



**Economic And Business  
Climate In Pakistan And  
Opportunities For  
Enhancing Trade Between  
Pakistan And Bulgaria**

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# Pakistan - an Overview

- ▶ Pakistan is the 5<sup>th</sup> most populous country in the world (220 Million), with a GDP of \$284 Billion.
- ▶ Availability of Deep Sea Ports, Rivers, Mountains, River Plains and Desserts providing access to most raw materials and resources.
- ▶ Immense potential to export, and import products/services from the world due to Geographic location and Population
- ▶ Worlds leading exporter of Textile, Leather, Sea Food, Sports Goods, Footwear, Rice, Mangoes, I.T services etc.

## Aggregate Bilateral Annual Trade with Bulgaria

Million \$

<u>Years</u>	<u>Exports</u>	<u>Imports</u>	<u>Total Trade</u>	<u>Trade Balance</u>
2015	11.8	12.4	24.2	(0.6)
2016	13.7	16.9	30.6	(3.2)
2017	18.2	18.1	36.3	0.1
2018	15.9	17.3	33.2	(1.4)
2019	28.4	16.6	45	11.8
				Source: Trade Maps

# Pakistan Top 5 Exports and Imports from Bulgaria

## TOP 5 EXPORTS

Product Code	Product Label	Value (2019) (Million USD)
52	Cotton	7.661
63	Made up Textile Articles	6.812
39	Plastics	6.561
42	Articles of Leather	1.031
90	Medical, Surgical Equipment	0.891

## TOP 5 IMPORTS

Product Code	Product Label	Value (2019) (Million USD)
07	Edible Vegetables, roots and tubers	4.54
63	Made up Textile Articles	2.877
39	Tobacco and Manufactured substitutes	2.812
87	Vehicles, parts and accessories	1.534
28	Inorganic chemicals; organic or inorganic compounds of precious metals, rare-earth metals	0.949

HS	Product Labels	Pakistan's exports to Bulgaria (Million USD)	Bulgaria's imports from world (Million USD)	Pakistan's exports to world (Million USD)
'3907	Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, ...	6.42	169.559	23.,166
'6302	Bedlinen, table linen, toilet linen and kitchen linen of all types of textile materials (excluding ...	6.190	29.396	3,261.276
'5208	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m <sup>2</sup>	2.996	36.558	605.975
'5210	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed principally ...	2.148	10.764	290.399
'5205	Cotton yarn other than sewing thread, containing >= 85% cotton by weight (excluding that put ...	1.408	27.926	1,078.479
'4203	Articles of apparel and clothing accessories, of leather or composition leather (excluding ...	1.024	9.937	589.412
'9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences, incl. ...	0.891	132.978	409.065
'2401	Unmanufactured tobacco; tobacco refuse	0.790	88.013	10.903
'5209	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 200 g/m <sup>2</sup>	0.574	22.142	906.473
'1006	Rice	0.530	25.938	2,277.005

Source: Trade Maps

HS	Product Labels	Pakistan's exports to Bulgaria (Million USD)	Bulgaria's imports from world (Million USD)	Pakistan's exports to world (Million USD)
'5513	Woven fabrics containing predominantly, but < 85% synthetic staple fibres by weight, mixed ...	0.526	11.345	167.241
'6108	Women's or girls' slips, petticoats, briefs, panties, nightdresses, pyjamas, négligés, bathrobes, ...	0.390	15.278	25.374
'6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	0.378	61.391	2,343.760
'6103	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib and brace overalls, breeches ...	0.349	23.443	556.158
'5514	Woven fabrics containing predominantly, but < 85% synthetic staple fibres by weight, mixed ...	0.288	17.801	64.536
'5212	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, other than those ...	0.287	7.727	107.610
'6305	Sacks and bags, of a kind used for the packing of goods, of all types of textile materials	0.234	15.662	57.954
'5211	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight, mixed principally ...	0.211	34.414	147.983
'6116	Gloves, mittens and mitts, knitted or crocheted (excluding for babies)	0.209	6.227	205.150
'3907	Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, ...	6.420	169.559	233.166

Source: Trade Maps

# Potential exporting items of Pakistan for Bulgaria

HS Code	Product Label	Pakistan's exports to Bulgaria (Million USD)	Bulgaria imports from world (Million USD)	Pakistan's Export to world (Million USD)
'TOTAL	All products	28.408	37,276.339	23,818.817
'2709	Petroleum oils and oils obtained from bituminous minerals, crude	-	3,111.644	248.810
'3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put ...	-	1,239.526	188.609
'2710	Petroleum oils and oils obtained from bituminous minerals (excluding crude); preparations containing ...	-	762.539	123.629
'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, ...	-	260.768	17.074
'7404	Waste and scrap, of copper (excluding ingots or other similar unwrought shapes, of remelted ...	-	283.704	17.530
'8701	Tractors (other than tractors of heading 8709)	-	417.423	26.757
'8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	-	352.218	4.275
'8471	Automatic data-processing machines and units thereof; magnetic or optical readers, machines ...	-	314.774	4.837



# Product Highlights

- ▶ Pakistan has been manufacturing and exporting tractors and farm equipment since its inception. Pakistani tractors are sturdy, reliable, and cheap. They have been fueling its Agriculture industry for decades. (Total Exports \$27 Million)
- ▶ Another significant export Coaxial Insulated Wires, and Copper Scrap. Pakistan exports and is self reliant in making all types of fine grade wires. Therefore, potential in this sector can be explored. (Total Exports \$20 Million)



# Product Highlights

- ▶ Pakistan is credited with producing some of the worlds best sports equipment, including Footballs. Pakistan has been constantly providing the Footballs for FIFA World Cups, and have Produces the Telstar, and Brazuca. (Total Exports \$225 Million for Sports Goods)
- ▶ Pakistan supplies apparel, home, and other textile products to worlds leading brands such as Nike, Adidas, Zara, H&M, Walmart etc. (Textile Exports \$5-6 Billion)



# Product Highlights

- ▶ Pakistani Mangoes are considered some of the best globally, due to their taste, size and quality. (Total Exports \$200 Million)
- ▶ Pakistan is a major rice producing countries, having received G.I tag for producing Basmati Rice, which is one of the best in the world. Other types of rice are also abundantly produced. (Total Exports \$2.2 Billion)

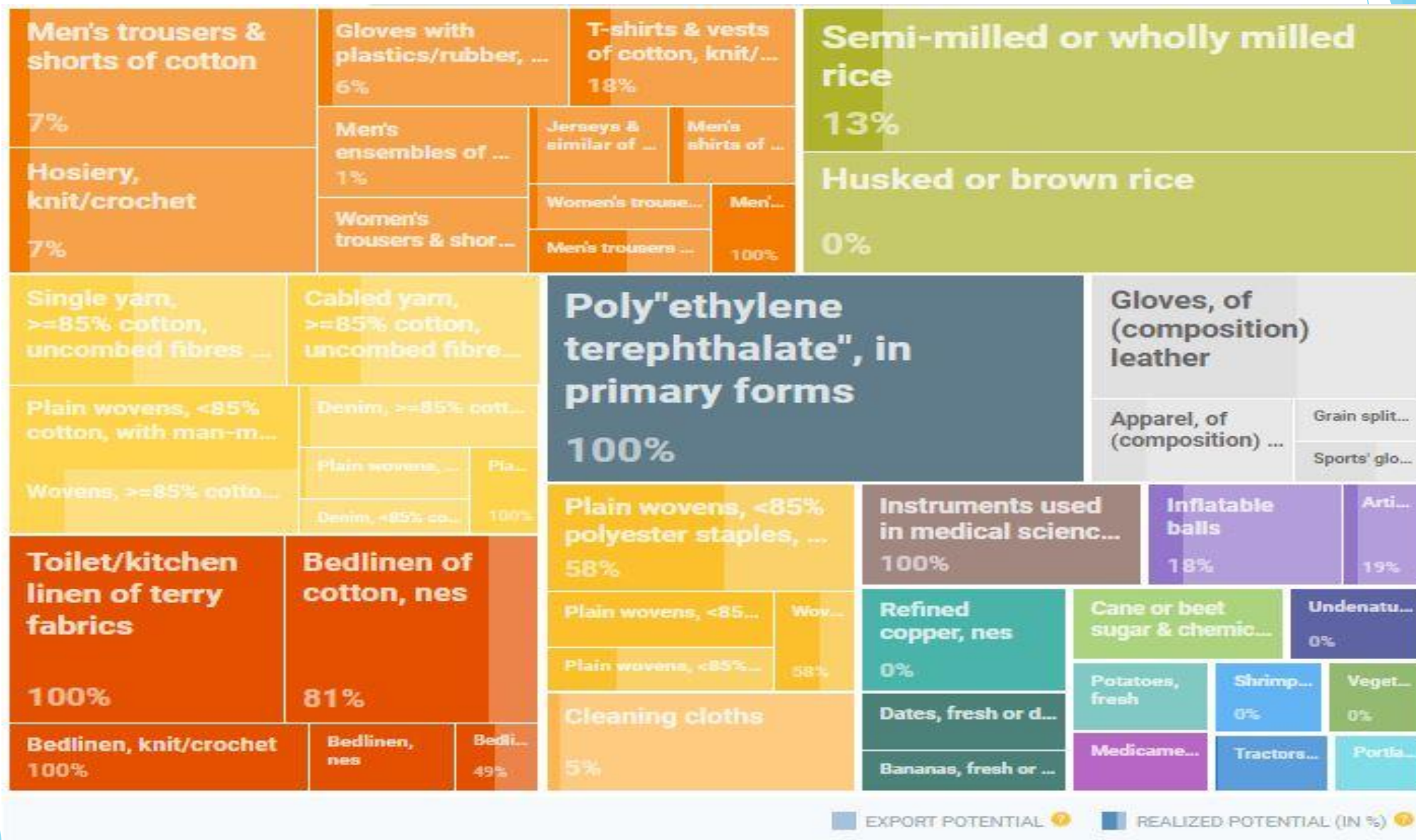


# Product Highlights

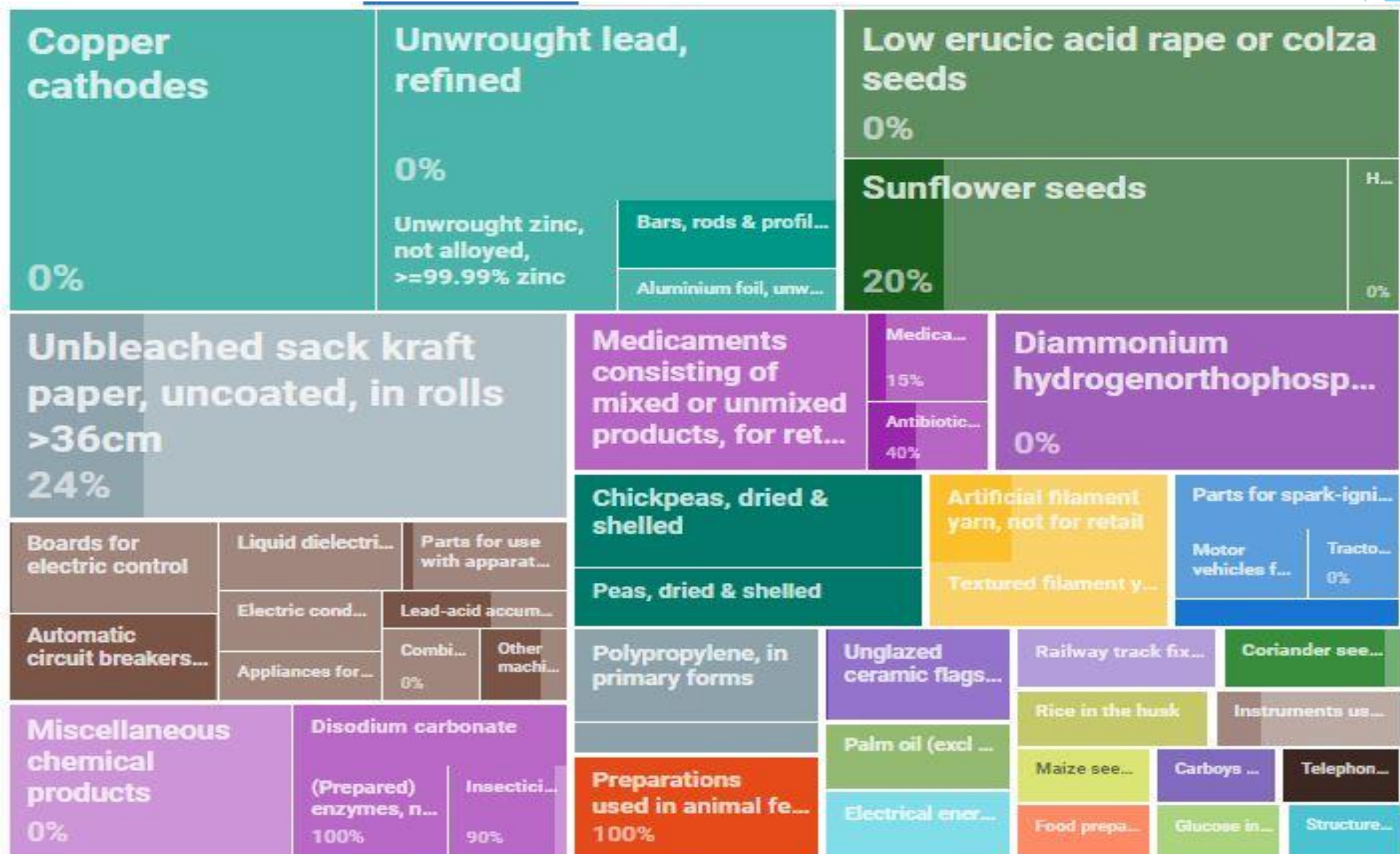
- ▶ The Himalayan Pink Salt is exclusively mined from the Khewra Region of Himalayas in Pakistan. The salt is famous for its health and nutritional benefits. (Total Exports \$50 Million)
- ▶ Pakistan's IT Exports have surpassed \$1.2 Billion in this year. The huge pool of young trained manpower and low prices have made Pakistan a Tech powerhouse.



# Trade Potential with Bulgaria



# Bulgaria's Export Potential to Pakistan



# Conclusion

- ▶ Both countries are far from realizing their export potential.
- ▶ The Bilateral Trade hovers between 35-45 Million USD. However, there is potential to increase it to 300-500 Million USD.
- ▶ Both countries can benefit from the GSP Plus status granted to Pakistan.

THANK YOU

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