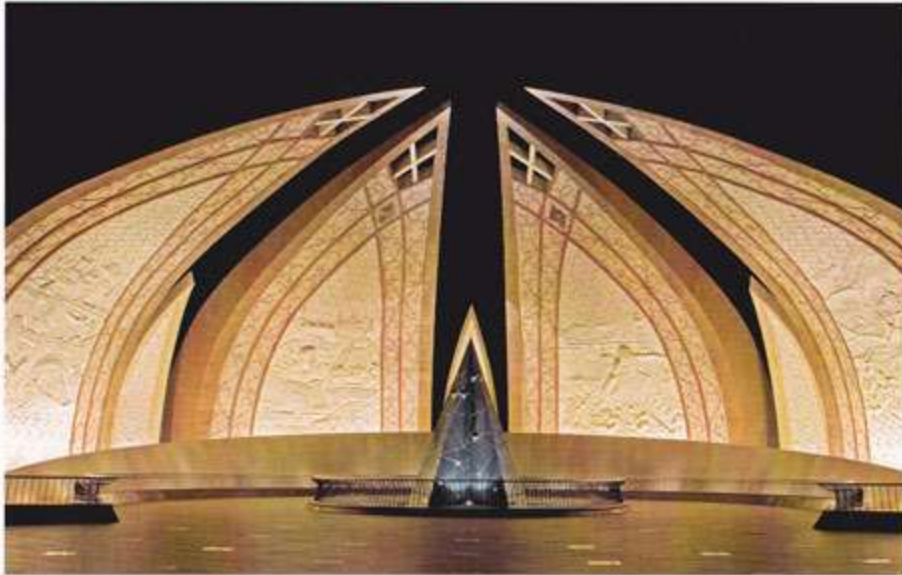


Pakistan...



...an emerging market for trade and Investment



Trade Division

The Trade Division of Consulate General of Pakistan, Los Angeles provides a broad range of services to the Pakistani and American business communities in the western United States. It helps open doors to innumerable business and investment opportunities in support of bilateral trade and investment with a focus on enhancing exports from Pakistan and attracting foreign investment.

The Trade Division offers a variety of facilitative services to the business communities of both countries. Its role is to:

- Promote bilateral trade and investment
- Undertake economic and trade diplomacy
- Help enhance exports from Pakistan
- Attract foreign investments to Pakistan
- Counsel on trade, investment and project issues
- Maintain close liaison with Pakistani & American business community
- Hold trade promotion seminars, briefings and meetings with business communities
- Match-make the US buyers/investor and Pakistani exporters/partners
- Facilitate interested parties in relevant trade and investment issues
- Arrange to and fro bilateral trade missions/delegations for trade shows/business meetings
- Assist businessmen in obtaining fast track business visa
- Attend to bilateral trade inquiries
- Bridge communication gap between US importers and Pak exporters
- Build bilateral institutional linkages
- Improve image of Pakistan and economic tourism
- Act as a focal office of GoP for validating and verifying some economic activities

Our Jurisdiction: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Montana, Nebraska, Nevada, Oregon, Utah, Washington and Wyoming

Trade Shows We Participate in: MAGIC (Textile & apparel) , AAPEX (automotive), GlobalTex (Textiles), WSA (leather shoes) in US; ExpoPakistan (automotives, fabrics & apparel, food, gems & jewellery, home textile & décor, industrial goods, IT, leather, services, sports goods, surgical & pharma, textile in Pakistan), Carpets Show, Shoe Show & other shows in Pakistan.

Pakistan is a country endowed with heritage of centuries' old Indus valley and Gandhara civilizations. Its majestic mountains, exciting deserts, warm beaches, breathtaking sceneries, vibrant culture, colorful traditions and hospitable people make it a dream destination for tourism.

It is a country strategically located at the cross roads of Eurasia, Middle East, South Asia and Far East. With a population of over 170 million, enterprising workforce of 52 million, abundant natural resources, modern infrastructure and business friendly environment; it offers tremendous business and investment opportunities to the world.

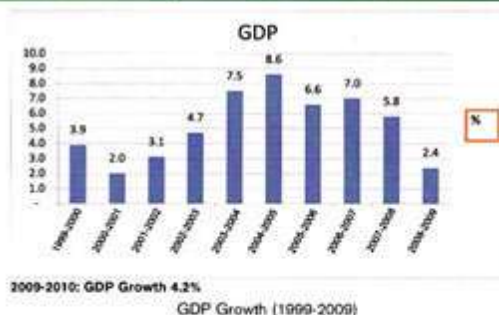
Pakistan is **6th** largest country in the world in terms of population, **34th** largest in terms of geographical area, **45th** largest in terms of economy, **26th** largest in terms of GDP (PPP) and has **6** UNESCO protected world heritage sites.

A Snapshot

- Area: 796,096 sq km
- Population: 170 million
- Workforce: 52 million
- Capital City: Islamabad
- Form of Government: Parliamentary Democracy
- Major Business Cities: Karachi, Lahore, Faisalabad, Sialkot, Gujranwala, Peshawar, Quetta
- GDP: \$ 185 billion
- GDP (PPP): \$ 545 billion
- GDP Per Capita (PPP): \$2942
- Life expectancy at birth: 67 years
- Remittances: \$ 7.8 billion
- FDI: \$ 3.72 billion
- Top Sectors for investment: IT & Telecom, Oil & Gas, Financial business & Trade
- Top countries for FDI flow: USA, UK, UAE
- Bilateral Investment treaties: with 48 countries
- Major Exports: cotton, textile goods, rice, leather, carpet, sports goods, surgical goods, handicrafts, fish and fruits
- Major Imports: industrial equipment & machinery, petroleum, chemicals, vehicles, steel & iron, edible oils etc
- Currency: Pak Rupee
- Exchange Rate: Rs. 85 to \$1
- Time Zone: GMT -05.00
- National and Official languages: Urdu & English

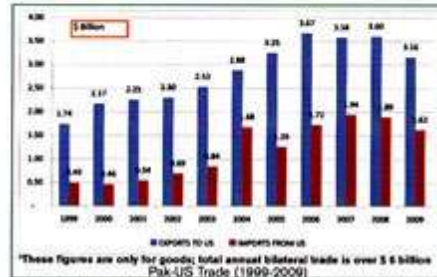
Main Economic Indicators - decade at a glance (1999 - 2009)

- GDP increased from \$ 75 billion to \$ 185 billion
- GDP (PPP) increased from \$270 billion to \$ 545 billion
- GDP annual average growth rate: 5.2%
- Exports increased from \$8.6 billion to \$17.8 billion
- Annual average growth in Exports: 12%
- Imports increased from \$10.3 billion to \$34.9 billion
- Annual average growth in Imports: 24%
- FDI increased from \$485 million to \$3.72 billion
- Remittances increased from \$1.1 billion to \$7.8 billion
- Foreign exchange reserves increased from \$400 million to \$16 billion
- Per capita income increased from \$450 to \$1250
- KSE 100 Index from 700 to 10700 points



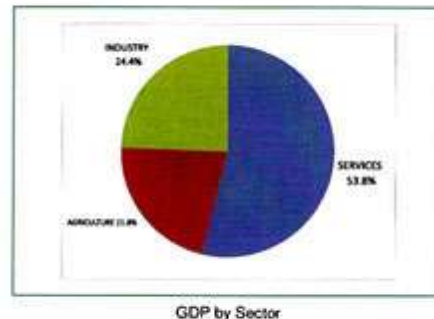
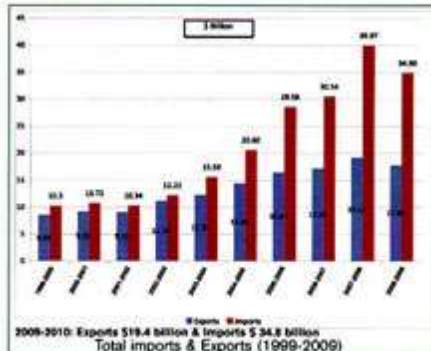
Pak-US Trade & Investment Vitals

- Pakistan's top trading partner: US
- Percentage of total Pak exports coming to US: 22%
- Pakistan' ranking in the list of US's trading partners: 55th
- Pakistan's share in total US imports: 0.0017%
- Total bilateral trade increase during 1999-2009: from \$2.2 billion to 6.1 billion
- Pak-US average annual bilateral trade growth during the decade: 6%
- Pakistan's major exports to US: Textile & textile based items, carpets & rugs, food, medical & surgical, sports goods, leather, gems & jewellery and others
- Pakistan's major imports from US: machinery & parts, agricultural products, iron & steel, chemicals, medicines & pharma and others
- US rank in list of countries making FDI in Pakistan: 1
- US FDI in Pakistan: rose from \$92 million in 1999 to \$870 million in 2009



Current Pak-US Dialogue

Under a broader 'Trade and Investment Framework Agreement (TIFA)': a Bilateral Investment Treaty (BIT), Reconstruction Opportunity Zones (ROZs), and possibly a Free Trade Agreement (FTA) are being discussed for enhanced market access.



"proven research crucially links 'Trade' as a key factor to development and poverty reduction; with international trade start to & fro flow of ideas, resources, technology and labor"



Vantage Points for Trade & Investment

Pakistan's **geo strategic** location, its talented and inexpensive **workforce**, its improving **economic outlook**, its bold **economic reforms** of liberalization and privatization, **investment friendly** policies, strong **financial markets** and abundant unexploited **natural resources** make it an ideal destination for foreign business & investment. It provides access to regional markets such as oil rich and financially liquid Middle East & Central Asia, and economically and technologically advanced Far East Asia. Pakistan's integration with global value chains, internationally aligned economic policies, creative and competitive business platforms, and open diversified economy offer wide range of business opportunities to the world.

Global industries and production flow and re-locate at places and regions where labor is cheap, workforce is skilled and investment climate is conducive. Asian region has been one such investment and sourcing destination being the major driver of economic growth for sometime now. Pakistan is one of these fast emerging markets in the Asian region and ranks amongst the **top 20** countries on World Bank's Index for protecting foreign investments. Its modern infrastructure and quality connectivity vitals i.e. mobile phone per 100 density of **49.7**, internet use per 100 population of **10.5** and internet bandwidth (mbps) per 10,000 population of **0.4%** are the highest in the South Asian region. Pakistan's IT sector is growing at **36%** with 9 IT parks and 20,000 IT graduates per year. Pakistan has been ranked amongst **top 20** outsourcing destinations for **IT** by AT's Global Services Index. It has **2nd** largest salt mine, **5th** largest coal reserves and **7th** largest copper reserves in the world. More than **700** foreign companies have their business operations in Pakistan.

Pakistan is one of those countries which offer, enabling policy incentives to foreign investors such as high investment to **profitability** ratios, **100%** foreign equity, **100%** profit repatriation, up-to **50%** tax relief and less cost of production because of cheap labor, easy process of establishing a company, zero rating for various export sectors, special economic zones with tax holidays and strong laws for protection of foreign investment.

The World Bank's recent report puts Pakistan (85) **1st** amongst South Asia i.e. ahead of India (133) on its Index for '**Ease of Doing Business**'. On the Heritage Foundation & Wall Street Journal's Index of '**Economic Freedom**' Pakistan is **1st** (89) in South Asia and ahead of China. Top sectors for foreign investments or joint ventures in Pakistan are: Oil & Gas, IT & Telecom, Energy (alternate), Financial businesses and light engineering besides textiles, tourism, infrastructure, agriculture & livestock, education and health.

Our tradition of manufacturing excellence, stemming from long history of fine handcrafted products, and its continued innovation makes us comparable to anyone in the world. We are competitive and one of the best in the world in textiles, carpets, leather goods, surgical instruments, sports goods, halal food, furniture, marble, minerals, gems & jewellery and handicrafts.

Our trade highlights include our number **1** ranking in the world trading market in **Cotton**, cotton yarn & Cotton woven fabric, number **2** in cotton knitted shirts and number **3** in Rice. We are **4th** in the world in milk, wheat and fruit production, **6th** in clothing, **11th** in wheat and **15th** in meat production.

The economy of Pakistan has a good mix of agriculture, industry and services sectors and is again showing its resilience after being affected by recent global economic downturn.

Export Product Categories

• Agricultural products • Animal & animal products • Auto & auto spare parts • Chemical & allied products • Carpet, rugs & furniture • Food & ingredients • Fruits, vegetables & fish • Footwear & headgear • Fabric & apparel • Gems & Jewellery • Home & Décor • Information Technology • Industrial goods • Leather & fur • Minerals & metals • Sporting goods • Surgical & Pharma • Services & financial sector • Textile, Cotton & allied stuff • Wood & plastic products

Parent Ministry

Ministry of Commerce, Government of Pakistan - www.commerce.gov.pk

Related Links

Trade Development Authority of Pakistan - www.tdap.gov.pk | Ministry of Foreign Affairs - www.mofa.gov.pk
Ministry of Finance - www.finance.gov.pk | Ministry of Textile Industry - www.textile.gov.pk | Board of Investment - www.pakboi.gov.pk
Ministry of Industries & Production - www.moip.gov.pk | Ministry of Culture - www.culture.gov.pk,
Pakistan Tourism Development Corporation - www.tourism.gov.pk | Ministry of Information & Broadcasting - www.infopak.gov.pk
Ministry of Information Technology - www.moft.gov.pk | Pakistan Software Export Board - www.pseb.org.pk
Federal Bureau of Statistics - www.statpak.gov.pk | State Bank of Pakistan - www.sbp.org.pk
Federation of Chambers of Commerce & Industry - www.fccci.com.pk | Provincial governments



Promoting Trade and Investment

Trade Division

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