

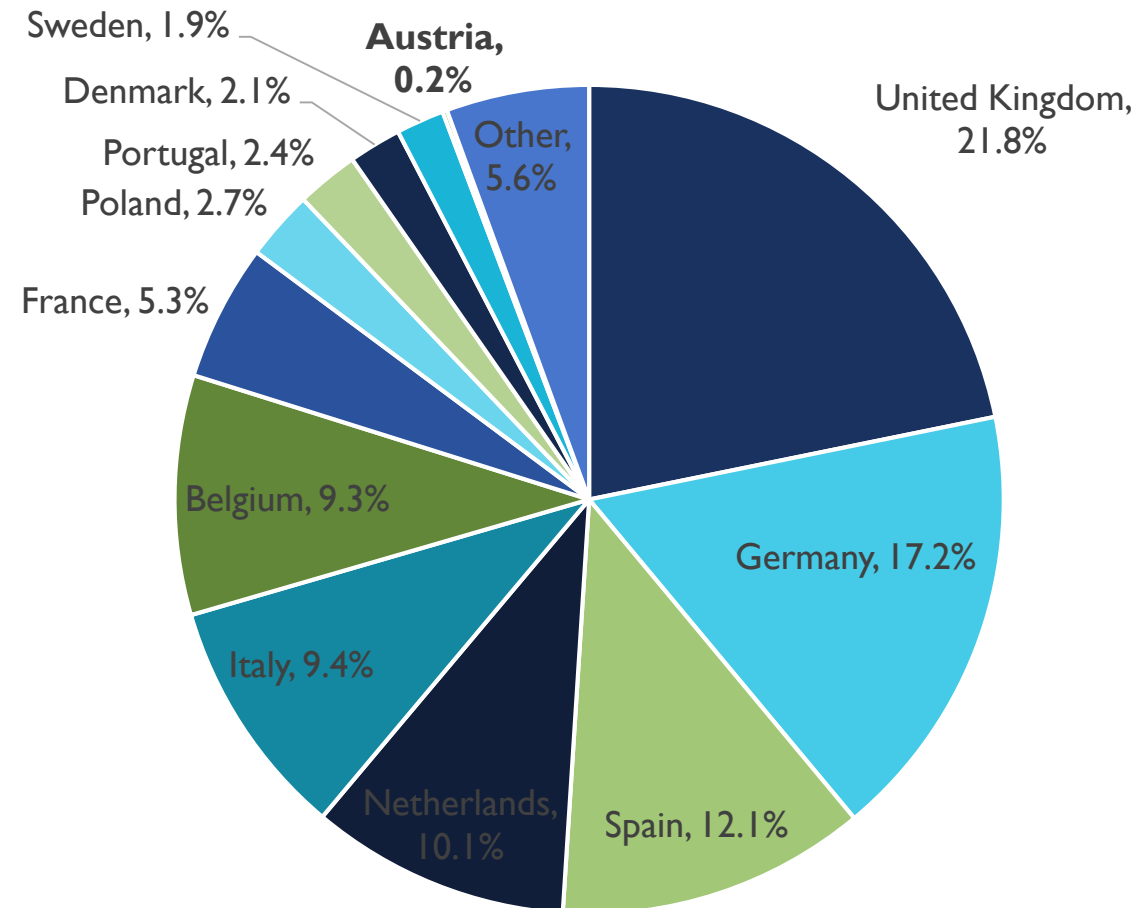


AUSTRIA – PAKISTAN TRADE



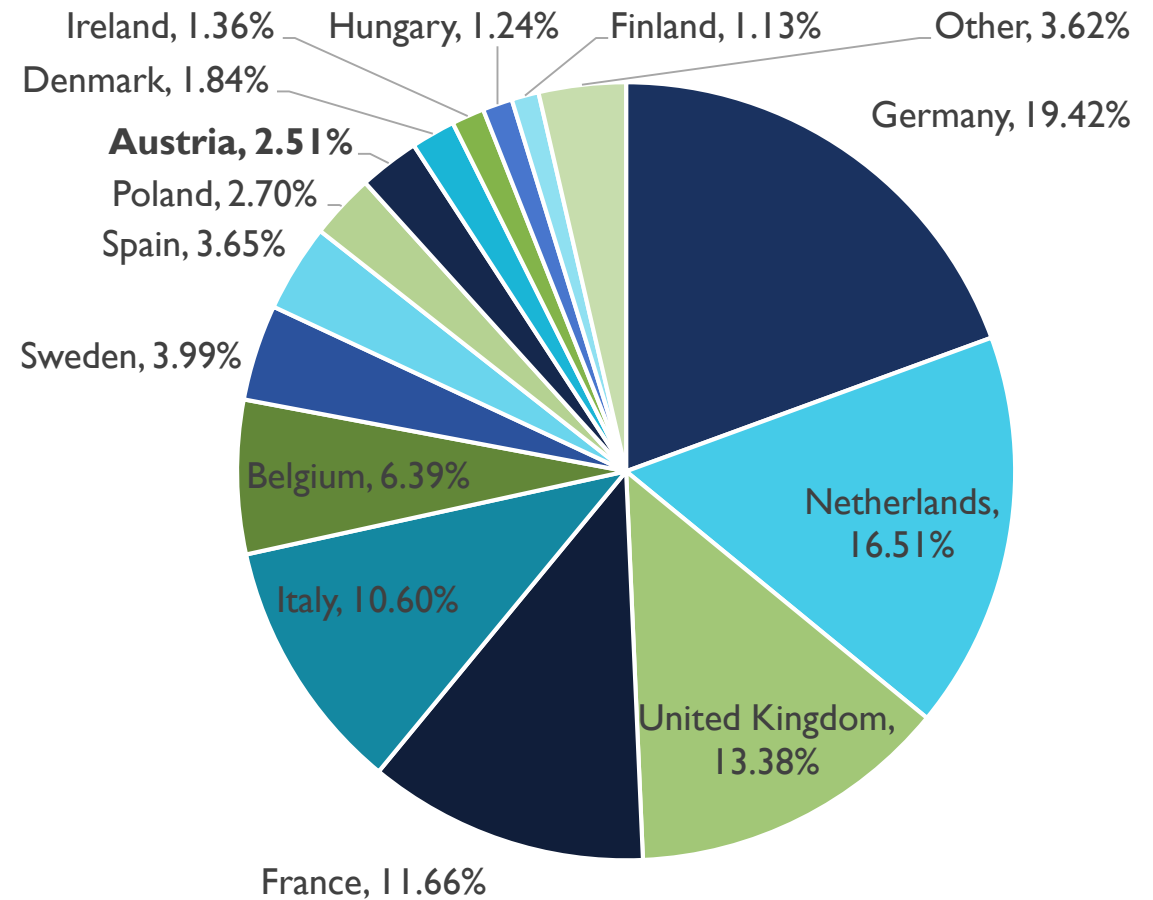
PAKISTAN'S EXPORTS TO THE EU(28), 2017

- EU is Pakistan's largest export market representing 34% of exports.
- Austria accounted for 0.2% of total EU exports from Pakistan in 2017.

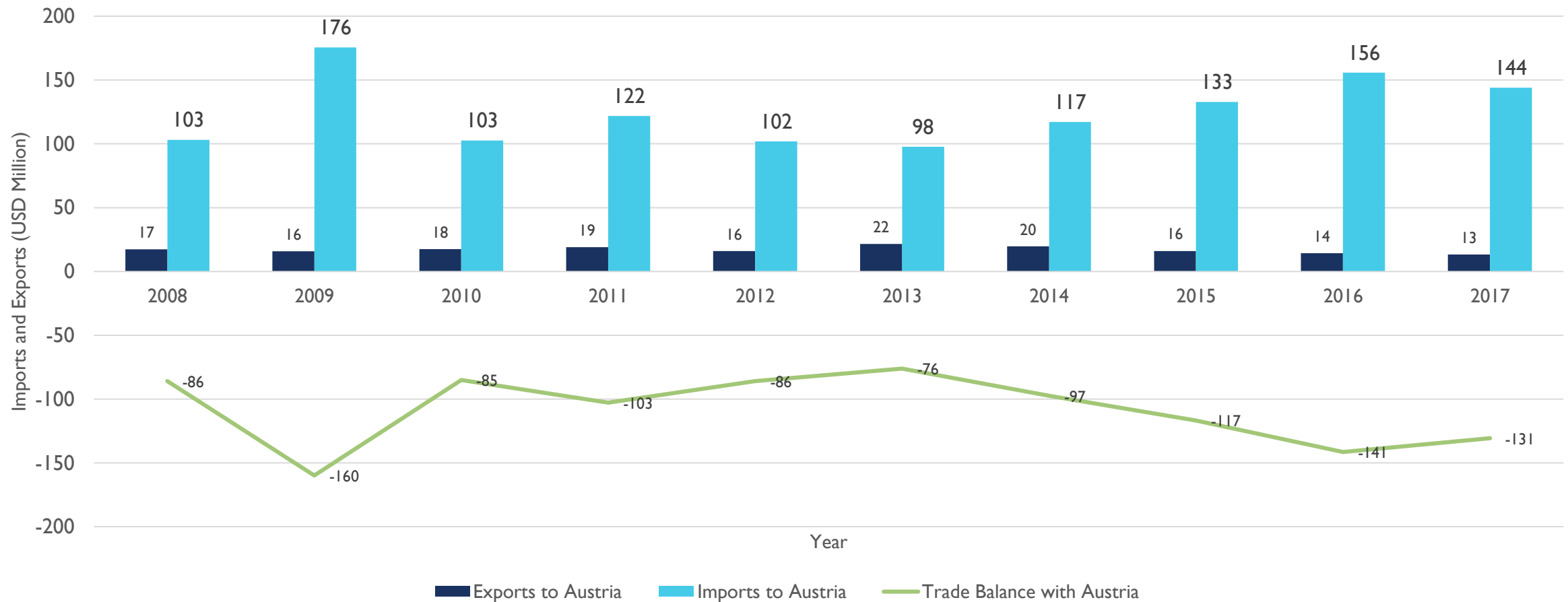


PAKISTAN'S IMPORTS FROM THE EU(28), 2017

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$5.72 billion in 2017.
- Austria accounts for 2.51% of Pakistan's imports from the EU and 0.25% of total imports from the world



PAKISTAN AUSTRIA TRADE TRENDS



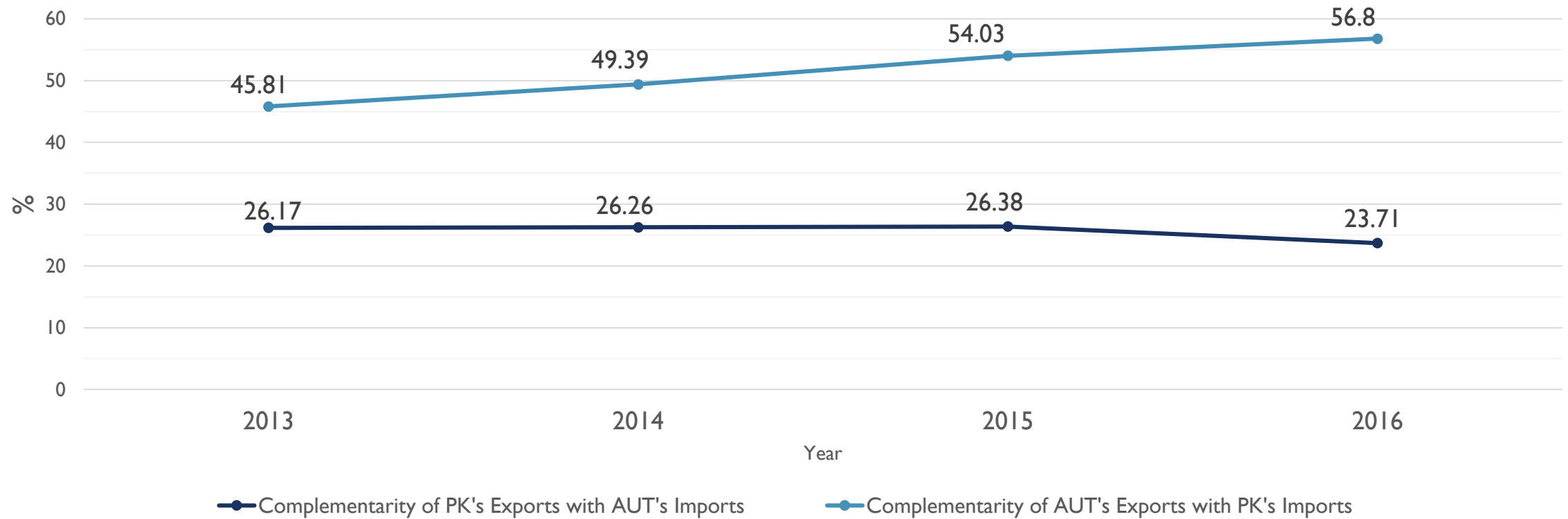
PAKISTAN'S TOP 10 EXPORTS TO AUSTRIA

HS CODE	DESCRIPTION	EXPORT VALUE 2015 (US\$)	EXPORT VALUE 2016 (US\$)	EXPORT VALUE 2017 (US\$)
411310	Leather further prepared after tanning or crusting (goats)	2,540,000	1,744,000	1,482,000
570110	Carpets and other textile floor coverings, of wool or fine animal hair	898,000	1,999,000	1,468,000
411390	Leather further prepared after tanning or crusting (antelopes)	1,468,000	1,314,000	1,334,000
901890	Instruments and appliances used in medical	1,838,000	1,043,000	990,000
420310	Articles of apparel, of leather or composition leather	662,000	716,000	784,000
420329	Gloves, mittens and mitts, of leather or composition leather	612,000	296,000	507,000
610590	Men's or boy's shirts of textile materials, knitted or crocheted	272,000	133,000	450,000
620339	Men's or boys' jackets and blazers of textile materials	119,000	433,000	429,000
630210	Bedlinen, knitted or crocheted	1,290,000	461,000	416,000
611610	Gloves, mittens and mitts, impregnated, coated or covered with plastics or rubber	176,000	168,000	411,000
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton	198,000	451,000	409,000

PAKISTAN'S TOP 10 IMPORTS FROM AUSTRIA

HS CODE	DESCRIPTION	IMPORT VALUE 2015 (US\$)	IMPORT VALUE 2016 (US\$)	IMPORT VALUE 2017 (US\$)
550490	Artificial staple fibres, not carded, combed or otherwise processed for spinning	32,012,000	30,089,000	42,557,000
850220	Generating sets with spark-ignition internal combustion piston engine	18,732,000	4,326,000	18,708,000
840991	Parts suitable for use solely or principally with spark-ignition internal combustion piston	2,565,000	4,176,000	6,226,000
440729	Tropical wood	3,060,000	3,240,000	3,923,000
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour	2,855,000	3,187,000	3,630,000
550410	Staple fibres of viscose rayon, not carded, combed or otherwise processed for spinning	2,682,000	2,244,000	3,421,000
850213	Generating sets with compression-ignition combustion piston engine "diesel or semi-diesel	176,000	1,153,000	2,685,000
440399	Wood in the rough, whether or not stripped of bark or sapwood, or roughly squared	1,872,000	2,500,000	2,462,000
300490	Medicaments consisting of mixed or unmixed products	1,614,000	1,534,000	2,211,000
760719	Aluminium foil, not backed, rolled and further worked	2,086,000	1,731,000	2,143,000

TRADE COMPLIMENTARITY



Pakistan's Theoretical Potential for Additional Exports to Austria, 2017

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL EXPORTS IN 2017 (US\$)	POTENTIAL EXPORTS IN 2017 (US\$)
620342	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	990,000	359,585,000
901890	T-shirts, singlets and other vests of cotton, knitted or crocheted	181,000	197,576,000
610910	Women's or girls trousers, bib and brace overalls, breeches and shorts of	0	197,075,000
620462	Medium oils and preparations, of petroleum or bituminous minerals	0	142,866,000
271019	Petroleum oils and oils obtained from bituminous minerals, crude	0	114,476,000
270900	T-shirts, singlets and other vests of textile materials, knitted or crocheted	22,000	106,394,000
610990	Polyethylene terephthalate", in primary forms, having a viscosity number of ≥ 78 ml/g	0	106,323,000
390761	Full-length or knee-length stockings, socks and other hosiery	0	103,198,000
611595	Waste and scrap, of copper	0	85,875,000
740400	Men's or boys shirts of cotton, knitted or crocheted	98,000	83,074,000

Pakistan's Theoretical Potential for Additional Imports from Austria, 2017

Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL IMPORTS IN 2017 (US\$)	POTENTIAL IMPORTS IN 2017 (US\$)
851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	0	760,264,000
890800	Vessels and other floating structures for breaking up	0	556,433,000
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	2,211,000	365,924,000
870323	Motor cars and other motor vehicles principally designed for the transport of persons	0	340,747,000
851762	Machines for the reception, conversion and transmission or regeneration of voice, images	22,000	285,448,000
390210	Polypropylene, in primary forms	21,000	278,111,000
847130	Data-processing machines, automatic, portable, weighing <= 10 kg	70,000	253,392,000
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production)	85,000	250,249,000
390120	Polyethylene with a specific gravity of >= 0,94, in primary forms	3,000	218,867,000
390110	Polyethylene with a specific gravity of < 0,94, in primary forms	1,308,000	217,354,000