



FOSTERING ECONOMIC GROWTH

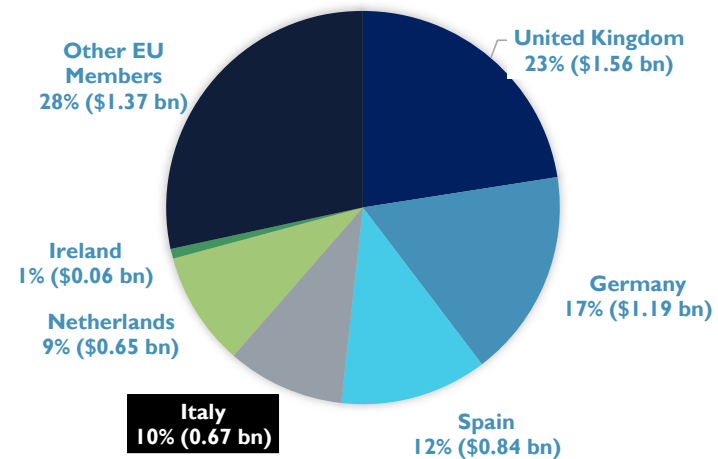
(A Company set up under Section 42 of the Companies Ordinance 1984)

ITALY – PAKISTAN TRADE

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

- EU is Pakistan's largest export market representing 34% of exports.
- Italy accounted for 10% of total EU imports from Pakistan in 2016.

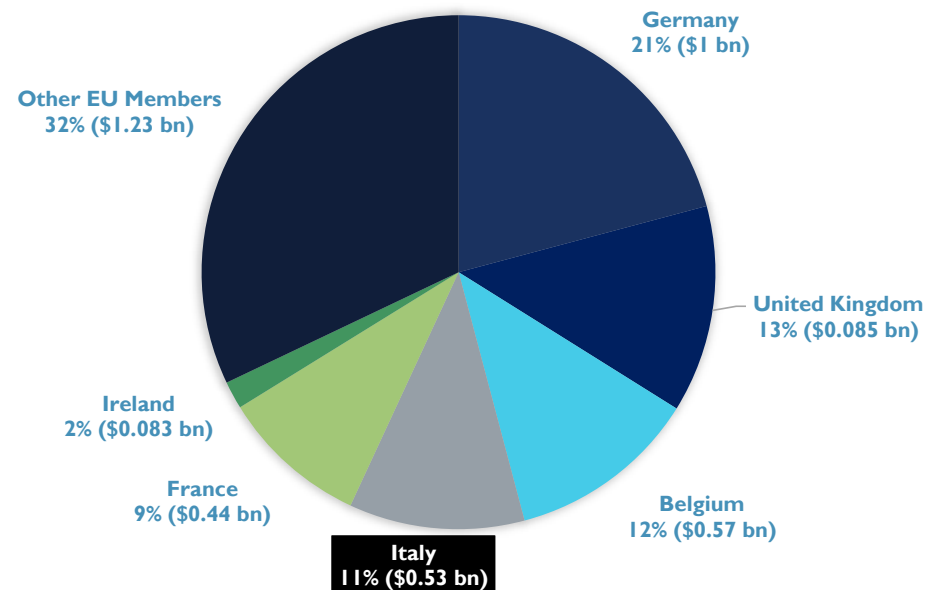
PAKISTAN'S EXPORTS TO EU, 2016



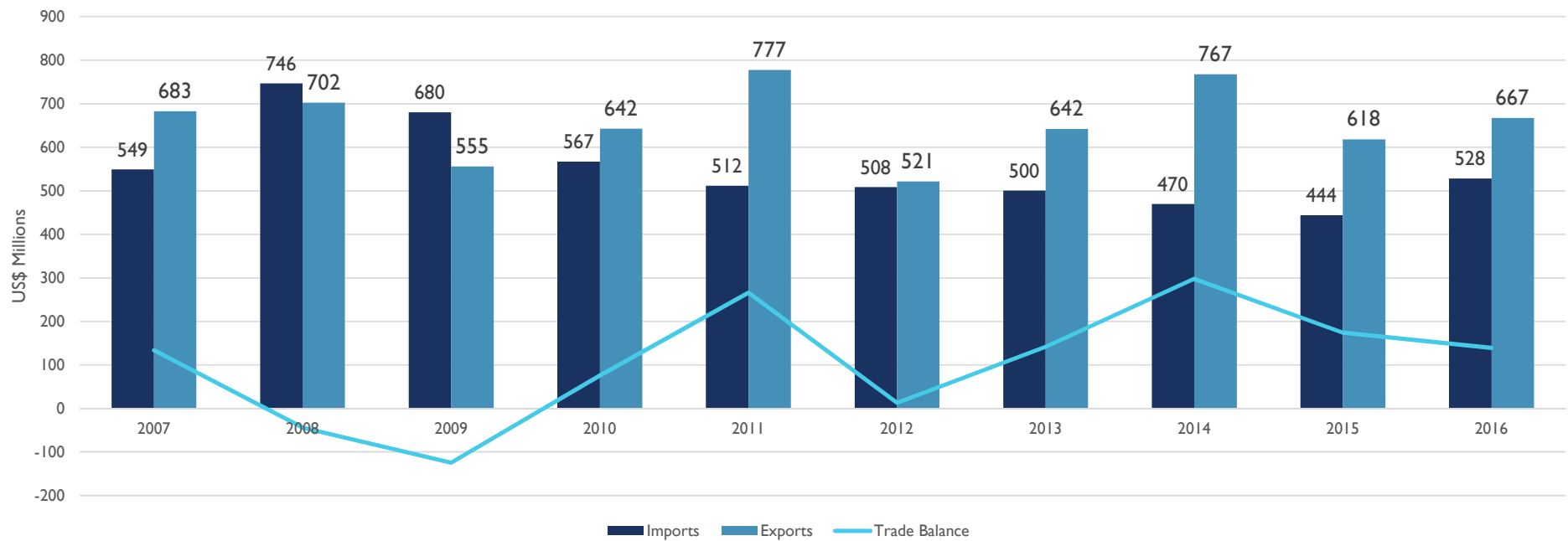
PAKISTAN'S IMPORTS FROM THE EU(28), 2016

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$4.78 billion in 2016.
- Italy accounts for 11% of Pakistan's imports from the EU and 1.12% of total imports from the world

PAKISTAN'S IMPORTS FROM EU, 2016



PAKISTAN - ITALY TRADE TRENDS



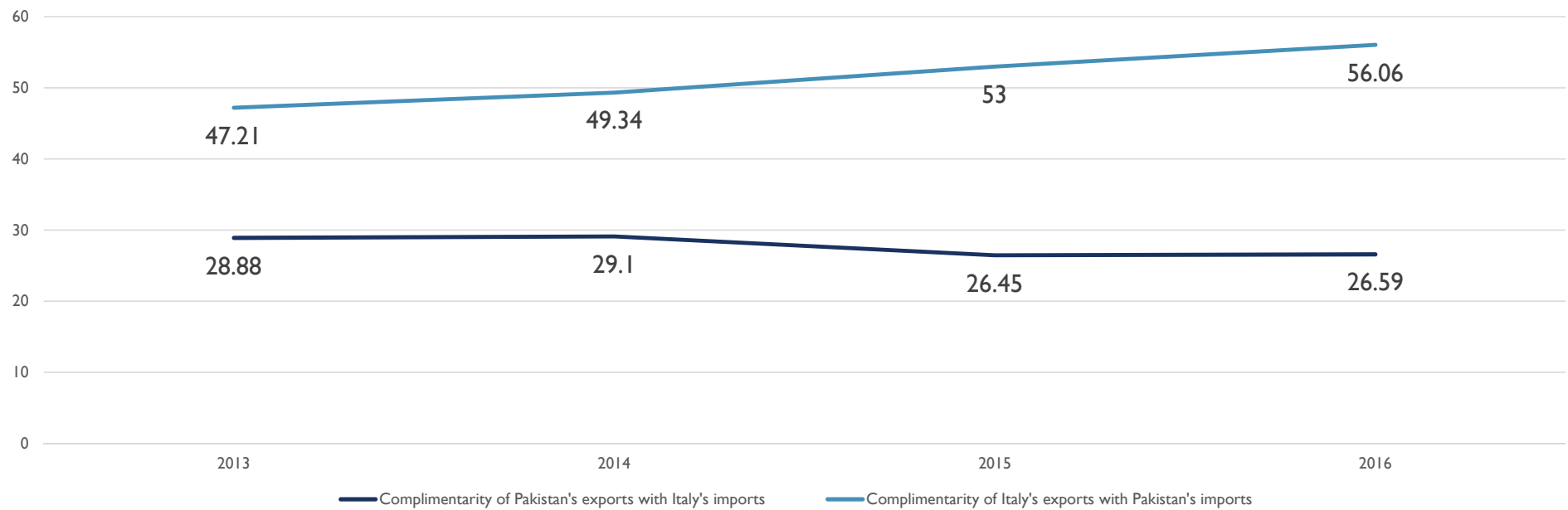
PAKISTAN'S TOP 10 EXPORTS TO ITALY

| HS CODE | DESCRIPTION | EXPORT VALUE 2014 (US\$000) | EXPORT VALUE 2015 (US\$000) | EXPORT VALUE 2016 (US\$000) |
|---------|---|-----------------------------|-----------------------------|-----------------------------|
| 630231 | Bedlinen of cotton (excluding printed, knitted or crocheted) | 42,716 | 41,449 | 60,165 |
| 620342 | Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excluding ...) | 35,961 | 32,991 | 34,116 |
| 630260 | Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excluding ...) | 28,795 | 30,055 | 32,538 |
| 520812 | Plain woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 100 g to 200 ... | 20,066 | 19,878 | 26,588 |
| 630239 | Bedlinen of textile materials (excluding of cotton and man-made fibres, printed, knitted or ...) | 17,400 | 19,148 | 21,751 |
| 410712 | Grain splits leather "incl. parchment-dressed leather", of the whole hides and skins of bovine ... | 19,067 | 16,854 | 21,162 |
| 630210 | Bedlinen, knitted or crocheted | 16,925 | 17,388 | 17,331 |
| 620322 | Men's or boys' ensembles of cotton (excluding knitted or crocheted, ski ensembles and swimwear) | 8,055 | 4,226 | 16,943 |
| 520819 | Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m ² , unbleached ... | 24,610 | 16,654 | 15,982 |
| 640399 | Footwear with outer soles of rubber, plastics or composition leather, with uppers of leather ... | 15,282 | 14,468 | 13,895 |

PAKISTAN'S TOP 10 IMPORTS FROM ITALY

| 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, ... | 25,515 | 28,658 | 30,100 |
| 290121 | Ethylene | - | 10,307 | 26,487 |
| 844319 | Printing machinery used for printing by means of plates, cylinders and other printing components ... | 2,940 | 5,532 | 15,633 |
| 848180 | Appliances for pipes, boiler shells, tanks, vats or the like (excluding pressure-reducing valves, ... | 10,652 | 8,372 | 13,520 |
| 880212 | Helicopters of an unladen weight > 2000 kg | - | - | 11,972 |
| 842240 | Packing or wrapping machinery, incl. heat-shrink wrapping machinery (excluding machinery for ... | 13,333 | 15,203 | 11,041 |
| 845180 | Machinery for dressing, finishing, coating or impregnating textile yarns, fabrics or other ... | 6,722 | 5,611 | 10,289 |
| 270400 | Coke and semi-coke of coal, of lignite or of peat, whether or not agglomerated; retort carbon | 7,896 | 5,989 | 9,577 |
| 844540 | Textile winding, incl. weft-winding, or reeling machines | 13,169 | 8,821 | 8,758 |
| 271019 | Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, ... | 4,322 | 52 | 8,419 |

TRADE COMPLIMENTARITY



Pakistan's Theoretical Potential for Additional Exports to Italy, 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 ... | 34,116 | 509,758 |
| 620462 | Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding | 5,984 | 360,238 |
| 901890 | Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s. | 5,092 | 320,936 |
| 610510 | Men's or boys' shirts of cotton, knitted or crocheted (excluding nightshirts, T-shirts, singlets | 2,539 | 207,351 |
| 610910 | T-shirts, singlets and other vests of cotton, knitted or crocheted | 2,033 | 203,078 |
| 420310 | Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear ... | 7,341 | 195,063 |
| 611595 | Full-length or knee-length stockings, socks and other hosiery, incl. footwear without applied | 326 | 142,998 |
| 020110 | Carcases or half-carcases of bovine animals, fresh or chilled | - | 125,737 |
| 170199 | Cane or beet sugar and chemically pure sucrose, in solid form | - | 123,078 |
| 390760 | Poly"ethylene terephthalate", in primary forms | 12,998 | 122,837 |

Pakistan's Theoretical Potential for Additional Imports from Italy, 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, ... | 8,419 | 3,523,694 |
| 271012 | Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. ... | - | 2,217,539 |
| 851712 | Telephones for cellular networks "mobile telephones" or for other wireless networks | 11 | 707,637 |
| 390210 | Polypropylene, in primary forms | 275 | 384,619 |
| 854140 | Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in ... | 116 | 356,703 |
| 870322 | Motor cars and other motor vehicles principally designed for the transport of persons, incl. ... | - | 326,008 |
| 841182 | Gas turbines of a power > 5.000 kW (excluding turbojets and turbopropellers) | 782 | 317,201 |
| 300490 | Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, ... | 30,100 | 288,375 |
| 390110 | Polyethylene with a specific gravity of < 0,94, in primary forms | 29 | 278,805 |
| 390120 | Polyethylene with a specific gravity of >= 0,94, in primary forms | 736 | 265,666 |