

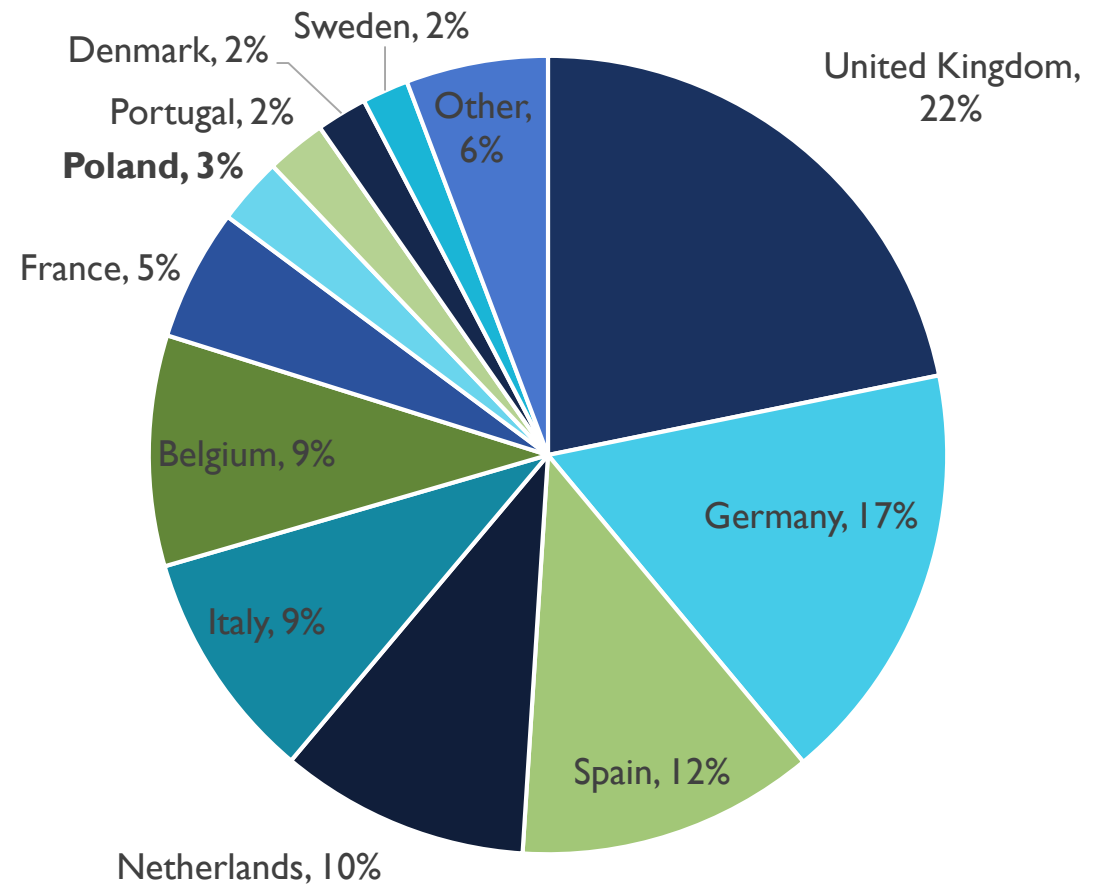


POLAND – PAKISTAN TRADE



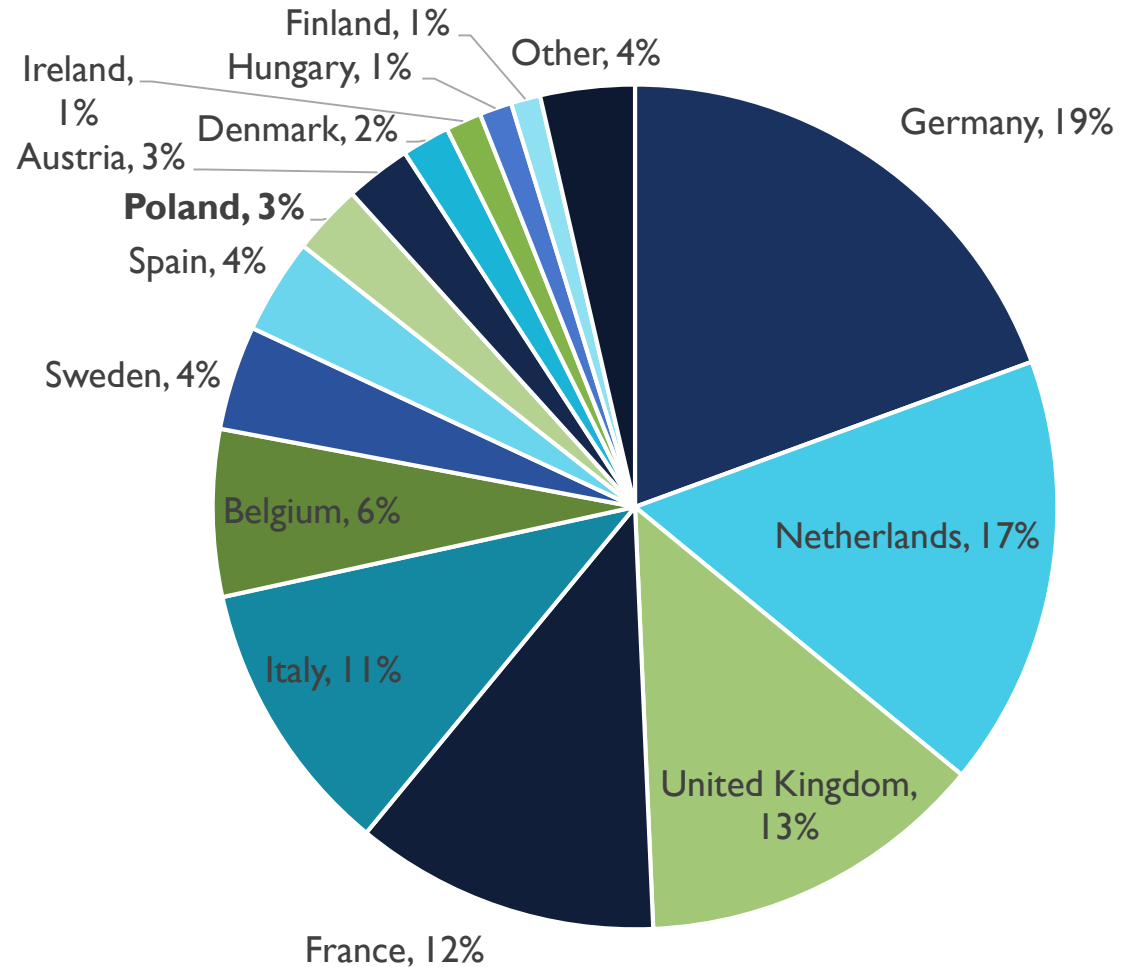
PAKISTAN'S EXPORTS TO THE EU(28), 2017

- EU is Pakistan's largest export market representing 34% of exports.
- Poland accounted for 3% of total EU exports from Pakistan in 2017.

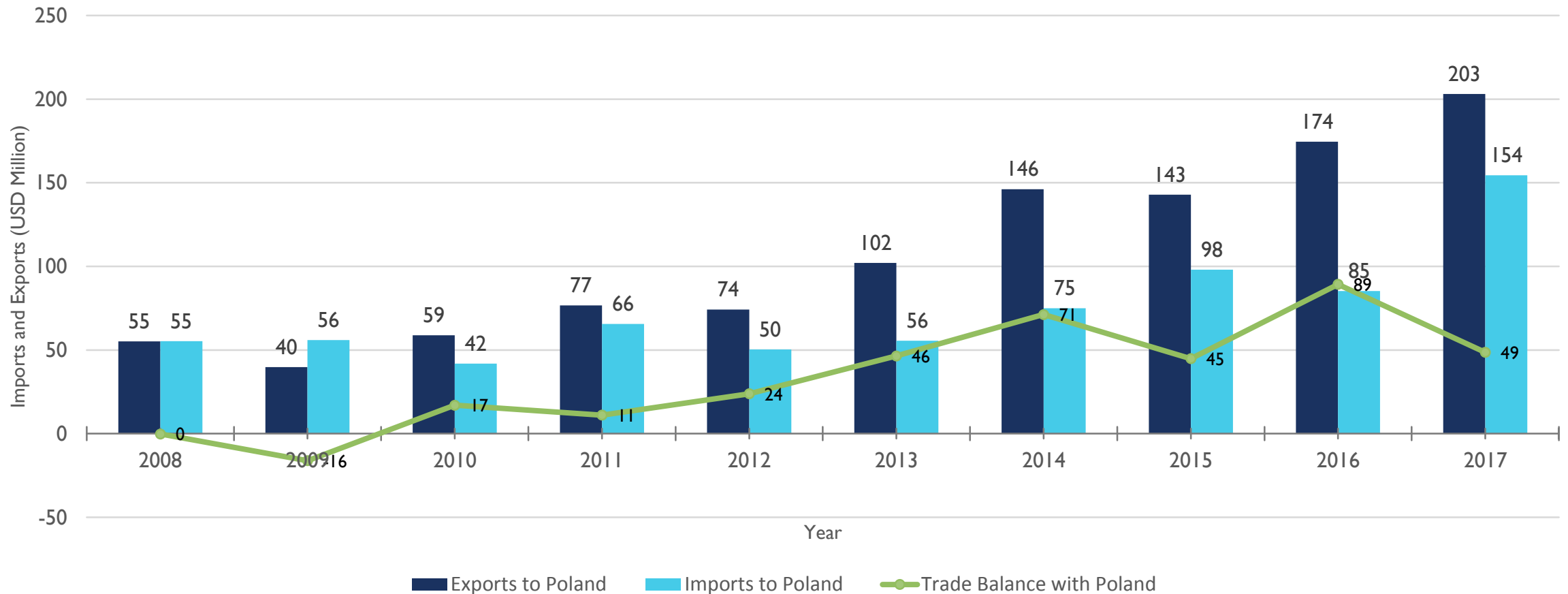


PAKISTAN'S IMPORTS FROM THE EU(28), 2017

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$5.72 billion in 2017.
- Poland accounts for 3% of Pakistan's imports from the EU and 0.26% of total imports from the world



PAKISTAN POLAND TRADE TRENDS



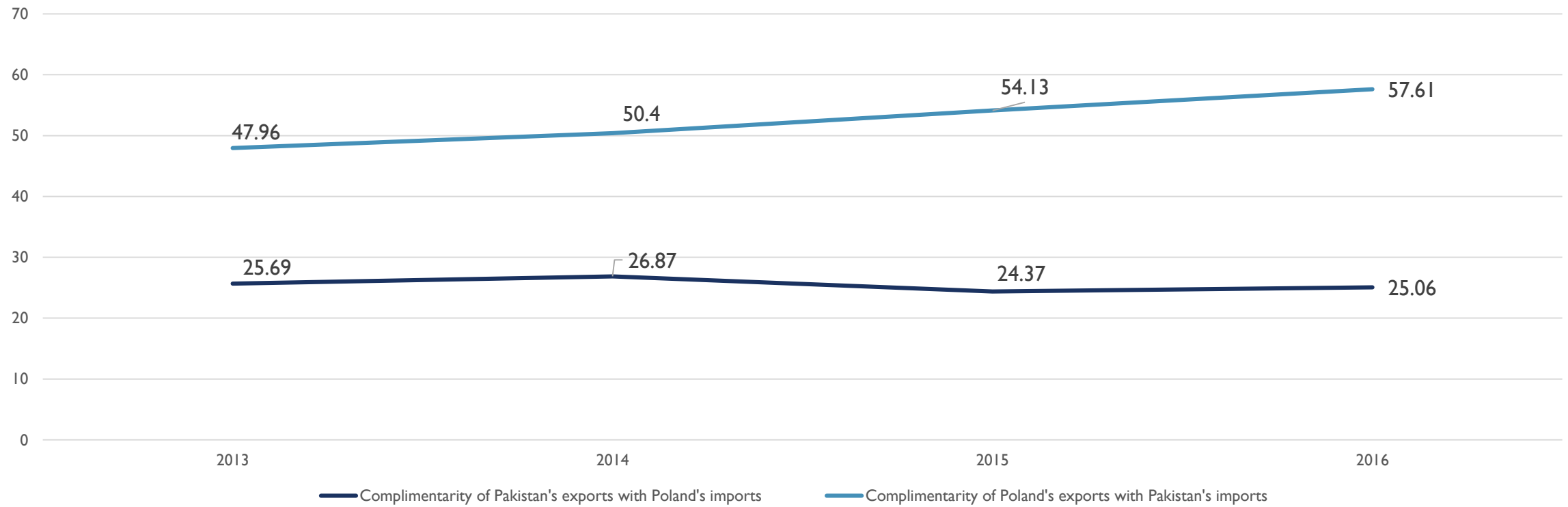
PAKISTAN'S TOP 10 EXPORTS TO POLAND

HS CODE	DESCRIPTION	EXPORT VALUE 2015 (US\$)	EXPORT VALUE 2016 (US\$)	EXPORT VALUE 2017 (US\$)
620322	Men's or boys' ensembles of cotton	4,467,000	11,829,000	47,913,000
630231	Bedlinen of cotton (excluding printed, knitted or crocheted)	13,685,000	18,536,000	19,573,000
630260	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton	8,687,000	14,905,000	14,050,000
630210	Bedlinen, knitted or crocheted	9,132,000	9,837,000	12,633,000
420329	Gloves, mittens and mitts, of leather or composition leather	4,797,000	5,838,000	7,133,000
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton	12,714,000	17,460,000	7,108,000
620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton	13,814,000	15,391,000	4,865,000
551341	Plain woven fabrics containing predominantly, but < 85% polyester staple fibres	1,508,000	2,763,000	4,035,000
521021	Plain woven fabrics of cotton, containing predominantly, but < 85% cotton by weight	2,733,000	4,338,000	3,978,000
100630	Semi-milled or wholly milled rice, whether or not polished or glazed	964,000	2,449,000	3,500,000

PAKISTAN'S TOP 10 IMPORTS FROM POLAND

HS CODE	DESCRIPTION	IMPORT VALUE 2015 (US\$)	IMPORT VALUE 2016 (US\$)	IMPORT VALUE 2017 (US\$)
840681	Steam and other vapour turbines, of an output > 40 MW	0	0	25,856,000
840682	Steam and other vapour turbines, of an output <= 40 MW	0	0	25,252,000
270400	Coke and semi-coke of coal, of lignite or of peat	14,423,000	10,709,000	17,608,000
960200	Worked vegetable or mineral carving material and articles of these materials n.e.s	0	0	8,984,000
821210	Non-electric razors of base metal	5,890,000	4,538,000	7,280,000
720449	Waste and scrap of iron or steel	4,907,000	8,881,000	7,145,000
630900	Worn clothing and clothing accessories, blankets and travelling rugs, household linen	7,107,000	4,865,000	6,921,000
720441	Turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings of iron	930,000	4,907,000	6,258,000
190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	3,359,000	3,135,000	6,070,000
480411	Unbleached kraftliner, uncoated, in rolls of a width > 36 cm	5,296,000	5,310,000	4,473,000

TRADE COMPLIMENTARITY



Pakistan's Theoretical Potential for Additional Exports to Poland, 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	7,108,000	403,315,000
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	2,474,000	358,101,000
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	54,000	197,703,000
620462	Women's or girls trousers, bib and brace overalls, breeches and shorts of cotton	4,865,000	192,210,000
390761	Poly"ethylene terephthalate", in primary forms, having a viscosity number of ≥ 78 ml/g	0	134,577,000
410712	Grain splits leather "incl. parchment-dressed leather", of the whole hides and skins of bovine	584,000	113,811,000
220710	Undenatured ethyl alcohol, of actual alcoholic strength of $\geq 80\%$	0	111,781,000
610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton)	287,000	106,129,000
740400	Waste and scrap, of copper (excluding ingots or other similar unwrought shapes)	40,000	85,835,000
611595	Full-length or knee-length stockings, socks and other hosiery, incl. footwear	3,056,000	84,294,000

Pakistan's Theoretical Potential for Additional Imports from Poland, 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	1,000	655,101,000
870321	Motor cars and other motor vehicles principally designed for the transport of persons	0	575,188,000
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	1,001,000	367,134,000
870322	Motor cars and other motor vehicles principally designed for the transport of persons	0	362,700,000
870323	Motor cars and other motor vehicles principally designed for the transport of persons	5,000	340,742,000
390120	Polyethylene with a specific gravity of $\geq 0,94$, in primary forms	0	289,796,000
851762	Machines for the reception, conversion and transmission or regeneration of voice, images	58,000	285,412,000
401120	New pneumatic tyres, of rubber, of a kind used for buses and lorries	14,000	253,653,000
847130	Data-processing machines, automatic, portable, weighing ≤ 10 kg	0	243,883,000
720839	Flat-rolled products of iron or non-alloy steel, of a width of ≥ 600 mm, in coils	0	235,795,000