

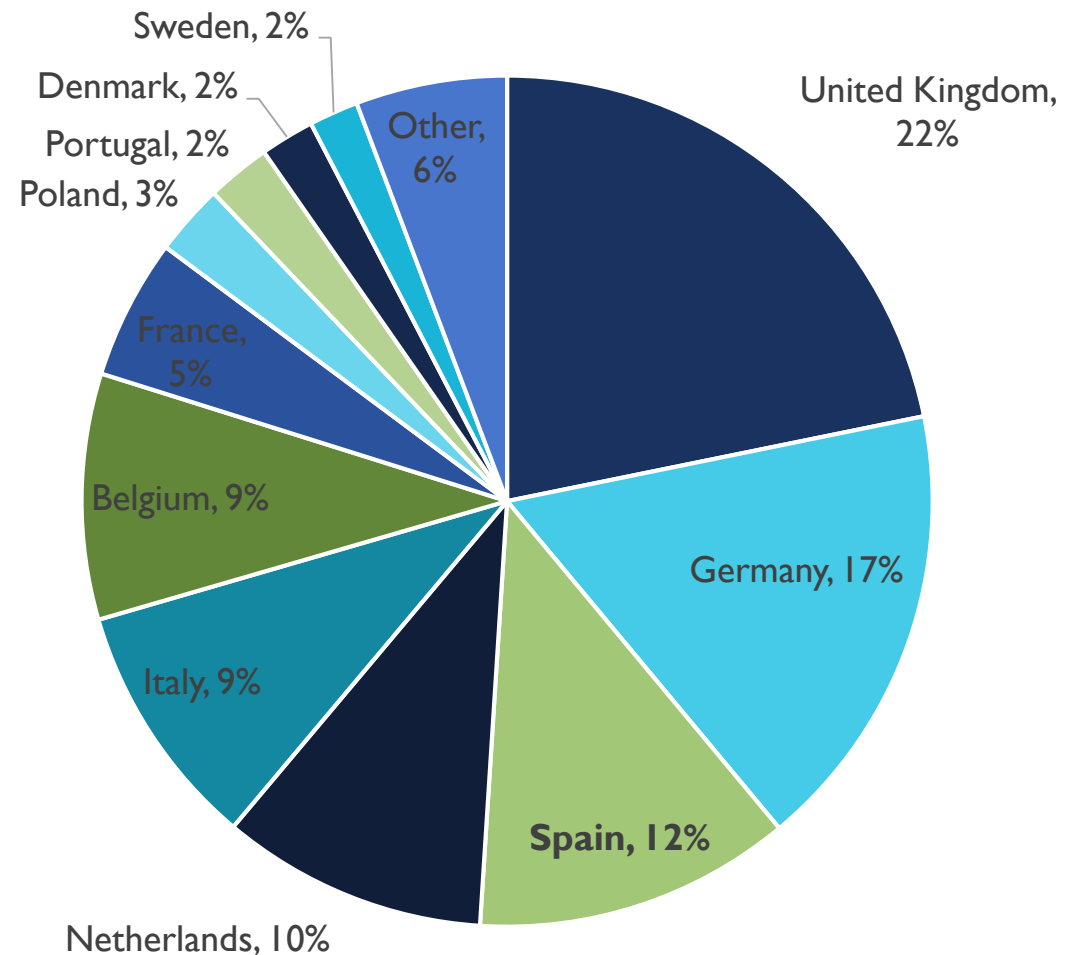


SPAIN – PAKISTAN TRADE



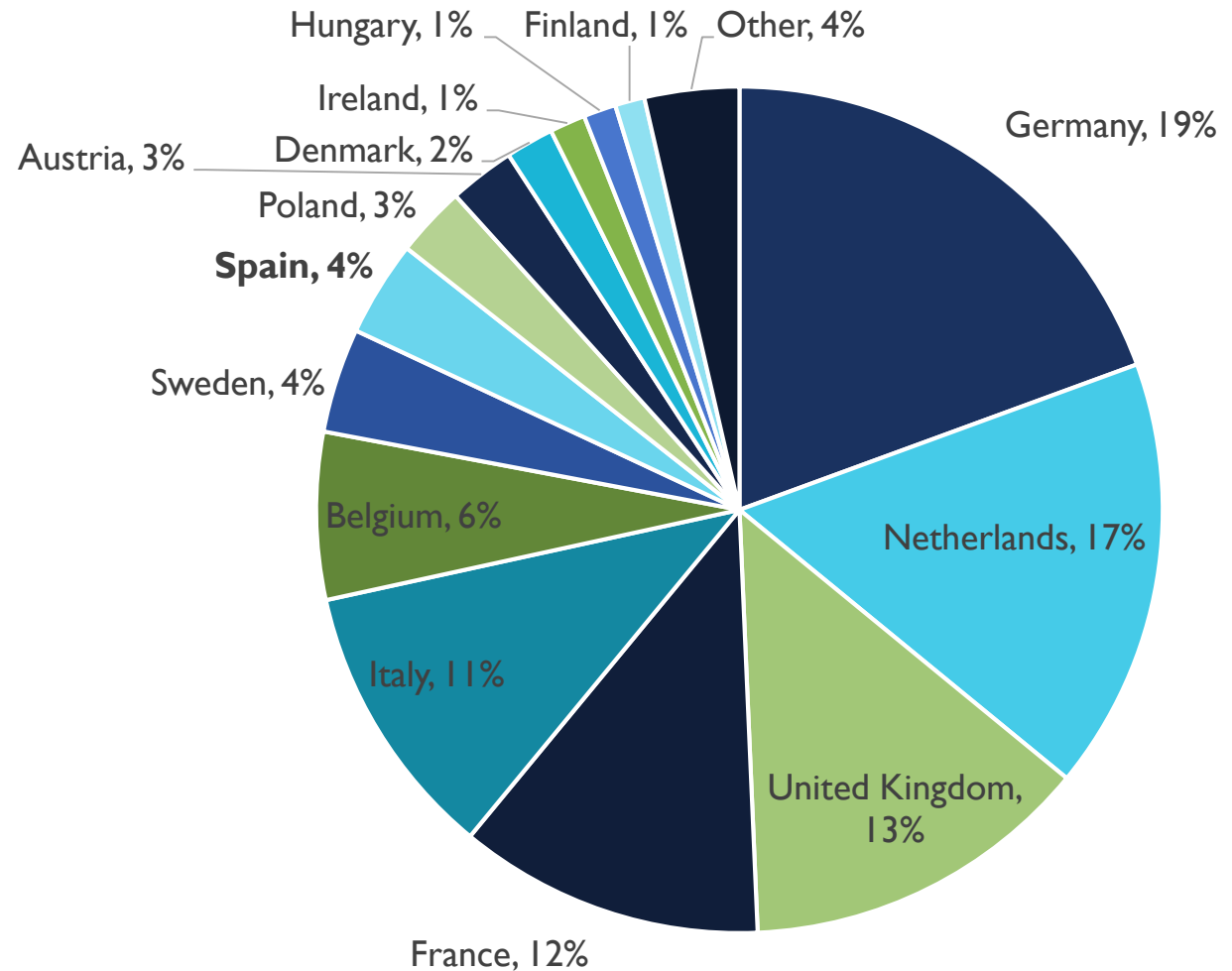
PAKISTAN'S EXPORTS TO THE EU(28), 2017

- EU is Pakistan's largest export market representing 34% of exports.
- Spain accounted for 12% of total EU exports from Pakistan in 2017.

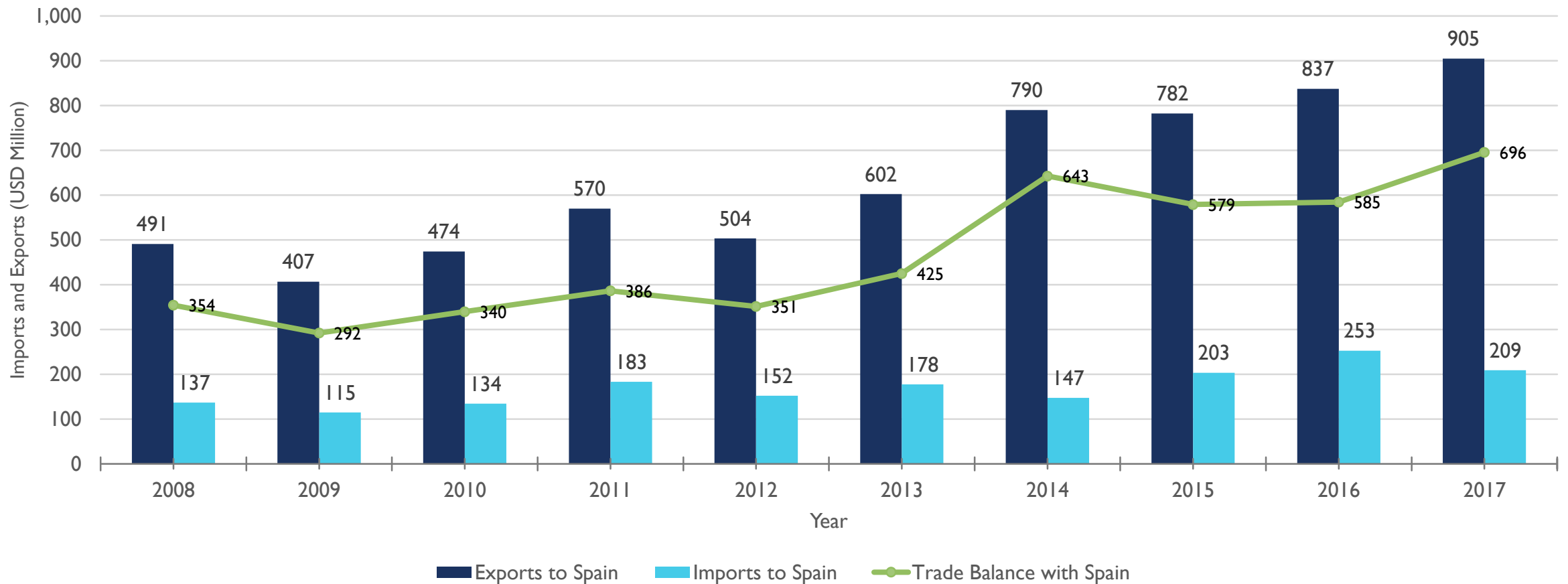


PAKISTAN'S IMPORTS FROM THE EU(28), 2017

- EU is Pakistan's 3rd largest import partner after China and UAE.
- Imports from the EU stood at \$5.72 billion in 2017.
- Spain accounts for 4% of Pakistan's imports from the EU and 0.36% of total imports from the world



PAKISTAN SPAIN TRADE TRENDS



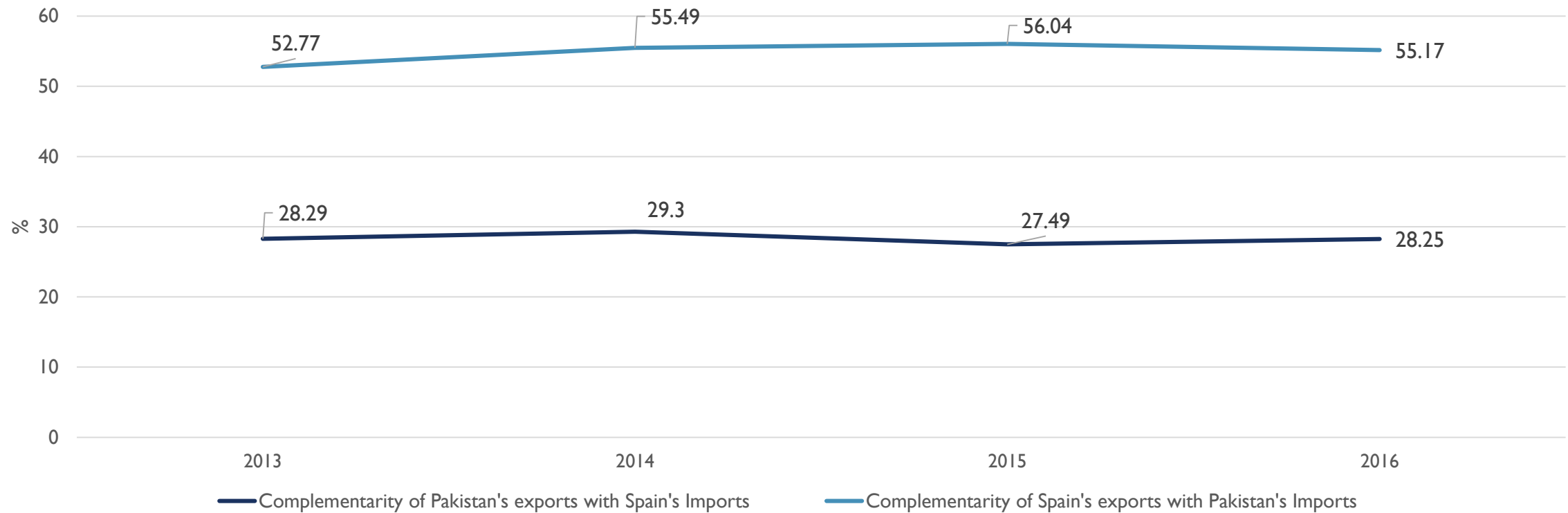
PAKISTAN'S TOP 10 EXPORTS TO SPAIN

| HS CODE | DESCRIPTION | EXPORT VALUE 2015 (US\$) | EXPORT VALUE 2016 (US\$) | EXPORT VALUE 2017 (US\$) |
|---------|---|-----------------------------|-----------------------------|-----------------------------|
| 620322 | Men's or boys' ensembles of cotton | 23,216,000 | 74,101,000 | 211,115,000 |
| 620342 | Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton | 133,641,000 | 101,300,000 | 58,044,000 |
| 630239 | Bedlinen of textile materials | 35,808,000 | 44,688,000 | 45,874,000 |
| 420310 | Articles of apparel, of leather or composition leather | 39,777,000 | 43,950,000 | 33,949,000 |
| 630260 | Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton | 20,627,000 | 23,831,000 | 30,095,000 |
| 630231 | Bedlinen of cotton (excluding printed, knitted or crocheted) | 22,365,000 | 26,040,000 | 27,391,000 |
| 610349 | Men's or boys' trousers, bib and brace overalls, breeches | 9,440,000 | 22,275,000 | 26,885,000 |
| 630210 | Bedlinen, knitted or crocheted | 23,487,000 | 23,852,000 | 25,872,000 |
| 100630 | Semi-milled or wholly milled rice, whether or not polished or glazed | 14,152,000 | 9,161,000 | 21,116,000 |
| 220710 | Undenatured ethyl alcohol, of actual alcoholic strength of \geq 80% | 8,557,000 | 14,817,000 | 20,585,000 |

PAKISTAN'S TOP 10 IMPORTS FROM SPAIN

| HS CODE | DESCRIPTION | IMPORT VALUE 2015 (US\$) | IMPORT VALUE 2016 (US\$) | IMPORT VALUE 2017 (US\$) |
|---------|---|-----------------------------|-----------------------------|-----------------------------|
| 300490 | Medicaments consisting of mixed or unmixed products | 11,104,000 | 12,758,000 | 11,766,000 |
| 720449 | Waste and scrap of iron or steel | 6,715,000 | 5,485,000 | 6,647,000 |
| 150990 | Olive oil and fractions obtained from the fruit of the olive tree solely by mechanical | 4,586,000 | 5,120,000 | 6,527,000 |
| 520100 | Cotton, neither carded nor combed | 834,000 | 3,711,000 | 6,359,000 |
| 690723 | Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight | 0 | 0 | 6,252,000 |
| 320740 | Glass frit and other glass in the form of powder, granules or flakes | 3,103,000 | 3,833,000 | 5,598,000 |
| 842240 | Packing or wrapping machinery, incl. heat-shrink wrapping machinery | 518,000 | 3,632,000 | 4,970,000 |
| 847990 | Parts of machines and mechanical appliances, n.e.s. | 199,000 | 34,000 | 4,562,000 |
| 760200 | Waste and scrap, of aluminium | 3,886,000 | 3,218,000 | 4,286,000 |
| 850434 | Transformers having a power handling capacity > 500 kVA | 0 | 35,000 | 3,996,000 |

TRADE COMPLIMENTARITY



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

Top 10 Potential Products (HS 06)

| HS CODE | DESCRIPTION | ACTUAL EXPORTS IN 2017 (US\$) | POTENTIAL EXPORTS IN 2017 (US\$) |
|---------|--|-------------------------------|----------------------------------|
| 901890 | Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s. | 1,914,000 | 358,661,000 |
| 620342 | Mens or boys trousers, bib and brace overalls, breeches and shorts, of cotton | 58,044,000 | 352,379,000 |
| 170199 | Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar | 0 | 342,901,000 |
| 610910 | T-shirts, singlets and other vests of cotton, knitted or crocheted | 5,054,000 | 192,703,000 |
| 620462 | Womens or girls trousers, bib and brace overalls, breeches and shorts of cotton | 16,294,000 | 180,781,000 |
| 610510 | Mens or boys shirts of cotton, knitted or crocheted (excluding nightshirts, T-shirts, singlets | 14,367,000 | 153,977,000 |
| 611595 | Full-length or knee-length stockings, socks and other hosiery, incl. footwear without applied | 6,334,000 | 150,498,000 |
| 420310 | Articles of apparel, of leather or composition leather (excluding clothing accessories, footwear | 33,949,000 | 143,612,000 |
| 610990 | T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton) | 2,719,000 | 103,697,000 |
| 630260 | Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton | 30,095,000 | 101,777,000 |

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

Top 10 Potential Products (HS 06)

| HS CODE | DESCRIPTION | ACTUAL IMPORTS IN 2017 (US\$) | POTENTIAL IMPORTS IN 2017 (US\$) |
|---------|--|-------------------------------|----------------------------------|
| 870321 | Motor cars and other motor vehicles principally designed for the transport of persons | 0 | 575,188,000 |
| 390210 | Polypropylene, in primary forms | 0 | 466,093,000 |
| 851712 | Telephones for cellular networks "mobile telephones" or for other wireless networks | 3,000 | 375,950,000 |
| 870322 | Motor cars and other motor vehicles principally designed for the transport of persons | 523,000 | 362,177,000 |
| 300490 | Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes | 1,1766,000 | 356,369,000 |
| 870323 | Motor cars and other motor vehicles principally designed for the transport of persons | 24,000 | 340,723,000 |
| 390110 | Polyethylene with a specific gravity of < 0,94, in primary forms | 580,000 | 331,029,000 |
| 850231 | Generating sets, wind-powered | 0 | 322,439,000 |
| 401120 | New pneumatic tyres, of rubber, of a kind used for buses and lorries | 245,000 | 253,422,000 |
| 847130 | Data-processing machines, automatic, portable, weighing <= 10 kg | 10,000 | 207,530,000 |