



**PUNJAB BOARD
OF INVESTMENT & TRADE**

Government of The Punjab

The Kingdom of Saudi Arabia

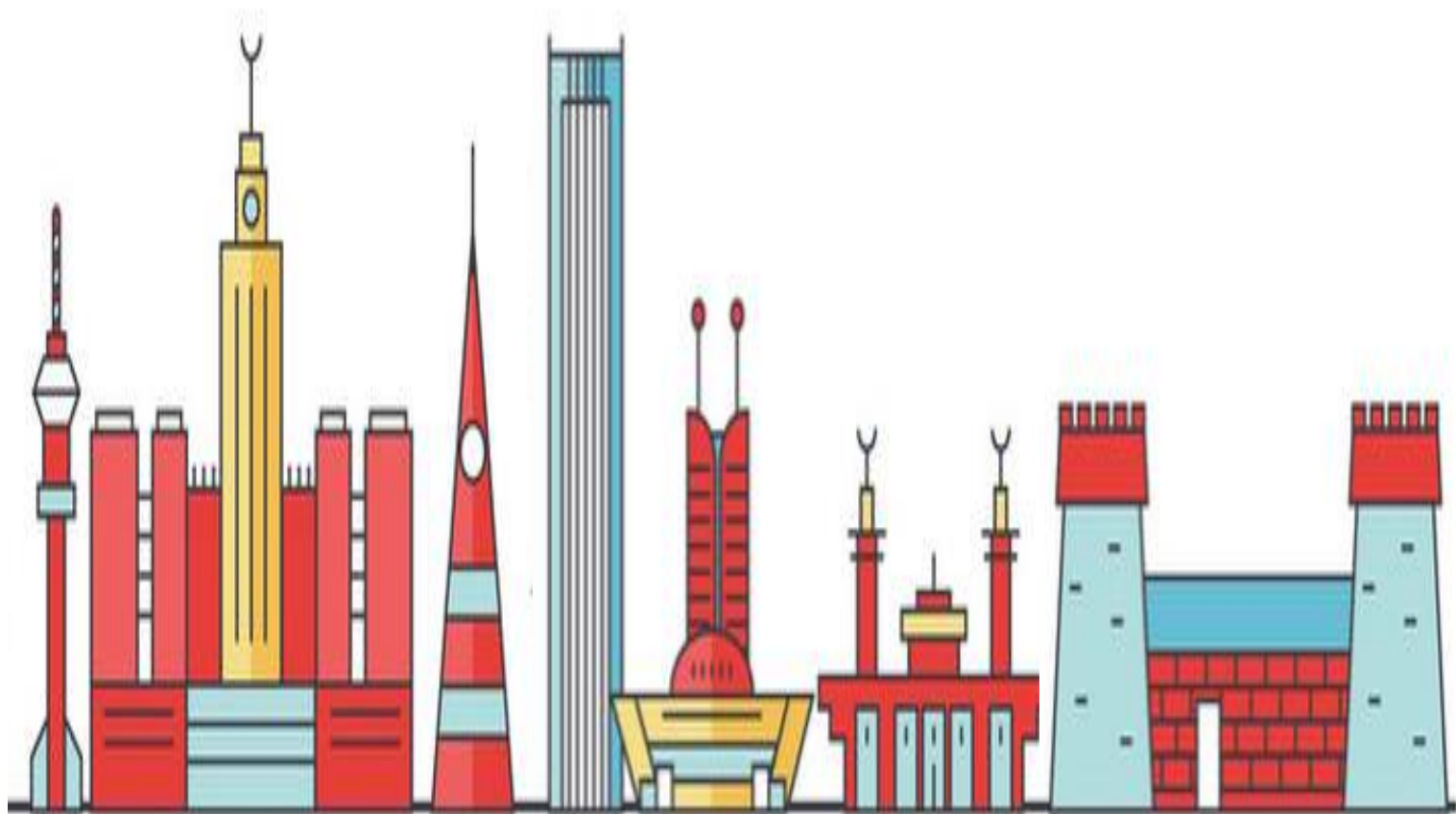
Exploring New Trade Opportunities

Analysis by Projects & Policy Research Department | PBIT | Aug 2018

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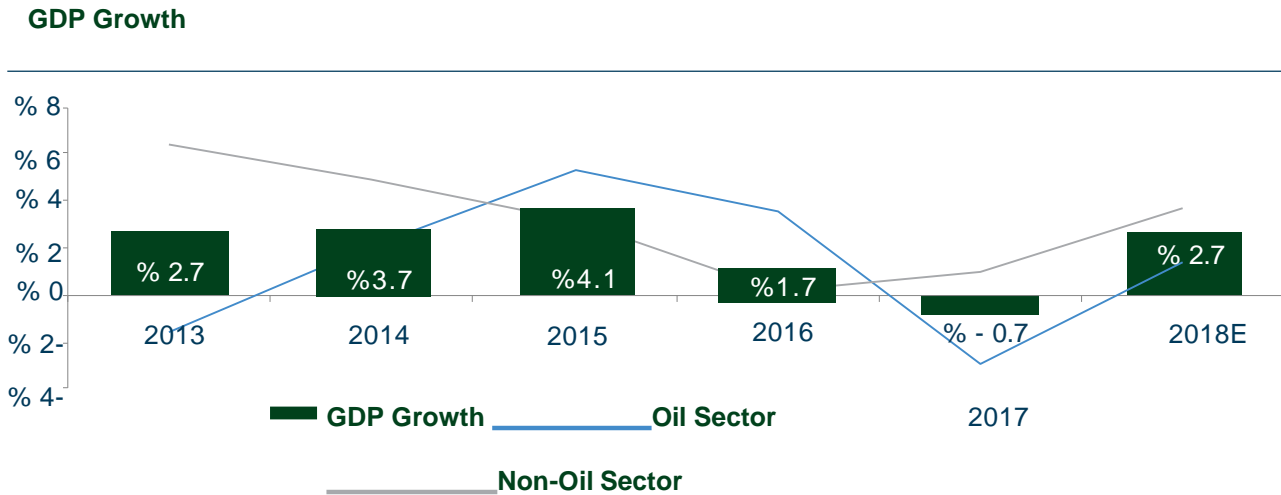


Economic Outlook- KSA

GDP Growth

Contribution from Oil and Non-Oil Sectors

KSA's GDP growth was slowed by 0.74% in 2017 compared to 1.7% growth in 2016. This negative growth can be largely ascribed to a decline in real oil GDP (negative growth of 3% during 2017). The non-oil sector, however, proved to be a breather, as it grew by 0.7% in 2017 (as compared to actual growth rate of 0.6% in the first half).



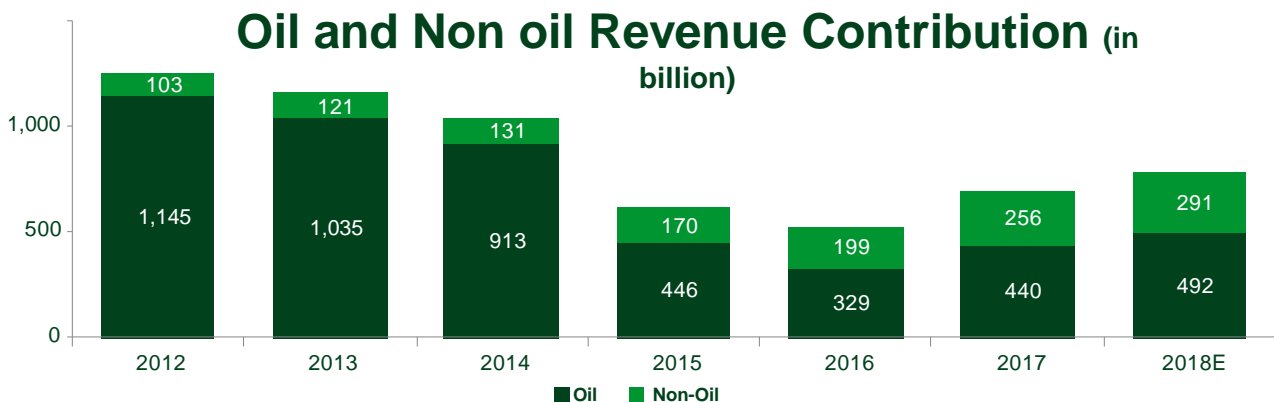
Source: Ministry of Finance – Budget Statement 2018

In 2018, the government expects real GDP to grow 2.7%, supported by a strong non-oil GDP growth rate of 3.7%. The private sector will play a major role in non-oil GDP growth. Furthermore, the IMF revised KSA's GDP growth outlook to 1.6% in 2018 compared to its previous estimate of 1.1%, although the pace of expansion remains below government estimates. Moreover, the ministry estimates that real GDP growth rate will surpass 2.8% in 2020, driven by the real non-oil GDP growth (expected to register a 3.2% increase in 2020).

It has been a challenging task for the government to shift the overall focus from an oil-centric economy to a diversified platform. However, with revolutionary reforms and tactical steps, the government managed to deliver, as non-oil sector outperformed in most of the parameters. The contribution of non-oil sectors towards KSA's GDP has increasingly strengthened over the years. Non-oil revenue rose to a staggering share of 36.8% (SAR 256bn) in 2017 from SAR 102.6bn (8.2% of the total revenue) in 2012. Furthermore, the trend is expected to continue going forward, with 2018 non-oil revenue estimated at SAR 291bn (37.2% of the total revenue expected).

Non-oil Revenue		
2017	265bn SAR	Growth 37%
2016	103bn SAR	

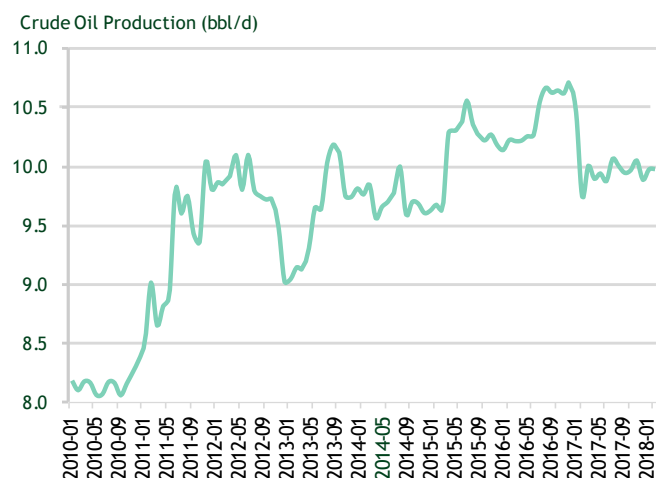
Oil Revenue		
2017	440bn SAR	Growth (27%)
2016	1145bn SAR	



Source: Ministry of Finance – Budget Statement 2018

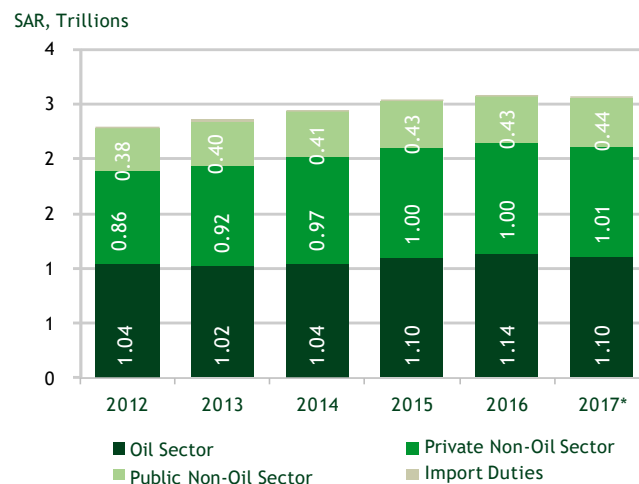
Economic Outlook- KSA

Saudi Arabia / Crude oil production in the KSA



Source: Joint Organizations Data Initiative (JODI).

Saudi Arabia / Institutional composition of the GDP (constant prices)



Source: KSA General Authority for Statistics.

TABLE 2 Saudi Arabia / Macro poverty outlook indicators

(annual percent change unless indicated otherwise)

	2015	2016	2017 e	2018 f	2019 f	2020 f
Real GDP growth, at constant market prices	4.1	1.7	-0.6	1.8	2.1	2.3
Private Consumption	6.8	2.3	1.8	2.6	2.5	2.9
Government Consumption	-1.8	-18.8	2.0	1.1	1.4	1.4
Gross Fixed Capital Investment	3.6	-15.9	1.7	2.0	3.8	4.1
Exports, Goods and Services	0.7	1.4	-0.5	1.9	1.7	1.8
Imports, Goods and Services	1.5	-24.3	2.2	2.6	2.8	3.0
Real GDP growth, at constant factor prices	3.5	1.8	-0.6	1.8	2.1	2.3
Agriculture	0.6	0.6	0.0	0.2	0.6	0.6
Industry	5.0	2.5	-0.3	1.4	2.0	2.0
Services	1.4	0.9	-1.1	2.5	2.4	2.9
Inflation (Consumer Price Index)	2.2	3.5	-0.1	4.9	1.9	2.3
Current Account Balance (% of GDP)	-8.7	-4.3	1.7	2.1	2.3	2.4
Fiscal Balance (% of GDP)	-15.8	-16.9	-9.0	-7.6	-4.9	-2.4

Source: World Bank, Poverty & Equity and Macroeconomics, Trade & Investment Global Practices.

Notes: e = estimate, f = forecast.

Foreign Direct Investment - KSA

In recent years, FDI flows to Saudi Arabia have followed a downward trend. According to UNCTAD's World Investment Report 2018, FDI flows contracted by 4/5 between 2016 and 2017, from 7.4 to 1.4 billion dollars. The significant divestments that occurred in 2017 and the negative intercompany loans by multinationals have largely contributed to this decline. The country, traditionally is one of the largest recipients of FDI in West Asia, saw its share of flows in the region increase from 53% in 2009, to 27% in 2015 and barely 6% in 2017. The stock FDI meanwhile rose slightly (+ 0.3%) and reached 232 billion in 2017. (source :UNCTAD)

The United States, the United Arab Emirates, France, Singapore, Kuwait and Malaysia are the main investors in Saudi Arabia in 2016. The investments are mainly oriented towards the chemical industry, real estate, tourism, fossil fuels, automobiles and machinery.

The government has invested heavily in national infrastructure to attract investment, and FDI is seen as one of the most effective ways to diversify the economy and provide employment for younger generations. The government recently announced the opening of the retail and wholesale sectors to 100% foreign ownership and has launched a large privatization programme. Furthermore, The Saudi Capital Market Authority announced measures to ease restrictions on foreign investment in January 2018 and as such, foreign establishments will need to have USD 500 million worth of assets under management instead of USD 1 billion in order to qualify as an investor in the stock market. The authorities welcome FDI due to its ability to transfer technology, employ and train the national workforce, foster economic development and enhance local raw materials. The country's controlled inflation and relatively stable exchange rate, openness to foreign capital in upstream gas, as well as extensive privatization programmes are among the advantages attracting investors to the country. The dynamic performance of the banking sector is driving the growth of the non-oil sector. Lastly, access to the world's largest oil reserves, very low energy costs and a high standard of living are decisive factors for foreign investors. Saudi Arabia ranked 92nd out of 190 economies in the World Bank's Doing Business report (same ranking as 2017), with a score (62.5) higher than the regional average in the Middle East and North Africa (56.72)

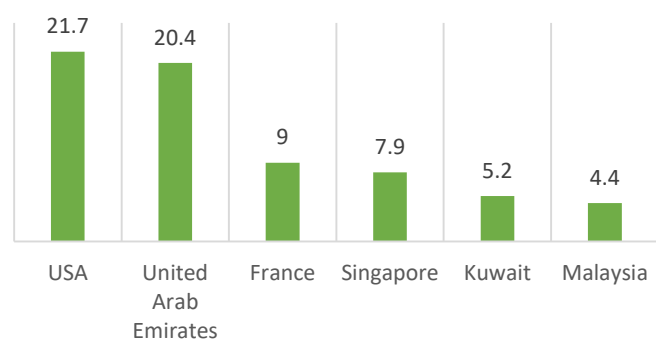


Foreign Direct Investment- KSA

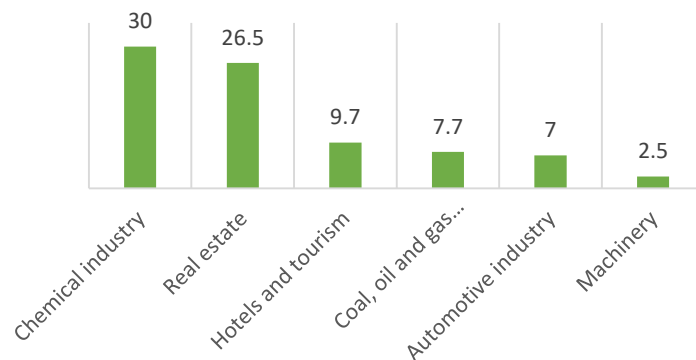
FDI flow, Middle Eastern Countries, 2012-2017 (millions of Dollars)

		2012	2013	2014	2015	2016	2017
Saudi Arabia	FDI inflows	12,182	8,865	8,012	8,141	7,453	1,421
	FDI outflow	4,402	4,943	5,396	5,390	8,936	5,625
Kuwait	FDI inflows	2,873	1,434	953	311	419	301
	FDI outflow	6,741	16,648	(10,468)	5,367	4,528	8,112
Oman	FDI inflows	1,365	1,612	1,287	(2,172)	1,680	1,867
	FDI outflow	884	934	1,358	336	356	396
Qatar	FDI inflows	396	(840)	1,040	1,071	774	986
	FDI outflow	884	934	1,358	336	356	396
Bahrain	FDI inflows	1,545	3,729	1,519	65	243	519
	FDI outflow	516	532	(394)	3,191	(880)	229
Jordan	FDI inflows	1,548	1,947	2,178	1,600	1,553	1,665
	FDI outflow	5	16	83	1	3	7
UAE	FDI inflows	9,567	9,765	11,072	8,551	9,605	10,354
	FDI outflow	2,536	8,828	11,736	16,692	12,964	13,956

Investing Countries, 2016, in %



Main Invested Sectors, 2016, in %



Foreign Direct Investment	2015	2016	2017
FDI Inward Flow (million USD)	8,141	7,453	1,421
FDI Stock (million USD)	224,050	231,502	232,228
Number of Greenfield Investments***	92	90	89
FDI Inwards (in % of GFCF****)	4.2	4.5	n/a
FDI Stock (in % of GDP)	34.4	36.2	n/a

* The UNCTAD Inward FDI Performance Index is Based on a Ratio of the Country's Share in Global FDI Inflows and its Share in Global GDP. ** The UNCTAD Inward FDI Potential Index is Based on 12 Economic and Structural Variables Such as GDP, Foreign Trade, FDI, Infrastructures, Energy Use, R&D, Education, Country Risk. *** Green Field Investments Are a Form of Foreign Direct Investment Where a Parent Company Starts a New Venture in a Foreign Country By Constructing New Operational Facilities From the Ground Up. **** Gross Fixed Capital Formation (GFCF) Measures the Value of Additions to Fixed Assets Purchased By Business, Government and Households Less Disposals of Fixed Assets Sold Off or Scrapped.

Quick Facts



Saudi Arabia is the world's largest country without a river. Its agriculture is almost entirely dependent on the underground aquifer, but that is also near depletion. Saudi Arabia already desalinates more seawater than anywhere else on the planet, but still needs more.



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Saudi Arabia has been ruled by the Al Saud Family since its inception as a nation in 1923. The Saudi King official title is the "Custodian of the Holy Mosques" to signify the country's jurisdiction over Makkah.



AL-Ahsa is the largest oasis in all of Asia and has been nominated as one of the 7 Natural wonders



Over 95% of Saudi Arabia is desert or semi desert with temperatures that can surpass 40-45 C.



Birthplace of Islam, holds the largest and sacred Holy Mosques for Muslims, where once a lifetime visit is compulsion for every Muslim who can afford it.

Trade Overview- PAK & KSA

Top major commodities Pakistan exporting to the world includes Textile garments and cotton fabric (57%), Cereal Products (8%), Leather Products (5%), Surgical & Medical instruments, sugar by-products and frozen fish products each (2%) respectively.

Over the period Pakistan export showing a declining trend mainly due to Down surge in exports of cotton, textile, cereal products and sugar confectionery by-product. However in 2017, Pakistan export increased due to the recovery in textile products, sugar confectionery, Beverages, cereal products and Fish exports.

On contrary major imports includes Petroleum Products (24%), Machinery and Mechanical appliances (20%), Iron & steel products (6%), edible oil and extracts, vehicles and spare parts collectively (11%). It is important to mention that Pakistan imports from the world is up surge through out the review period with considerable increase of major importing commodities (top import).

	2008	2013	2014	2015	2016	2017
Pakistan Exports	20,279,046	25,120,883	24,722,182	22,089,018	20,533,793	21,877,787
Change (%)		23.9%	(1.6%)	(10.7%)	(7.0%)	6.5%
Pakistan Imports	42,326,567	43,775,183	47,544,889	43,989,645	46,998,269	57,440,013
Change (%)		3.4%	8.6%	(7.5%)	6.8%	22.2%
Trade volume	62,605,613	68,896,066	72,267,071	66,078,663	67,532,062	79,317,800
Trade Balance	(22,047,521)	(18,654,300)	(22,822,707)	(21,900,627)	(26,464,476)	(35,562,226)
In (000 USD)						Source: Trademap.Org

Top major export items of KSA includes Petroleum Products nearly 80% of there exports to the world, ships & boats and Petro-chemicals collectively contributes 12%.

Post 2014, sharp decline was seen in global oil market (lowest \$30 per barrel), profoundly major reason of declining exports of KSA, until 2016. Later Global recovery was recorded in oil prices which contributed to increases in KSA export in 2017.

In order to avoid trade surplus shrinkage, due to decline in oil prices globally, KSA over the last 3 years have reduced its imports by -3, -21%, -3% in 2015,2016,2017 respectively. Major reduction in import over the period is represented by Machinery & Equipment, Iron & Steel products and Vehicles.

	2008	2013	2014	2015	2016	2017
KSA Exports	312,999,364	375,360,918	341,947,183	201,491,760	178,874,135	220,068,596
Change (%)		20%	-9%	-41%	-11%	23%
KSA imports	112,273,154	163,013,520	168,239,639	163,820,938	129,795,966	126,758,480
Change (%)		45%	3%	-3%	-21%	-2%
Trade Volume	425,272,518	538,374,438	510,186,822	365,312,698	308,670,101	346,827,076
Trade Surplus	200,726,210	212,347,398	173,707,544	37,670,822	49,078,169	93,310,116
In (000 USD)						Source: Trademap.Org

Bilateral Trade Between PAK & KSA

	2008	2013	2014	2015	2016	2017
Pakistan Exports to KSA	441,063	494,059	509,698	431,307	380,435	334,510
Change (%)		12%	3%	(15%)	(12%)	(12%)
Pakistan Imports From KSA	2,977,485	3,847,222	4,417,354	3,006,751	1,843,133	2,730,371
Change (%)		29%	15%	(32%)	(39%)	48%
Trade Volume	3,418,548	4,341,281	4,927,052	3,438,058	2,223,568	3,064,881
Trade Deficit	(2,536,422)	(3,353,163)	(3,907,656)	(2,575,444)	(1,462,698)	(2,395,861)
Change (USD)			(554,493)	1,332,212	1,112,746	(933,163)
In (000 USD)						

Source: Trademap.Org

Although the trade deficit between PAK & KSA is negative through out the period under review due to imports of excess Petroleum products, since KSA is the largest export of Oil in the world.

Nonetheless, the bilateral trade deficit over the recent years 2015-17 has considerably decreased by approx. \$ 1 billion due to global decreasing oil prices. Moreover during the same period Pakistan export to KSA also declined due to the fact that KSA calculatedly decreased its import to curtailing its shrinking trade surplus.

Major export to KSA includes textile garment (18%), agri-products (20%), Livestock/ meat (12%), dairy products and Leather products both having 3 % respectively. Following exporting commodities to KSA (annexure-1), Pakistan ranked among the most competitive nations therefore stood on the top imports % of KSA. (Top contribution to KSA imports is shown in figure-1). However in existing cereal exports to KSA specially rice, Pakistan is ranked among the top exporter globally but KSA imports less than 10% of the total rice imports from Pakistan. KSA is the biggest market for Pakistani rice exporters but over time, India is the top importing partner of KSA. However Thailand and USA is also competing with Pakistan in rice exports.

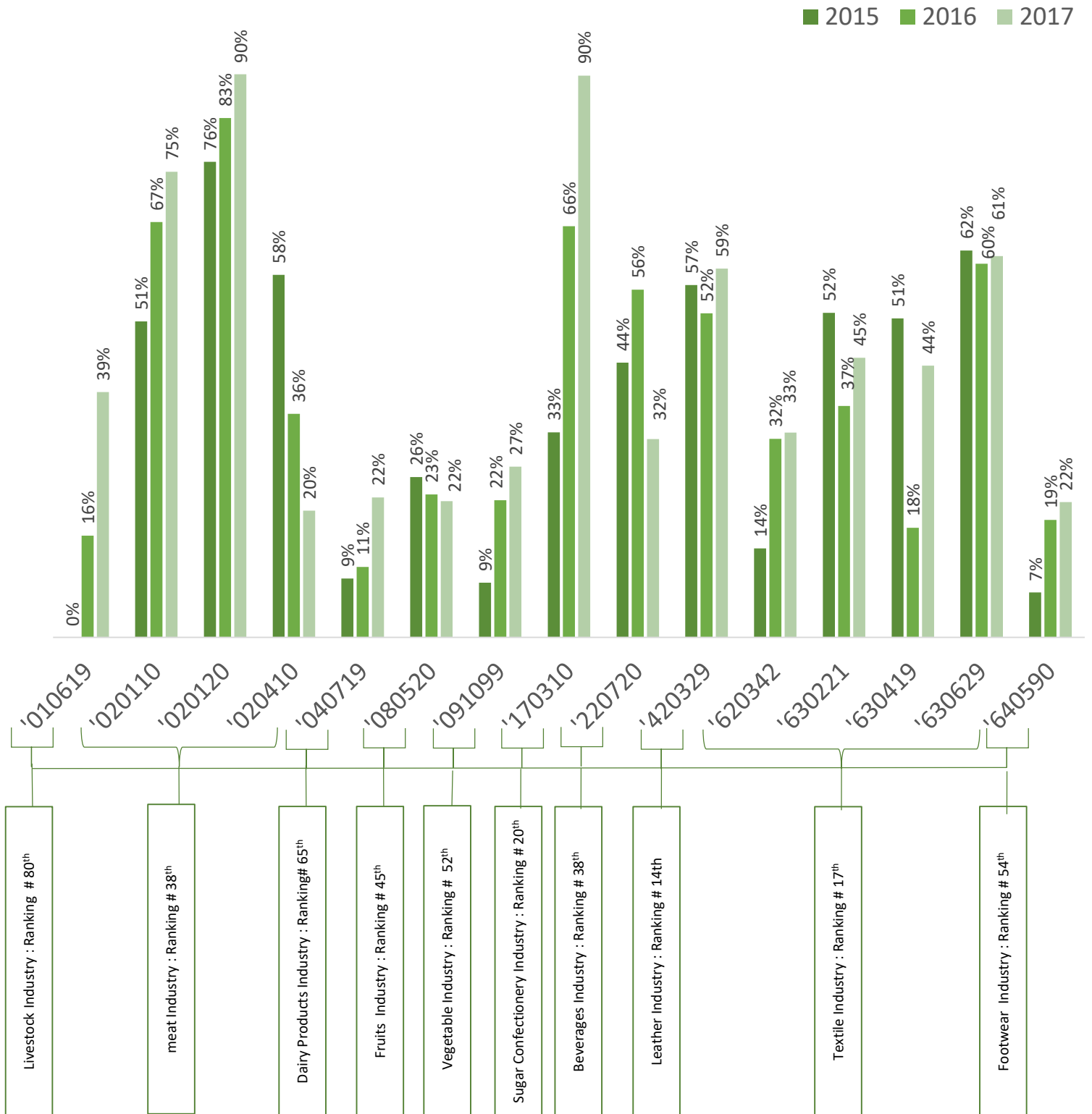
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Pakistan World's 68th exporter

KSA World's 32th importer

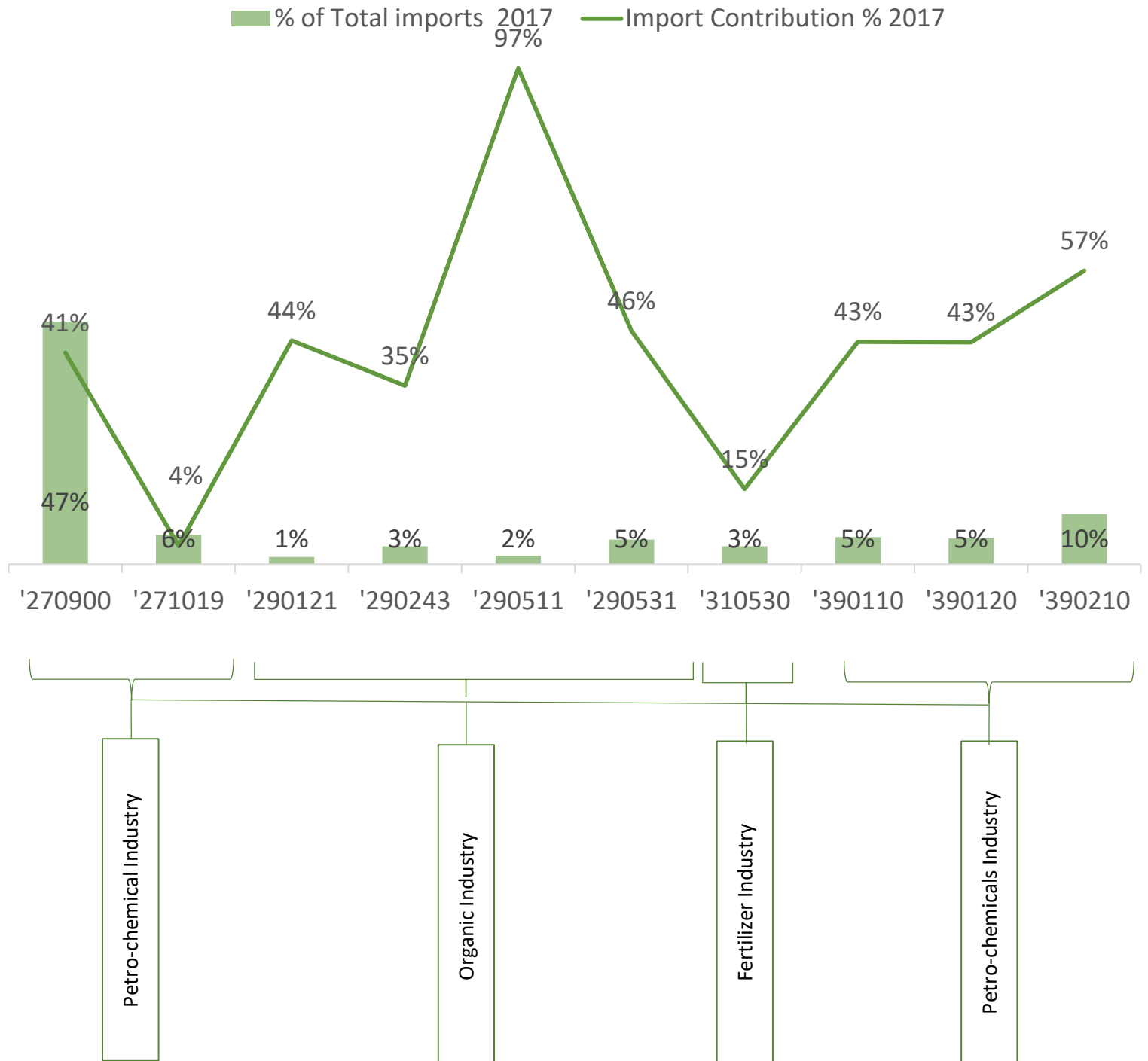
“The below analysis represent Percentage contribution by Pakistan in product wise imports of KSA per \$ 100”

Figure -1 Top Contribution to KSA imports



- The below analysis represent % contribution by KSA in product wise import by Pakistan per \$ 100
- % of Total imports represents Product wise contribution in total Pakistan imports from KSA
- i.e. 53% (HS code 270900, 271019) petroleum products of Pakistan are imported from KSA, whereas Petroleum products represents 45% share in total imports of KSA

Figure-2 Imports contribution Vs Total Imports Comparison



Source: For HS code description refer to Annexure-4

Executive Summary

The Kingdom of Saudi Arabia (richest Arab country) (19th largest economy of the world) (largest economy in the Middle East) owns around 22 per cent (OPEC) of the world's petroleum reserves of petroleum. Owing the top exporters of oil, the KSA economy is heavily dependent on oil for its revenue generation. The oil and gas sector accounts for about 42 percent of gross domestic product, and about 90 percent of export earnings. The major sector contribution in the GDP is the services sector, which contributes to 53.2 percent, Industry sector share in the GDP is 44.2 percent whereas agriculture sector has a minute share of 2.6 per cent.

Saudi Arabia is the largest economy in the Middle East and one of the richest Arab country. The economy of KSA the top producers of oil is heavily dependent on export of oil for its revenue generation. Due to the severe decline in oil prices post 2014, the Saudi economy had face decline in exports and other sectors of the economy. However, in 2017 trade surplus has improved, showing increase of 93 billion. Bilateral trade between Pakistan and KSA is closely tied with oil prices. Due to fall in oil prices, Pakistan's exports to Saudi Arabia declined due to KSA intentionally reduction in world imports to increase trade surplus. Pakistan's export basket for Saudi Arabia is agro products and textile based products and life stock, dairy products while Pakistan imports petroleum oil, petrochemicals, organic chemicals and fertilizer.

*To increase our export base in KSA market the transaction research team (PBIT) intends to find some potential products that Pakistan already exports to the world. Pakistan's overall export to the world is USD 21 billion while KSA imports from the world are USD 126 billion. **The criteria** to find potential trade to highlight those common products which Pakistan is exporting to the world value more than USD 5 million and KSA Importing from the world Value more than USD 50 Million. Furthermore, those products which Pakistan exporting to KSA which represents less than 1 % of KSA imports are also included in the analysis (refer page number 28).*

New Trade Potential : PAK exports > \$ 5m – KSA imports > \$ 50m

New Export potential to KSA – Recommendation

Despite export of major commodities (page 09) to KSA, new trade potential is identified in the following industry.

- Baby Food manufacturing
- Iron and steel manufacturing
- Soap & washing powder manufacturing
- Edible oil Industry
- Chemical Industry
- Engineering and electrical equipment's Manufacturing
- Specific by products of Maize, dairy, Leather, Fruits,

Moreover it is suggested that by trading in the below commodities Pakistan may capture its share in the import of KSA of nearly \$ 8 Billion.

Product code	Pakistan export-world	KSA import- world	Pakistan existing export-KSA
'851712	30,749	4,863,530	-
'840710	10,968	775,038	-
'190110	14,001	559,643	-
'100590	6,311	524,586	-
'730890	16,853	415,040	-
'300339	31,690	232,249	-
'230990	8,590	141,568	-
'080390	16,873	140,938	-
'721049	31,179	112,614	-
'340220	9,449	108,377	-
'730690	44,027	83,423	-
'420221	7,029	83,138	-
'151620	39,763	65,913	-
'040390	6,712	64,453	-
'283620	6,605	57,290	-
Total	280,799	8,227,800	

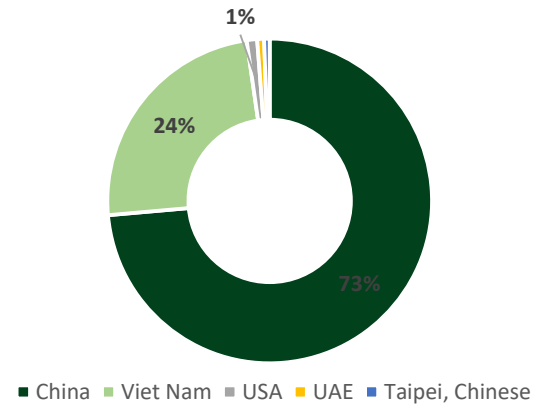
For HS code description refer to Annexure-5

Value "000" source: Data from International trade center

Electrical Equipment Manufacturer

HS Code 851712

KSA : Top Importing Countries

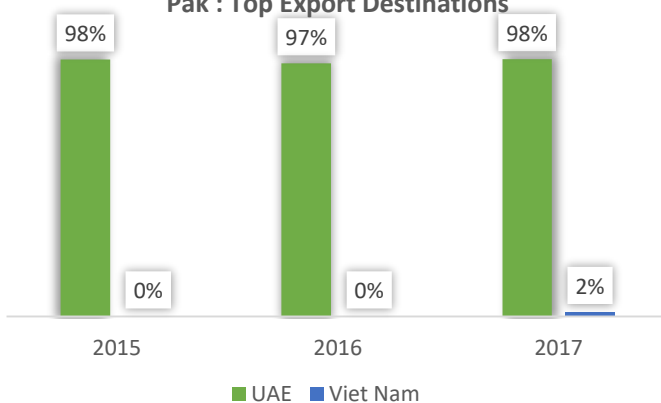


- **China** captures the major share in KSA market with (73%) share in 2017 followed by Viet Nam.
- All top exporters to KSA for this product are also top exporter to the world. However, Pakistan (Rank 60th world exporter) has potential for the trade with KSA.
- Electrical Equipment Manufacturing industry byproduct HS: 851712 shows a positive growth of 6% percent over the period of 3 years (2015-17) and KSA imports of the same commodity is showing a down surge of (10%).

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	China	3,199,810	2,448,771	3,552,221	5.4%
2	Viet Nam	2,308,715	1,247,740	1,164,592	(29.0%)
3	USA	260,024	73,974	49,902	(56.2%)
4	UAE	51,085	23,278	33,105	(19.5%)
5	Taipei,	58,404	36,794	26,521	(32.6%)

- The most competitive exporter in KSA market is China followed by UAE and Vietnam. *(their change in exports to KSA is better than change in imports of KSA: i.e. 5.4% - change in exports by China to KSA vs (10%) overall decrease in KSA imports of this product code).*
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. *(8.9% increase in Pakistan exports to the world vs 6.9% increase in world exports).* This also indicates Pakistan's industry potential to export its product in KSA market.

Pak : Top Export Destinations

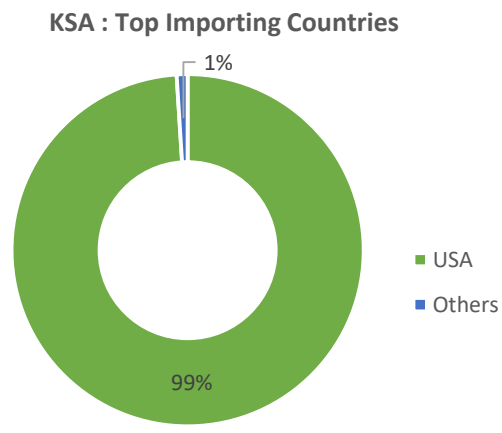


Ranking	Pakistan Top Export Destinations				Growth 3yrs
	Importers	2015	2016	2017	
1	UAE	25,451	30,324	30,230	9.0%
2	Viet Nam	0	0	519	

Ranking in 2017	Exporters	2015	2016	2017	Growth 3yrs
	World – Export	239,205,874	228,038,616	268,937,995	6.0%
60 th	Pakistan Exports to the World	25,921	31,356	30,749	8.9%
15 th	Saudi Arabia imports from the world	6,007,826	3,909,241	4,863,530	(10.0%)
	World - Imports	259,716,354	246,310,183	292,725,988	6.2%

Engineering Manufacturing / Aviation

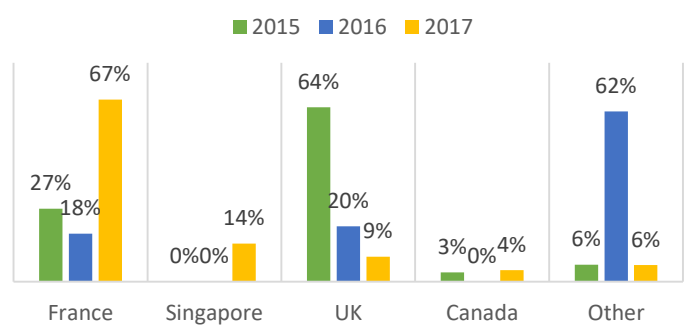
HS Code 840710



- **USA** is the only major exporter to KSA and captures more than 90 % KSA market share in 2017 and throughout the period.
- All top exporters to KSA for this product are not the top exporters of the world for this commodity and ranks 40th, 30th, 14th and 12th respectively for Poland, Turkey, Canada and Italy. However, Pakistan (Rank 21th world exporter) has potential for the trade with KSA.
- Engineering Manufacturing / Aviation industry byproduct HS: 840710 shows a positive growth of 11 percent over the period of 3 years (2015-17) and KSA although the top importer, its imports are showing down surge (22%). This also indicates Pakistan's industry potential to export its product in KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	USA	1,155,769	838,959	773,218	(18%)
2	Poland	-	-	749	0%
3	Italy	50	-	505	218%
4	Canada	4,936	-	483	(69%)
5	Turkey	-	-	50	0%

- The most competitive exporter in KSA market is Italy followed by Poland and USA. *(their Change in exports to KSA is better than change in imports of KSA from the world).*
- Pakistan's export competitiveness to the world is **High.** *(87% increase in Pakistan exports to the world vs 11% increase in world exports).* This also indicates Pakistan's industry potential to export its product in KSA market.

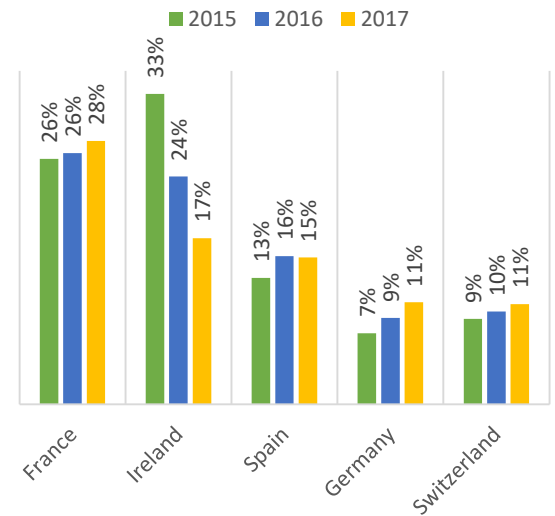


Ranking	Pakistan Top Export Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	France	838	2,172	7,301	195%
2	Singapore	-	-	1,529	-
3	UK	2,003	2,502	1,003	(29%)
4	Canada	109	-	459	105%
5	Thailand	-	-	376	-

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	3,424,450	3,707,984	4,201,657	11%
21 st	Pakistan Exports to the World	3,145	12,370	10,968	87%
1 st	Saudi Arabia imports from the world	1,194,713	897,680	775,038	(20%)
	World – Imports	3,161,986	3,495,888	3,949,575	12%

Baby Food Manufacturing HS Code 190110

KSA : Top Importing Countries

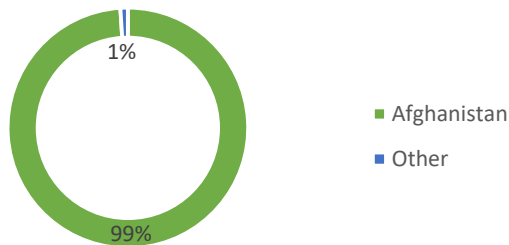


- KSA imports majority of the product from **France** (28%) in 2017, however, Ireland remains the second best import destination of KSA.
- All top exporters to KSA for this product are also top exporter to the world except Spain, which is 12th in world exports of this product. However, Pakistan (Rank 37th world exporter) has potential for the trade with KSA.
- Baby Food Manufacturing industry byproduct HS: 190110 shows a positive growth of 9 percent over the period of 3 years (2015-17) and KSA imports are decreasing (7%) over the period although stood the top importer of this commodity.

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	France	167,897	170,682	154,654	(4%)
2	Ireland	212,435	154,800	97,535	(32%)
3	Spain	86,631	100,768	86,252	0%
4	Germany	48,678	58,830	59,908	11%
5	Switzerland	58,396	62,974	58,869	0%

- The most competitive exporter in KSA market is Germany followed by Spain and Switzerland. *(their Change in exports to KSA is better than change in imports of KSA from the world).*
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. *28% increase in Pakistan exports to the world vs 9% increase in world exports). This also indicates Pakistan's industry potential to export its product in KSA market.*

Pak : Top Export Destinations

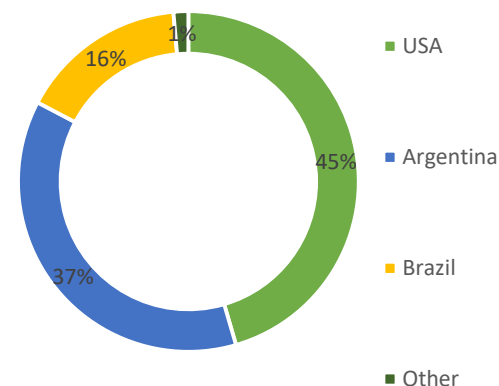


Pakistan Top Export Destinations					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	8,293	9,116	13,955	30%
2	UAE	-	-	46	-

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	8,176,606	9,090,610	9,679,162	9%
37 st	Pakistan Exports to the World	8,527	9,118	14,001	28%
2 nd	Saudi Arabia imports from the world	652,145	647,491	559,643	(7%)
	World – Imports	9,590,877	9,955,343	10,579,638	5.0%

Maize Products Manufacturing HS Code 100590

KSA : Top Importing Countries

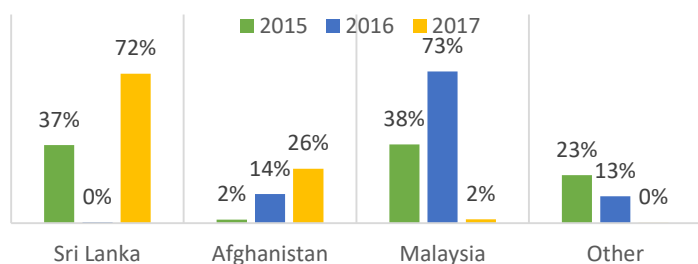


- **USA & Argentina** are the major exporter to KSA and represents 45% and 37% share in total exports for this product.
- All top exporters to KSA for this product are also top exporter to the world except Sudan and Yemen, which rank 58th and 52nd in world exports of this product. However, Pakistan (Rank 48th world exporter) has potential for the trade with KSA.
- Maize Products Manufacturing industry byproduct HS: 100590 shows a positive growth of 2 percent over the period of 3 years (2015-17) whereas KSA imports are showing a decline of minor (1%). This also indicates Pakistan's industry potential to export its product in KSA market.

Ranking	Top Exporters to KSA			Growth 3yrs	
	Exporters	2015	2016		2017
1	USA	232,259	136,162	238,617	1%
2	Argentina	174,896	94,751	195,147	6%
3	Brazil	106,733	79,200	83,449	(11.6%)
4	Yemen	6,758	509	3,787	(25.1%)
5	Sudan	799	715	1,441	34.3%

- The most competitive exporter in KSA market is Sudan followed by Argentina and USA. (*their Change in exports to KSA is better than change in imports of KSA from the world*).
- Pakistan's export competitiveness to the world is **slightly low**. (*25% decrease in Pakistan exports to the world vs 2% increase in world exports*). However, in view of the ranking of existing top exporters to KSA, there is a potential for Pakistani exporters to trade with KSA.

Pak : Top Export Destinations



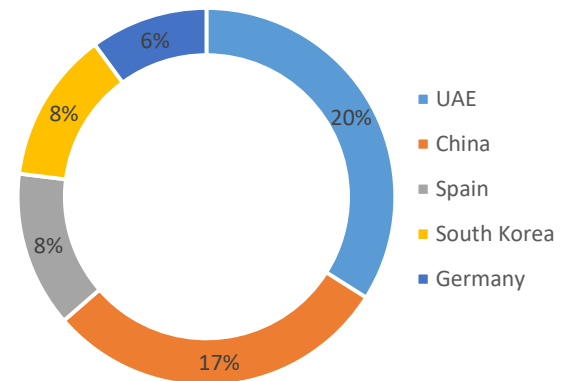
Ranking	Pakistan Top Export Destinations			Growth 3yrs	
	Importers	2015	2016		2017
1	Sri Lanka	4,217	49	4,526	4 %
2	Afghanistan	198	1,562	1,651	188%
3	Malaysia	4,244	8,161	119	(83)%
4	Bahrain	-	-	6	0%
5	USA	1	-	3	73%

	2015	2016	2017	Growth 3yrs
Global Ranking World – Export	26,182,116	26,769,596	26,968,156	2 %
48 th Pakistan Exports to the World	11,256	11,224	6,311	(25%)
16 nd Saudi Arabia imports from the world	530,295	314,824	524,586	(1%)
World – Imports	29,602,260	28,746,697	29,698,051	0%

Iron & Steel Manufacturing

HS Code : 730890

KSA : Top Importing Countries

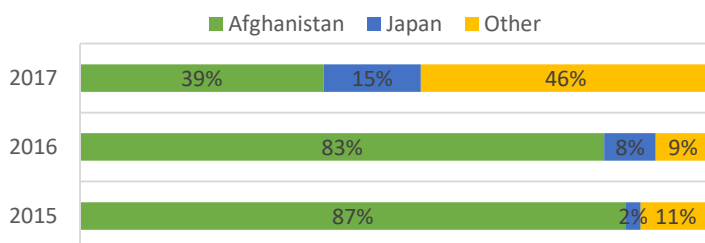


- **UAE & China** captures the major share in KSA market with 20% and 17% share in 2017.
- All top exporters to KSA for this product are also top exporter to the world except UAE, which is 14th in world exports of this product. However, Pakistan (Rank 67th world exporter) has potential for the trade with KSA.
- Iron & Steel Manufacturing industry byproduct HS: 730890 shows a positive growth of minute 1 percent over the period of 3 years (2015-17) and KSA imports are depicting down surge by a considerably large margin (35%). This also indicates Pakistan's industry potential to export its product in KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	UAE	208,457	85,663	82,606	(37%)
2	China	152,723	62,019	72,126	(31%)
3	Spain	21,018	20,573	32,454	24%
4	S. Korea	92,035	72,886	31,542	(41%)
5	Germany	116,501	21,813	24,500	(54%)

- The most competitive exporter in KSA market is Spain followed by China. I.e. 35% decrease in KSA imports Vs 24% increase in Spain exports to KSA.
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (19%) decrease in Pakistan exports VS 1% increase in world exports.

Pak : Top Export Destination



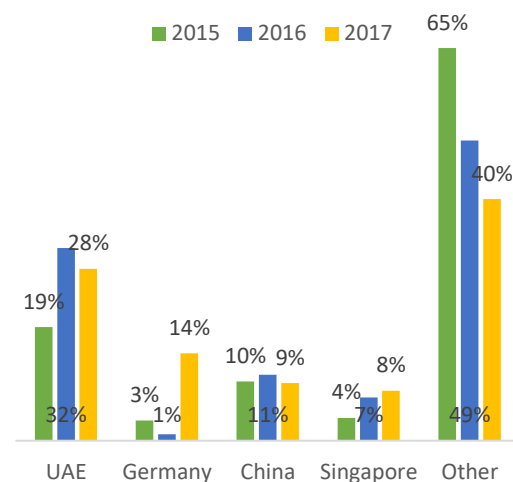
Ranking	Pakistan Top Export Destinations				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	22,089	21,232	9,861	(33%)
2	Japan	622	2,088	3,947	152%
3	Indonesia	-	579	1,509	0%
4	Thailand	-	-	1,089	0%
5	UAE	5	4	159	464%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	34,867,096	33,949,591	35,874,166	1%
67 th	Pakistan Exports to the World	25,531	24,481	16,853	(19%)
19 th	Saudi Arabia imports from the world	974,481	436,575	415,040	(35%)
	World – Imports	31,931,502	29,335,948	33,143,954	2%

Electrical Equipment Manufacturing

HS Code 730690

KSA Top Importing Countries

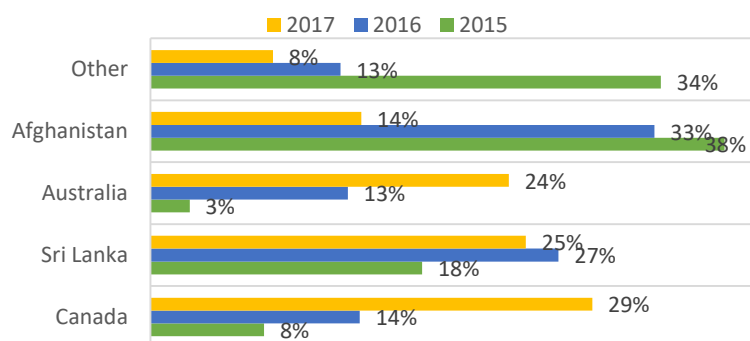


- **UAE** captures the major share in KSA market with (28%) share in 2017 and remains the top exporter over the period.
- Only China and UAE are top exporters to KSA which are ranked better than Pakistan (Rank 9th world exporter) for this product. However, Germany, Singapore and Spain ranked 14th, 15th and 10th in the world export respectively.
- Electrical Equipment Manufacturing industry byproduct HS: 730690 shows a negative growth of 1.5 percent over the period of 3 years (2015-17) and KSA imports are in line showing similar down surge (35.5%).

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	UAE	24,140	28,378	23,568	(2%)
2	Germany	4,274	953	11,984	180%
3	China	12,570	9,742	7,894	(37%)
4	Singapore	4,865	6,363	6,848	41%
5	Spain	3,856	1,242	5,025	30%

- The most competitive exporter in KSA market is Germany followed by Singapore and Spain. (*their change in exports is better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*decrease in Pakistan exports to the world is more than to drop in world exports*).

Pak Top Export Destination



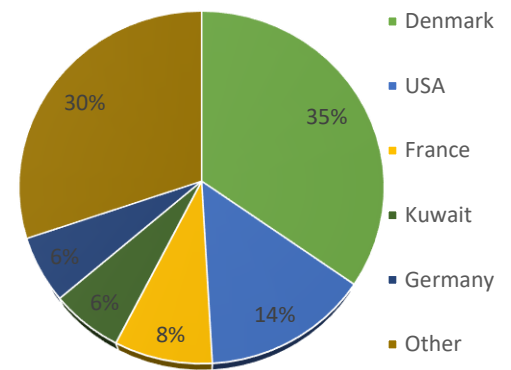
Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Canada	5,814	7,387	12,890	122%
2	Sri Lanka	13,879	14,399	10,954	(21%)
3	Australia	2,011	6,970	10,455	420%
4	Afghanistan	29,317	17,786	6,151	(79%)
5	Belgium	980	404	721	(26)%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	1,335,737	1,187,194	1,315,990	-1.5%
9 th	Pakistan Exports to the World	77,093	53,247	44,027	-42.9%
3 rd	Saudi Arabia imports from the world	129,266	89,678	83,423	-35.5%
	World – Imports	1,894,562	1,602,927	1,646,187	-13.1%

Pharmaceutical Industry

HS Code : 300339

KSA : Top Importing Countries

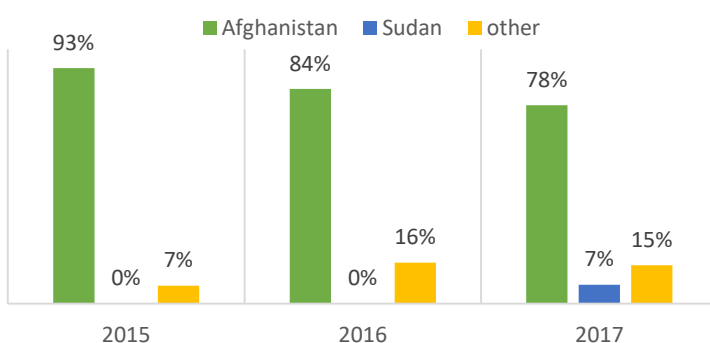


- Denmark captures the major share in KSA market with (35%) share in 2017 and constant growth over the period.
- Only France and Denmark are top exporters to KSA which are ranked better than Pakistan (Rank 6th world exporter) for this product. However, Kuwait, Germany and France ranked 26th, 11th and 8th in the world export respectively.
- Pharmaceutical Industry byproduct HS: 300339 shows a negative growth of (26%) percent over the period of 3 years (2015-17) and KSA imports are in line showing similar down surge (11%).

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Denmark	56,064	76,494	80,675	20.0%
2	USA	102,536	32,149	33,354	(43.0%)
3	France	6,034	1,016	19,551	80.0%
4	Kuwait	20,973	13,169	14,415	(17.1%)
5	Germany	20,264	23,890	14,079	(16.6%)

- The most competitive exporter in KSA market is France followed by Denmark and Germany.
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. (7%) decrease in PAK Exports to world Vs (26%) decline in world exports). This also indicates Pakistan's industry potential to export its product in world and specially KSA market.

Pak : Top Exporting Destinations



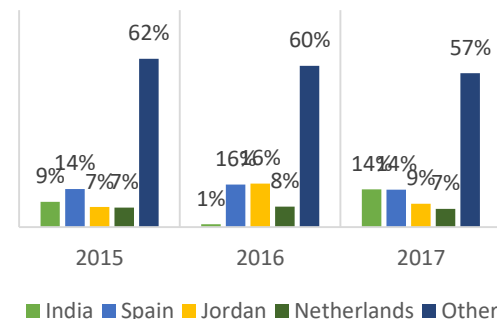
Ranking	Pakistan Top Exporting Destinations				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	33,955	29,243	24,686	(15%)
2	Sudan	58	-	2,338	535%
3	Sri Lanka	612	1,006	1,454	54%
4	Myanmar	561	804	857	24%
5	Viet Nam	247	589	441	34%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	1,257,591	1,121,007	689,256	(26.0%)
6 th	Pakistan Exports to the World	36,689	34,666	31,690	(7%)
1 st	Saudi Arabia imports from the world	290,709	198,648	232,249	(11%)
	World – Imports	1,360,228	1,343,101	938,788	(17%)

Animal Feed Industry

HS Code : 230990

KSA Top Importing Countries

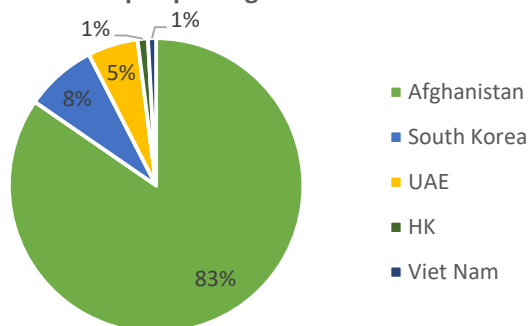


- **India** is the leading exporter to KSA in 2017 having market share of 14%, whereas Spain and Jordan remains in the top 3 destinations throughout the review period.
- All top exporters to KSA for this product are also top exporter to the world except Jordan and India, which ranked 47th and 14th in world exports of this product respectively. However, Pakistan (Rank 69th world exporter) has potential for the trade with KSA.
- Animal Feed Industry byproduct HS: 230990 shows a positive growth of 7 percent over the period of 3 years (2015-17) and KSA imports are in line showing similar upsurge. This also indicates Pakistan's industry potential to export its product in KSA market.

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	India	10,520	983	19,739	37.0%
2	Spain	15,962	14,140	19,579	10.8%
3	Jordan	8,363	4,456	12,273	21.1%
4	Netherlands	8,131	6,859	9,604	8.7%
5	UK	11,003	9,327	9,397	-7.6%

- The most competitive exporter in KSA market is India followed by Jordan and Spain.
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (Change in Pakistan exports to the world is negative, relative to change in world exports i.e. (20%) vs 7% .

Pak : Top Exporting Destination



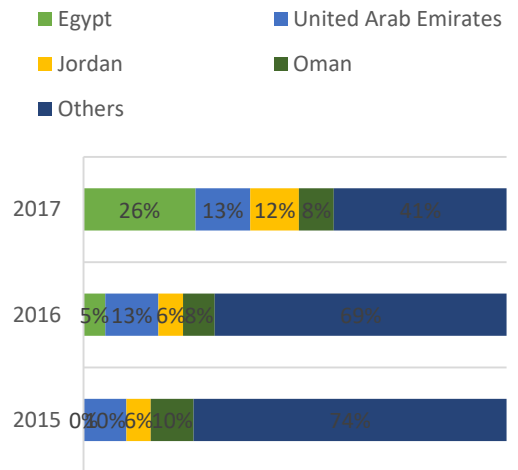
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	11,523	8,499	7,138	(21%)
2	South Korea	131	102	662	125%
3	UAE	953	591	466	(30%)
4	Hong Kong	-	-	96	0%
5	Viet Nam	-	-	75	0%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	13,288,299	13,849,924	15,238,327	7%
69 th	Pakistan Exports to the World	13,526	9,670	8,590	(20%)
31 st	Saudi Arabia imports from the world	113,170	90,022	141,568	12%
	World – Imports	14,171,831	13,900,842	15,442,559	4%

Soap & Washing Powder

HS Code : 340220

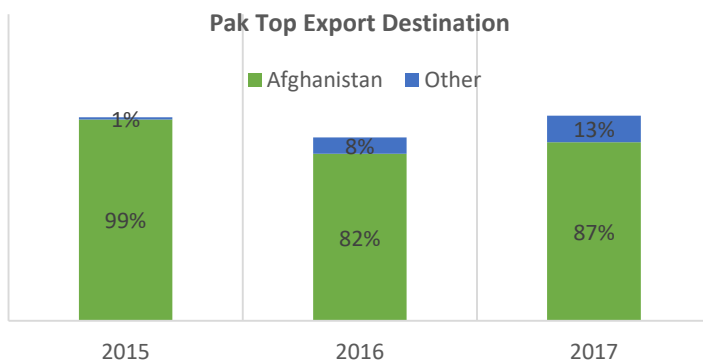
KSA Top Importing Countries



- **Egypt, UAE and Jordan** captures the major share in KSA market collectively with more than 50% share in KSA Imports.
- Only Spain ranked the 11th in world export of this product, whereas all top exporters to KSA for this product ranked relatively low in world exports and depicting 46th, 38th, 26th, and 25th rank for Jordan, Oman, Egypt and UAE respectively. However, Pakistan (Rank 69th world exporter) has potential for the trade with KSA.
- Soap & Washing Powder industry byproduct HS: 340220 shows a positive growth of 5 percent over the period of 3 years (2015-17) and KSA imports are showing similar drop of (6%). This also indicates Pakistan's industry potential to export its product in KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Egypt	34	7,014	28,673	2804%
2	UAE	12,350	17,262	14,015	7%
3	Jordan	6,967	7,967	12,506	34%
4	Oman	12,358	10,299	8,916	(15%)
5	Spain	3,244	2,990	6,358	40%

- The most competitive exporter in KSA market is Egypt followed by Spain and Jordan. *(their Change in exports to KSA is better than change in imports of KSA).*
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. *(39% increase in Pak exports vs 5 % world exports increase).*

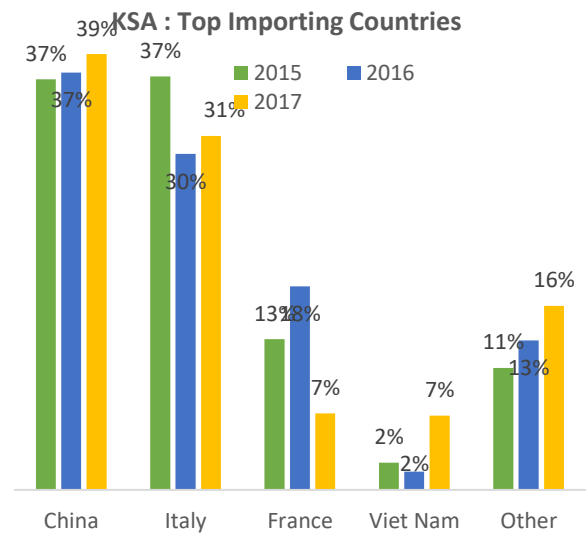


Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	4,848	3,361	8,259	30%
2	P.N Guinea	-	337	520	0%
3	Nigeria	71	165	360	125%
4	Sri Lanka	-	252	273	0%
5	Singapore	-	-	28	0%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	12,570,625	12,842,221	13,860,511	5%
69 th	Pakistan Exports to the World	4,920	4,115	9,449	39%
31 st	Saudi Arabia imports from the world	121,868	137,151	108,377	(6%)
	World – Imports	13,234,300	13,224,042	13,712,793	2%

Leather Manufacturing

HS Code : 420221

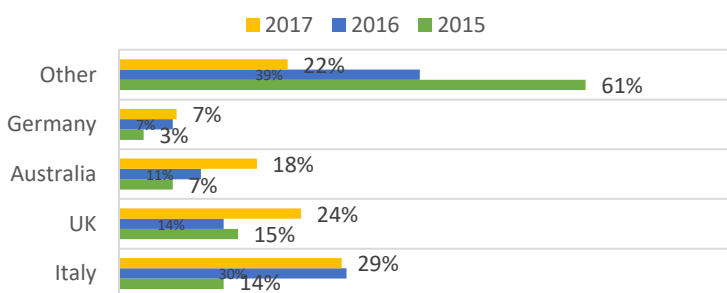


- **China** captures the major share in KSA market with (39%) share in 2017 remains the top exporter throughout the review period.
- All top exporters to KSA for this product are also top exporter to the world except Spain, which is 8th in world exports of this product. However, Pakistan (Rank 39th world exporter) has potential for the trade with KSA.
- Leather Manufacturing industry byproduct HS: 420221 shows a positive growth of 11 percent over the period of 3 years (2015-17) and KSA imports are in line showing similar upsurge. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Top Exporters to KSA					
Rankin	Exporters	2015	2016	2017	Growth 3yrs
1	China	27,486	34,496	32,220	17%
2	Italy	27,675	27,777	26,175	(5%)
3	France	10,093	16,818	5,650	(44%)
4	Viet Nam	1,826	1,519	5,480	200%
5	Spain	1,817	4,079	3,853	112%

- The most competitive exporter in KSA market is Viet Nam followed by Spain and China. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is on a down surge as compare to change in world exports*).

Pak : Top Export Destination



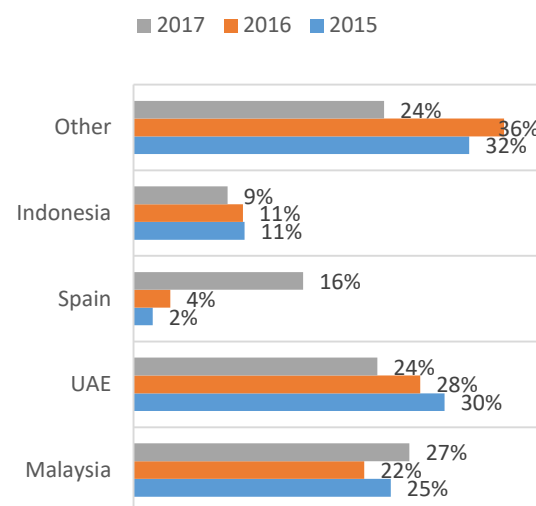
Pakistan Top Export Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Italy	1,031	1,870	2,036	97%
2	UK	1,171	859	1,665	42%
3	Australia	528	673	1,260	139%
4	Germany	242	443	527	118%
5	USA	1,365	431	415	(70%)

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	12,773,686	12,482,611	14,177,308	11%
39 th	Pakistan Exports to the World	7,566	6,316	7,029	(7%)
22 th	Saudi Arabia imports from the world	75,250	92,957	83,138	10%
	World – Imports	12,490,606	12,718,367	13,819,154	11%

Edible Oil Industry

HS Code : 151620

KSA : Top Importing Countries

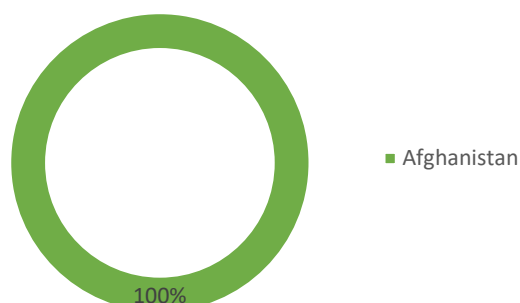


- **Malaysia** captures the major share in KSA market with (27%) share in 2017. other top exporters are UAE, whereas Spain share in top imports of KSA increased dramatically in 2017 as compare to 2016.
- All top exporters to KSA for this product are also top exporter to the world except Canada, which rank 28th in world exports of this product. This show Pakistan's potential (Rank 14th world exporter) for the trade with KSA.
- Edible Oil Industry byproduct HS: 151620 shows a positive growth of 17 percent over the period of 3 years (2015-17) and KSA imports shown an upsurge. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Malaysia	15,165	10,819	17,591	16%
2	UAE	18,328	13,444	15,532	(15%)
3	Spain	1,126	1,724	10,816	861%
4	Indonesia	6,547	5,128	6,009	(8%)
5	Canada	1,443	2,353	4,407	206%

- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (Change in Pakistan exports to the world is on a down surge as compare to change in world exports).
- The most competitive exporter in KSA market is Spain followed by Canada and Malaysia.

Pak : Top Export Destination



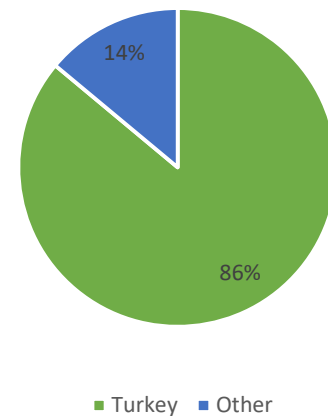
Pakistan Top Exporter Destinations					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	59,530	50,906	39,607	(34%)
2	USA	53	80	96	81%
3	UAE	-	-	50	0%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	3,338,402	3,533,704	3,913,439	17%
14 th	Pakistan Exports to the World	59,588	52,997	39,763	(33%)
15 th	Saudi Arabia imports from the world	60,962	48,500	65,913	8%
	World – Imports	3,542,268	3,504,402	3,833,959	8%

Dairy Products Manufacturing

HS Code : 040390

KSA : Top Importing Countries

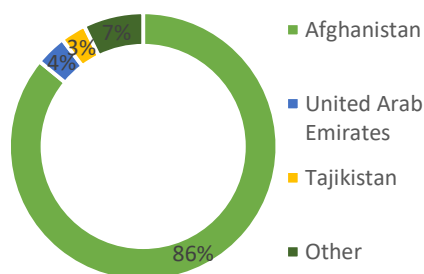


- **Turkey** captures the major share in KSA market with (80%) share in 2017 and constant growth over the period.
- All top exporters to KSA for this product are also top exporter to the world except Turkey, which is 28th in world exports of this product. This show Pakistan's potential (Rank 32rd world exporter) for the trade with KSA.
- Dairy Products Manufacturing industry byproduct HS: 040390 shows a positive growth of 9 percent over the period of 3 years (2015-17) and KSA imports shown an upsurge. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Turkey	51,404	50,813	56,926	11%
2	Ireland	83	414	1,233	1386%
3	Germany	1,126	661	882	(22%)
4	New Zealand	2,273	535	860	(62%)
5	UAE	625	440	791	27%

- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is unrelated to change in world exports*).
- The most competitive exporter in KSA market is Ireland followed by UAE and Turkey. (*Change in exports to KSA is better than change in imports of KSA from the world*).

Pak : Top Export Destinations



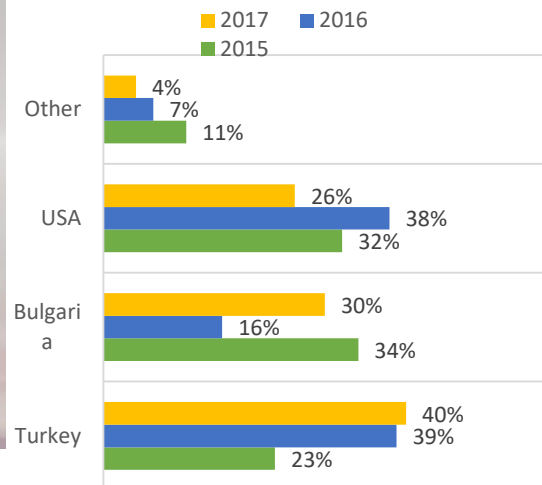
Ranking	Pakistan Top Export Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	6600	5603	6198	(6%)
2	UAE	0	29	272	0%
3	Tajikistan	587	776	221	(62%)
4	Mozambique	14	4	20	43%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	1,730,818	1,867,872	1,877,961	9%
32 nd	Pakistan Exports to the World	7,213	6,432	6,712	(7%)
15 th	Saudi Arabia imports from the world	60,962	48,500	65,913	8%
	World – Imports	1,548,878	1,601,175	1,824,132	18%

Chemical Industry

HS Code : 283620

KSA Top Importing Countries



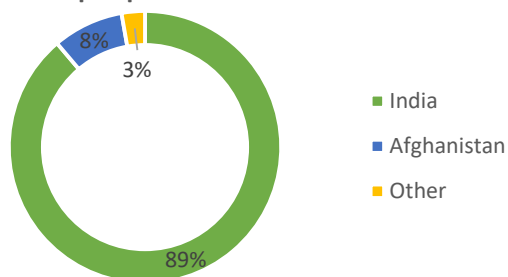
- **Turkey** captures the major share in KSA market with 40% share in 2017 and depicts a constant growth over the period. Other major exporters are Bulgaria and USA.
- All top exporters to KSA for this product are also top exporter to the world except Kenya and Romania, which rank 10th and 14th in world exports of this product. This show Pakistan's potential (Rank 17th world exporter) for the trade with KSA.
- Chemical Industry byproduct HS: 283920 shows a positive growth of 5.3 percent over the period of 3 years (2015-17) and KSA imports shown a down surge which is inline with the change in Pakistan export to the world of the same product.

Top Exporters to KSA

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Turkey	20,383	28,308	23,172	7%
2	Bulgaria	30,283	11,481	16,957	(25%)
3	USA	28,364	27,627	14,664	(28%)
4	Kenya	2,327	242	997	(35%)
5	Romania	1,446	555	583	(37%)

- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is on a down surge as compare to change in world exports*).
- The most competitive exporter in KSA market is Turkey followed by Bulgaria and USA. Being the top 20 exporter of the commodity, Pakistan's have the potential to export its product in KSA market.

Pak : Top Export Destination



Pakistan Top Export Destinations

Ranking	Importers	2015	2016	2017	Growth 3yrs
1	India	8,697	10,427	5,866	-18%
2	Afghanistan	36	261	556	293%
3	Bangladesh	0	0	182	0%

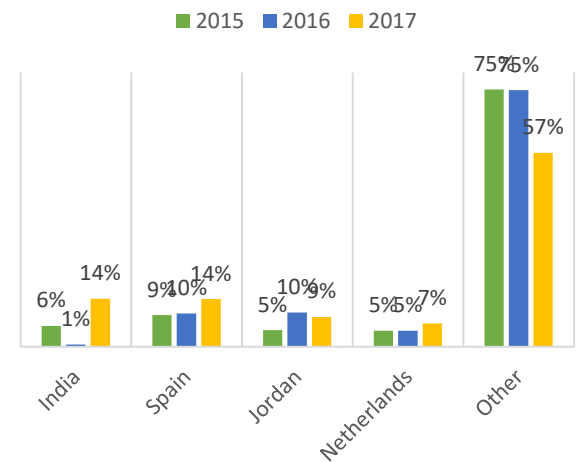
Ranking		2015	2016	2017	Growth 3yrs
	World – Export	2,852,503	2,802,135	3,164,026	5%
17 th	Pakistan Exports to the World	8,733	10,693	6,605	(13%)
22 nd	Saudi Arabia imports from the world	88,867	72,257	57,290	(20%)
	World – Imports	3,515,747	3,450,465	3,660,100	2%



Fruits/ Banana Industry

HS Code : 080390

KSA TOP IMPORTING Countries

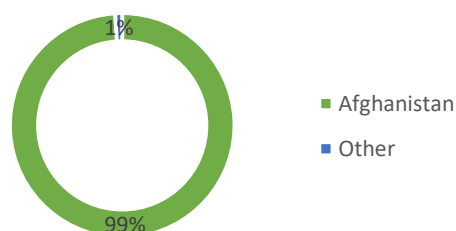


- **India** captures the major share in KSA market with 14% share in 2017 and depicts a constant growth over the period. Other major exporters are Spain and Jordan.
- Pakistan's potential (Rank 35th world exporter) for the trade with KSA. However, top exporting countries rank in world depict; Jordan: 75th , UK: 27th , India: 22nd , Spain 18th ,Netherlands: 7th .
- Fruits Industry byproduct HS: 080390 shows a positive growth of 12.7 percent over the period of 3 years (2015-17) and KSA imports shown a down surge which is inline with the change in Pakistan export to the world of the same product.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	India	10,520	983	19,739	37%
2	Spain	15,962	14,140	19,579	11%
3	Jordan	8,363	14,456	12,273	21%
4	Netherlands	8,131	6,859	9,604	9%
5	UK	11,003	9,327	9,397	(8%)

- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is unrelated to change in world exports*).
- The most competitive exporter in KSA market is India followed by Jordan and Spain. Pakistan ranking for fruits exports is better than top exporting countries to KSA and have the potential to capture KSA market

Pak : Top export destinations



Ranking	Pakistan Top Export Destinations				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	20,633	22,562	16,870	(10%)

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	8,942,405	9,419,707	11,349,075	13%
35 th	Pakistan Exports to the World	20,634	22,567	16,873	(10%)
20 nd	Saudi Arabia imports from the world	172,496	144,862	140,938	(10%)
	World – Imports	13,231,762	13,320,627	14,373,806	4%

Existing Trade Potential : Pak exports to KSA < 1% of KSA import value

Improvement in existing exports to KSA – Recommendations

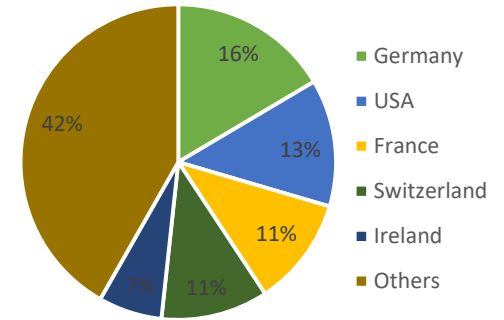
Although Pakistan is exporting the below commodities to KSA, but research has identified those industries and by-products which we trade are in a very low quantity that includes Pharmaceutical Products, Spare parts, surgical & medical instruments, textile garments , Livestock and frozen meat, fresh fruits & vegetable, flour and grain Industry, Juice & canned food, paper & board industry.

HS code 6 digits	Pakistan export-world	Saudi import- world	Pakistan existing export- KSA	Pakistan existing export- KSA	Import contribution of KSA
'300490	70,786	2,940,860	501	0.7%	0.1%
'870899	6,430	520,007	17	0.3%	0%
'901890	360,575	380,922	1,438	0.4%	0.4%
'271019	142,866	294,031	1	0%	0%
'610910	197,757	256,916	101	0.1%	0.1%
'020230	20,402	172,035	20	0.1%	0%
'841490	7,713	160,282	60	0.8%	0%
'170490	61,780	155,485	503	0.8%	0.3%
'610510	168,344	140,399	112	0.1%	0.1%
'070310	11,893	138,059	44	0.4%	0%
'611120	18,479	136,718	42	0.2%	0%
'110100	97,026	129,722	439	0.5%	0.3%
'610990	106,416	108,933	54	0.1%	0.1%
'300439	48,654	87,603	12	0%	0%
'481159	81,069	79,213	375	0.5%	0.5%
'880390	5,009	73,378	13	0.3%	0%
'200990	6,058	68,536	44	0.7%	0%
'620462	197,075	68,463	366	0.2%	0.5%
'611020	37,589	52,055	24	0.1%	0.1%

Pharmaceutical Industry

HS Code 300490

KSA Top Importing Countries

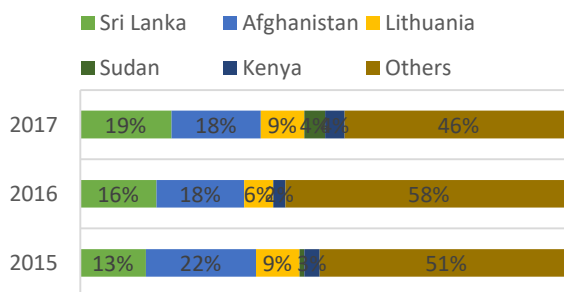


- Germany captures the major share in KSA market with (16%) share in 2017 showing constant growth over the period (FY-2015:17, 25.9%).
- All top exporters to KSA for this product are also top exporter to the world and lies in top 10 ranks. However, Pakistan (Rank 69th world exporter) has potential for the trade with KSA.
- This Pharmaceutical Industry byproduct HS: 300490 remains relatively consistent over the period (2015-17) and recorded a slightly negative growth. However, KSA imports are steadily increasing and showing an upsurge of 11.6% over the same period. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Germany	305,788	431,530	484,799	25.9%
2	USA	358,567	377,680	383,783	3.5%
3	France	199,727	253,306	329,077	28.4%
4	Switzerland	234,006	281,385	323,180	17.5%
5	Ireland	221,509	207,440	191,937	-6.9%

- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (0.9%) change in world exports Vs (6.3%) change in Pakistan's exports to the world.
- The most competitive exporter in KSA market is France followed by Germany and Switzerland (their exports to KSA increased for the period inline with increase in KSA imports).

Pak Top Export Destination



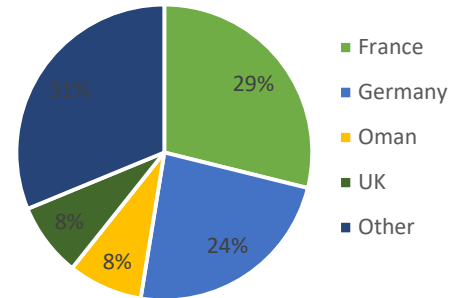
Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Sri Lanka	10,768	11,370	13,134	10.4%
2	Afghanistan	17,994	13,034	12,808	-15.6%
3	Lithuania	7,140	4,333	6,283	-6.2%
4	Sudan	813	-	2,968	91.1%
5	Kenya	2,515	1,819	2,782	5.2%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	258,836,831	256,142,862	254,208,493	(0.9%)
69 th	Pakistan Exports to the World	80,676	73,317	70,786	(6.3%)
17 th	Saudi Arabia imports from the world	2,362,708	2,675,879	2,940,860	11.6%
	World – Imports	281,900,661	284,004,754	282,884,706	0.2%

Pharmaceutical Industry

HS Code 300439

KSA Top Importing Countries

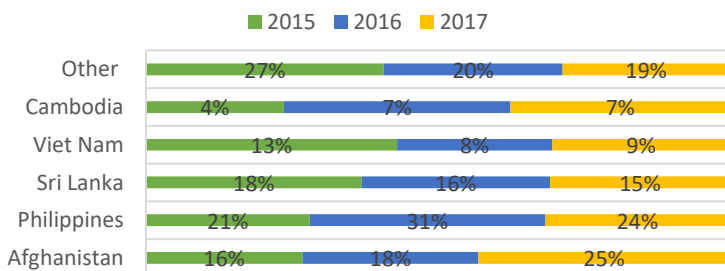


- **France** captures the major share in KSA market with (29%) share in 2017. however, its exports to KSA has increased considerably over the last year relative to 2016. (USD 25m VS USD 4.9m).
- All top exporters to KSA for this product are also top exporter to the world except Oman, which is 81th in world exports of this product. However, Pakistan (Rank 24th world exporter) has potential for the trade with KSA.
- This Pharmaceutical Industry byproduct HS: 300439 shows positive growth of 7 percent over the period of 3 years (2015-17). However, KSA imports are unrelated to industry trends showing considerable down surge of (24%) over the same period.

Rankin	g	Exporters	2015	2016	2017	Growth 3yrs
1		France	28,440	4,944	25,287	-6%
2		Germany	43,272	16,828	20,758	-31%
3		Oman	-	19,234	7,138	0%
4		UK	9,371	12,050	7,067	-13%
5		USA	1,947	2,870	6,214	79%

- Pakistan's export competitiveness to the world is **High** as compare to the world exports. 4% change in world exports Vs 20% Change in Pakistan's exports to the world. This indicates Pakistan's industry potential to export its product in KSA market.
- The most competitive exporter in KSA market is USA followed by Germany and UK.

Pak Top Export Destination



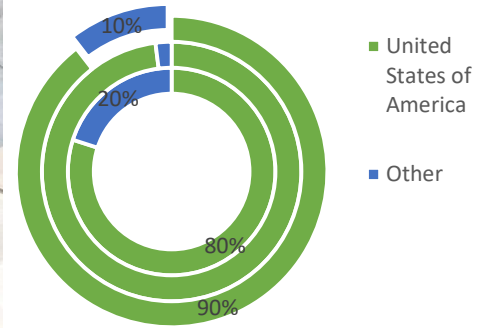
Pakistan Top Exporter Destination

Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	5,309	6,520	12,342	52%
2	Philippines	7,229	11,317	11,814	28%
3	Sri Lanka	6,027	5,742	7,268	10%
4	Viet Nam	4,469	3,013	4,575	1%
5	Cambodia	1,441	2,587	3,321	52%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	19,014,600	19,849,868	21,663,998	7%
24 th	Pakistan Exports to the World	33,634	36,696	48,654	20%
34 th	Saudi Arabia imports from the world	153,671	69,478	87,603	(24%)
	World – Imports	23,467,113	24,713,702	25,364,715	4%

Spare Parts Manufacturing HS Code 880390

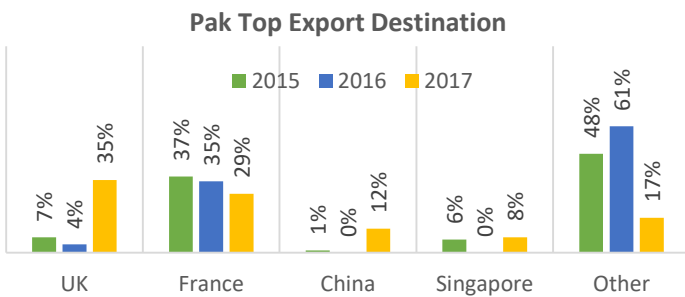
KSA Top Importing Countries



- **USA** captures the major share in KSA market with majority share (90%) in 2017 and relative to remain same in future.
- All top exporters to KSA for this product are also top exporter to the world except UK. However, Pakistan (Rank 37th world exporter) has potential for the trade with KSA.
- Manufacturing / Aircraft spare parts industry byproduct HS: 880390 shows a positive growth of 11 percent over the period of 3 years (2015-17) and KSA imports are unrelated to industry trends showing considerable down surge of (25%) over the same period.

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	USA	102,904	300,409	65,682	-20%
2	Area Nes	-	4,251	5,290	-
3	Germany	4,649	112	1,789	-38%
4	Italy	-	-	237	-
5	UK	21,091	-	127	-92%

- Pakistan's export competitiveness to the world is **High** as compare to the world exports (11% change in world exports Vs 3% Change in Pakistan's exports to the world). This indicates Pakistan's industry potential to export its product in KSA market.
- The most competitive exporter in KSA market is USA. (Change in exports better than change in imports of KSA).

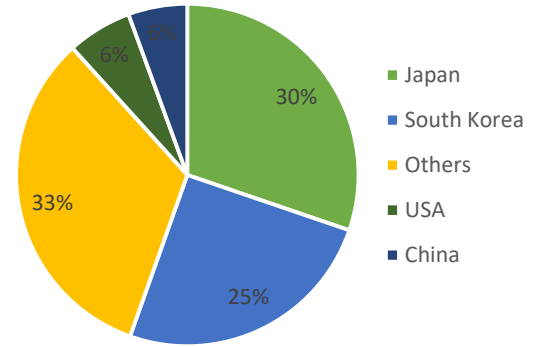


Ranking	Importers	2015	2016	2017	Growth 3yrs
1	UK	355	222	1,767	123%
2	France	1,757	1,910	1,433	-10%
3	China	57	-	584	220%
4	Singapore	308	13	378	11%
5	USA	766	421	301	-37%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	3,391,552	3,889,606	4,187,028	11%
37 th	Pakistan Exports to the World	4,758	5,522	5,009	3%
9 th	Saudi Arabia imports from the world	128,988	305,857	73,378	(25%)
	World – Imports	3,199,838	4,217,307	3,408,748	3%

Spare Parts/ Heavy Duty Manufacturing :HS Code 870899

KSA Top Importing Countries

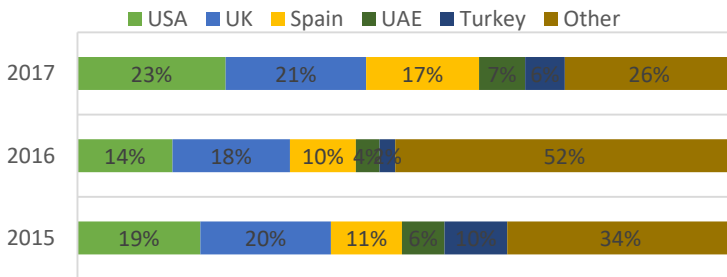


- **Japan** captures the major share in KSA market with (30%) share in 2017 and maintain its share as top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world except. However, Pakistan (Rank 69th world exporter) has potential for the trade with KSA.
- Heavy duty spare parts manufacturing industry byproduct HS: 870899 shows a negative growth of (1) percent over the period of 3 years (2015-17) and KSA imports are showing considerable down surge of (27%) over the same period.

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Japan	237,192	205,665	157,249	-18.6%
2	South Korea	145,791	130,622	130,998	-5.2%
3	Germany	94,700	73,280	46,748	-29.7%
4	USA	143,463	70,489	31,809	-52.9%
5	China	64,080	40,855	29,034	-32.7%

- Pakistan's export competitiveness to the world is **rational** as compare to the world exports (-1%) change in world exports Vs (16.1%) Change in Pakistan's exports to the world).
- The most competitive exporter in KSA market is south Korea and Japan. However, Pakistan is currently exporting to the top developed countries and have the capacity to export to KSA.

Pak Top Export Destination



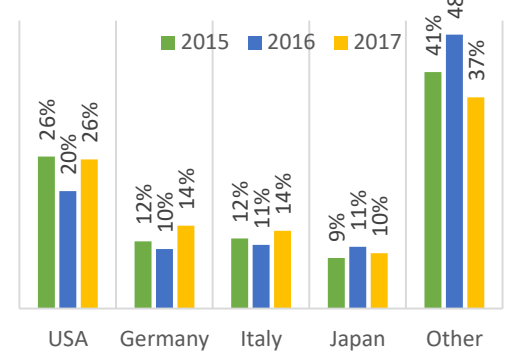
Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	USA	1,706	1,305	1,452	(7.7%)
2	UK	1,821	1,621	1,375	(13%)
3	Spain	986	908	1,108	6%
4	UAE	593	324	451	(13%)
5	Turkey	874	218	390	(33%)

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	89,240,972	84,800,001	88,205,178	(1.0%)
69 th	Pakistan Exports to the World	9,129	9,036	6,430	(16.1%)
115 th	Saudi Arabia imports from the world	968,530	705,580	520,007	(26.7%)
	World – Imports	80,248,916	78,016,726	83,530,723	2.0%

Mechanical Appliances- Parts of Fans

HS Code 841490

KSA Top Importing Countries

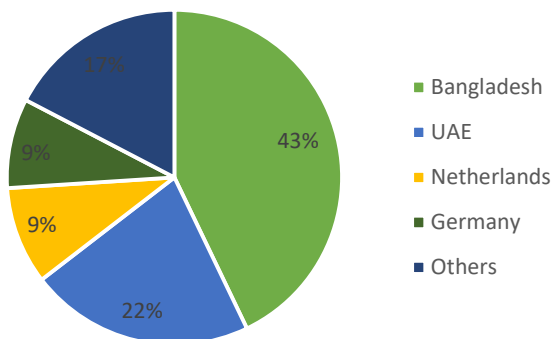


- **USA** captures the major share in KSA market with (26%) share in 2017 and remains the top exporter to KSA over the last 2 years.
- However, Pakistan (Rank 49th world exporter) has potential for the trade with KSA. All top exporters to KSA rank in top 1-10 in world exports of this product.
- Juice & canned food Industry byproduct HS: 841490 shows no growth over the period of 3 years (2015-17) and KSA imports are showing down surge of (-23%).

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	USA	71,448	36,534	41,483	-23.8%
2	Germany	31,541	18,502	23,024	-14.6%
3	Italy	32,823	19,813	21,641	-18.8%
4	Japan	23,661	19,145	15,404	-19.3%
5	China	10,296	14,755	10,419	0.6%
28 th	Pakistan	160	183	219	17.0%

- The most competitive exporter in KSA market is China followed by Pakistan. (Change in exports better than change in imports of KSA). However, Pakistan ranked below the top exporters list and shows a considerable potential to export with KSA.
- Pakistan's export competitiveness to the world **slightly low** (-12%) as compare to the world exports. (Change in Pakistan exports to the world is unrelated to change in world exports).

Pak Top Export Destination

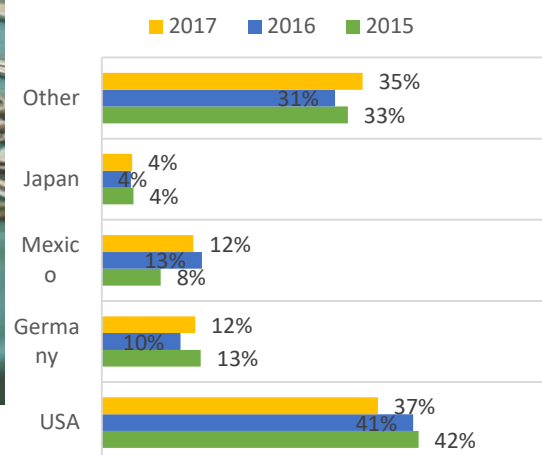


Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Bangladesh	7,993	4,992	3,307	(36%)
2	UAE	1,126	825	1,672	22%
3	Netherlands	1	2,325	727	259%
4	Germany	388	1	668	31%
5	USA	21	971	401	337%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	15,582,392	14,898,565	15,567,433	0%
49 th	Pakistan Exports to the World	9,997	9,412	7,713	-12%
27 th	Saudi Arabia imports from the world	270,634	179,144	160,282	-23%
	World – Imports	15,679,510	15,295,500	15,827,712	0%

Surgical and Medical Equipment Manufacturing HS Code 901890

KSA Top Importing Countries



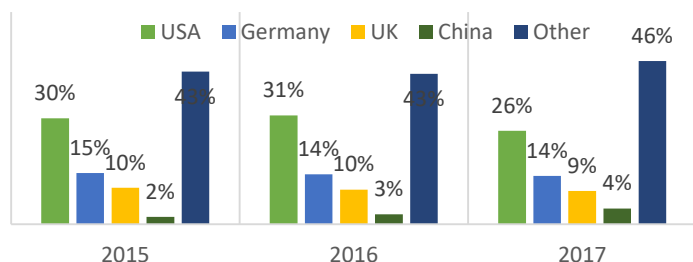
- **USA** captures the major share in KSA market with (37%) share in 2017 and maintains the major share over the period.
- All top exporters to KSA for this product are also top exporter to the world and ranks in to 1-10 list. However, Pakistan (Rank 25th world exporter) has potential for the trade with KSA.
- Manufacturing / Aircraft spare parts industry byproduct HS: 901890 show positive growth of 4.8 percent over the period of 3 years (2015-17) and KSA imports are showing a down surge over the period (14.3%)

Top Exporters to KSA

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	USA	218,285	136,434	139,828	-20.0%
2	Germany	68,216	34,410	47,220	-16.8%
3	Mexico	40,581	43,802	46,399	6.9%
4	Japan	21,694	12,717	15,377	-15.8%
5	China	20,089	12,017	15,175	-13.1%

- The most competitive exporter in KSA market is Mexico followed by China. (their exports to KSA reduced less than reduction in imports of KSA over the period FY15-17)
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. (4.8% change in world exports Vs 4.1% Change in Pakistan's exports to the world.) This also indicates Pakistan's industry potential to export its product in KSA market.

Pak Top Export Destination



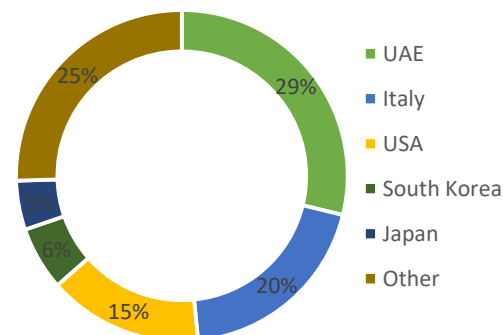
Pakistan Top Exporter Destination

Ranking	Importers	2015	2016	2017	Growth 3yrs
1	USA	99,570	100,296	95,177	-2.2%
2	Germany	48,261	45,992	49,218	1.0%
3	UK	34,195	31,778	33,893	-0.4%
4	China	6,955	9,142	15,836	50.9%
5	France	14,218	14,332	12,193	-7.4%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	45,836,548	47,629,526	50,313,379	4.8%
25 th	Pakistan Exports to the World	332,642	326,028	360,575	4.1%
26 th	Saudi Arabia imports from the world	518,337	329,560	380,922	-14.3%
	World – Imports	47,881,776	49,739,210	51,614,310	3.8%

Petroleum Products HS Code 271019

KSA Top Importing Countries

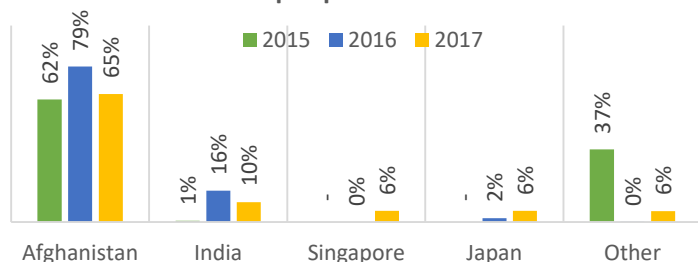


- **UAE** captures the major share in KSA market with (29%) share in 2017 and remains in the top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world except UAE which is 32th in world exports of this product. However, Pakistan (Rank 83rd world exporter) has potential for the trade with KSA.
- Petroleum Products industry byproduct HS: 271019 show positive growth of 2 percent over the period of 3 years (2015-17) and growth in KSA imports are in line showing a considerable upsurge of 29%. This also indicates Pakistan’s industry potential to export its product in rising KSA market.

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	UAE	41,579	64,741	84,698	42.7%
2	Italy	37,633	44,865	57,715	23.8%
3	USA	62,773	76,136	44,339	-16.0%
4	South Korea	15,881	17,142	18,292	7.3%
5	Japan	8,794	7,123	14,095	26.6%

- The most competitive exporter in KSA market is UAE followed by Japan, Italy & South Korea. *(There change in exports to KSA is better than change in imports of KSA).*
- Pakistan’s export competitiveness to the world is **high** as compare to the world exports. *(Change in Pakistan exports to the world is greater than the change in world exports : 28.9% vs. 2%).*

Pak Top Export Destination



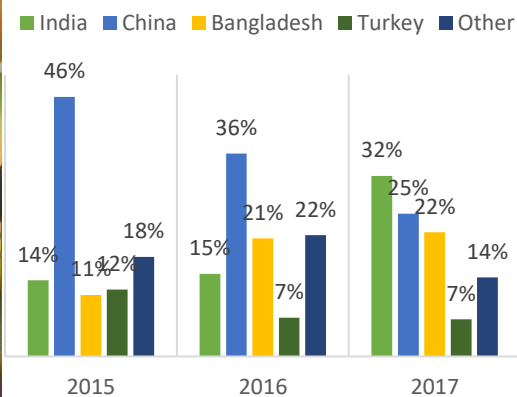
Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	53,615	60,801	92,996	31%
2	India	549	12,245	14,381	411%
3	Singapore	-	-	8,185	0%
4	Japan	-	1,490	8,162	0%
5	South Korea	-	89	7,874	0%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	362,819,590	290,953,453	377,305,927	2%
83 rd	Pakistan Exports to the World	86,002	76,859	142,866	29%
115 th	Saudi Arabia imports from the world	269,416	312,767	294,031	5%
	World – Imports	359,381,769	298,213,565	380,678,443	3%

Textile/ garment Industry

HS Code 610910

KSA Top Importing Countries



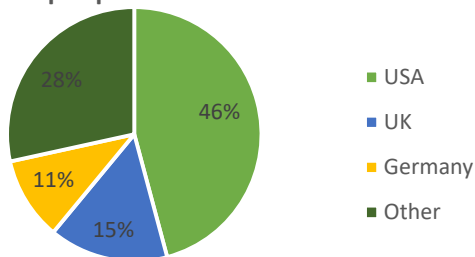
- **India** captures the major share in KSA market with (32%) share in 2017 and bypass China in terms of exports to KSA relative to previous years.
- All top exporters to KSA for this product are also top exporter to the world and ranks in to 1-10 list. However, Pakistan (Rank 28th world exporter) has potential for the trade with KSA.
- Textile/ garment industry byproduct: HS 610910 depict negative growth of 1 percent over the period of 3 years (2015-17) and KSA imports are exponentially growing. This also indicates Pakistan's industry potential to export its product in KSA market.

Top Exporters to KSA

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	India	19,825	28,849	82,380	104%
2	China	67,600	70,868	65,029	-2%
3	Bangladesh	15,987	41,197	56,572	88%
4	Turkey	17,382	13,439	16,849	-2%
5	Portugal	4,695	19,770	14,421	75%

- The most competitive exporter in KSA market is Viet Nam followed by China and Italy. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **showing portential** as compare to the world exports. (*Change in Pakistan exports to the world is equal to the change in world exports*).

Pak Top Export Destination



Pakistan Top Exporter Destination

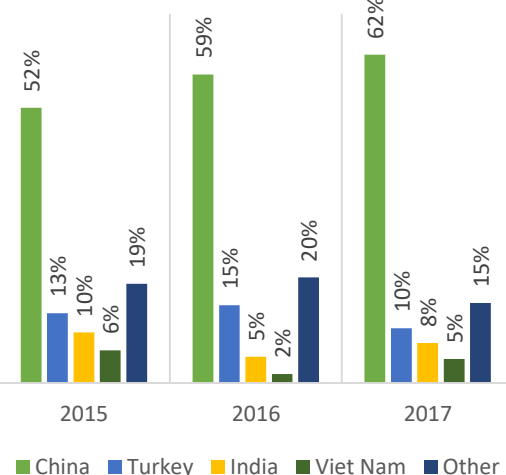
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	USA	120,903	109,374	90,633	-13%
2	UK	23,555	25,154	29,984	13%
3	Germany	7,770	13,608	20,908	64%
4	Belgium	8,419	8,012	6,069	-15%
5	Spain	6,639	9,074	5,054	-13%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	28,338,074	27,286,862	27,955,003	-1%
28 th	Pakistan Exports to the World	203,756	205,111	197,757	-1%
22 nd	Saudi Arabia imports from the world	146,690	196,701	256,916	32%
	World – Imports	22,921,338	23,125,819	24,969,954	4%

Textile/ garment Industry

HS Code 611020

KSA Top Importing Countries

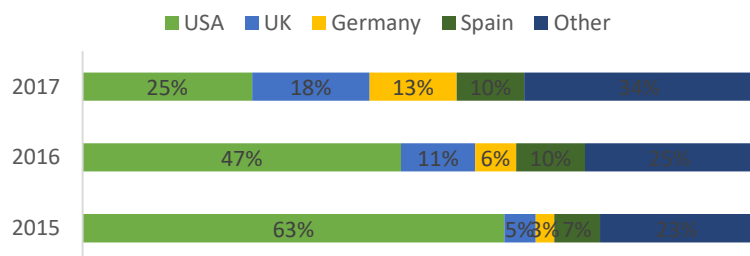


- **China** captures the major share in KSA market with (62%) share in 2017 and remains the top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world except India, which is 20th in world exports of this product. However, Pakistan (Rank 35th world exporter) has potential for the trade with KSA.
- Textile/ garment industry byproduct: HS 611020 over the periods (2015-17) shows positive trend of 7 percent whereas KSA imports are inline with the trend and has increased considerably (37% increased vs. 7% - world exports).

Ranking		Top Exporters to KSA			Growth 3yrs
g	Exporters	2015	2016	2017	
1	China	14,579	27,737	32,410	49%
2	Turkey	3,695	6,998	5,397	21%
3	India	2,676	2,358	3,951	22%
4	Viet Nam	1,734	820	2,386	17%
5	Bangladesh	2,384	3,409	2,253	-3%

- The most competitive exporter in KSA market is China & Turkey followed by India & Vietnam. Pakistan being the Textile Hub has great potential to become the top export to KSA, currently ranked 10 largest export to KSA.
- Pakistan's export competitiveness to the world and KSA is **high**. (8% growth in export vs. 7% change in world exports).

Pak Top Export Destination



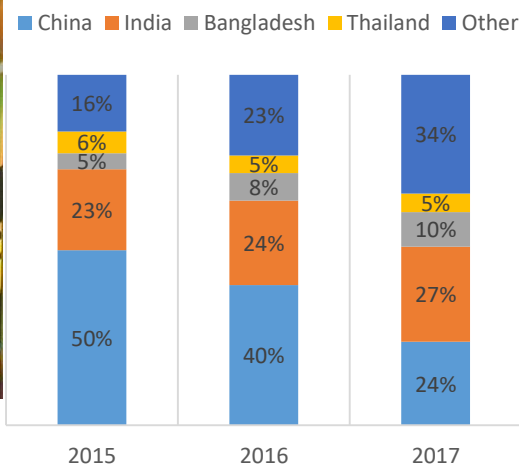
Ranking		Pakistan Top Exporter Destination			Growth 3yrs
Importers	2015	2016	2017		
1	USA	20,354	14,356	9,485	-32%
2	UK	1,513	3,340	6,583	109%
3	Germany	894	1,844	4,872	133%
4	Spain	2,212	3,113	3,783	31%
5	France	1,222	1,869	1,953	26%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	18,140,847	18,342,659	20,758,849	7%
35 th	Pakistan Exports to the World	32,419	30,273	37,589	8%
37 th	Saudi Arabia imports from the world	27,934	47,402	52,055	37%
	World – Imports	21,844,948	20,734,097	21,891,478	0%

Textile/ garment Industry

HS Code 611120

KSA Top Importing Countries

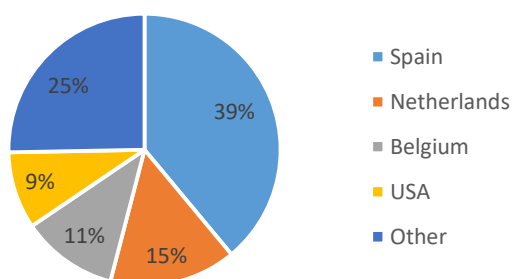


- **China** captures the major share in KSA market with (24%) share in 2017 and remains the top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world except India, which is 20th in world exports of this product. However, Pakistan (Rank 30th world exporter) has potential for the trade with KSA.
- Textile/ garment industry byproduct HS 611120 show positive growth of 10 percent over the period of 3 years (2015-17) and KSA imports are on decline (17% decrease).

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	China	98,933	79,106	47,166	-31%
2	India	45,643	41,480	37,124	-10%
3	Bangladesh	9,054	13,507	13,465	22%
4	Thailand	12,338	8,612	7,159	-24%
5	Viet Nam	810	1,703	4,305	131%
10 th	Pakistan	1065	1747	2962	67%

- The most competitive exporter in KSA market is Vietnam followed by Bangladesh & India. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is on a down surge*).

Pak Top Export Destination



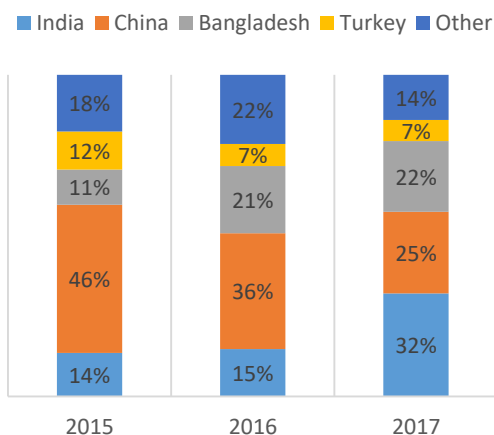
Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Spain	10,527	10,356	7,200	-17%
2	Netherlands	5,262	3,057	2,788	-27%
3	Belgium	1,539	1,480	2,121	17%
4	USA	6,289	3,122	1,695	-48%
5	UK	2,190	1,485	1,310	-23%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	5,159,610	5,730,526	6,246,677	10%
30 TH	Pakistan Exports to the World	37,315	23,427	18,479	(30%)
12 TH	Saudi Arabia imports from the world	197,961	171,784	136,718	(17%)
	World – Imports	6,234,985	6,160,484	6,348,271	1%

Textile/ garment Industry

HS Code 610990

KSA Top Importing Countries



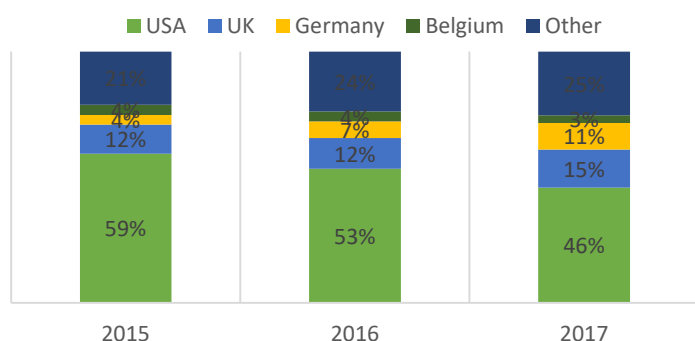
- **India** captures the major share in KSA market with (32%) share in 2017 and remains the top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world. However, Pakistan (Rank 28th world exporter) has potential for the trade with KSA.
- Textile/ garment industry byproduct HS: 610990 has decreased slightly by 1 percent over the period of 3 years (2015-17), where as KSA imports from the world are exceptionally increased by 32%. This growing demand indicates Pakistan's potential to export this product in KSA market.

Top Exporters to KSA

Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	India	19,825	28,849	82,380	104%
2	China	67,600	70,868	65,029	-2%
3	Bangladesh	15,987	41,197	56,572	88%
4	Turkey	17,382	13,439	16,849	-2%
5	Portugal	4,695	19,770	14,421	75%

- The most competitive exporter in KSA market is India followed by Bangladesh and Turkey. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **relatively stable** change in exports are in lined with world exports.

Pak Top Export Destination



Pakistan Top Exporter Destination

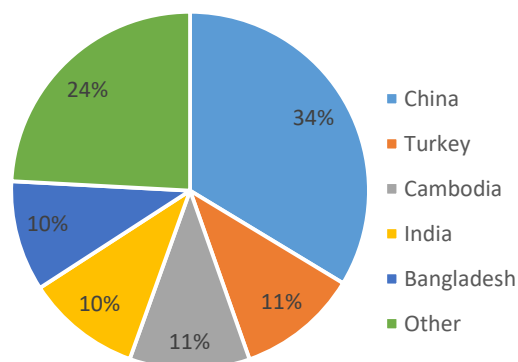
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	USA	120,903	109,374	90,633	-13%
2	UK	23,555	25,154	29,984	13%
3	Germany	7,770	13,608	20,908	64%
4	Belgium	8,419	8,012	6,069	-15%
5	Spain	6,639	9,074	5,054	-13%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	28,338,074	27,286,862	27,955,003	-1%
28 TH	Pakistan Exports to the World	203,756	205,111	197,757	-1%
22 ND	Saudi Arabia imports from the world	146,690	196,701	256,916	32%
	World – Imports	22,921,338	23,125,819	24,969,954	4%

Textile/ garment Industry

HS Code 620462

KSA Top Importing Countries

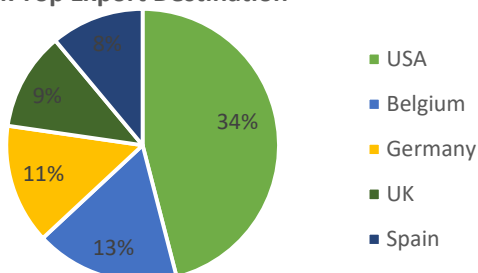


- **China** captures the major share in KSA market with (34%) share in 2017 and remains the only top export over the period.
- All top exporters to KSA for this product are also top exporter to the world except India, which is 18th in world exports of this product. However, Pakistan (Rank 19th world exporter) has potential for the trade with KSA.
- Textile/ garment industry byproduct HS: 620462 world export over the period remains stable. However world exports grow by 1 percent over the period of 3 years (2015-17) and KSA imports are in line showing similar upsurge. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	China	17,476	23,226	23,042	15%
2	Turkey	2,531	31,142	7,494	72%
3	Cambodia	919	4,046	7,445	185%
4	India	3,286	11,813	7,103	47%
5	Bangladesh	4,327	6,980	6,841	26%

- The most competitive exporter in KSA market is Cambodia followed by Turkey and India. *(Change in exports better than change in imports of KSA).*
- Pakistan's export competitiveness to the world is **slightly low**. *(Change in Pakistan exports to the world is unrelated to change in world exports).*

Pak Top Export Destination



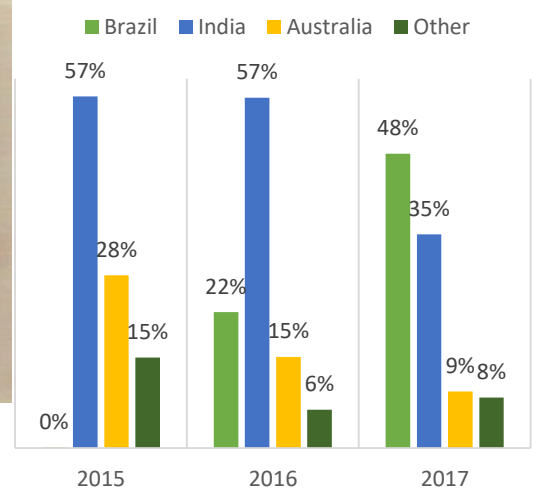
Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	USA	108,011	70,058	67,766	(20%)
2	Belgium	40,328	24,427	25,196	(21%)
3	Germany	83,271	52,960	20,963	(50%)
4	UK	63,140	30,506	17,183	(48%)
5	Spain	92,338	79,477	16,294	(58%)

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	21,195,608	21,046,455	21,770,609	1%
19 th	Pakistan Exports to the World	528,521	366,222	197,075	(39%)
36 th	Saudi Arabia imports from the world	46,262	92,942	68,463	22%
	World – Imports	19,691,571	19,060,148	19,483,589	(1%)



Livestock/ Frozen Meat Industry : HS Code : 020230

KSA Top Importing Countries

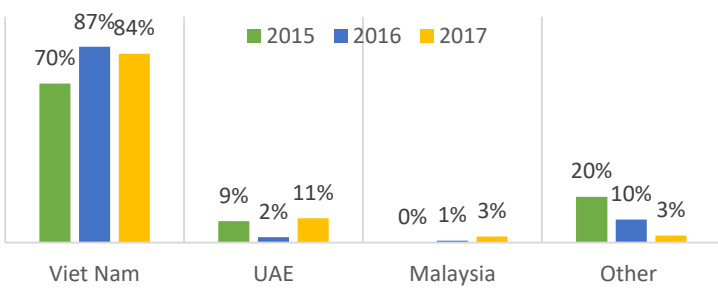


- **Brazil** captures the major share in KSA market with (48%) share in 2017 whereas India remain the top exporter in previous years.
- All top exporters to KSA for this product are also top exporter to the world except Poland, which is 11th in world exports of this product. However, Pakistan (Rank 31th world exporter) has potential for the trade with KSA.
- Livestock & Frozen Meat Industry byproduct HS: 020230 shows a negative growth of 1 percent over the period of 3 years (2015-17) and KSA imports are unrelated to industry trends showing considerable down surge of (23%) over the same period..

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Brazil	280	42,737	82,277	1614%
2	India	165,243	110,195	59,768	-40%
3	Australia	81,161	28,666	15,845	-56%
4	New Zealand	10,915	2,757	3,273	-45%
5	Poland	-	75	3,116	0%

- The most competitive exporter in KSA market is Brazil followed by Poland. (Change in exports better than change in imports of KSA).
- Pakistan's export competitiveness to the world is **stable** as compare to the world exports. (1%) change in world exports Vs (12%) Change in Pakistan's exports to the world.). In view of good ranking in world exports, Pakistan's industry have potential to export its product in KSA market.

Pak Top Export Destination

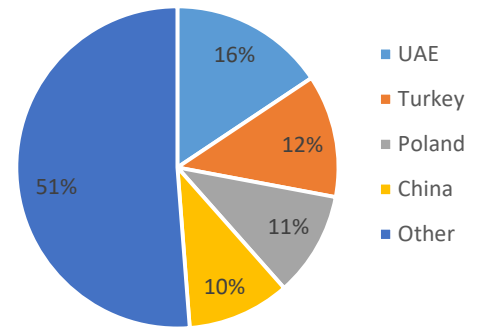


Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Viet Nam	18,503	9,532	17,057	(4%)
2	UAE	2,473	262	2,192	(6%)
3	Malaysia	-	88	527	0%
4	Hong Kong	96	-	488	125%
5	Oman	217	15	119	(26%)

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	20,976,091	18,504,576	20,476,264	(1%)
31St	Pakistan Exports to the World	26,306	11,002	20,402	(12%)
23rd	Saudi Arabia imports from the world	289,305	193,628	172,035	(23%)
	World – Imports	18,929,932	16,341,844	20,124,420	3%

Sugar Confectionery Manufacturing Industry HS Code 170490

KSA Top Importing Countries

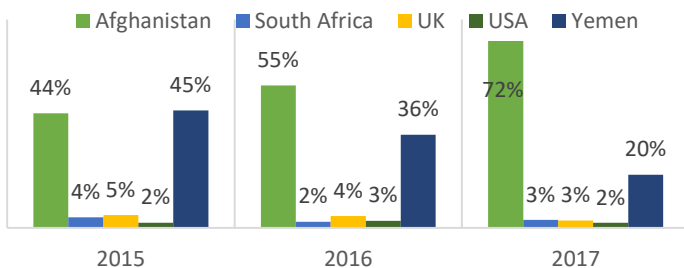


- **UAE** captures the major share in KSA market with (16%) share in 2017 whereas Poland and China leads the KSA market in pervious years.
- All top exporters to KSA for this product are also top exporter to the world except UAE, which is 48th in world exports of this product. However, Pakistan (Rank 37th world exporter) has potential for the trade with KSA.
- Sugar Confectionery Manufacturing Industry byproduct HS: 170490 shows a positive growth of 5 percent over the period of 3 years (2015-17) and KSA imports are in line showing a progressive rise of 14%. This also indicates Pakistan's industry potential to export its product in growing KSA market.

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	UAE	5,983	6,923	24,309	102%
2	Turkey	8,490	10,653	19,157	50%
3	Poland	21,216	17,021	16,350	-12%
4	China	19,594	18,211	16,025	-10%
5	Germany	3,846	7,034	12,725	82%

- The most competitive exporter in KSA market is UAE Nam followed by Germany and Turkey. *(Change in exports better than change in imports of KSA).*
- Pakistan's export competitiveness to the world is **High**. *39% increase in Pakistan exports to the world is recorded over the period of 3 years versus 5% increase in world exports of the same product.*

Pak Top Export Destination



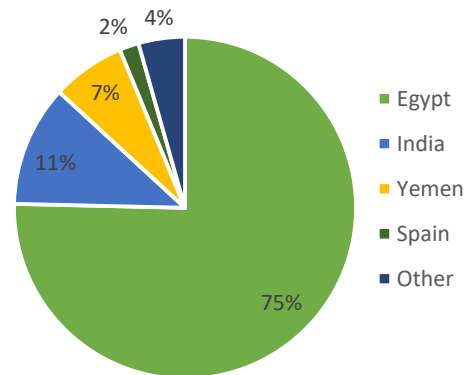
Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	13,970	21,285	44,345	78%
2	South Africa	1,288	920	1,876	21%
3	UK	1,574	1,744	1,768	6%
4	USA	615	1,066	1,188	39%
5	Yemen	1,490	1,892	1,112	-14%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	9,588,022	10,080,259	10,580,197	5%
37 th	Pakistan Exports to the World	31,800	38,953	61,780	39%
16 th	Saudi Arabia imports from the world	120,637	120,331	155,485	14%
	World – Imports	9,220,705	9,621,577	10,189,263	5%

Fresh Fruit and Vegetable Industry

HS Code 070310

KSA Top Importing Countries

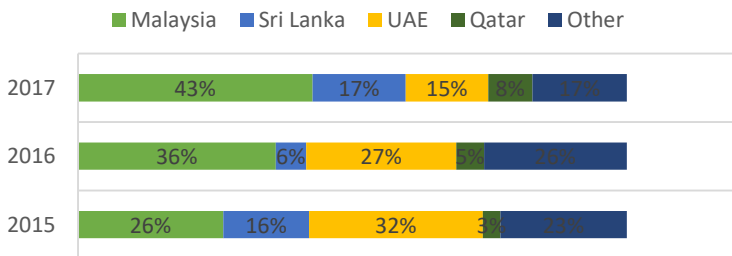


- **Egypt** captures the major share in KSA market with (75%) share in 2017 and remains the top exporter to KSA over the period.
- All top exporters to KSA for this product are also top exporter to the world except Yemen, which is 26th in world exports of this product. However, Pakistan (Rank 24th world exporter) has potential for the trade with KSA.
- Fresh Fruit and Vegetable Industry byproduct HS: 070310 shows a negative growth of 1 percent over the period of 3 years (2015-17) and KSA imports are in line showing similar down surge.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Egypt	116,934	130,205	104,056	-6%
2	India	5,671	10,694	15,835	67%
3	Yemen	18,377	2,748	9,577	-28%
4	Spain	1,146	1,871	2,528	49%
5	USA	1,077	1,471	1,315	10%

- The most competitive exporter in KSA market is India Nam followed by Spain and USA.
- Pakistan's export competitiveness to the world is **slightly low** as compare to the world exports. (*Change in Pakistan exports to the world is unrelated to change in world exports*). Keeping in view of good ranking in the world exports, Pakistan still have huge potential to export in KSA market and touch the top exporters list.

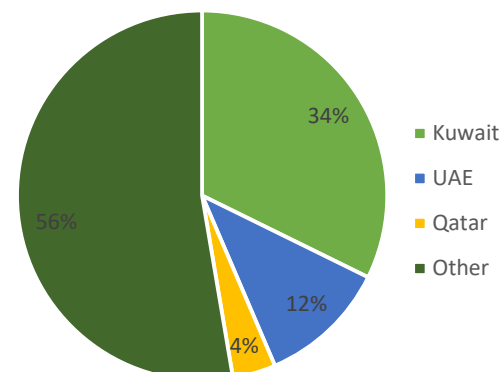
Pak Top Export Destination



Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Malaysia	10,319	4,727	5,083	-30%
2	Sri Lanka	6,105	721	2,021	-42%
3	UAE	12,335	3,585	1,786	-62%
4	Qatar	1,242	664	957	-12%
5	Oman	2,138	1,208	674	-44%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	3,319,007	3,309,903	3,237,563	(1%)
24 th	Pakistan Exports to the World	38,980	13,105	11,893	(45%)
6 th	Saudi Arabia imports from the world	146,015	149,649	138,059	(3%)
	World – Imports	3,360,425	3,168,562	3,349,566	0%

Flour & grain mills Industry HS Code 110100

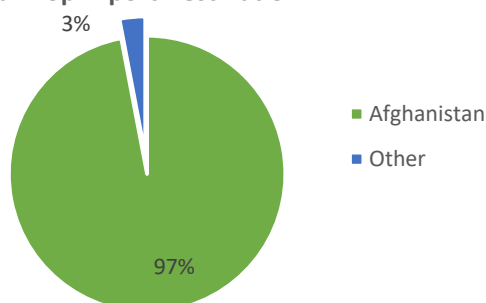


- **Kuwait** captures the major share in KSA market with (34%) share in 2017. Moreover, UAE and Qatar stood as top exporters to KSA in preceding years.
- All top exporters to KSA for this product ranks below Pakistan in world export, Pakistan (Rank 24th world exporter). Egypt, Kuwait, UAE and Qatar ranks 13th , 24th , 35th , and 76th respectively.
- Flour & grain mills Industry byproduct HS: 110100 show marginally negative growth of (1) percent over the period of 3 years (2015-17) and KSA imports are in line showing similar down surge.

Ranking	Top Exporters to KSA				Growth 3yrs
	Exporters	2015	2016	2017	
1	Kuwait	38,405	43,045	44,510	8%
2	UAE	16,546	12,205	8,381	-29%
3	Qatar	5,963	7,799	4,420	-14%
4	Egypt	594	83	1,559	62%
5	Turkey	3,893	2,388	594	-46%

- The most competitive exporter in KSA market is Viet Nam followed by China and Italy. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **marginally low**. Both Pakistan exports to the world and total world exports are showing a negative growth over the period of 3 years.

Pak Top Export Destination



Ranking	Pakistan Top Exporter Destination				Growth 3yrs
	Importers	2015	2016	2017	
1	Afghanistan	320,876	171,537	94,170	-46%
2	UAE	424	167	1,760	104%
3	KSA	19	457	439	381%
4	Tanzania	235	154	220	-3%
5	Kenya	139	94	125	-5%

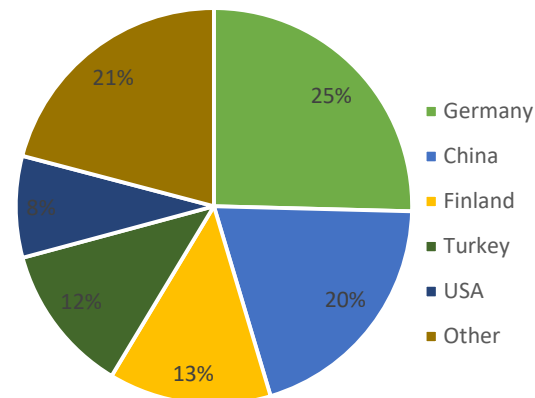
Ranking		2015	2016	2017	Growth 3yrs
	World – Export	3,319,007	3,309,903	3,237,563	(1%)
24 th	Pakistan Exports to the World	38,980	13,105	11,893	(45%)
6 th	Saudi Arabia imports from the world	146,015	149,649	138,059	(3%)
	World – Imports	3,360,425	3,168,562	3,349,566	0%

Paper & Board Industry

HS Code 481159



KSA Top Importing Countries

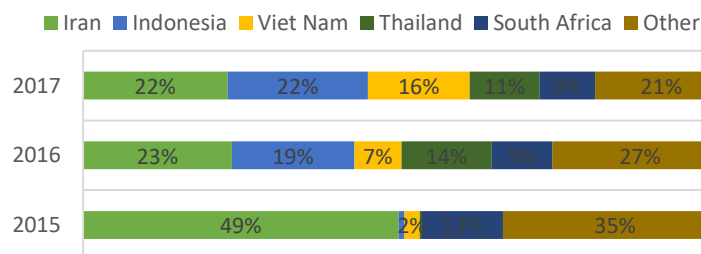


- Germany captures the major share in KSA market with (25%) share in 2017 whereas china leads the KSA imports destination in preceding years.
- All top exporters to KSA for this product are also top exporter to the world except Finland and Turkey, which is 16th and 15th in world exports of this product. However, Pakistan (Rank 21th world exporter) has potential for the trade with KSA.
- Paper & Board Industry byproduct HS: 481159 shows a positive growth of 1 percent over the period of 3 years (2015-17) and KSA imports are not in line showing down surge of (34%).

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Germany	28,294	38,731	20,125	-16%
2	China	70,559	74,599	15,823	-53%
3	Finland	12,761	8,779	10,499	-9%
4	Turkey	841	1,524	9,647	239%
5	USA	6,124	6,467	6,562	4%

- The most competitive exporter in KSA market is Turkey followed by USA and Finland. (Change in exports better than change in imports of KSA).
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. (Change in Pakistan exports to the world 42% Vs 1% change in world exports).

Pak Top Export Destination



Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Iran,	19,660	18,967	18,170	-4%
2	Indonesia	356	15,634	17,641	604%
3	Viet Nam	962	5,987	12,817	265%
4	Thailand	134	11,518	8,760	709%
5	South Africa	5,047	7,756	6,983	18%

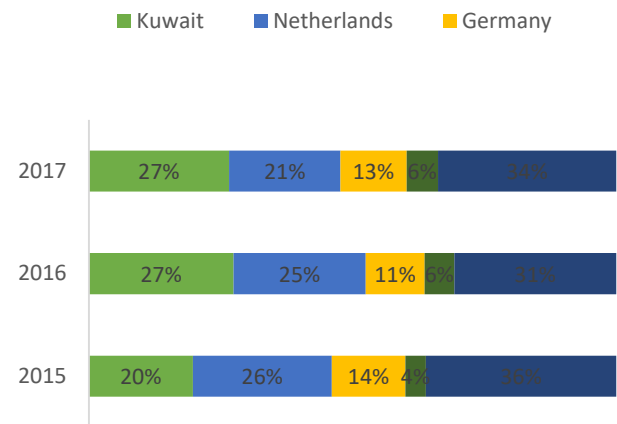
Ranking		2015	2016	2017	Growth 3yrs
	World – Export	6,113,246	5,975,497	6,243,302	1%
21 th	Pakistan Exports to the World	40,175	82,221	81,069	42%
27 th	Saudi Arabia imports from the world	182,693	158,834	79,213	(34%)
	World – Imports	5,780,957	5,698,856	6,199,401	4%

Juice & canned food Industry

HS Code 200990



KSA Top Importing Countries

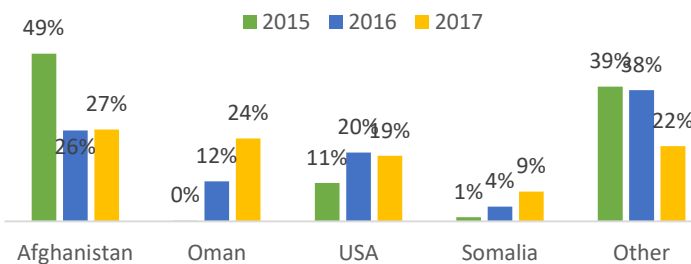


- **Kuwait** captures the major share in KSA market with (27%) share in 2017 and remains the top exporter to KSA over the last 2 years.
- All top exporters to KSA for this product are also top exporter to the world except Denmark & Kuwait, which is 21st and 16th in world exports of this product. However, Pakistan (Rank 35th world exporter) has potential for the trade with KSA.
- Juice & canned food Industry byproduct HS: 200990 shows a positive growth of 8 percent over the period of 3 years (2015-17) and KSA imports are showing down surge of (17%).

Top Exporters to KSA					
Ranking	Exporters	2015	2016	2017	Growth 3yrs
1	Kuwait	19,730	21,772	18,231	-4%
2	Netherlands	26,368	19,917	14,457	-26%
3	Germany	13,940	8,837	8,599	-21%
4	Denmark	3,881	4,481	4,071	2%
5	Egypt	177	1,070	2,755	295%

- The most competitive exporter in KSA market is Egypt followed by Denmark and Kuwait. (*Change in exports better than change in imports of KSA*).
- Pakistan's export competitiveness to the world is **High** as compare to the world exports. (*Change in Pakistan exports to the world 40% Vs 8% change in world exports*).

Pak Top Export Destination



Pakistan Top Exporter Destination					
Ranking	Importers	2015	2016	2017	Growth 3yrs
1	Afghanistan	1,490	1,090	1,609	4%
2	Oman	8	479	1,455	1249%
3	USA	341	824	1,149	84%
4	Somalia	37	179	525	277%
5	Canada	223	414	515	52%

Ranking		2015	2016	2017	Growth 3yrs
	World – Export	1,699,173	1,815,263	1,969,616	8%
35 th	Pakistan Exports to the World	3,072	4,145	6,058	40%
6 th	Saudi Arabia imports from the world	100,045	79,400	68,536	-17%
	World – Imports	1,898,881	1,952,101	2,103,691	5%

Key Findings

Pakistan has no preferential access to KSA market despite having strong brotherly relations with Saudi Arabia. Therefore, Pakistan need to take firm steps to strengthen economic and bilateral trade relations by Improving banking channels, investor security and one window facilitation. Further, marketing strategies are not well formulated i.e. Pakistan needs focused marketing strategies to promote its exports in KSA along with Pakistani exporters participation in KSA exhibitions. Pakistan also needs free or preferential trade agreements with KSA and GCC to increase the bilateral trade in goods and services.

Saudi Arabia is a consumption oriented economy having high purchasing power. They focus more on quality, innovative and modern imported products. Pakistani Exporters need to focus more on modern techniques and innovation to earn greater share in KSA market. Besides oil, Saudi government has enter into a comprehensive plan to tap non-oil sectors. This is also a great opportunity for Pakistani exporters to contribute in non-oil sectors such as construction materials, industrial supplies including machineries and other services.

Geographical location of the both countries reduces the transportation cost as well as shipping time. This should take as a consideration to encourage the opportunity to trade fresh food and cereal commodities and other products having short life span along with the recommended commodities for trade potential in the report. Pakistani halal food products have considerable potential to capture Saudi market. Being an agrarian country, our existing meat exporters are not sealing up to the potential and can earn greater share of the KSA market by proper marketing and supply chain management.

KSA imports diversified products such as machinery, vehicles, pharmaceutical products, cereals products, Iron & steel produces, raw material, Meat, dairy products, edible oil etc. Pakistan's exporters can contribute more in KSA market by increasing the volume of exports in highlighted products as detailed in the report.

Annexures



Annexure - 1

Pakistan Top 90% exports to Kingdom of Saudi Arabia

Product code	Pakistan Export to Saudi Arabia			Saudi Arabia's imports from world		
	2015	2016	2017	2015	2016	2017
'100630	88,851	61,370	68,612	1,451,417	872,054	957,353
'091099	7,102	20,694	26,673	80,954	94,134	97,343
'020120	26,196	25,262	20,526	34,340	30,326	22,727
'170199	4,715	1,210	18,156	272,668	254,561	307,727
'020110	4,995	8,343	16,689	9,853	12,525	22,341
'621040	18,142	12,208	14,309	546,119	224,214	154,684
'620342	2,975	12,765	13,291	20,849	40,082	40,465
'080520	10,361	12,459	9,022	40,315	54,337	41,279
'170310	2,616	4,185	8,530	7,954	6,345	9,465
'040900	8,282	8,305	7,841	56,230	41,804	66,128
'620462	6,664	5,309	6,608	46,262	92,942	68,463
'080450	8,811	11,581	6,533	55,180	52,675	59,828
'630629	9,890	8,615	5,874	15,934	14,378	9,603
'020410	23,312	19,477	5,796	40,093	54,344	28,512
'610510	445	1,390	5,533	14,806	75,894	140,399
'621050	6,173	2,932	5,361	482,738	327,661	255,919
'630291	5,034	4,309	4,803	39,026	34,433	35,877
'020421	18,396	10,473	4,304	62,345	51,253	55,301
'420329	6,687	5,590	4,071	11,835	10,751	6,883
'030289	3,905	4,396	3,975	34,548	34,671	38,045
'640590	1,771	3,804	3,914	24,622	20,179	18,046
'220720	6,352	7,197	3,778	14,412	12,908	11,875
'940490	5,312	4,678	3,385	135,180	112,974	104,757
'611120	1,065	1,747	2,962	197,961	171,784	136,718
'010619	-	405	2,647	862	2,481	6,729
'630221	3,611	2,810	2,482	6,934	7,569	5,533
'551329	3,019	1,727	2,415	76,790	34,301	13,894
'091091	12,469	2,577	2,410	31,157	23,353	26,590
'040719	5,427	4,201	2,255	57,511	37,153	10,049
'220290	1,845	1,841	2,214	132,239	116,845	73,292
'630622	2,002	2,298	2,209	4,943	9,236	15,317
'680100	3,926	3,310	2,114	275,066	208,583	174,284
'630419	2,527	913	2,098	4,938	5,198	4,814
'030244	1,410	2,429	2,088	14,304	13,479	18,689

Annexure - 2

Pakistan Top 90% Imports from Kingdom of Saudi Arabia

2015			
Product code	Imports from KSA	Imports from the world	Import % from KSA
'270900	1,615,230	3,022,858	53%
'390210	203,917	412,096	49%
'271019	94,965	3,715,142	3%
'390110	142,962	292,419	49%
'390120	98,041	263,103	37%
'290531	84,450	209,693	40%
'310530	200,270	619,441	32%
'290243	111,403	265,846	42%
'290511	34,410	36,508	94%
'290121	-	78,500	0%

2016			
Product code	Imports from KSA	Imports from the world	Import % from KSA
'270900	869,637	1,983,027	44%
'390210	192,873	384,894	50%
'271019	17,425	3,532,113	0.5%
'390110	119,554	286,853	42%
'390120	104,860	266,402	39%
'290531	83,715	201,493	42%
'310530	55,963	472,960	12%
'290243	87,103	257,497	34%
'290511	28,597	30,766	93%
'290121	-	72,081	0%

2017			
Product code	Imports from KSA	Imports from the world	Import % from KSA
'270900	1,293,221	3,135,388	41%
'390210	266,902	466,093	57%
'271019	156,000	4,398,819	4%
'390110	143,959	331,609	43%
'390120	137,109	316,677	43%
'290531	130,436	286,672	46%
'310530	95,060	647,877	15%
'290243	94,722	271,768	35%
'290511	45,097	46,603	97%
'290121	37,895	86,834	44%

Annexure - 3

HS code 6 digits export	Description	Industry
'020230	Frozen bovine cuts, with bone in (excluding carcasses and half-carcasses)	Meat & Edible meat offal
'070310	Fresh or chilled onions and shallots	Edible Vegetables & certain roots & Tuber Industry
'110100	Wheat or meslin flour	Flour Industry
'170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	Sugar & sugar Confectionery
'200990	Fruit juices, incl. grape must, and vegetable juices, unfermented, not containing added spirit, whether or not containing added sugar or other sweetening matter	Fruits & vegetable industry
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	Mining and Mineral industry
'300439	Medicaments containing hormones or steroids used as hormones but not antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packing's for retail sale (excluding medicaments containing insulin or corticosteroid hormones, their derivatives or structural analogues)	Pharmaceutical Product
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packing's for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing pro-vitamins, vitamins or derivatives thereof used as vitamins)	

Annexure - 3

HS code 6 digits export	Description	Industry
'481159	Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular sheets, of any size (excluding bleached and weighing > 150 g/m ² , and adhesives)	Paper & Board Industry
'610510	Men's or boys' shirts of cotton, knitted or crocheted (excluding nightshirts, T-shirts, singlets and other vests)	Textile & Garment Industry
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	
'610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton)	
'611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excluding wadded waistcoats)	
'611120	Babies' garments and clothing accessories of cotton, knitted or crocheted	
'620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding knitted or crocheted, panties and swimwear)	
'841490	Parts of : air or vacuum pumps, air or other gas compressors, fans and ventilating or recycling hoods incorporating a fan	Machinery & Mechanical Industry
'870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles	
'880390	Parts of aircraft and spacecraft	
'901890	Instruments and appliances used in medical, surgical or veterinary sciences	

Annexure - 4

HS code of Top Imports	Description	Industry
'270900	Product: 270900 Petroleum oils and oils obtained from bituminous minerals, crude	Petroleum industry
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	
'290531	Product: 271019 Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	Organic Chemical
'290243	P-Xylene	
'290511	Methanol "methyl alcohol	
'290121	Ethylene	
'310530	Diammonium hydrogen orthophosphate "Diammonium phosphate" (excluding that in tablets or similar forms, or in packages with a gross weight of <= 10 kg)	Fertilizer Industry
'390110	Polyethylene with a specific gravity of < 0,94, in primary forms	Plastic & Articles Industry
'390120	Polyethylene with a specific gravity of >= 0,94, in primary forms	
'390210	Polypropylene, in primary forms	

Annexure - 5

New Export potential to KSA – Recommendation

Product code	Description	Industry
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	Electrical Machinery
'840710	Spark- ignition reciprocating or rotary internal combustion piston engines. – Aircraft engines	Spare parts
'190110	Preparations suitable food for infants or young children, put up for retail sale	Baby Food
'100590	Maize (Corn). Others	Mills
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections, towers and lattice masts, doors and windows and their frames, thresholds for doors, props and similar equipment for scaffolding, shuttering, propping or pit-propping)	Iron & Steel
'300339	Medicaments containing hormones or steroids used as hormones, not containing antibiotics, not in measured doses or put up for retail sale (excluding those containing insulin)	Pharmaceutical
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale)	Animal Feed
'721049	Fresh or dried bananas (excluding plantains)	Fruits
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excluding organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded pieces or shapes, and products and preparations for washing the skin in the form of liquid or cream)	Soap
'730690	Tubes, pipes and hollow profiles "e.g., open seam, riveted or similarly closed", of iron or steel (excluding of cast iron, seamless or welded tubes and pipes and tubes and pipes having internal and external circular cross-sections and an external diameter of > 406,4 mm)	Iron & Steel
'420221	Handbags, whether or not with shoulder straps, incl. those without handles, with outer surface of leather, composition leather or patent leather	Leather
'151620	Vegetable fats and oils and their fractions, partly or wholly hydrogenated, inter-esterified, re-esterified or elaidinised, whether or not refined, but not further prepared	Edible Oil
'040390	Buttermilk, curdled milk and cream, kephir and other fermented or acidified milk and cream, whether or not concentrated or flavoured or containing added sugar or other sweetening matter, fruits, nuts or cocoa (excluding yogurt)	Dairy Products
'283620	Disodium carbonate	Inorganic Chemical

Annexure - 6

Existing Export potential to KSA – Recommendation

HS code 6 digits	Description	Industry
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)	Pharmaceutical
'870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles	Auto spare parts
'901890	Instruments and appliances used in medical, surgical or veterinary sciences,	Medical Equipment's
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	Petro-chemicals
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	Textile/ Garments
'020230	Frozen, boneless meat of bovine animals	Livestock
'841490	Parts of : air or vacuum pumps, air or other gas compressors, fans and ventilating or recycling hoods incorporating a fan,	Fan
'170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	Sugar Confectionery
'610510	Men's or boys' shirts of cotton, knitted or crocheted (excluding nightshirts, T-shirts, singlets and other vests)	Textile/ Garments
'070310	Fresh or chilled onions and shallots	Vegetable

Annexure - 6

Existing Export potential to KSA – Recommendation

HS code 6 digits	Description	Industry
'611120	Babies' garments and clothing accessories of cotton, knitted or crocheted (excluding hats)	Textile/ Garments
'110100	Maize (Corn) Products	Mills
'610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton)	Textile/ Garments
'300439	Medicaments containing hormones or steroids used as hormones but not antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing insulin or corticosteroid hormones, their derivatives or structural analogues)	Pharmaceutical
'481159	Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular sheets, of any size (excluding bleached and weighing > 150 g/m ² , and adhesives)	Paper & Board
'880390	Parts of aircraft and spacecraft,	Heavy Machinery Spare part
'200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excluding containing spirit)	Beverages
'620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton (excluding knitted or crocheted, panties and swimwear)	Textile/ Garments
'611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excluding wadded waistcoats)	Textile/ Garments

ABOUT US

Punjab board of investment & trade is a provincial trade and investment promotion agency established by the Government of Punjab in 2009. In today's global economy, trade and investment play an increasingly important role in generating means for transformative change. At PBIT, we strive to ensure that this transformative change is sustainable and more impactful. PBIT is committed to enhancing the global competitiveness of Punjab and its business. To this end, we work to attract new investments in the region and strengthen the existing ones by promoting local investment opportunities, facilitating businesses and highlighting the distinct advantages of Punjab as a business location.

Incorporated under Section 42 under the Companies Ordinance of 1984, Punjab Board of Investments & Trade (PBIT) assists companies which intend to invest in the manufacturing and services sectors of Punjab. The wide range of services provided by PBIT include providing information on the opportunities for investments, as well as facilitating companies which are looking for joint venture partners. PBIT acts as Punjab's marketing arm and actively promotes the province worldwide as one of the best investment hubs in Asia. PBIT as Special Economic Zone Authority Punjab also evaluates the applications/proposals from Developers to declare their Industrial Parks as Special Economic Zones. For granting one time import duty exemption on machinery, equipment, spare parts, consumables in Special Economic Zones, PBIT is responsible to issue a confirmation Letter on the status of the applicant prior to seeking the permission from the relevant department/agencies to claim for the exemption. Investors are always encouraged to discuss their project interests with PBIT officers, wherein Information can be obtained on major public/private projects, prevailing sectoral policy framework, existing incentive regime, financing options, trade statistics etc. Punjab Board of Investment & Trade is a Steering Committee Member and the Director of South Asia at the World Association of Investment Promotion Agencies (WAIPA) - a prestigious world association of organizations similar to PBIT created by UNCTAD.

Projects and Policy Research Department

Punjab Board of Investment and Trade targets a socio-economic growth through its P&PR. The department plans to fortify its deep roots, both locally and internationally, by reaching out to leading businesses for discussing the panoramic commercial opportunities. As per the initiative of inventiveness, the department plans to provide a transaction advisory as defined in its role to bring-in the investments and establish new businesses. For this purpose, Pitch books of different identified sectors are a new resourcefulness of this department which would target to develop the in-house capacity of production by connecting the local and international market players. This would not only ensure the technology transfer but also create several jobs in the province. The department plans to connect through the regional IPAs, financial institutions, the embassies in different countries and local chambers as well so as to fast-track the process of economic growth and industrialization in Punjab in regard to its recognition as 'The Land of Opportunities

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