



FOSTERING ECONOMIC GROWTH

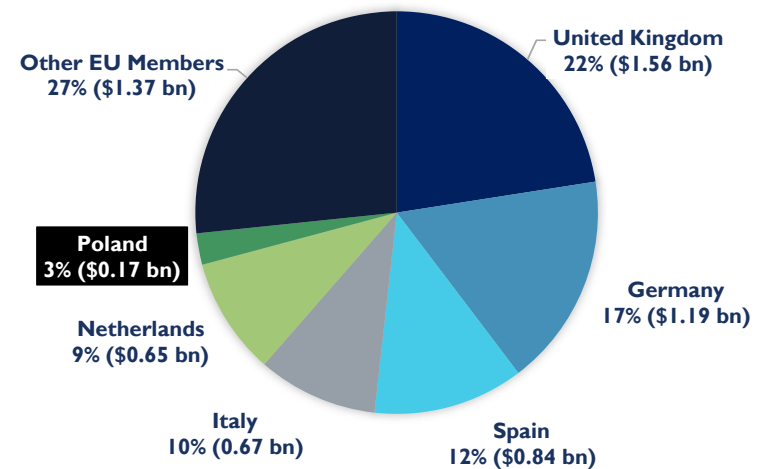
(A Company set up under Section 42 of the Companies Ordinance 1984)

POLAND – PAKISTAN TRADE

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

- EU is Pakistan's largest export market representing 34% of exports.
- Poland accounted for 3% of total EU imports from Pakistan in 2016.

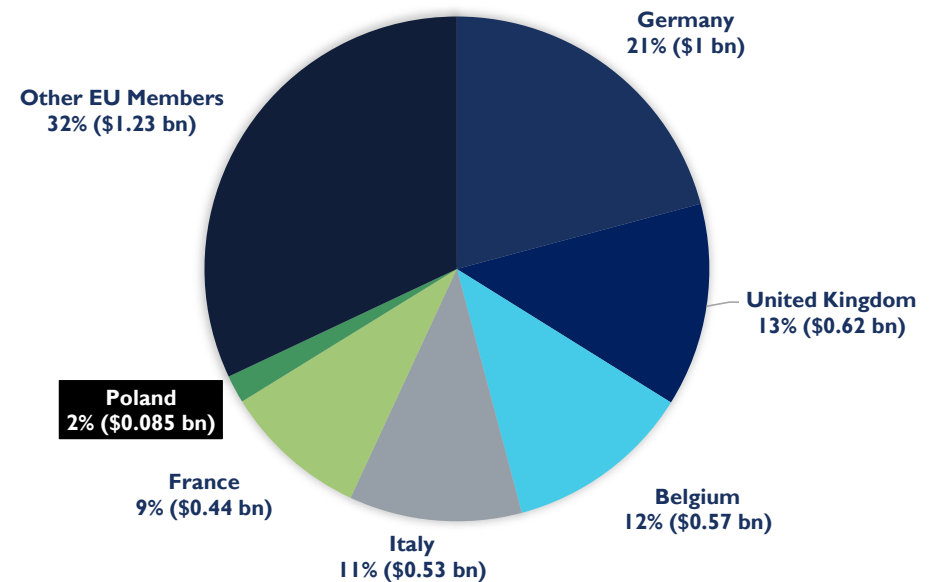
PAKISTAN'S EXPORTS TO EU, 2016



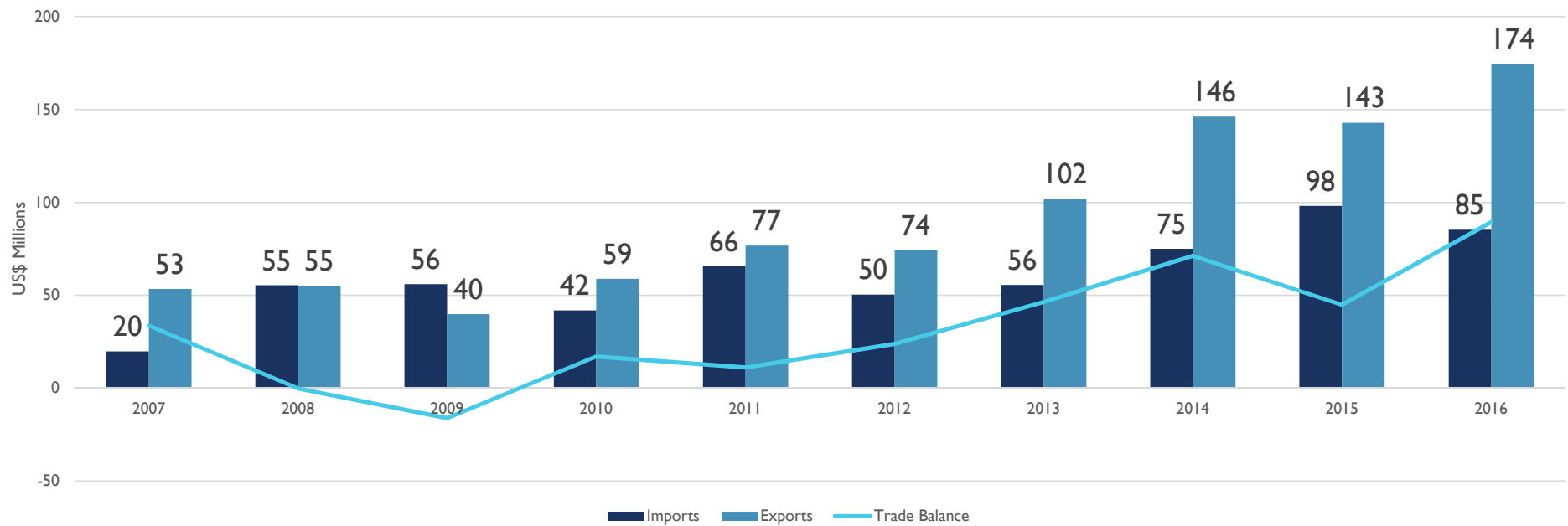
PAKISTAN'S IMPORTS FROM THE EU(28), 2016

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$4.78 billion in 2016.
- Poland accounts for 2% of Pakistan's imports from the EU and 0.18% of total imports from the world

PAKISTAN'S IMPORTS FROM EU, 2016



PAKISTAN POLAND TRADE TRENDS



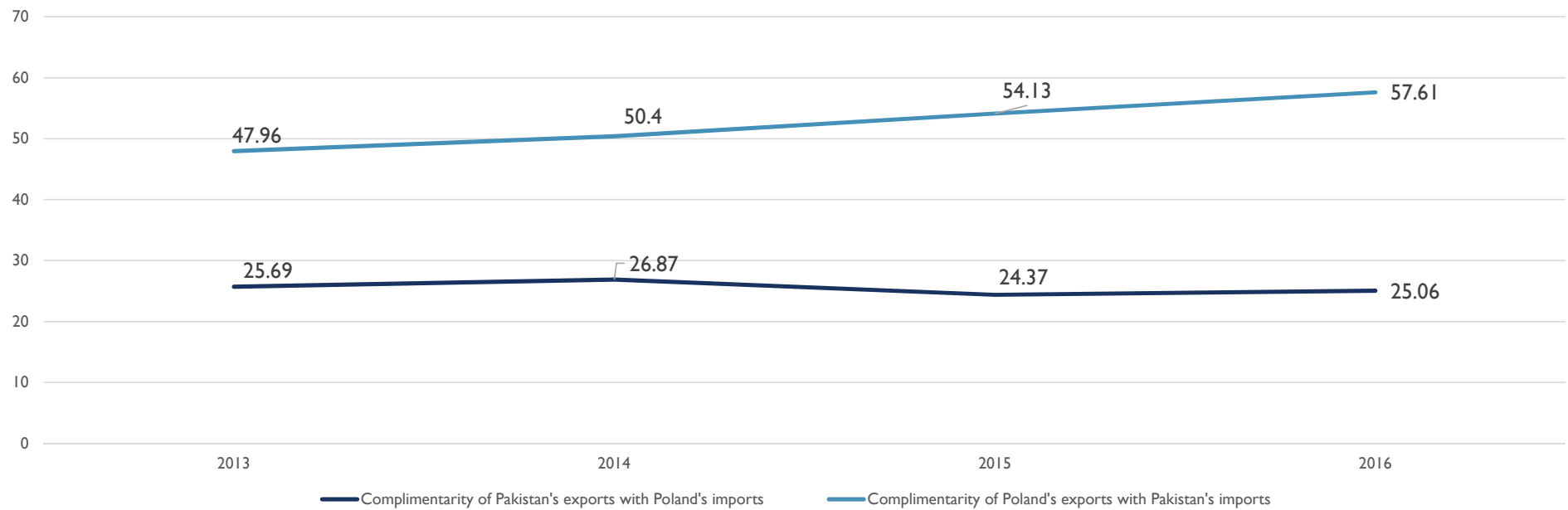
PAKISTAN'S TOP 10 EXPORTS TO POLAND

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)	7,469	13,685	18,536
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton	5,896	12,714	17,460
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton	11,217	13,814	15,391
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton	7,779	8,687	14,905
620322	Men's or boys' ensembles of cotton (excluding knitted or crocheted, ski ensembles)	2,004	4,467	11,829
630210	Bedlinen, knitted or crocheted	8,987	9,132	9,837
420329	Gloves, mittens and mitts, of leather or composition leather	3,262	4,797	5,838
521021	Plain woven fabrics of cotton, containing predominantly, but < 85% cotton by weight	3,250	2,733	4,338
630251	Table linen of cotton (excluding knitted or crocheted)	1,827	1,141	3,829
611595	Full-length or knee-length stockings, socks and other hosiery, incl. footwear	1,049	1,871	2,810

PAKISTAN'S TOP 10 IMPORTS FROM POLAND

HS CODE	DESCRIPTION	IMPORT VALUE 2014 (US\$000)	IMPORT VALUE 2015 (US\$000)	IMPORT VALUE 2016 (US\$000)
270400	Coke and semi-coke of coal, of lignite or of peat, whether or not agglomerated	20,643	14,423	10,709
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production)	11,590	4,907	8,881
860800	Railway or tramway track fixtures and fittings (excluding sleepers of wood, concrete)	-	-	6,276
480411	Unbleached kraftliner, uncoated, in rolls of a width > 36 cm	4,386	5,296	5,310
720441	Turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings of iron	6,048	930	4,907
630900	Worn clothing and clothing accessories, blankets and travelling rugs, household linen	7,794	7,107	4,865
821210	Non-electric razors of base metal	4,914	5,890	4,538
190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	136	3,359	3,135
040410	Whey and modified whey, whether or not concentrated or containing added sugar	1,758	2,330	2,970
721632	Plates, sheets and coils in sections of iron or non-alloy steel, not further worked than hot-rolled, hot-drawn	1,014	2,571	2,228

TRADE COMPLIMENTARITY



Pakistan's Theoretical Potential for Additional Exports to Poland, 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 ...	17,460	408,727
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding ...	15,391	350,831
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	1,259	324,769
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	153	204,958
390760	Poly"ethylene terephthalate", in primary forms	2,586	133,249
410712	Grain splits leather "incl. parchment-dressed leather", of the whole hides and skins of bovine ...	404	115,585
220710	Undenatured ethyl alcohol, of actual alcoholic strength of >= 80%	-	104,389
080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus ...	-	99,678
610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton)	165	99,369
481159	Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or ...	-	82,221

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

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL IMPORTS IN 2016 (US\$000)	POTENTIAL IMPORTS IN 2016 (US\$000)
851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	1	510,768
870321	Motor cars and other motor vehicles principally designed for the transport of persons, incl.	-	402,110
870322	Motor cars and other motor vehicles principally designed for the transport of persons, incl.	-	326,008
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	2,120	316,355
851762	Machines for the reception, conversion and transmission or regeneration of voice	97	263,760
390120	Polyethylene with a specific gravity of $\geq 0,94$, in primary forms	-	259,287
890120	Tankers	-	252,960
401120	New pneumatic tyres, of rubber, of a kind used for buses and lorries	2	246,225
847130	Data-processing machines, automatic, portable, weighing ≤ 10 kg,	-	215,856
870323	Motor cars and other motor vehicles principally designed for the transport of persons, incl.	-	214,959