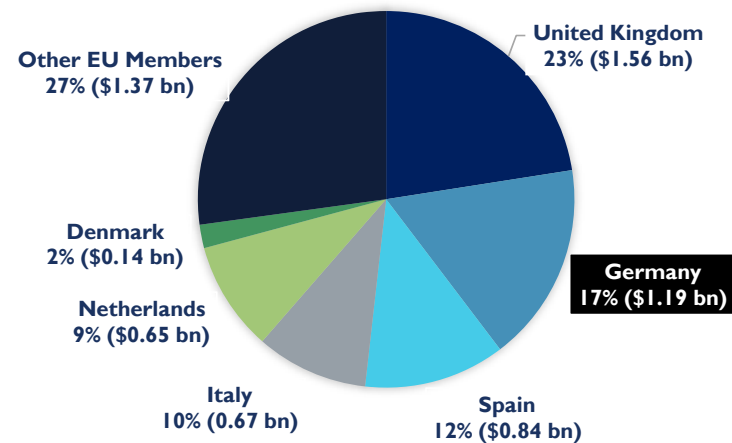
(A Company set up under Section 42 of the Companies Ordinance 1984)

GERMANY – PAKISTAN TRADE

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

- EU is Pakistan's largest export market representing 34% of exports.
- Germany accounted for 17% of total EU imports from Pakistan in 2016.

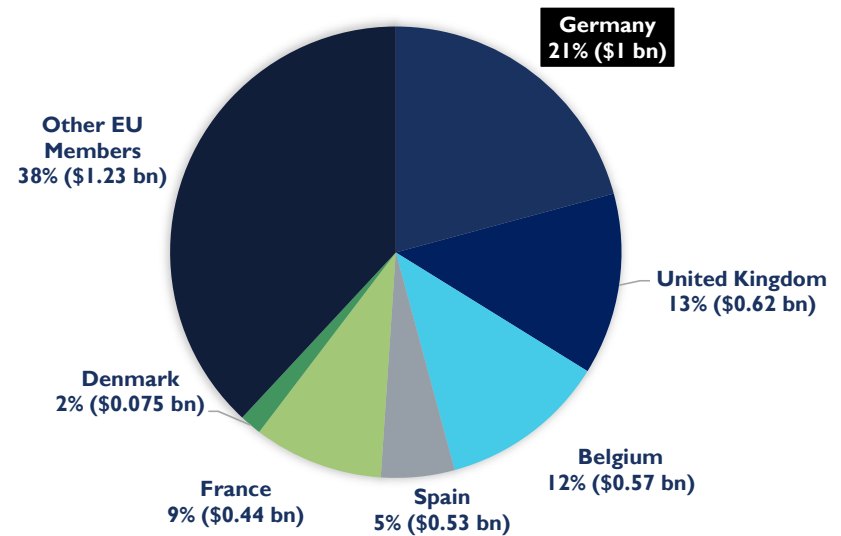
PAKISTAN'S EXPORTS TO EU, 2016
\$6.92 BILLION



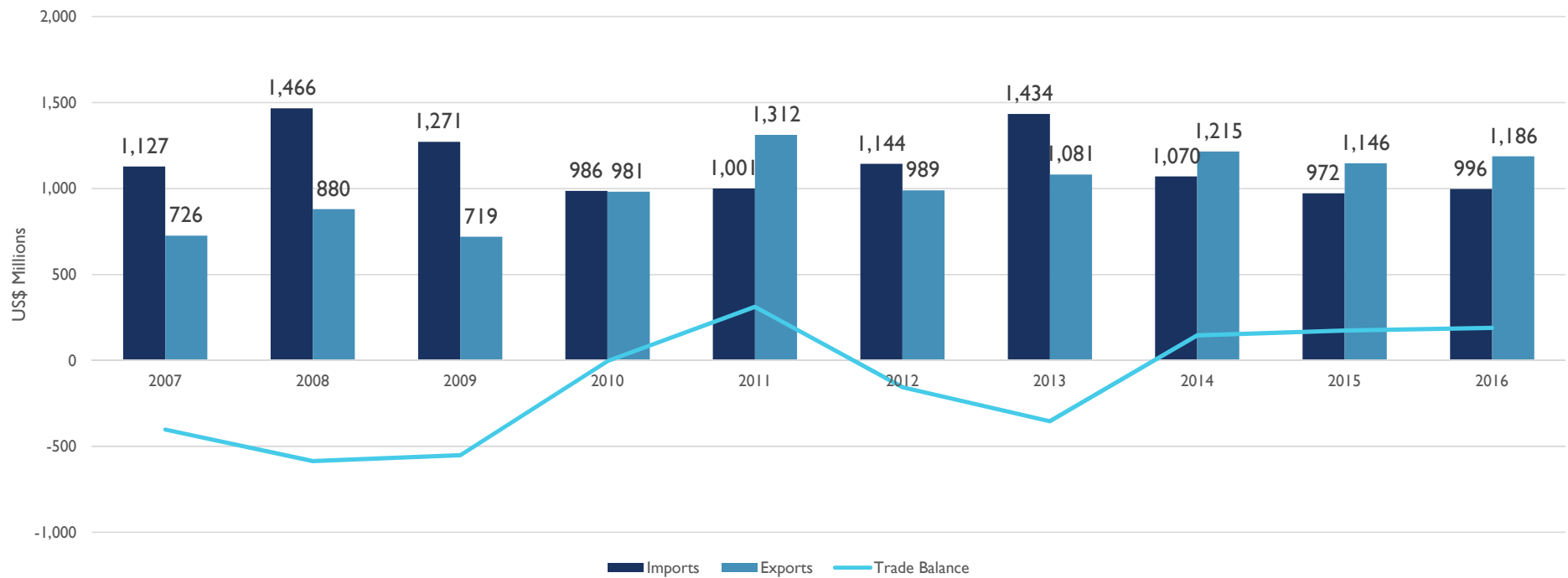
PAKISTAN'S IMPORTS FROM THE EU(28), 2016

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$4.78 billion in 2016.
- Germany accounts for 21% of Pakistan's imports from the EU and 2.12% of total imports from the world.

PAKISTAN'S IMPORTS FROM EU, 2016
\$4.78 BILLION



PAKISTAN GERMANY TRADE TRENDS



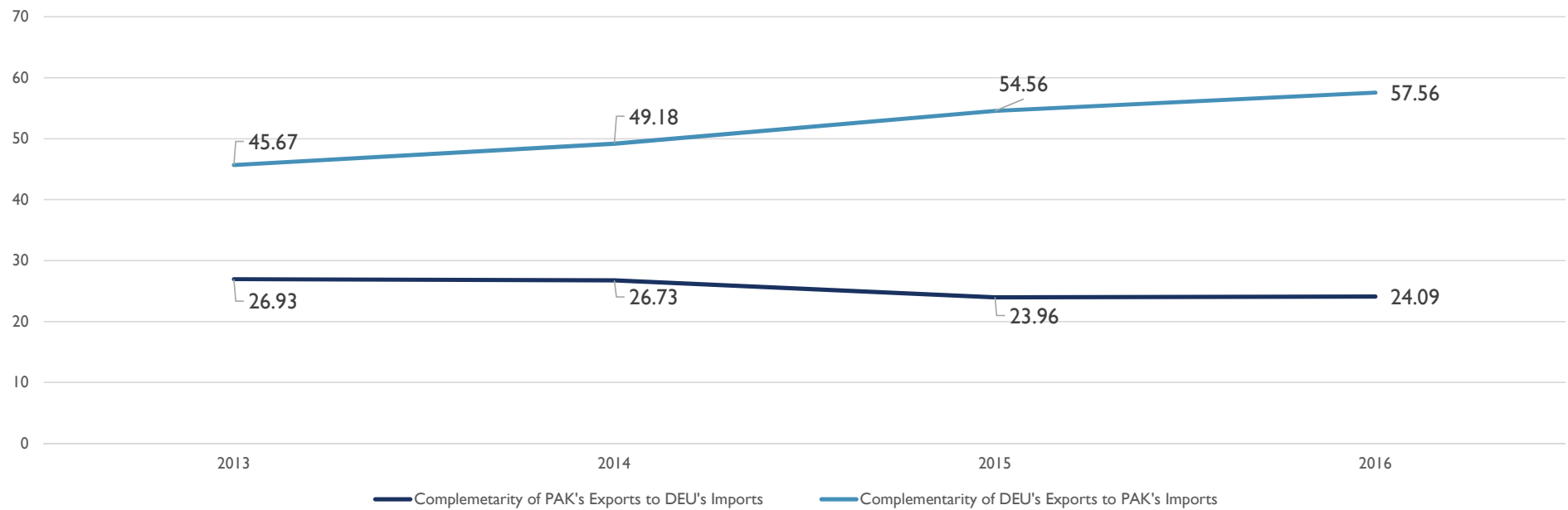
PAKISTAN'S TOP 10 EXPORTS TO GERMANY

HS CODE	DESCRIPTION	EXPORT VALUE 2014 (US\$000)	EXPORT VALUE 2015 (US\$000)	EXPORT VALUE 2016 (US\$000)
620322	Men's or boys' ensembles of cotton (excluding knitted or crocheted, ski ensembles and swimwear)	20,804	18,107	109,189
630231	Bedlinen of cotton (excluding printed, knitted or crocheted)	123,206	105,170	94,936
630210	Bedlinen, knitted or crocheted	72,423	73,475	79,706
420310	Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear ...)	112,179	83,025	77,366
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excluding ...)	76,272	82,358	60,749
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding ...)	66,888	83,271	52,960
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	44,697	48,261	45,992
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excluding ...)	37,743	41,739	43,496
950662	Inflatable balls	27,882	25,592	28,085
630239	Bedlinen of textile materials (excluding of cotton and man-made fibres, printed, knitted or ...)	25,888	19,225	24,029

PAKISTAN'S TOP 10 IMPORTS FROM GERMANY

HS CODE	DESCRIPTION	IMPORT VALUE 2014 (US\$000)	IMPORT VALUE 2015 (US\$000)	IMPORT VALUE 2016 (US\$000)
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, ...	30,283	57,856	64,155
844520	Textile spinning machines (excluding extruding and drawing or roving machines)	1,900	4,381	24,787
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	15,681	19,450	22,077
382200	Diagnostic or laboratory reagents on a backing, prepared diagnostic or laboratory reagents ...	17,498	21,110	22,007
870324	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	11,769	11,388	17,363
630900	Worn clothing and clothing accessories, blankets and travelling rugs, household linen and articles ...	13,057	14,025	15,004
391000	Silicones in primary forms	12,123	10,078	14,920
320415	Synthetic organic vat dyes, incl. those usable in that state as pigments; preparations based ...	15,912	16,861	14,364
840999	Parts suitable for use solely or principally with compression-ignition internal combustion ...	16,034	12,428	13,779
870323	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	9,806	13,863	13,090

TRADE COMPLIMENTARITY



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

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL EXPORTS IN 2016 (US\$000)	POTENTIAL EXPORTS IN 2016 (US\$000)
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excluding ...	60,749	483,125
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding ...	52,960	313,262
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	45,992	280,036
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excluding ...	43,496	266,191
100630	Semi-milled or wholly milled rice, whether or not polished or glazed	6,689	258,635
220710	Undenatured ethyl alcohol, of actual alcoholic strength of >= 80%	-	221,817
420310	Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear ...	77,366	220,625
610510	Men's or boys' shirts of cotton, knitted or crocheted (excluding nightshirts, T-shirts, singlets ...	7,608	202,282
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	13,608	191,503
630210	Bedlinen, knitted or crocheted	79,706	160,169

Pakistan's Theoretical Potential for Additional Imports from Germany, 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, ...	2,186	3,529,927
271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. ...	5	2,217,534
851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	3	707,645
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of ...	7,405	563,710
854140	Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in ...	1,551	492,152
720441	Turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings of iron ...	6,972	403,235
870321	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	42	402,068
390210	Polypropylene, in primary forms	-	384,894
850231	Generating sets, wind-powered	1,244	379,186
722530	Flat-rolled products of alloy steel other than stainless, of a width of >= 600 mm, not further ...	-	369,057