

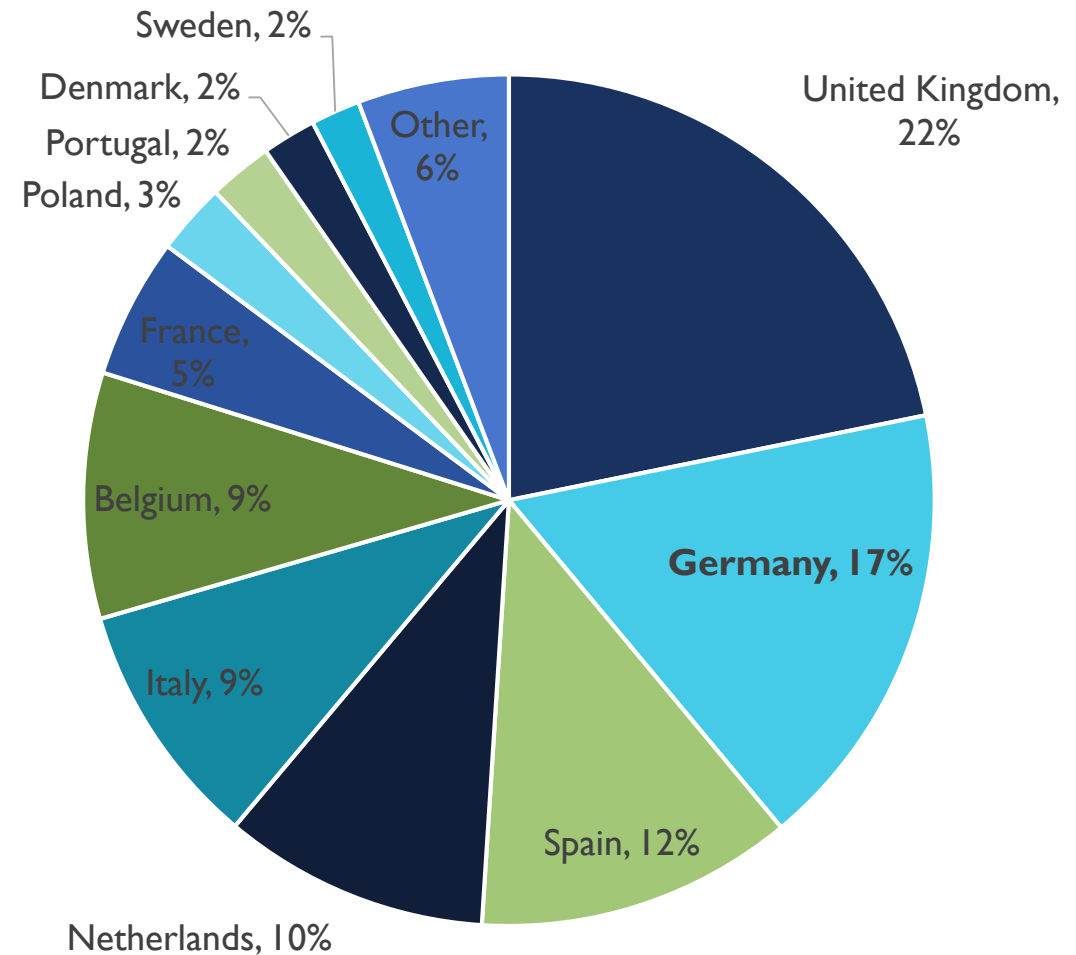


# GERMANY – PAKISTAN TRADE



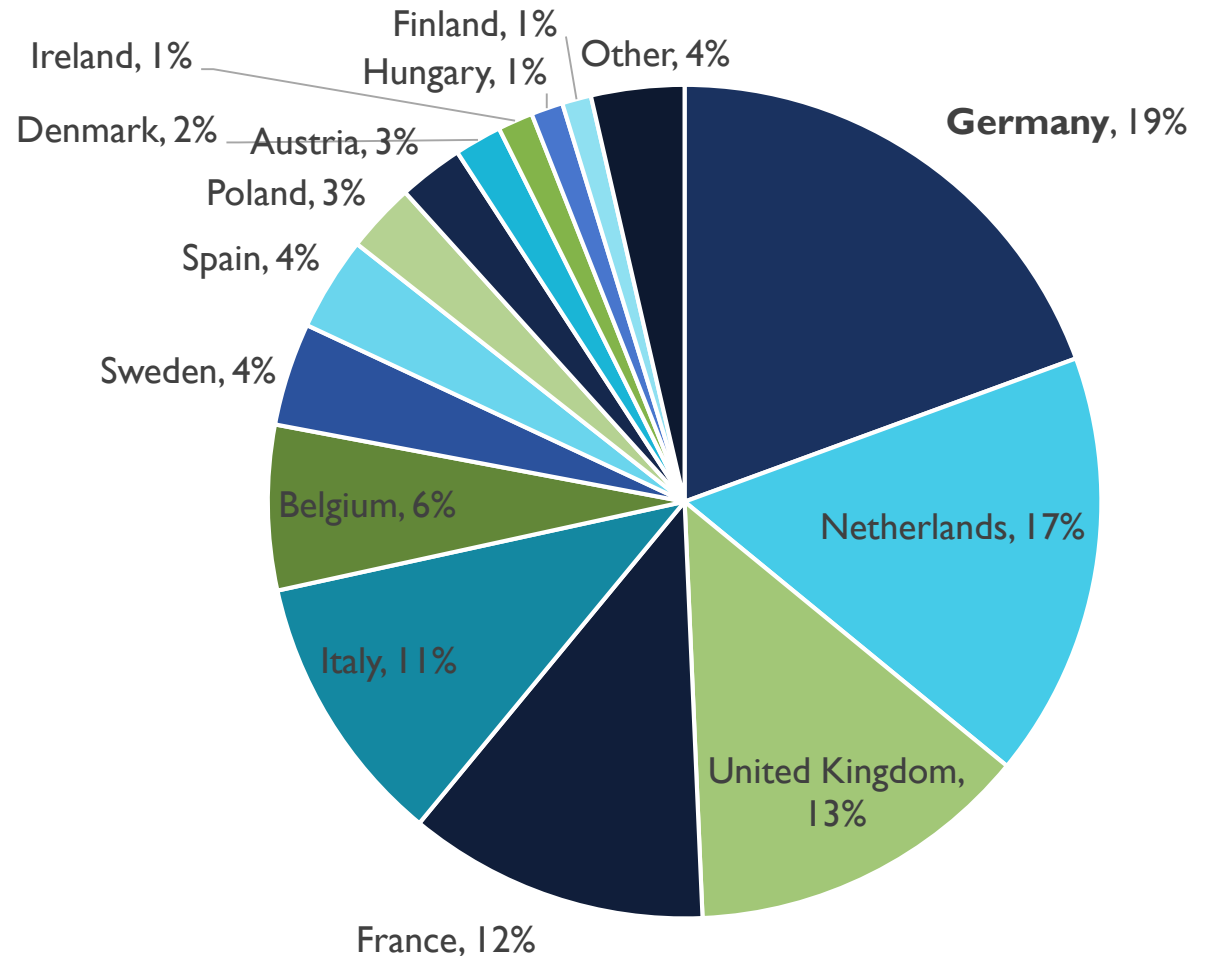
# PAKISTAN'S EXPORTS TO THE EU(28), 2017

- EU is Pakistan's largest export market representing 34% of exports.
- Germany accounted for 17% of total EU exports from Pakistan in 2017.

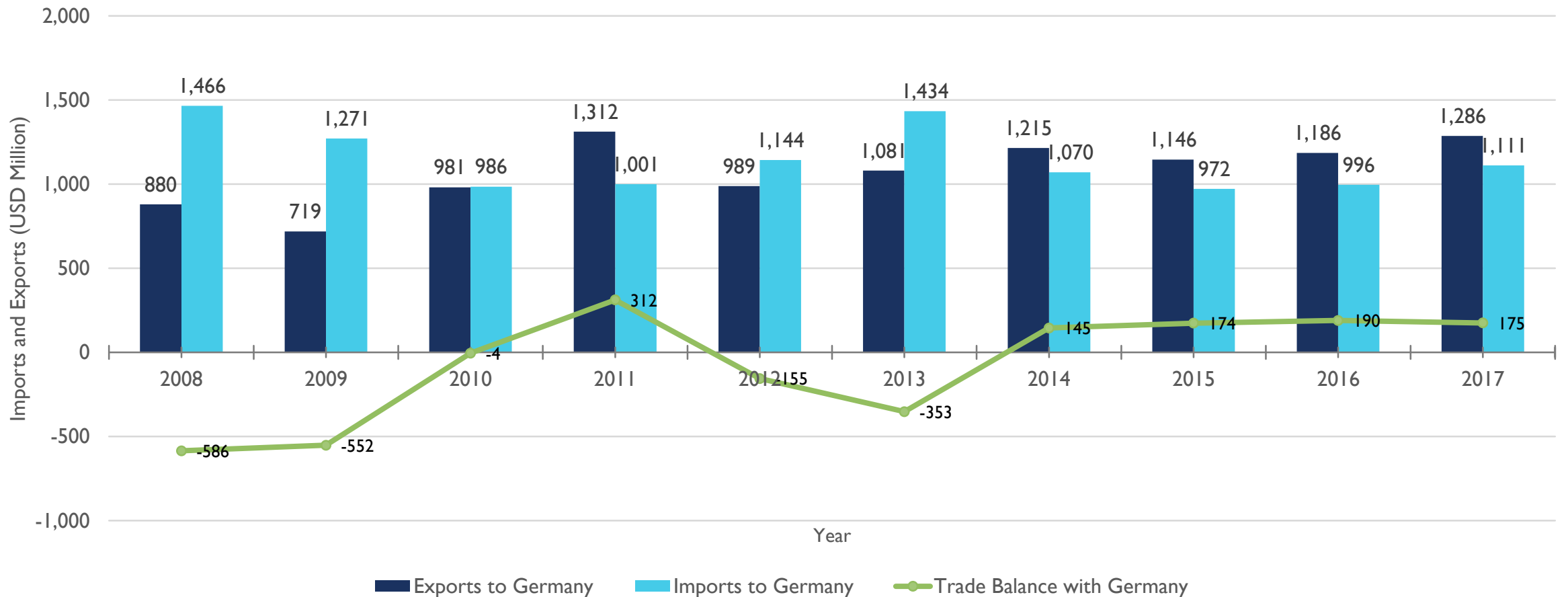


# PAKISTAN'S IMPORTS FROM THE EU(28), 2017

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$5.72 billion in 2017.
- Germany accounts for 19% of Pakistan's imports from the EU and 1.93% of total imports from the world.



# PAKISTAN GERMANY TRADE TRENDS



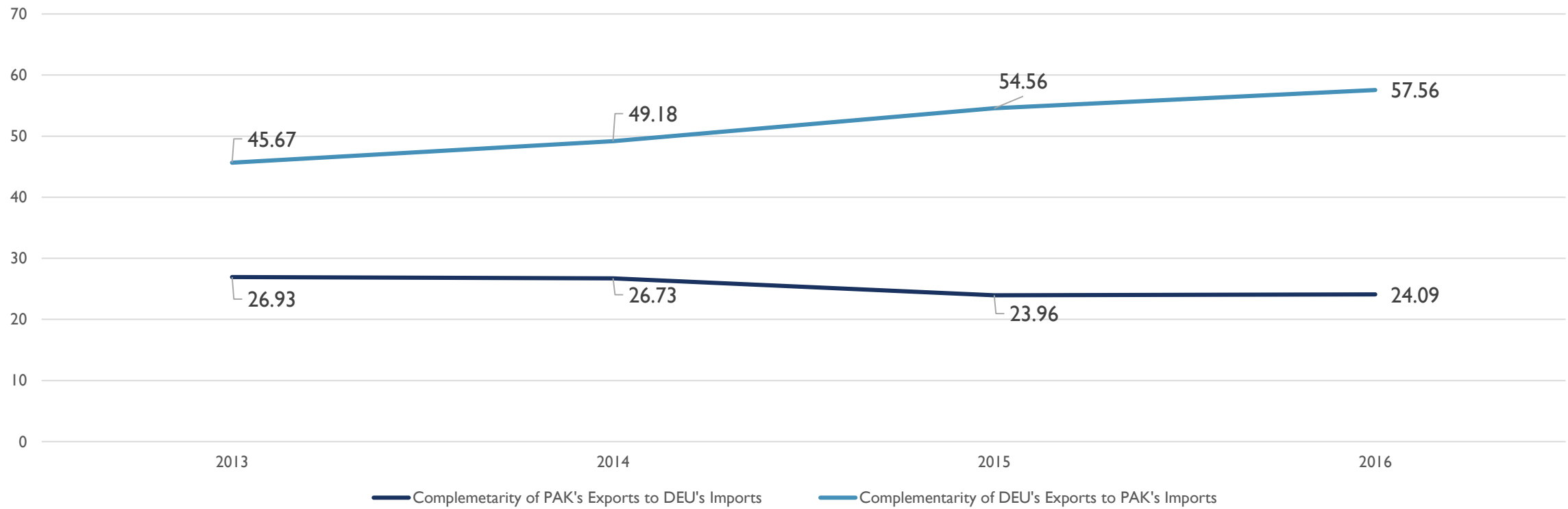
# PAKISTAN'S TOP 10 EXPORTS TO GERMANY

HS CODE	DESCRIPTION	EXPORT VALUE 2015 (US\$)	EXPORT VALUE 2016 (US\$)	EXPORT VALUE 2017 (US\$)
620322	Men's or boys' ensembles of cotton	18,107,000	109,189,000	218,943,000
630231	Bedlinen of cotton	105,170,000	94,936,000	121,750,000
630210	Bedlinen, knitted or crocheted	73,475,000	79,706,000	76,653,000
420310	Articles of apparel, of leather or composition leather	83,025,000	77,366,000	76,507,000
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	48,261,000	45,992,000	49,218,000
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton	41,739,000	43,496,000	43,780,000
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton	82,358,000	60,749,000	35,343,000
950662	Inflatable balls	25,592,000	28,085,000	24,615,000
630239	Bedlinen of textile materials	19,225,000	24,029,000	23,855,000
640399	Footwear with outer soles of rubber, plastics or composition leather	20,811,000	20,902,000	23,668,000

# PAKISTAN'S TOP 10 IMPORTS FROM GERMANY

HS CODE	DESCRIPTION	IMPORT VALUE 2015 (US\$)	IMPORT VALUE 2016 (US\$)	IMPORT VALUE 2017 (US\$)
300490	Medicaments consisting of mixed or unmixed products	57,856,000	64,155,000	75,994,000
382200	Diagnostic or laboratory reagents on a backing	21,110,000	22,007,000	28,867,000
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	19,450,000	22,077,000	23,671,000
844313	Offset printing machinery	2,469,000	10,219,000	17,850,000
844520	Textile spinning machines	4,381,000	24,787,000	17,164,000
391000	Silicones in primary forms	10,078,000	14,920,000	17,114,000
870322	Motor cars and other motor vehicles principally designed for the transport of persons	283,000	6,040,000	16,701,000
320415	Synthetic organic vat dyes, incl. those usable in that state as pigments	16,861,000	14,364,000	14,986,000
901819	Electro-diagnostic apparatus, incl. apparatus for functional exploratory examination	5,487,000	5,922,000	13,946,000
870323	Motor cars and other motor vehicles principally designed for the transport of persons	13,863,000	13,090,000	13,846,000

# TRADE COMPLIMENTARITY



# Pakistan's Theoretical Potential for Additional Exports to Germany, 2017

## Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL EXPORTS IN 2017 (US\$)	POTENTIAL EXPORTS IN 2017 (US\$)
620342	Men's or boys trousers, bib and brace overalls, breeches and shorts, of cotton	35,343,000	375,080,000
220710	Undenatured ethyl alcohol, of actual alcoholic strength of >= 80%	0	361,533,000
170199	Cane or beet sugar and chemically pure sucrose, in solid form	0	314,867,000
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	49,218,000	311,357,000
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton	43,780,000	263,627,000
100630	Semi-milled or wholly milled rice, whether or not polished or glazed	7,416,000	258,383,000
420310	Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear	76,507,000	199,077,000
630210	Bedlinen, knitted or crocheted	76,653,000	196,855,000
611595	Full-length or knee-length stockings, socks and other hosiery, incl. footwear	17,591,000	182,295,000
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	20,908,000	176,849,000



# Pakistan's Theoretical Potential for Additional Imports from Germany, 2017

## Top 10 Potential Products (HS 06)

HS CODE	DESCRIPTION	ACTUAL IMPORTS IN 2017 (US\$)	POTENTIAL IMPORTS IN 2017 (US\$)
720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production)	5,844,000	860,958,000
851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	16,000	760,248,000
854140	Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled	3,236,000	653,317,000
870321	Motor cars and other motor vehicles principally designed for the transport of persons	824,000	574,364,000
720441	Turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings of iron	5,345,000	505,104,000
390210	Polypropylene, in primary forms	41,000	466,052,000
722530	Flat-rolled products of alloy steel other than stainless, of a width of $\geq$ 600 mm	0	402,236,000
720839	Flat-rolled products of iron or non-alloy steel, of a width of $\geq$ 600 mm, in coils,	540,000	346,952,000
870322	Motor cars and other motor vehicles principally designed for the transport of persons	16,701,000	345,999,000
151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	0	338,035,000