



# Pakistan - Turkey

## Interconnected Business Series II

Food & Beverages and Technologies, Construction  
& Construction Materials  
and Technologies, Medical Equipment and Technologies

Jointly Organized By:

DEIK & Pakistan—Turkey Business Council of FPCCI

6th April, 2021

## Report of Interconnected Business Series II: Turkey Pakistan Held on April 06, 2021

### Present

- Mr. Ahmet Cengiz Ozdemir, Chairman, Turkey-Pakistan Business Council (DEİK)
- Mr. Amjad Rafi, Chairman Pakistan –Turkey Business Council (FPCCI)
- Mian Nasser Hyatt Maggo, President FPCCI
- Mr. Arshad Jan, Deputy Head of Mission / Minister, Embassy of Pakistan. (Unfortunately, Pakistan Ambassador in Turkey was under Covid 19)
- H.E. Mr. Ihsan Mustafa Yurdakul, Ambassador of the Republic of Turkey in Pakistan
- Mr. Bilal Khan Pasha, Consul General of Pakistan in Istanbul
- Mr. Demir Ahmet Sahin, Commercial Counsellor of Turkey in Islamabad
- Mr. Eyyup Yildirm, Commercial Attaché of Turkey in Karachi Pakistan

### Objective

Pakistan Turkey Joint Business Council (PTJBC) of the Federation of Pakistan Chambers of Commerce and Industry (FPCCI) and Foreign Economic Relations Board of Turkey (DEİK) organized a joint meeting/session “Interconnected Business Series II: Turkey Pakistan” at Federation House, Karachi and DEİK Head Office, Istanbul, Turkey. The key objective is to enhance the bilateral trade and economic relations between both countries.

The meeting was addressed by the above participants and presentations were made by the Consul General of Pakistan in Istanbul and Commercial Counsellor and Commercial Attaché of Turkey in Pakistan.

The meeting was followed by B2B networking sessions on Food, Beverages, construction, construction material & Machinery, Medical Equipment and their Technologies in order to provide the new avenues of bilateral trade and investment.

The inauguration session was attended by 135 participants and B2B networking session was attended more than 92 Pakistani and Turkish companies representing Food, Beverages, construction, construction material, medical

equipment and their Technologies and Directors & members of Pakistan Turkey Joint Business Councils (List Enclosed).

### **Inauguration Session:**

#### **Mr. Ahmet Cengiz Özdemir - Chairperson, DEIK/Turkey-Pakistan Business Council**

He welcomes the participants and appreciated the efforts of FPCCI for enhancing the bilateral trade and economic relations between Pakistan and Turkey. He discussed the new ways of business, communication, supply chain, market diversification and the important of digitalization.

He emphasized to achieve the target of reaching US\$ 5 billion of trade between the two countries as decided by leadership of both countries under strategic Economic Framework (SEF). These sessions bringing the businessmen of both countries together will help us in moving forward.

He also discussed the collaborations and technology transfer of high technology products, mining, defense, construction, energy, tourism etc. He also underlined the need of collaboration in transportation. He further emphasizes collaborations in the defense industry.

He shared that Turkish companies are playing important roles in energy, infrastructure, construction and consultancy, port and irrigation projects in Pakistan, besides opportunities in energy, CPEC, housing, SMEs, tourism, transportation area for joint collaboration.

#### **Mr. Amjad Rafi - Chairman Pakistan Turkey Joint Business Council**

He appreciated the presence of both Diplomatic Missions which shows that Governments are very keen to facilitate the business community.

He showed his concern over the declining of bilateral trade particularly Pakistan's export to Turkey due to countervailing duty and three to four times imposition of additional custom duties on textile and other products by Turkey in 2020.

He discussed in detail the trade prospects between both countries, highlighted the possibilities of joint ventures of different business between our two countries. He stated that possibilities of collaboration in the Service sectors like tourism, IT, health and education are most likely possible at this stage.

He also suggested creation of B2B portal of Pakistani and Turkish Companies this will generate additional business in the non-traditional items as well besides enhancing the trade and providing joint ventures opportunities to the companies operating in the two countries.

Regarding cargo train, he emphasized revival of this project ITI (ECO Train) and suggested that both DEIK Turkey Pakistan and PTJBC should propose a workable operation schedule. They can jointly advice all stakeholders in their respective countries regarding economical Freight Charges especially in relation to current ocean freight ad transit time. The frequency of train service on a regular basis is also one of the main factors to make it successful.

### **Mian Nasser Hyatt Maggo - President FPCCI**

He acknowledged the visit of President of Turkey Tayyib Erdogan in February 2020 and transformation of the existing relations into Strategic Economic Framework (SEF) which is a road map for deepening economic cooperation for enhancement of bilateral relations in trade.

He underlined the need of harmonization of standards of different items which are being traded between our two countries. This will specially help Pakistani companies to achieve and maintain those standards which are required by Turkish companies.

He informed that currently there are many items which are exported to Turkey via third country the harmonization of standards will help to reduce it. He informed the participants of expansion of trade in the sectors of tourism, healthcare, hospitality, industry, education, housing, agriculture, aviation and banking.

He further mentions the need of enhancement of commercial ties by enhancing interaction of businessmen of both countries through exchange of delegations after improvement of Covid 19 and more such interconnected business sessions.

In terms of new opportunities available in the construction industry of Pakistan due to new project “Naya Pakistan” announced by Prime Minister Imran Khan wherein 5 million low cost houses are to be constructed. He invited Turkish businessmen to invest in low cost houses construction.

### **Mr. Arshad Jan, Deputy Head of Mission / Minister, Embassy of Pakistan in Turkey**

He informed that the current pandemic has reduced commercial activities and is hopeful it will be over soon and our both countries will focus to expand trade. He ensured his continuous efforts and support for the enhancement of trade relations. He said that visits of the both countries head in each other countries are encouraging for us to enhance bilateral relations.

He added that the businessmen should be encouraged to start new avenues, he highlighted the investment opportunities in economic zones and SEZs of Pakistan. He talked about business opportunities in textile, construction and medical equipment sector of Pakistan.

He also urged that the businessmen of the both countries to come forward as a partner for joint ventures it will be beneficial for their business houses and will enhance the trade and relationship between our countries.

### **Mr. İhsan Mustafa Yurdakul, Ambassador of the Republic of Turkey in Pakistan**

He said that such regular networking session will create business opportunities and suggested collaboration in blue economy which is linked with maritime activities, ship building and aqua culture.

He has shown his concern over the rising of custom duties by Turkish Government and stated that this matter will be taken up with the Turkish Government.

He also appreciated DEIK and FPCCI for providing platform for B2B meetings regularly for business community.

### **Session 1: Business and Investment Opportunities in Pakistan and Turkey**

During the session, Mr. Bilal Pasha Consul General of Pakistan in Istanbul, Mr. Demir Ahmet Sakin, Commercial Counselor of Turkey and Eyyup Yildirin Commercial Attache of Turkey in Karachi made a detail presentation highlighting the business and investment opportunities of their countries in Food, beverages, construction and medical equipment related industries.

### **Presentation by Mr. Bilal Pasha Consul General of Pakistan in Istanbul**

He highlighted the economic prospects of Pakistan and informed that investment in CPEC projects and house financing scheme is the main growth drivers of Pakistan.

He also discussed bilateral trade relations between two countries and commodity wise trade prospectives in food, beverages, construction and medical equipment between two countries.

Over the years, due to imposition of countervailing and other regulatory duties by Turkey, the exports of Pakistan indicating a declining trend. At present, Cotton, plastic beverages, apparel, optics, raw hides, skin and foot ball are major items of exports of Pakistan to Turkey while machinery, high quality cotton, iron, steel, plastic and dairy products are major items of import from Turkey.

He highlighted the products related to food sector includes spices, processed cereals, fish, shellfish, beverages, olive oil, nuts, meat, dairy product, flower, rice, sugar etc. In medical equipment, he highlighted dentist instrument, eyes non-optical instruments, endoscopes, bone fixation material, cautery pen etc.

Pakistan is negotiating/discussing Free Trade Agreement with Turkey for 17 years. Due to limited basket, similarity of both economies and sensitivity of Turkish industries like textile, leather and chemicals, the Free Trade Agreement has not yet finalized. He also informed that in order to expand further relations, there is need of Turkey Pakistan Economic Cooperation which should address the following challenges and suggested the way forward.

- Non Availability of Direct Shipping Lines
- Banking Access
- Easy Trade Financing
- Inadequate Market Exploration
- Import Duty Structure
- Harmonization of Standards
- Matching Export Products with no intra-industry trade

He also discussed various agreements signed between Pakistan and Turkey for enhancement of trade and investment relations.

Copy of Presentation is enclosed herewithin Annex III.

### **Presentation by Mr. Demir Ahmet Sakin, Commercial Counselor of Turkey and Mr. Eyyup Yildirin Commercial Attache of Turkey in Karachi:**

They highlighted the trade potentials of food sector like milk, milk products, tea, ice cream, vegetables, fruits, chick peas, lentils, peas, beans, sun flower, olive oil, pasta, biscuits, chocolate, majrene, sea food, tomato paste, juice packaging etc. They also highlighted the trade potentials of infrastructure sector such as ceramics tiles, natural gas, coal, transports etc. They also highlighted Turkish expertise in medical equipments like X rays, ultrasound devices, digital MRI /city scan devices, orthopedical implant, surgical tools, stent, prosthetics, mechanical ventilators, wound management devices etc.

They also informed that 60 percent of Turkish products and food processing machinery is currently exported to USA and European Union. They also emphasized for joint venture investments, experience and expertise sharing program, development of chain discount markets in Pakistan with the collaboration of Turkey. They also informed that Turkey is among the leading producer of Construction Material and Turkish contractors with extensive know-how and experience gained in all kinds of challenging projects and in all forms of business environments since 1972. Copy of Presentation is enclosed herewith in Annex III.

### **Session II- Sectoral Networking (simultaneously)**

The Sectoral Networking session was held simultaneously for Food, Beverages, Construction & Relevant Technologies, medical equipments and Machineries related sectors wherein more than 90 Pakistani and Turkish Companies participated.

From Pakistan side, Sheikh Sultan Rehman Former Vice President FPCCI moderated the networking session on construction, construction material & technology, Mr. Shahid Ahmed Khan Director PTJBC moderated Food, Beverages and their technologies and Dr. Tasmia Abeer Billo, Convener FPCCI Standing Committee on Vaccine and Biological moderated medical equipment sector.

During this session, adequate time given to each participants from both side in the session for presenting their business profile, introduction of company and contact

details. The list of Pakistani and Turkish Companies participated is enclosed in Annex II.

In the networking session on food, beverages and Technologies, the Turkish companies highlighted their expertise in beverages and food processing sector.

In the networking session on Construction, Construction material and Technology, the Turkish companies highlighted use of new technologies which can be useful for Pakistani companies and similarly in return Pakistani companies can provide high quality construction raw material to Turkish companies. During the session, Bank Al-Habib Turkish Branch also offered maximum facilitation and support to the Pakistani companies; willing to expand their trade ties with Turkish companies.

The networking session on Medical Equipment, the participants stated that as per the Medical Device Rules “Medical Device shall be exempt from inspection under sub-rule (1) where the medical device is approved by regulatory authorities of the countries specified in rule 67” (registered by the MDB or approved by any regulatory authority of USA, Japan, Australia, Canada, Austria, Belgium, Denmark, France, Germany, Ireland, Italy, Netherlands, Norway, Spain, Sweden, Switzerland and United Kingdom) irrespective of the fact that the manufacturing unit is not located in these countries. Whereas product from Turkey are subject to visit and not exempted from the said Rule.

Because of the Rules, the importers of Pakistan are facing difficulty to import Medical Devices and get them Registered in Pakistan. It is requested that Medical Devices manufactured in Turkey should also be included in the above Rules/List.

In concluding remarks, both sides thanked all the participating companies and offered maximum support and cooperation from DIEK as well as FPCCI for the promotion of trade and business ties between the business communities of both countries.

## Annex I

### Board of Directors of Pakistan Turkey Business Council of FPCCI

S No	Members Detail	Members Status
1.	<p><b>Mr. Amjad Rafi</b> Executive Director M/s. M.R. Maggoon &amp; Sons Suite # 512, Business Centre, Mumtaz Hasan Road, Off. I.I. Chundrigar Road, Karachi Tel: 021-32418852 Cell: 0321-2487952 Eml: <a href="mailto:smrafi@cyber.net.pk">smrafi@cyber.net.pk</a>; <a href="mailto:amjadrafis@gmail.com">amjadrafis@gmail.com</a></p>	<b>Chairman</b>
2.	<p><b>Mr. Khalid Shafi</b> Chief Executive M/s. Nawab Tyre Corporation 809, Progressive Plaza, Beaumont Road, Near PIDC House, Karachi Tel: 021-35654801-3 Cell: 0345-3457548 Eml: <a href="mailto:nwbtc@cyber.net.pk">nwbtc@cyber.net.pk</a>; <a href="mailto:Khalid.shafi@nawabtyre.com">Khalid.shafi@nawabtyre.com</a></p>	<b>Director</b>
3.	<p><b>Mr. Abdul Aziz Chughtai</b> Proprietor M/s. FabriChem 1-C, Rainbow Centre, Al-Hamrah Tower, East Canal Road, Faisalabad Ph: 042-2421901-2 Cell: 0321-8661111 E: <a href="mailto:ceo@rainbowdyetech.com">ceo@rainbowdyetech.com</a></p>	<b>Director</b>
4.	<p><b>Mr. Kamran Riaz Bharara</b> Proprietor M/S Danish Traders 5/126, Zakaria Lane, Jodia Bazar Karachi T. 021-32440634 M. 0300-8251292 E. <a href="mailto:riazncompany@yahoo.com">riazncompany@yahoo.com</a></p>	<b>Director</b>
5.	<p><b>Mr. Shahid Ahmed Khan</b> Director FS&amp;R (Pvt) Ltd 29-B/1, Khayaban e Bahria, Phase V, DHA Karachi M. 0300-8260959 R. 021-35853915 E. <a href="mailto:sak952@gmail.com">sak952@gmail.com</a></p>	<b>Director</b>
6.	<p><b>Mr. Zubair Haider Shaikh</b> Chief Executive Officer M/s. Lumina Consulting Services (Pvt) Ltd. Office No. 604, 6th Floor, Horizon Tower, Clifton, Block-3, Near Bilawal House, Karachi</p>	<b>Director</b>

	Cell: 0307-2225711 Email: zubairhaider@gmail.com	
7.	<b>Syed Mumtaz Hassan</b> Country Manager Zorlu Solar Pakistan Limited. C-117, Block 2, Clifton, Karachi Tel: 021-35291682 Fax: 021-35291681 Cell: 0301-5000961 Eml:mumtaz.hassan@zorlu.com	<b>Director</b>
8.	<b>Syed Wajid Ali</b> Chief Executive M/s. Ateco Tank Technologies Pakistan (Pvt.) Ltd. B-69, 1st Floor, Gulshan-e-Iqbal, Block-18, Karachi Tel: 021-34820542 Fax: 021-34994054 Cell: 0333-3107535 Eml: ateco.Pakistan@atecotank.com; ali.syed.wajid@gmail.com	<b>Director</b>
9.	<b>Mr. Muhammad Yahya Chawla</b> Director M/s. Burque Corporation (Pvt) Ltd. Plot M-1, Bahadurabad Commercial Area, Karachi Tel: 021-34949595 Cell: 0300-8225622 Eml: <a href="mailto:yahya.chawla@burque.com.pk">yahya.chawla@burque.com.pk</a>	<b>Director</b>

**Annex II****List of Companies Participated in Interconnected Business Series II****Pakistan Side****Food & Beverages and Technologies**

- a. Ismail Industries Limited
- b. Haleeb Foods
- c. Eastern Products (Pvt) Limited(Vital Brand)
- d. MAPAK Edible Oil (Pvt) Ltd.
- e. Shan Foods (Pvt) Limited
- f. Asian Food Industries Limited
- g. Hilal Food Limited
- h. Nestle Pakistan
- i. Hunza Exports/Hunza Dates/HMCC
- j. Roshan Enterprises
- k. Burque Corporation (Pvt.) Ltd.
- l. Mangorio
- m. Garbisons(Pvt.) Ltd.
- n. The Organic Meat Company Ltd
- o. ITT Foods Pvt. Ltd.
- p. Z A Food Industries
- q. FECTO Group
- r. Urooba International
- s. The Mediators
- t. Burak International

**Construction & Construction Materials and Technologies**

- a. Defence Housing Authority
- b. ATECO
- c. Ziauddin Ahmed & Company (Pvt.) Ltd.
- d. Al-Tariq Constructors (Pvt.) Ltd.
- e. Zahir Khan & Brothers (ZKB), Engineers & Constructors
- f. MEIRNX Engineering Consult
- g. Hi-Tech Engineering Company
- h. Izhar Group of Companies
- i. Zorlu Enerji Pakistan Limited.
- j. Descon Engineering Pvt. Ltd.
- k. Abaseen Construction Company (Pvt.) Ltd
- l. FWO

- m. Creative Electronics Pvt. Ltd.
- n. Pak Shaheen
- o. Bank Al Habib Istanbul, Turkey
- p. Elenks
- q. Tabani Construction
- r. Keles Crane
- s. ZCL

## Medical Equipment and Technologies

- a) SOLTECH
- b) Navel Surgical Instruments
- c) Lexer International
- d) Nusrat Surgical Instruments Company
- e) Dorcas & Co
- f) Azeemi Surgical Instruments
- g) SEMZA Traders
- h) Rafique Enterprises
- i) Elmed Instruments (Pvt.) Ltd
- j) Smith Care
- k) Bilal Trading Company
- l) Tecno Instruments Pvt. Ltd
- m) HUMCO SURGICAL
- n) Uniprom Healthcare
- o) Alframed
- p) Pharmacovigilance
- q) Sindh Medical Stores

## Turkish Side

## Food & Beverages and Technologies

- a) Peyman Dried Fruits & Nuts
- b) SARAY HOLDING
- c) Memorial Health Group
- d) GZL Group Consultancy
- e) cantek group
- f) Optimak STU
- g) ZER
- h) BETA FOOD
- i) İNOKSAN
- j) KITES GROUP
- k) Metcezir Cereal Factory
- l) Utopyakzy ltd

- m) PAKON Agriculture Food Products
- n) Keyway Turnkey Greenhouses / Glasshouses Projects Provider
- o) Aynes Packaging Co.
- p) TAVTECH LIVESTOCK EQUIPMENTS
- q) ISIB TURKISH HVAC-R
- r) IPEKYOLU INTERNATIONAL
- s) Kanyon Sanitary and Packaging Co.
- t) STOR INTERNACIONAL
- u) İMMİB
- v) AKY TECHNOLOGY

## Construction & Construction Materials and Technologies

- a) BAYMAK A.S.
- b) ASYA TRAFFIC
- c) GB GLOBAL TURKEY Foreign Trade Co.
- d) MPS MECHANICAL ENGINEERING CONSULTING
- e) SANPARK
- f) KARBOSAN ABRASIVES
- g) BUSER PROJECT FURNITURE
- h) OLIMPIK HAVUZ LTD
- i) ENKOTEK LTD.STI.
- j) BOYTEM DYE AND CHEMICALS CO.
- k) ESK CONSTRUCTION
- l) AHP Plastic Machinery
- m) MAKSAN Malatya Machinery
- n) LAM GROUP
- o) Kalibre Energy Environment Security Co.
- p) IDEB Contracting Foreign Trade Co.
- q) SU-YAPI Engineering and Consulting Inc.
- r) Tekfen Construction & Installation Co., Inc..
- s) VİTRA KARO
- t) BETA KİMYA A.S.
- u) NETELSAN A.Ş.

## Medical Equipment and Technologies

- a) AKGÜN Company incorporated company
- b) TTT world
- c) selvet medical
- d) Ekin Laboratuvar

- e) Oruba Technology
- f) first aid kbrnp defence health education co.
- g) Toggo Food Medical and Consumables
- h) TURKLAB Medical Equipment
- i) Yasam Medical
- j) World Medicine Co.
- k) Rahe Sabz Co



# PAKISTAN TURKEY BILATERAL TRADE

Presented by:  
Bilal Khan Pasha  
Consul General of Pakistan,  
Istanbul

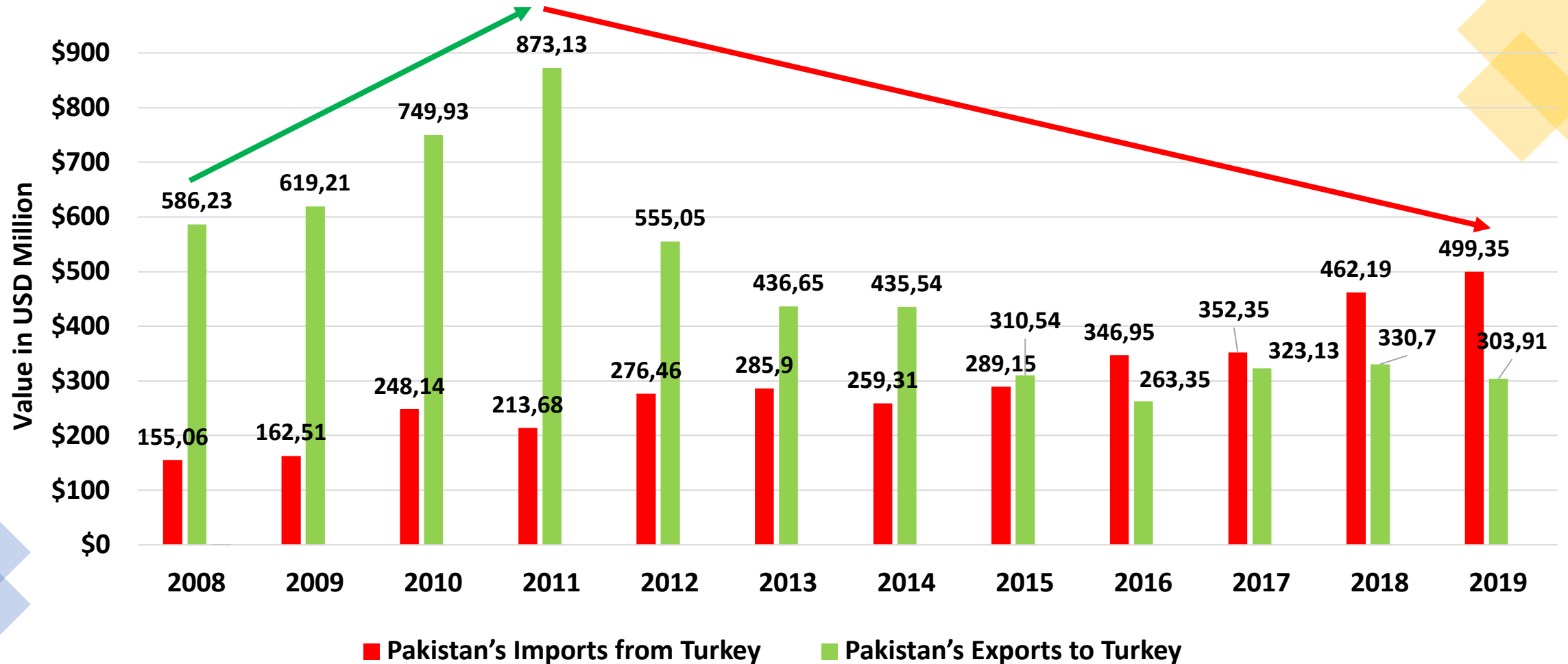


GOVERNMENT OF PAKISTAN  
MINISTRY OF COMMERCE



EMERGING  
PAKISTAN

# Pakistan-Turkey Bilateral Trade



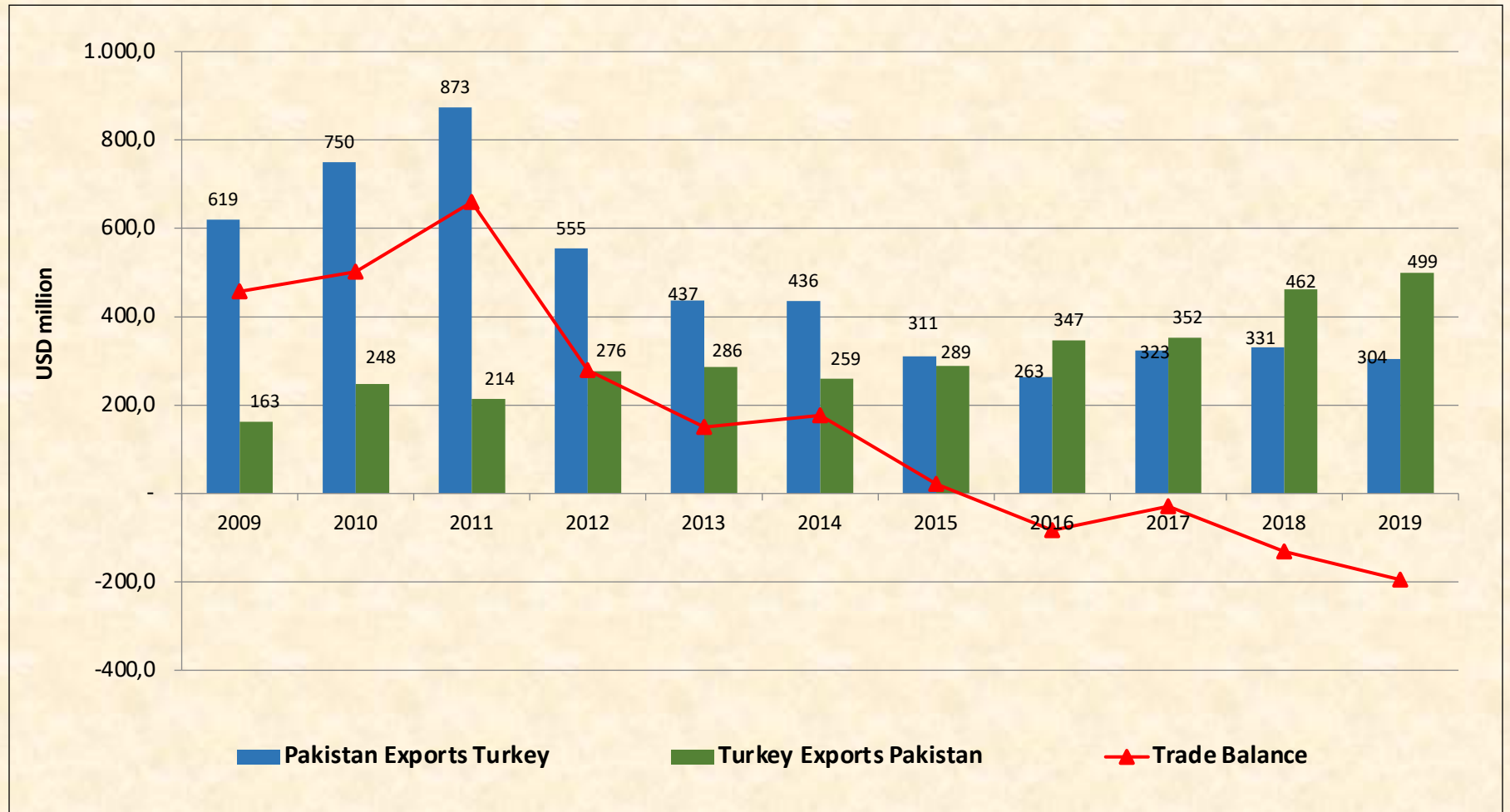
# Pakistan-Turkey Bilateral Trade

**0.15%**

Pakistan share in  
Turkish imports

**0.9%**

Turkey share in  
Pakistan imports



<b>Pakistan's Exports to Turkey</b>			
<b>Month</b>	<b>2019</b>	<b>2020</b>	<b>% Change</b>
January	23.72	25.61	7.97
February	20.72	22.55	8.83
March	23.91	24.96	4.39
April	29.54	26.98	-8.67
May	27.14	14.81	-45.43
June	24.03	19.42	-19.18
July	32.23	18.19	-43.56
August	23.40	26.85	14.74
September	25.85	24.57	-4.95
October	25.75	21.87	-15.07
November	24.67	22.83	-7.45
December	25.25	19.70	-21.98
<b>Total</b>	<b>306.21</b>	<b>268.34</b>	<b>-12.37</b>

<b>Pakistan's Imports from Turkey</b>			
<b>Month</b>	<b>2019</b>	<b>2020</b>	<b>% Change</b>
January	48.19	35.59	-26.15
February	37.48	39.92	6.51
March	35.61	47.59	33.64
April	34.78	31.89	-8.31
May	62.68	31.27	-50.11
June	30.56	34.03	11.35
July	46.53	37.83	-18.7
August	30.64	37.03	20.86
September	43.35	48.14	11.05
October	70.56	73.02	3.49
November	49.67	82.85	66.8
December	60.05	121.02	101.51
<b>TOTAL</b>	<b>550.16</b>	<b>619.90</b>	<b>12.68</b>

# PAKISTAN'S TOP TEN EXPORTS TO TURKEY

*US\$ Million*

HS	Product label	Pakistan's Exports to Turkey		
		Value in 2017	Value in 2018	Value in 2019
<b>TOTAL</b>	<b>All products</b>	<b>323,117</b>	<b>330,748</b>	<b>303,901</b>
52	Cotton (yarn & grey cloth)	203,384	194,736	173,203
39	Plastics and articles thereof (chemicals - PET)	14,907	23,055	21,418
22	Beverages, spirits and vinegar (ethyl alcohol)	14,197	22,336	20,008
62	Articles of apparel and clothing accessories, not knitted or crocheted	19,192	16,217	19,007
61	Articles of apparel and clothing accessories, knitted or crocheted	15,489	14,011	13,455
55	Man-made staple fibres	7,427	9,022	10,641
90	Optical, photographic, measuring, checking, precision, medical or surgical instruments	5,854	6,226	6,304
63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	1,644	1,656	5,412
41	Raw hides and skins (other than furskins) and leather	4,421	6,521	3,637
95	Toys, games and sports requisites; parts and accessories thereof (Football only)	3,470	3,623	3,095



HS	Description	Total '19	Total '20	Change
52	Cotton, cotton yarn and cotton textiles	173,096,593	144,961,069	-16.25%
63	Old clothing and other textile articles, rags	4,898,957	23,084,517	371.21%
55	Man-made fibres (discontinuous)	10,494,533	13,620,311	29.78%
62	Non knitted and crocheted goods and articles thereof	19,599,940	12,736,460	-35.02%
61	Knitted and crocheted goods and articles thereof	13,945,214	12,646,670	-9.31%
22	Beverages,spirits and vinegar	19,130,289	8,496,755	-55.58%
90	Optical, photographic, cinematographic, measuring checking, precision	6,758,862	6,330,635	-6.34%
32	Tanning and dyeing extracts, fillers and stoppings, inks	2,937,367	5,566,357	89.50%
40	Rubber and articles thereof	2,439,871	3,563,694	46.06%
25	Salt, sulphur, earths and stones, plastering materials, lime and cement	1,593,685	3,499,904	119.61%
39	Plastic and articles thereof	22,134,365	3,179,994	-85.63%
8	Edible fruits and nuts, peel of melons or citrus fruits	1,125,209	2,977,183	164.59%
10	Cereals	3,087,690	2,824,810	-8.51%
95	Toys, games and sports requisites, parts thereof	3,163,736	2,697,843	-14.73%
41	Raw hides and skins (other than furskins) and sole leather	3,748,951	2,573,020	-31.37%
35	Albuminoidal substances, glues, enzymes	1,708,643	2,494,213	45.98%
78	Lead and articles thereof		2,310,200	*
42	Articles of leather, saddlery, harness, travel goods, articles	1,258,391	1,886,697	49.93%
5	Products of animal origin, not elsewhere specified or included	1,797,528	1,763,958	-1.87%
54	Man-made filament	655,884	1,275,264	94.43%
82	Tools, implements, cutlery, spoons, forks of base metal, parts thereof	1,088,870	1,113,143	2.23%
70	Glass and glassware	292,836	1,112,497	279.90%
53	Vegatable textile materials,paper yarn and woven fabric of paper yarn	648,888	1,045,065	61.05%

HS Code	Description	Jan-Dec '19	Jan-Dec '20	Change
520942009200	Denim from yarns of different colors; cotton ratio => 85%, m2> 200 g, without fason	82,910,718	62,636,510	-24.45%
520532009000	Other yarn (232.56 = <dtex <714.29, multi-ply / ply twisted) (single ply yarn) (uncombed) (cotton> =	27,232,981	20,929,954	-23.14%
630629000000	Tents (made of other textile materials)	462,405	18,204,225	3836.86%
520819009200	Other fabric without fason; , (cotton> = 85%) unbleached	8,948,151	11,887,482	32.85%
521142009200	Denim from yarns of different colors; cotton, cotton ratio <85%, m2> 200 g, without contract	5,074,468	6,512,746	28.34%
620342310000	Denim trousers and short pants for boy / boy	9,694,009	6,288,354	-35.13%
520932009200	Painted 3 or 4 twill; cotton ratio => 85%, m2> 200 g, without fason	2,443,357	5,865,660	140.07%
220720001013	Ethyl alcohol (bulk); cultivated (from agricultural products)	13,789,634	4,616,366	-66.52%
320415000000	Vat dyes and preparations based on these dyes (including those using pigments)	2,908,656	4,488,658	54.32%
520522000000	Single ply cotton yarn; (combed fiber.) (232.56 = <dtex <714.29,) (cotton> = 85%) (14 <metric no = <4	7,982,187	4,471,064	-43.99%
520622000000	Cotton thread (single ply, combed cotton, cotton <85%, 232.56 = <dtex <714.29;) (excluding sewing	3,834,080	3,507,716	-8.51%
901890840019	Other instruments and devices used in medicine, surgery, dentistry and veterinary medicine	2,980,340	3,252,046	9.12%
551622009000	Other fabrics of artificial staple fibers; (man-made staple fiber <85%) (dyed) synthetic / man-made fib	58,786	3,104,941	5181.77%
080410000000	Date (fresh / dried)	1,097,409	2,805,024	155.60%
520512000000	Single ply cotton yarn; (uncombed fiber.) (232.56 = <dtex <714.29,) (cotton> = 85%) (14 <metric no =	6,564,391	2,738,656	-58.28%
620462310000	Other trousers for women / girls; cotton, denim ones	4,854,602	2,522,774	-48.03%
350300101000	Gelatine	1,708,643	2,398,555	40.38%
520812199200	Cloth foot without fason; (cotton> = 85%) unbleached, (100gr <m2 = <130gr), width> 165cm	7,065,893	2,389,175	-66.19%
950662000000	Inflatable balls	2,906,628	2,292,128	-21.14%
630140909000	Other blankets and other travel blankets of synthetic fibers; electric, knitted or crochet EXCEPT	1,380,137	2,200,000	59.40%
611020910000	Cardigans, vests, etc for men / boys; from cotton (knit or crochet)	2,757,933	2,180,141	-20.95%
551693009000	Other fabrics of artificial staple fibers; (different color)	2,814	2,039,907	72391.36%
220710001011	Ethyl alcohol; (bulk) alcohol grade> = 80%, obtained from agricultural products, not harvested	5,340,655	2,037,129	-61.86%
551641009000	Other fabrics of artificial staple fibers; (artificial staple fiber <85%) (Bleached / unbleached) cotton	2,662,050	1,852,314	-30.42%
611610200000	Gloves (with / without fingers); rubber impregnated, plastered / coated (knit or crochet)	867,410	1,749,782	101.72%
610342000000	Men's / boy's trousers, strappy overalls, short trousers and shorts made of cotton (knit or crochet)	2,240,684	1,740,179	-22.34%
050400009010	Intestines; fresh, chilled, frozen, salted, pickled, dried or smoked	1,771,897	1,690,435	-4.60%
100630980000	Rice (long grain, other, fully milled, length / width => 3)	1,520,592	1,490,846	-1.96%
520642009000	Other yarn (232.56 = <dtex <714.29, multilayer / ply twisted) (combed cotton <85%) (excluding sew	945,728	1,408,600	48.94%
252620000000	Natural steatite (soapstone) and talc; crushed / powdered	434,618	1,353,550	211.43%
901849900000	Other instruments and devices used in dentistry	1,801,856	1,341,852	-25.53%
390761000000	Poly (ethylene terephthalate); In the first way, viscosity => 78 ml / g	14,913,545	1,279,452	-91.42%

# TURKEY'S TOP TEN EXPORTS TO PAKISTAN

*US\$ Million*

HS	Product label	Turkey's Exports to Pakistan		
		Value in 2017	Value in 2018	Value in 2019
<b>TOTAL</b>	<b>All products</b>	<b>352,166</b>	<b>462,207</b>	<b>499,355</b>
84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	94,186	100,966	90,260
52	Cotton	14,884	55,078	50,386
72	Iron and steel	5,675	9,726	45,718
90	Optical, photographic, cinematographic, measuring, checking, precision, medical	4,565	11,824	39,233
39	Plastics and articles thereof	18,982	21,687	27,257
85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	22,405	25,303	20,792
38	Miscellaneous chemical products	12,178	17,065	16,663
73	Articles of iron or steel	7,549	14,086	13,950
4	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere	7,634	9,275	13,711
7	Edible vegetables and certain roots and tubers	420	10,451	13,333

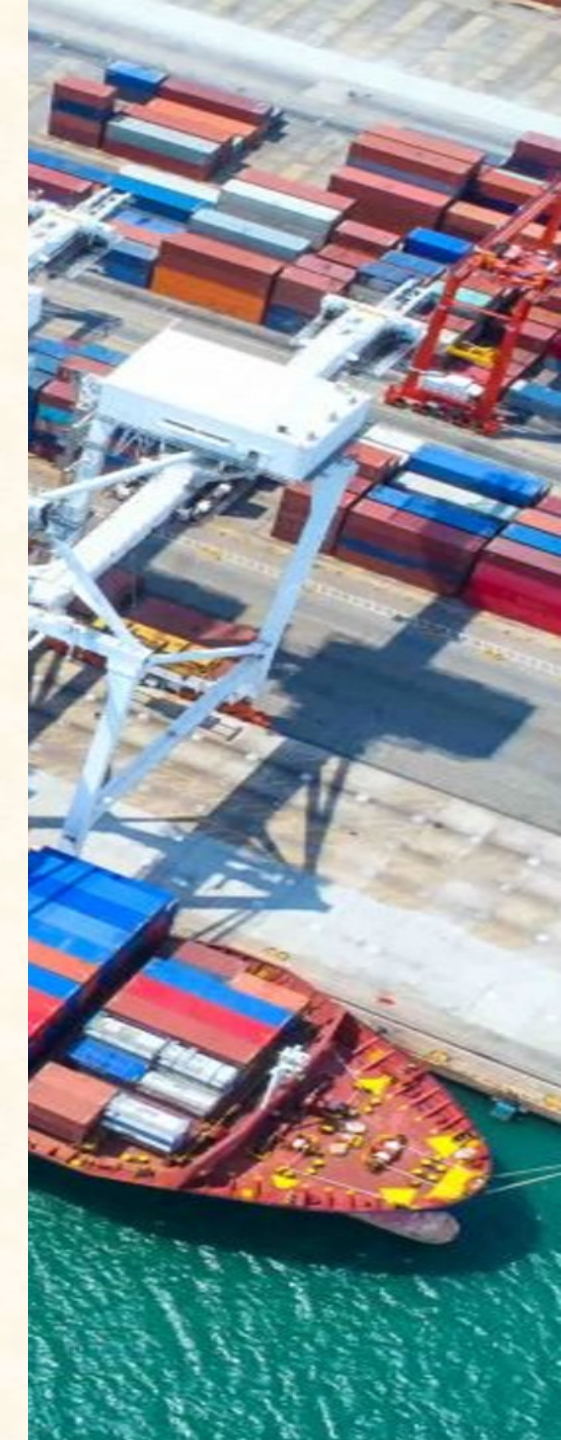
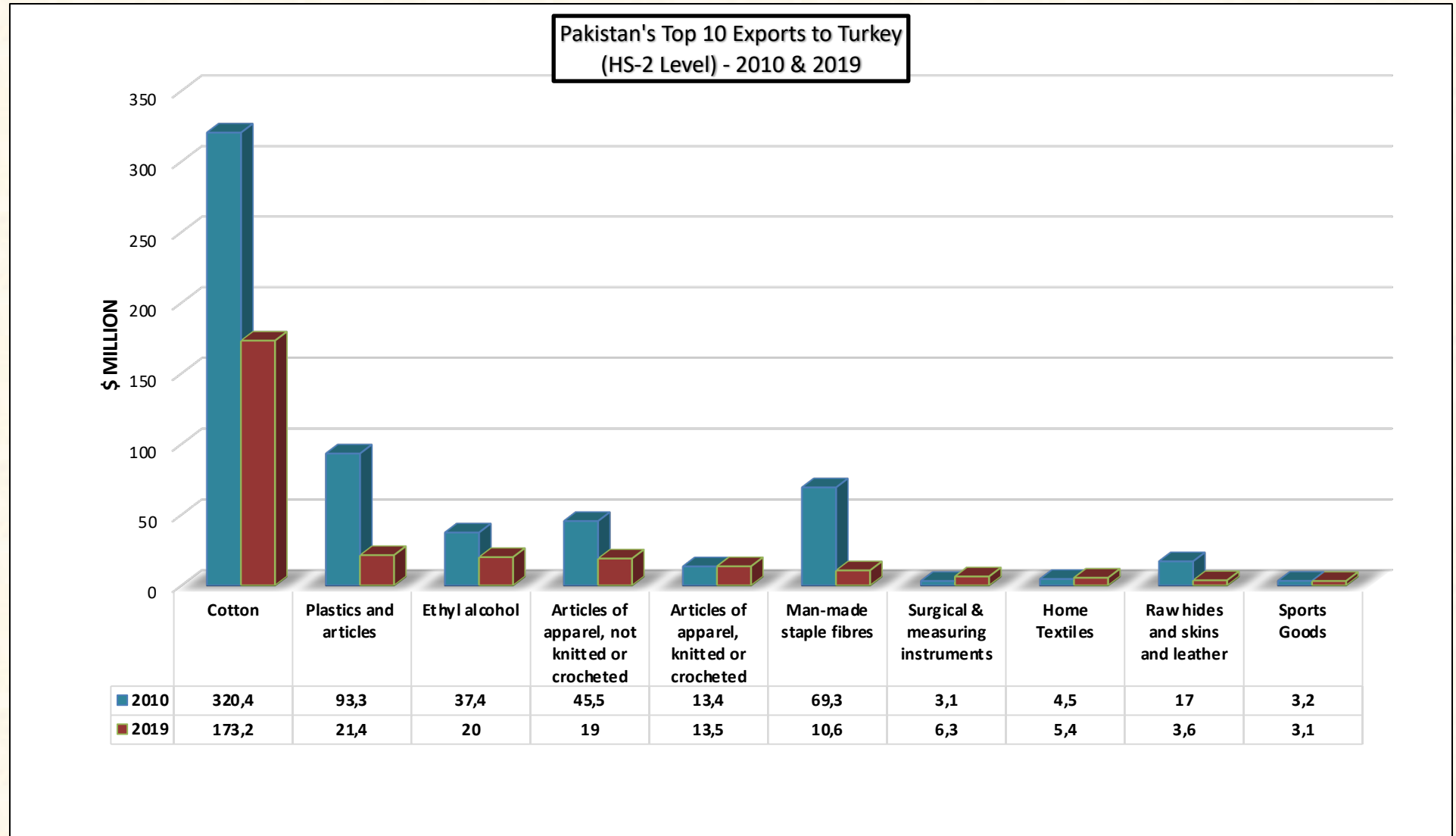


HS	Description	Jan-Dec '19	Jan-Dec '20	Change
84	Boilers, machineries and mechanical appliances, parts thereof	94,923,346	92,935,945	-2.09%
52	Cotton, cotton yarn and cotton textiles	66,990,565	82,513,585	23.17%
72	Iron and steel	45,923,033	65,904,390	43.51%
90	Optical, photographic, cinematographic, measuring checking, precision	40,792,203	60,784,567	49.01%
73	Articles of iron and steel	16,682,276	28,513,889	70.92%
85	Electrical machinery and equipment, parts thereof	23,024,789	26,333,326	14.37%
39	Plastic and articles thereof	27,453,699	22,211,693	-19.09%
38	Miscellaneous chemical products	16,908,071	21,116,016	24.89%
7	Edible vegetables and certain roots and tubers	21,659,016	19,808,584	-8.54%
32	Tanning and dyeing extracts, fillers and stoppings , inks	15,184,750	18,833,808	24.03%
56	Wadding and felt, twine, cordage, special fabrics and thereof	12,679,099	10,022,121	-20.96%
28	Inorganic chemicals, organic or inorganic compounds	4,525,792	9,831,296	117.23%
93	Arms and ammunition, parts thereof	1,714,620	9,033,728	426.86%
69	Ceramic products	11,367,290	8,669,115	-23.74%
4	Dairy products, bird eggs, natural honey ext.	13,711,232	8,035,458	-41.40%
21	Miscellaneous edible preparations	5,642,712	7,820,896	38.60%
30	Pharmaceutical products	4,551,841	7,693,731	69.02%
27	Mineral fuels, minerals oils and product of their distillation	6,114,218	7,584,329	24.04%
55	Man-made fibres (discontinuous)	2,270,403	7,522,699	231.34%
54	Man-made filament	7,386,228	7,205,725	-2.44%
25	Salt, sulphur, earths and stones, plastering materials, lime and cement	5,722,917	6,539,104	14.26%
33	Essential oils and resinoids,perfumery, cosmetic or toilet prep.	6,685,089	5,540,648	-17.12%
94	Furniture	6,060,759	5,495,704	-9.32%
63	Old clothing and other textile arctiles, rags	3,144,565	5,460,469	73.65%
87	Vehicles other than railway or tramway rolling-stock, parts thereof	4,375,061	5,294,742	21.02%

HS Code	Description	Jan-Dec '19	Jan-Dec '20	Change
720839009019	Flat products of iron or non-alloy steel (roll, hot rolled, thick. <3mm. Hot rolled)	21,589,191	39,375,048	82.38%
901480009011	Electronic equipment and devices for sea and river travel	29,818,673	38,292,309	28.42%
520100900000	Cotton; others (no brother, no combed)	24,599,879	28,561,577	16.10%
520513000000	Single ply cotton yarn; (uncombed fiber.) (192.31 = <dtex <232.56,) (cotton> = 85%) (43 <metric	13,890,570	26,560,663	91.21%
730820000000	Towers and pylons of iron / steel	8,871,791	24,982,534	181.60%
071320000019	Chickpea; shellless (dry) other	20,618,423	18,707,451	-9.27%
720838009019	Flat products of iron or non-alloy steel (roll, hot rolled, 3 = <thick. <4. 75mm. Hot rolled)	6,843,226	12,683,350	85.34%
901380900000	Other optical instruments, devices, assemblies	2,777,366	12,659,172	355.80%
320416000000	Reactive dyes and preparations based on these dyes	7,714,865	9,635,560	24.90%
842121000000	Water filtration / purification devices	6,960,063	8,555,703	22.93%
520812999200	Fasonless cloth foot; (cotton> = 85%) unbleached, m2> 130gr, width> 165cm	8,402,634	8,376,183	-0.31%
550000000001	Synthetic and man-made staple fibers	478,218	7,031,964	1370.45%
850423000019	Other dielectric transformers power> 50000 kVA		6,967,519	*
721420000013	Round bars of iron / non-alloy steel (10mm. <Cross section = <26 mm. Notch, groove, etc., with	14,106,185	6,827,094	-51.60%
690721000000	Ceramic floor or facing tiles, paving stones (EXCEPT 6907.30 and 6907.40); Water absorption	8,080,437	6,598,752	-18.34%
520524000000	Single ply cotton yarn; (combed fiber.) (125 = <dtex <192.31) (cotton> = 85%) (52 <metric no = <	894,169	6,427,798	618.86%
380991009019	Other preparations (used in the textile industry, etc.)	5,870,967	5,967,224	1.64%
251310000000	Pumice stone	4,831,172	5,714,134	18.28%
854370900019	Other electrical machines and devices with specific functions	334,958	5,362,441	1500.93%
210390900018	Seasoning and other flavoring mixtures	3,558,152	4,868,668	36.83%
930000000000	Weapons and ammunition, parts and accessories thereof	1,590,424	4,598,767	189.15%
845140000013	Dyeing machines used in the textile industry	5,482,190	4,244,349	-22.58%
300490000000	Other drugs that are mixed or not mixed for use in treatment or prevention; dosed, packaged	2,933,354	4,191,410	42.89%
040410020000	Whey (powder, granules, other solid, protein = <15%, fat = <1.5%, without additives)	4,951,360	4,173,959	-15.70%
382499930014	Gum base (gomelastic)	2,957,593	3,760,061	27.13%
520512000000	Single ply cotton yarn; (uncombed fiber.) (232.56 = <dtex <714.29,) (cotton> = 85%) (14 <metric	2,523,293	3,604,109	42.83%
847989979019	Other machinery and other mechanical devices with specific functions		3,559,358	*
845140000011	Washing machines used in the textile industry	3,721,948	3,557,097	-4.43%
848310259000	Crankshafts and crankshafts for other uses (open-die forged steel)	1,903,365	3,526,156	85.26%

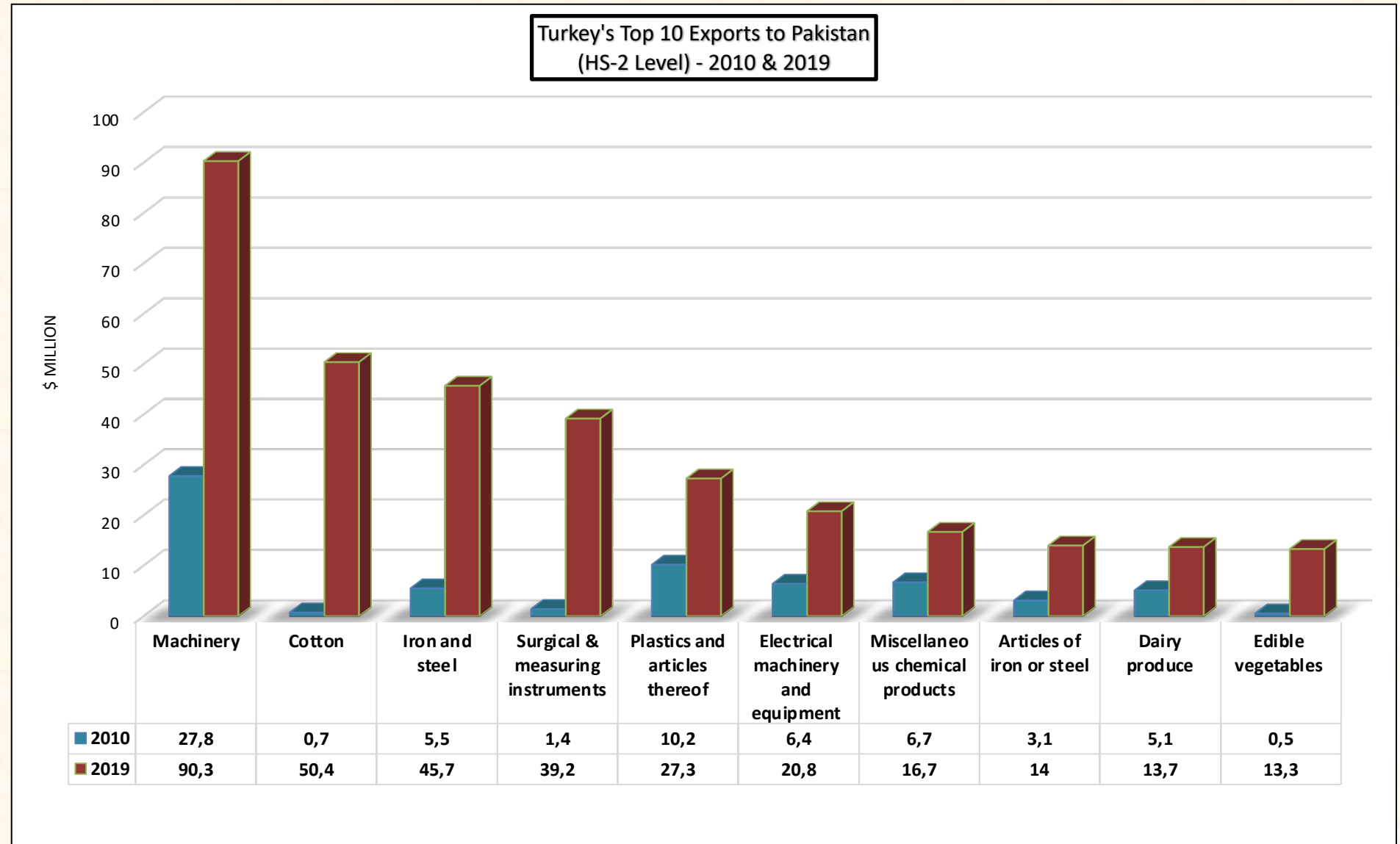
# Pakistan Exports to Turkey

## Key Trading Items and Trends



# Turkey Exports to Pakistan

## Key Trading Items and Trends





# Bilateral Trade

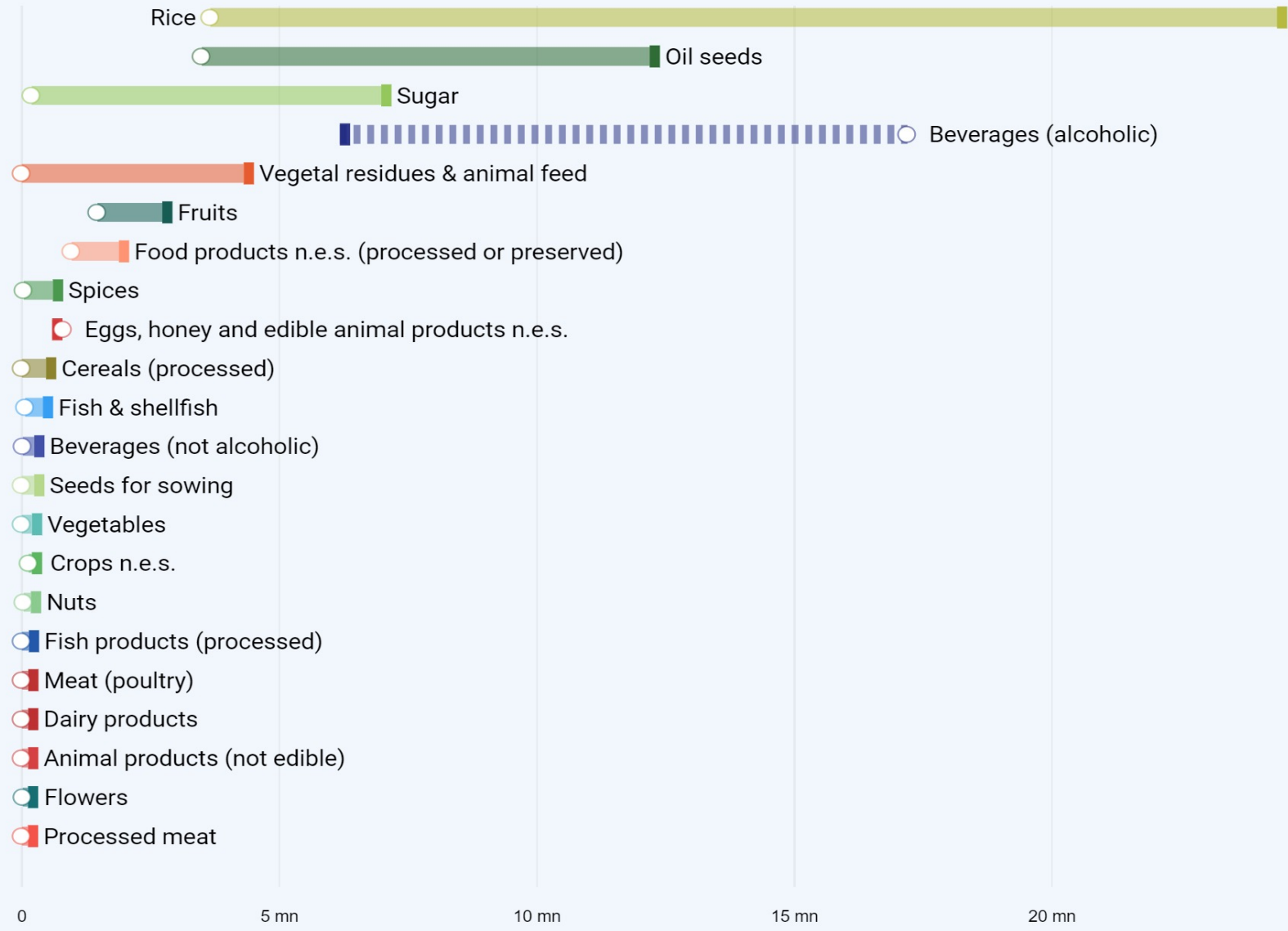
Agricultural &  
Processed Food  
Products

HS Code	Description (Pak Exports)	Jan-Dec '19	Jan-Dec '20	Change
040210190000	Milk, cream; powder, granular, other, solid, fat = <1.5%, other, without additives		87,290	*
050400009010	Intestines; fresh, chilled, frozen, salted, pickled, dried or smoked	1,771,897	1,690,435	-4.60%
080410000000	Date (fresh / dried)	1,097,409	2,805,024	155.60%
080450000011	Mango (fresh / dried)		47,887	*
100630960000	Rice (long grain, other, fully milled, 2 <length / width <3)	1,415,262	1,216,289	-14.06%
100630980000	Rice (long grain, other, fully milled, length / width => 3)	1,520,592	1,490,846	-1.96%
100829000011	Millet; non-seed		16,150	*
100829000012	Millet; non-seed		17,886	*
120740900011	Sesame seeds (raw)	755,711	361,583	-52.15%
120740900012	Sesame seeds (peeled)	51,477	46,867	-8.96%
121190860049	Other plants or parts thereof; in small packages EXCEPT those used as herbal tea	84,199	69,042	-18.00%
130232909000	Viscous liquids and thickening agents; from siamese pod seed, other	342,793	265,631	-22.51%
140490009100	Henna		29,861	*
170490650000	Chewing gum and jelly confectionery products (including confectionery fruit spreads) cocoa free	39,938	41,906	4.93%
190531990019	Other sweet biscuits		48,163	*
200819190041	Tahini; packing> 1 kg		52,281	*
200899990000	Other fruits, nuts, edible others. plant parts; no added alcohol / sugar		58,725	*
200939310000	Other citrus juices (brixs = 20-67, value more than 30 euro for 100 kg, sweetened)		33,125	*
200979980000	Apple juice (20 <brix value = <67, value for 100 kg = <18 euro, sugar ratio = <30%)	422,913	107,211	-74.65%
220710001011	Ethyl alcohol; (bulk) alcohol grade> = 80%, obtained from agricultural products, not harvested	5,340,655	2,037,129	-61.86%
220710001012	Ethyl alcohol; (with packaging) alcohol degree> = 80%, obtained from agricultural product, not altered		16,462	*
220710009012	Ethyl alcohol; (packaged) alcohol level> = 80%, from non-agricultural products		209,724	*
220720001013	Ethyl alcohol (bulk); cultivated (from agricultural products)	13,789,634	4,616,366	-66.52%
	<b>Total</b>	<b>26,632,480</b>	<b>15,365,883</b>	

# Pakistan's products with potential to Turkey

## Legend

- Export potential
  - Actual exports
  - ◐ Potential to actual exports gap
- 
- Rice
  - Oil seeds
  - Sugar
  - Beverages (alcoholic)
  - Vegetal residues & animal feed
  - Fruits
  - Food products n.e.s. (processed or preserved)
  - Spices
  - Eggs, honey and edible animal products n.e.s.
  - Cereals (processed)
  - Fish & shellfish
  - Beverages (not alcoholic)
  - Seeds for sowing
  - Vegetables
  - Crops n.e.s.
  - Nuts
  - Fish products (processed)
  - Meat (poultry)
  - Dairy products
  - Animal products (not edible)



HS Code	Description (Pak Imports)	Jan-Dec '19	Jan-Dec '20	Change
040210190000	Milk, cream; powder, granular, other, solid, fat = <1.5%, other, without additives	7,092,702	2,430,831	-65.73%
040410020000	Whey (powder, granules, other solid, protein = <15%, fat = <1.5%, without additives)	4,951,360	4,173,959	-15.70%
040410120000	Whey (powder, granules, other solid, protein> 15%, fat = <1.5%, without additives)	231,646	784,480	238.65%
040620009000	Other cheeses; shredded or powdered	1,376,380	642,967	-53.29%
071320000019	Chickpea; shellless (dry) other	20,618,423	18,707,451	-9.27%
071333900019	Other common bean (dry); EXCEPT those of seed	853,118	982,937	15.22%
080620300000	Grape; sultani (dried)	585,289	689,222	17.76%
100510150000	Corn (single hybrid; seed)	1,281,740	1,237,001	-3.49%
100510180000	Corn (other hybrids; seed)	581,400	1,260,000	116.72%
110812001000	Corn starch (in bag)	2,146,078	1,507,612	-29.75%
120991800013	Cucumber seed	901,856	649,756	-27.95%
151000900011	Olive pomace oil	526,895	505,023	-4.15%
170490650000	Chewing gum and jelly confectionery products (including confectionery fruit spreads); cocoa free	435,326	681,440	56.54%
180690190000	Chocolate (others)	427,498	589,992	38.01%
180690600000	Cocoa products spreaded on bread	899,232	513,844	-42.86%
190219100019	Pasta; unbaked (unfilled), not containing bread wheat flour or semolina (EXCEPT for phenylketonuria patients)	89,369	328,025	267.05%
210390900018	Seasoning and other flavoring mixtures	3,558,152	4,868,668	36.83%
210690920000	Other food preparations; milk fat & It; 1.5%; sucrose / isoglucose <5%, starch / glucose <5%	396,316	367,814	-7.19%
210690980019	Other food preparations not elsewhere in the tariff	1,362,351	2,388,365	75.31%
	<b>Total</b>	<b>48,315,131</b>	<b>43,309,387</b>	<b>-10.36%</b>



**Pakistan's  
Exports /  
Imports  
Machinery &  
Construction Material**

HS Code	Description (Pak Exports)	Jan-Dec '19	Jan-Dec '20	Change
840820310000	Diesel engine for tractors used in agriculture and forestry; power = <50 kW		22,771	*
840820350000	Diesel engine for tractors used in agriculture and forestry; 50 kW <power = <100kW		40,391	*
840999000019	Other parts of engines of heading 84.07 or 84.08 (EXCEPT those for gasoline and aircraft)	45,891	23,613	-48.55%
841330209000	Injection pumps for internal combustion engines used elsewhere	8,465	29,307	246.21%
841330809000	Other fuel / cooling pumps for internal combustion engines used elsewhere	56,887	34,358	-39.60%
841391000000	Parts and parts of pumps	4,630	23,391	405.21%
843041000000	Self-propelled drilling / boring machines		32,021	*
844849000000	Other parts, parts and bowls of weaving machines auxiliary machines	23,213	39,191	68.83%
847490909011	Parts and parts of concrete and stone crushing machines made of other materials		15,734	*
848190000000	Parts and parts of faucets, valves (valves) etc.device for pipes, boilers, tanks, tanks, etc.		20,640	*
848340519029	Gear boxes; worm gearboxes and those used in civil aircraft EXCEPT		219,659	*
848340909000	Other gears, gear systems, ball screws, gearboxes for other use		23,700	*
854442900000	Other electrical conductors with attached fittings (voltage: <1000 V.); used elsewhere	44,244	39,325	-11.12%
854620000011	Electrical insulators; made of ceramic with a rated voltage not exceeding 36 kV.	163,536	176,773	8.09%
854620000012	Electrical insulators; with rated voltage exceeding 36 kV but not exceeding 170 kV.		26,173	*
	<b>Total</b>	<b>346,866</b>	<b>767,047</b>	<b>121.14%</b>

HS Code	Description (Pak Imports)	Jan-Dec '19	Jan-Dec '20	Change
	<b>Total</b>	<b>66,959,152</b>	<b>95,169,089</b>	<b>42.13%</b>
842121000000	Water filtration / purification devices	6,960,063	8,555,703	22.93%
850423000019	Other dielectric transformers power> 50000 kVA		6,967,519	*
854370900019	Other electrical machines and devices with specific functions	334,958	5,362,441	1500.93%
845140000013	Dyeing machines used in the textile industry	5,482,190	4,244,349	-22.58%
847989979019	Other machinery and other mechanical devices with specific functions		3,559,358	*
845140000011	Washing machines used in the textile industry	3,721,948	3,557,097	-4.43%
848310259000	Crankshafts and crankshafts for other uses (open-die forged steel)	1,903,365	3,526,156	85.26%
846299809000	Other presses; non-numerical control	432,190	3,196,509	639.61%
843780001011	Machinery and equipment for grinding and processing cereals	2,477,651	2,670,239	7.77%
845180800000	Other weaving and spinning machines	1,389,964	2,527,458	81.84%
845129000000	Other dryers> dry laundry containers> 10 kg.	1,906,415	2,153,723	12.97%
842482100000	Agricultural or horticultural irrigation devices	228,937	1,847,333	706.92%
842619000012	Bridge cranes	179,382	1,846,460	929.35%
844630000000	Weaving machines (looms); without shuttle, fabric width> 30 cm.	1,865,363	1,768,580	-5.19%
851769909029	Other devices for receiving or transmitting sound, images or other information	1,986,260	1,634,802	-17.69%
842240000000	Other packaging or packaging machines (including heat-shrink packaging machines)	1,109,192	1,603,580	44.57%
845611909000	Other laser-powered machines for abrading other materials	2,263,313	1,490,711	-34.14%
845180300000	Finishing and finishing machines	1,758,883	1,434,437	-18.45%
841430209000	Compressor for refrigeration equipment used in other places; power = <0, 4 kW	969,710	1,378,433	42.15%
853690010000	Prefabricated elements for electrical circuits	1,751,737	1,313,422	-25.02%
854449950000	Other wires, cables and electrical conductors insulated; 80V <voltage <1000V, fittings not fitted		1,245,465	*
841583009000	Air conditioners without cooling unit for other locations	1,432,261	1,218,392	-14.93%
847920000019	Other machines and devices that extract and prepare animal / vegetable oil	19,165	1,139,164	5843.98%
851770000000	Components and parts for telephone devices, other devices for receiving or transmitting audio, video or other information	3,992,505	1,132,381	-71.64%

HS Code	Description	Jan-Dec '19	Jan-Dec '20	Change
842230000000	Bottles, boxes, sacks etc. machines for filling, capping, sealing, labeling, encapsulation, gasification of drinks	681,673	1,121,815	64.57%
845221000000	Automatic unit sewing machines	925,054	1,100,706	18.99%
841869009919	Other refrigerating or freezing devices	654,169	978,168	49.53%
847960000000	Devices that cool the air through the evaporation of water	1,097,642	965,019	-12.08%
842131009000	Air filters of internal combustion engines used in other places	795,680	940,784	18.24%
843820000000	Machines and devices for confectionery, cocoa / chocolate production	3,103,286	935,898	-69.84%
845150000019	Machines for unrolling, folding and cutting fabrics	1,189,494	868,304	-27.00%
841869001000	Compressor units with condensers acting as heat exchangers	155,623	733,579	371.38%
843420000012	Machines and devices for cheese production	95,321	700,632	635.02%
847990709019	Other components and parts of other machines with specific functions	399,368	686,872	71.99%
842489700000	Other mechanical devices for spraying, dispersing or pulverizing liquid or powdered	341,931	663,686	94.10%
845690009000	Other machines for grinding other materials	271,247	627,019	131.16%
841582009000	Air conditioners with refrigeration units for other locations	487,922	625,139	28.12%
841370819000	Other centrifugal single-stage pumps used elsewhere; outlet diameter> 15 mm.	232,959	615,513	164.22%
840999000013	Segments; For diesel and semi-diesel piston engines of heading 84.08, EXCEPT aircrafts		608,770	*
845140000012	Bleaching machines used in the textile industry	480,801	608,658	26.59%
848340299000	Other gears for other use, gear systems (excluding friction gears)	909,530	591,105	-35.01%
842839909000	Other continuously moving elevators and conveyors for other uses	793,191	560,420	-29.35%
854442900000	Other electrical conductors with attached fittings (voltage: <1000 V.); used else	231,625	556,189	140.12%
841939000000	Other dryers	108,242	534,976	394.24%
844520000011	Open - end spinning machines	81,050	507,403	526.04%
848330809000	Bearings for other use	375,145	501,609	33.71%
848340599000	Other speed changers for other use	58,719	482,913	722.41%
848180190009	Plumbing taps; EXCEPT those with sensors	523,651	481,836	-7.99%
843359850039	Other harvesting machines and devices	288,437	468,509	62.43%

HS Code	Description	Jan-Dec '19	Jan-Dec '20	Change
848079000000	Other molds for rubber / plastics	671,942	451,465	-32.81%
853710980019	Other panels, consoles, tables, cabinets and other supports for the control / distribution of electricity	366,253	445,524	21.64%
842129200000	Fluoropolymer filter or purification membrane for liquids; those whose thickness does not exceed 140 mi	190	438,850	230873.68%
841899900000	Other parts and parts of refrigerators	530,590	425,263	-19.85%
845190000019	Parts and parts of other textile machinery	272,570	410,749	50.69%
842199900012	Reverse osmosis filter membrane; for machinery and apparatus for filtering or purifying		402,154	*
842420000000	Spray guns etc. devices	70,629	399,719	465.94%
852610000019	Other radars		394,388	*
843420000019	Other machines and devices used in dairy farming	1,152	394,376	34134.03%
842139259000	Machinery and devices for filtering / purifying air for use elsewhere	309,712	390,175	25.98%
842211000000	Dish washing machines; used in homes	164,894	380,705	130.88%
840999000019	Other parts of engines of heading 84.07 or 84.08 (EXCEPT those for gasoline and aircraft)	3,034,249	374,200	-87.67%
841720900000	Other bakeries for bread, cake, biscuit; without electricity	260,043	366,605	40.98%
845819000000	Other metal turning lathes		362,935	*
845011900000	Automatic washing machine; 6 kg. <Dry pine.cap = <10 kg.	3,716	361,644	9632.08%
844530000000	Machines for folding or twisting textile fibers	32,194	361,063	1021.52%
853630900000	Other equipment protecting electrical circuits (current> 125 amp.)	591,546	354,177	-40.13%
843410000000	Milking machines	457,791	352,396	-23.02%
853610900012	Blade fuses (current> 63 amp.)	267,972	348,879	30.19%
844110100000	Machines for cutting and rewinding coiled paper		347,414	*
841330809000	Other fuel / cooling pumps for internal combustion engines used elsewhere	267,564	346,030	29.33%
848180990019	Other taps, valves (valves) and similar devices for pipes, boilers, tanks, tanks, etc.	500,508	334,813	-33.11%
844842000000	Looms, healds and heald frames for weaving machines	261,061	321,420	23.12%
850152209019	Other multiphase alternating current (AC) motors; 750 W <power = <7.5 kW, not for civil aircraft		319,485	*
841480759000	Rotary action, multi-shaft, screw compressor used elsewhere	296,829	312,276	5.20%
853710910000	Programmable memory controller (voltage = <1000 v.)	137,393	311,956	127.05%
844849000000	Other parts, parts and bowls of weaving machines auxiliary machines	373,571	305,754	-18.15%
844819009000	Other auxiliary machinery and equipment (for machines in tariff 8444, 8445, 8446,8447)	235,902	305,523	29.51%
843490000000	Parts of machines and devices used in dairy farming	236,180	304,045	28.73%
843352000018	Other threshing machines and devices; non self-propelled	394,961	296,380	-24.96%
845530100000	Cast iron rolling rolls	419,923	287,379	-31.56%
848790900011	Oil sealing rings (oil seals)	315,078	284,936	-9.57%
842790009000	Other freight cars that are not self-propelled	32,599	280,639	760.88%
840999000012	Pistons; For diesel and semi-diesel piston engines of heading 84.08, EXCEPT aircraft		278,741	*
843880999019	Other machinery and devices used in food / beverage preparation	4,928	277,797	5537.11%



**Bilateral Trade  
Surgical Instruments  
&  
Medical Devices**

HS Code	Description (Pak Exports)	Jan-Dec '19	Jan-Dec '20	Change
901849900000	Other instruments and devices used in dentistry	1,801,856	1,341,852	-25.53%
901850100000	Other non-optical instruments and devices for eye medicine	47,522	46,443	-2.27%
901890200000	Endoscopes	52,214	17,541	-66.41%
901890840013	Cautery pen		85,169	*
901890840019	Other instruments and devices used in medicine, surgery, dentistry and veterinary medicine	2,980,340	3,252,046	9.12%
902110900012	Bone fixation material (implants) for fractures (including medical nails, medical plates) (of stainless steel)	848,613	363,687	-57.14%
902890900000	Parts of other meters	814,659	849,329	4.26%
903300900000	Parts and accessories of machinery, tools and devices not elsewhere classified in Chapter 90	28,470	20,088	-29.44%
	<b>Total</b>	<b>6,573,674</b>	<b>5,976,155</b>	<b>-9.09%</b>

HS Code	Description (Pak Imports)	Jan-Dec '19	Jan-Dec '20	Change
901380900000	Other optical instruments, devices, assemblies	2,777,366	12,659,172	355.80%
901390800000	Parts, parts and accessories of lasers, other optical instruments and devices	115,415	361,716	213.40%
901480009011	Electronic equipment and devices for sea and river travel	29,818,673	38,292,309	28.42%
901839000013	Butterfly kit cannula	469,316	998,513	112.76%
901839000017	Intravenous catheters - sterile, single use, for angiography	904,156	675,391	-25.30%
901839000021	Intravenous catheters - sterile, single use, (for balloon dilatation	550,157	548,060	-0.38%
901890840019	Other instruments and devices used in medicine, surgery, dentistry and veterinary medicine	858,461	534,669	-37.72%
902139900013	Other limb and organ prostheses	472,237	368,341	-22.00%
902300800019	Other tools, devices and models manufactured for display and not suitable for other purposes	797	944,567	11815.31%
903180809000	Others of other measuring or inspection instruments, devices and machines	212,215	1,392,346	556.10%
903289000000	Other tools and devices	439,988	1,083,591	146.28%
	<b>Total</b>	<b>36,618,781</b>	<b>57,858,675</b>	<b>58.00%</b>



# TRADE AND ECONOMIC COOPERATION BETWEEN PAKISTAN & TURKEY

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- ❑ Pakistan Turkey Trade Agreement 1964 (MFN Treatment)
- ❑ Pakistan Turkey Joint Economic Commission (15 Sessions have been held so far)
- ❑ Avoidance of Double Taxation 1985
- ❑ Promotion & Protection of Bilateral Investment 1995 – amended in 2012 & 2015
- ❑ Framework Agreement on Comprehensive Economic Partnership between Pakistan and Turkey 2004
- ❑ Pakistan Turkey Preferential Trade Agreement Framework Agreement – 2004
- ❑ High Level Cooperation Council (2010) and later High Level Strategic Cooperation Council (2015) – Joint Working Group on Trade & Investment
- ❑ Pakistan Turkey Free Trade Area Framework Agreement – 2016
- ❑ Strategic Economic Framework (SEF) – Feb, 2020

# CHALLENGES



# CHALLENGES IN BILATERAL TRADE

Inadequate market exploration

No direct shipping & logistics

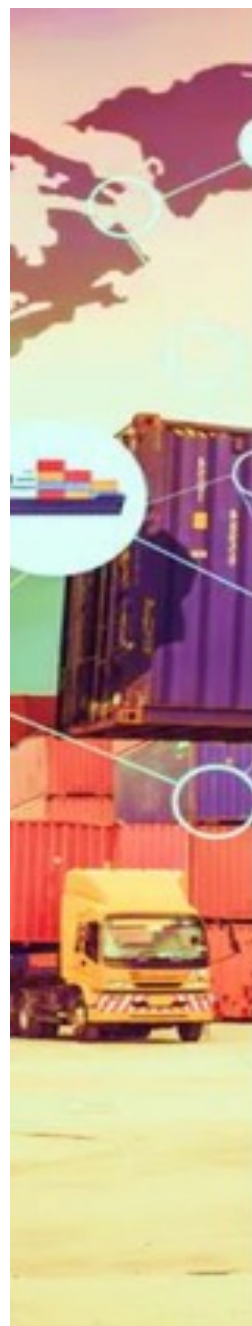
Easier trade finance accessibility

Banking access

Import duties structure

Harmonization of Standards

Matching Export Products with no  
intra-industry trade





EMERGING  
PAKISTAN



**THANK YOU**



REPUBLIC OF TURKEY  
MINISTRY OF TRADE

## İkili Ticaret ve İş Fırsatları

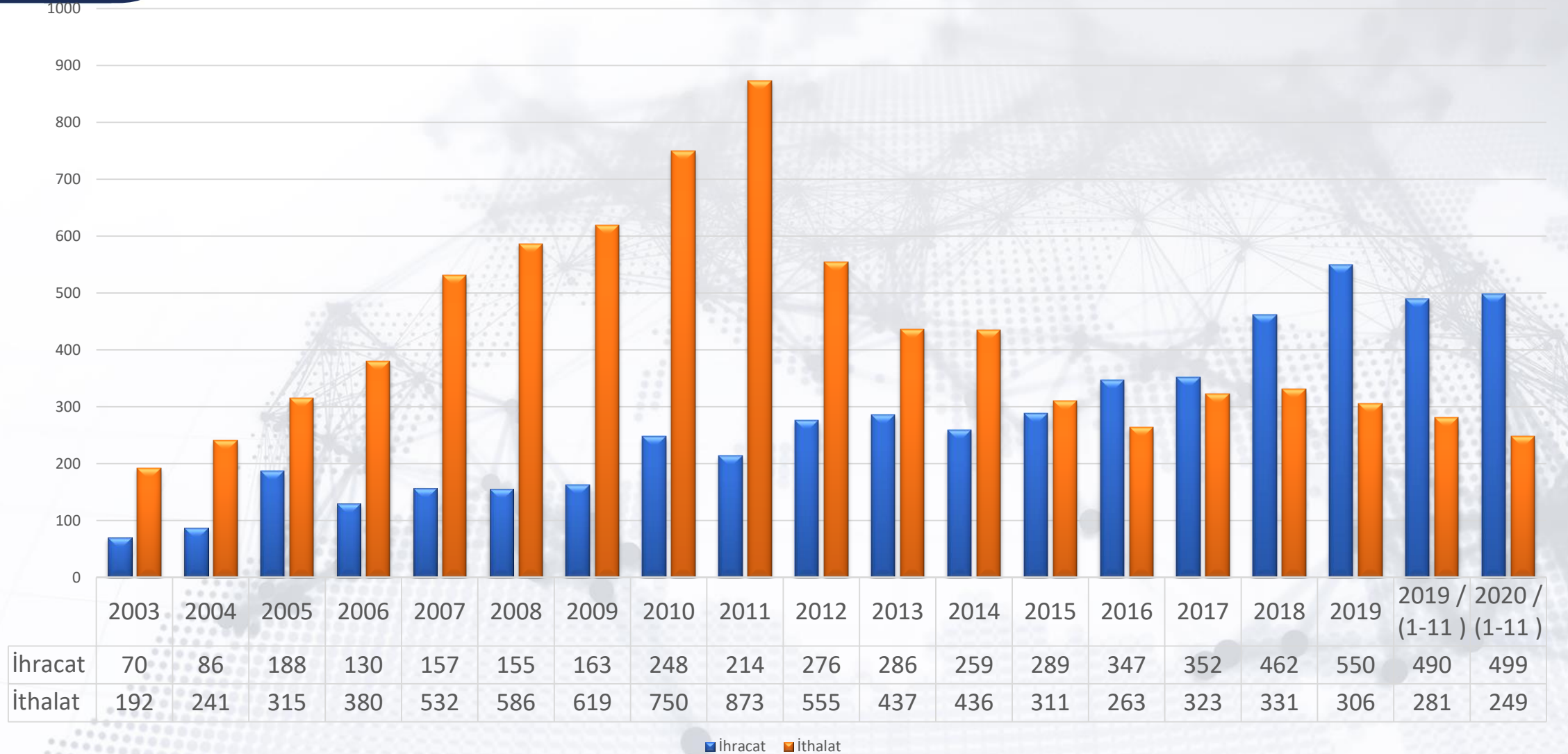
Eyyup Yıldırım

Türkiye Cumhuriyeti Karaçi Ticaret Ataşesi

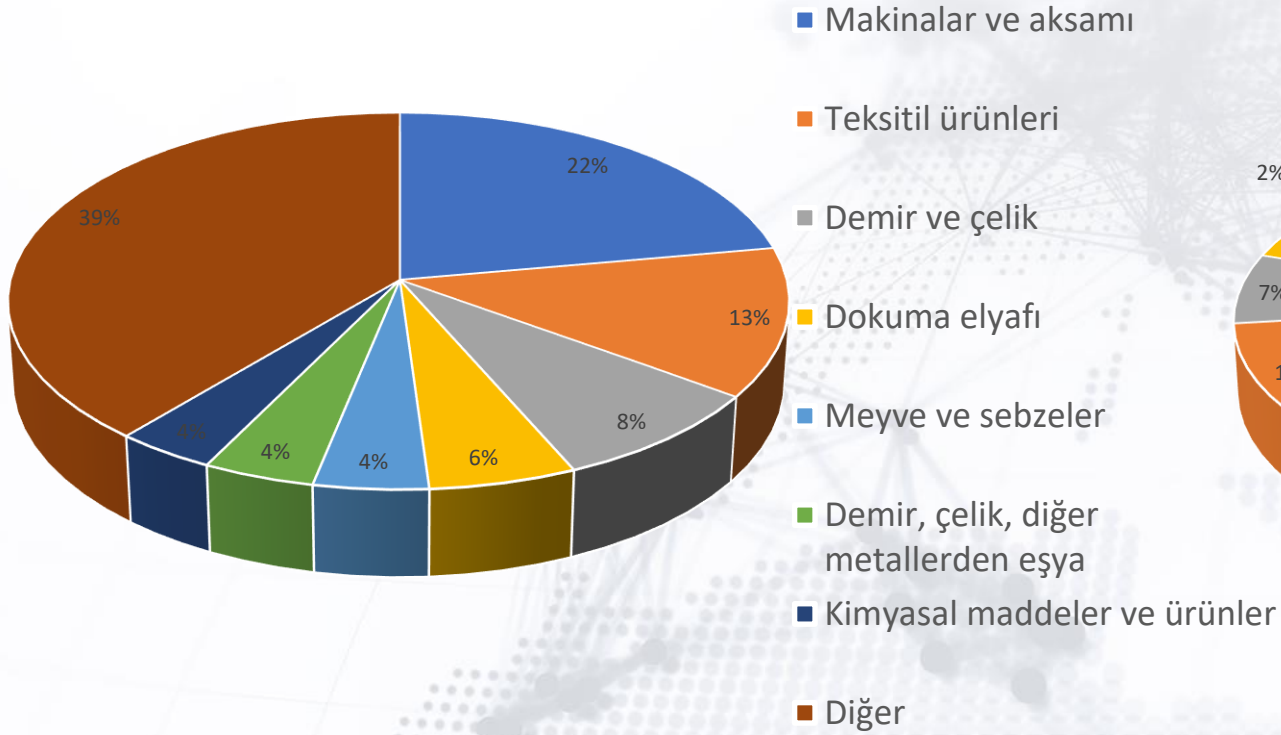
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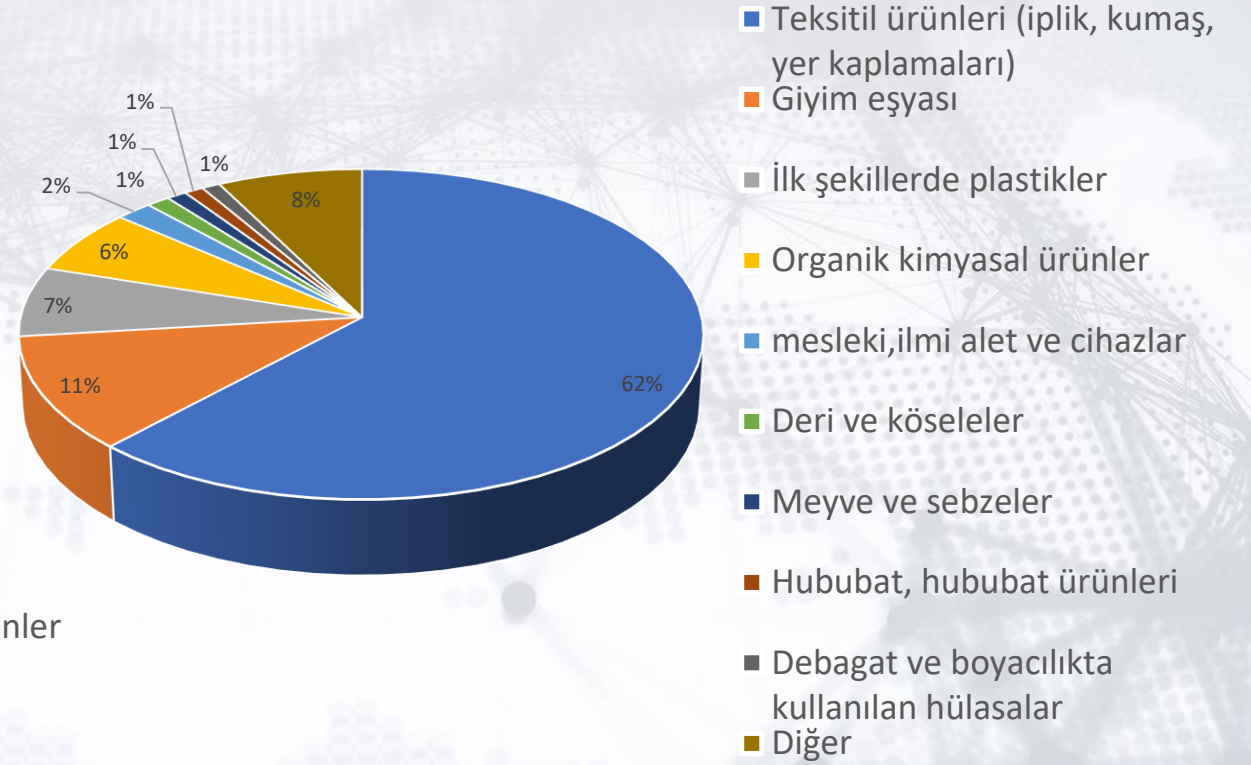
## İkili Ticaret



## İHRACAT

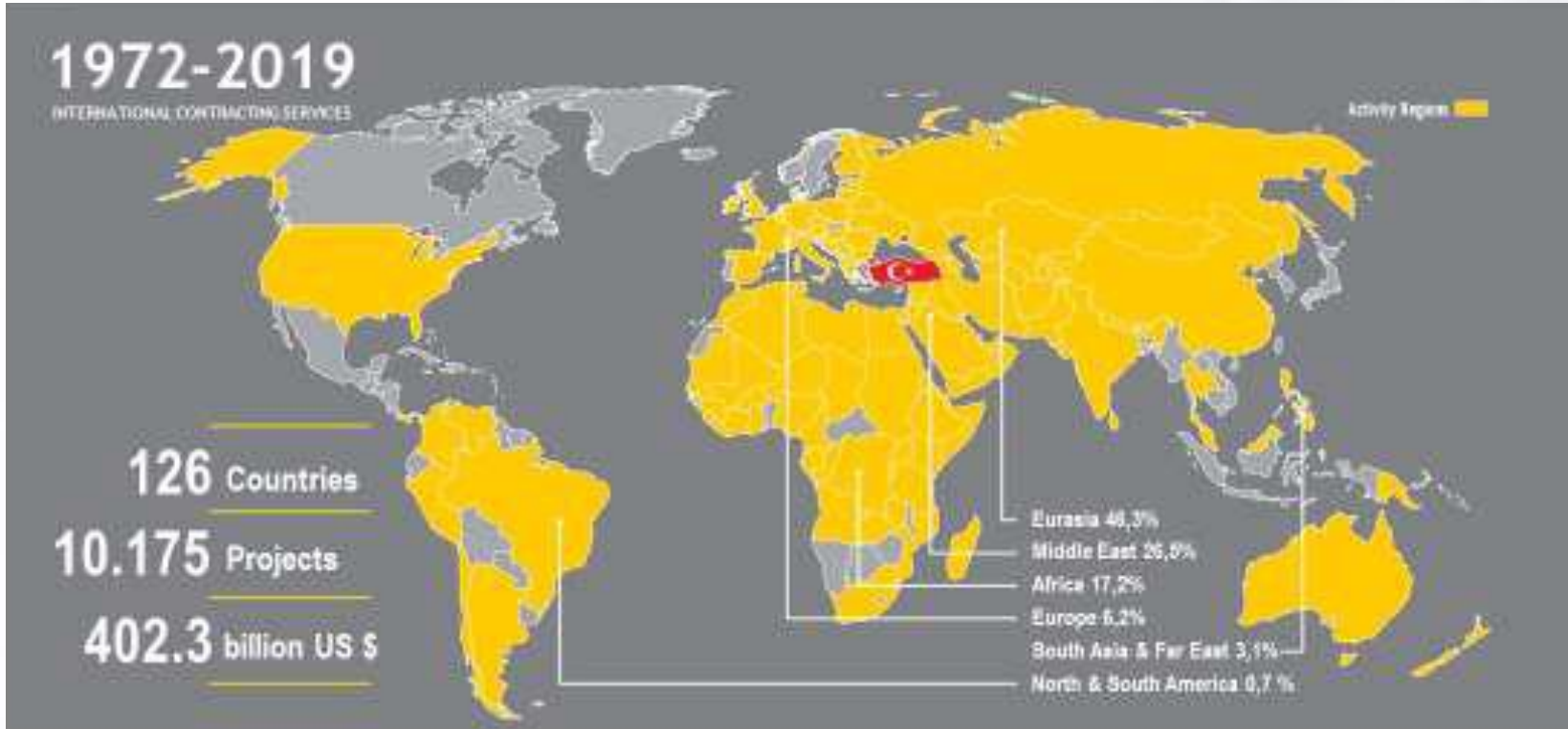


## İTHALAT





## Construction & Contracting Sector



Turkey is among the world's leading producers of building materials.

2019 data, 44 Turkish contracting companies ranked among "The World's Top 250 International Contractors" at August 2020 issue by the leading international industry magazine "ENR - Engineering News Record".

Turkish contractors with extensive know-how and experience gained in all kinds of challenging projects and in all forms of business environments since 1972.



REPUBLIC OF TURKEY  
MINISTRY OF TRADE

# Business Opportunities in Pakistan for Turkish Businessmen



## Construction and Contracting Sector

Key Facts and Figures

Pakistan Upcoming Projects

## Construction & Contracting Sector

### Pakistan



- Need of 12 Million Houses
- Average Apartment Value 65 K \$
- Planned Infrastructure Projects
- Finance by ADB & AIIB
- Urban Infrastructure Projects

### Incentive Package for the Construction Industry

Aiming 5 million Houses:

- Investors, developers and builders will not be questioned about their sources of income.
- Tax exemption for purchasing building materials
- If builders and developers take on a project related to low-cost housing under the Naya Pakistan Housing Program, taxes will be reduced by 90%.
- Reduction of sales tax and excise duties on construction materials
- Owners of five- and 10-marla residential plots will receive subsidised house building loans.
- People constructing, buying or selling their first houses are exempted from several taxes and fees, including Advance Tax, Capital Gains Tax, Stamp Duty Tax and Registration Fees.

# Construction & Contracting Sector

## Some Upcoming Infrastructure Projects in Karachi

Central Government allocated about 1.8 Billion \$ for Sindh infrastructure projects

### Infrastructure Projects



- K-IV Water Procurement
- S-III Sewerage Project

### BRT Metrobus Projects



- Green Line (completed)
- Red Line
- Orange Line

### Railway Projects

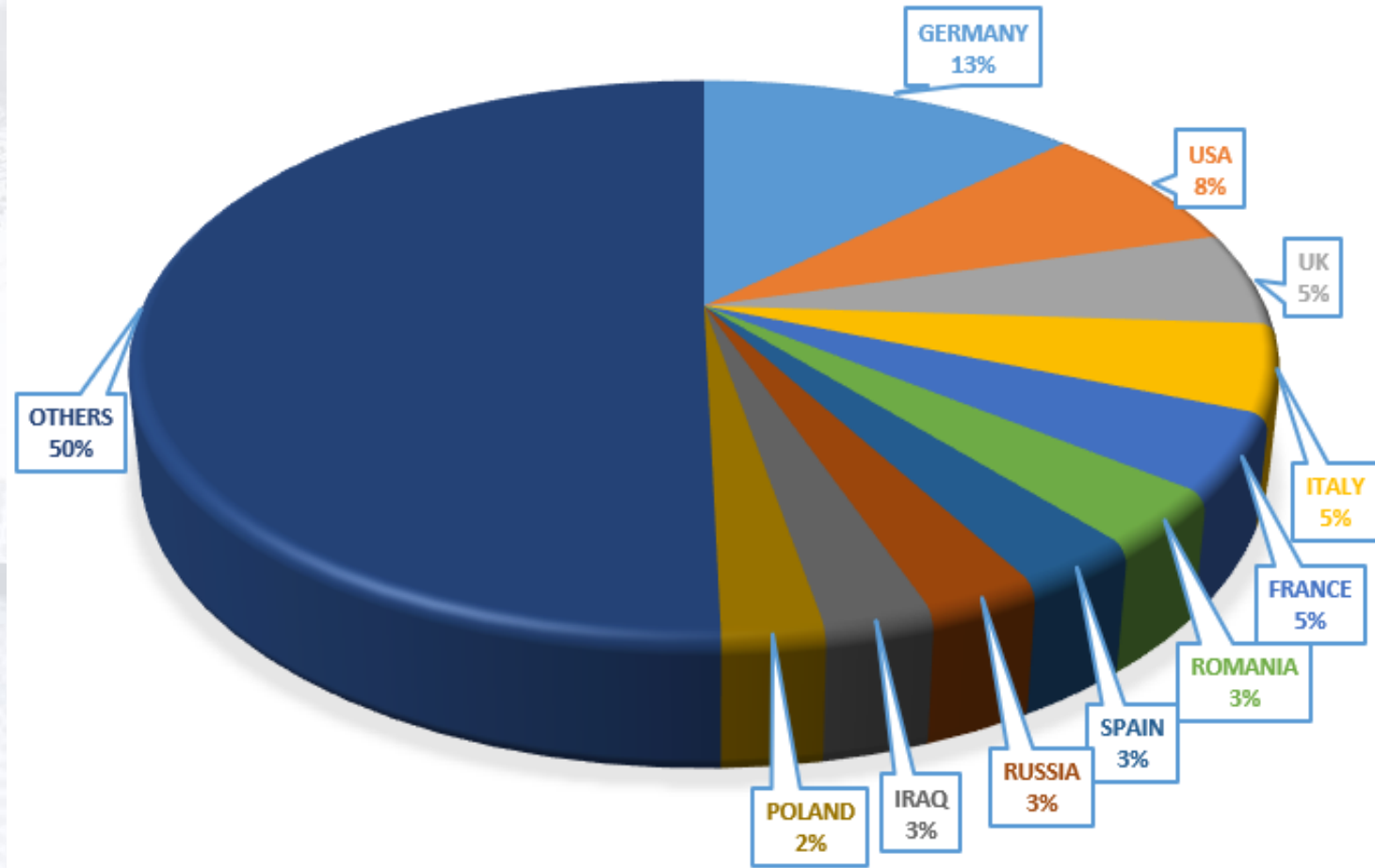


- Commuter Train
- Tramway Project

# Turkish Machinery Sector



- ### Competitive Advantages
- % 60 export to EU and USA
  - Competing with EU and USA
  - High Quality Standards
  - Less Price
  - Export to 200 countries

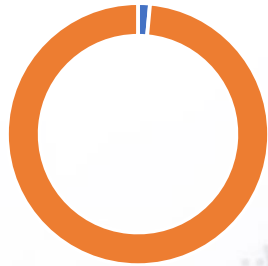




# Construction Sector



## Construction Machinery and Materials



■ Tr ■ Pak Import



### Machinery

- 6.6 B. \$
- 93 M. \$ from Tr



■ Tr ■ Pak Import



### Iron-Steel

- 3,6 B \$
- 7 M \$



REPUBLIC OF TURKEY  
MINISTRY OF TRADE

## Construction Machineries



**Housing, Residence, Business Center, Convention Centers**

Sipopo Convention Center/ E. Guinea  
142 m \$



Qatar Convention Center/Katar  
608 m \$



Maskan Housing Project/ Iran  
1.850 + 700 m \$



Moscow City / RF  
1,5 B \$



Baki Olympics Stad / Azerbaijan 640  
m \$



Lakhta Gazprom Center / St.  
Petersburg-RF / 2 B \$



**167,9 B \$**



## Güçlü Yönler



- Türk inşaat sektörüne yönelik kalite algısı
- Fiyat açısından küresel rekabette öne çıkması
- Sektörün Tecrübesi
- Güçlü İ makinesi parkı

## Fırsatlar



- Pakistan İnşaat sektörünün
- Pandemiye rağmen büyüme
- Türkiye'ye yönelik olumlu bakış
- Türk ürünlerine karşı olumlu kalite algısı
- Yatırım Teşvikleri
- İşbirliği Talepleri

# Tehditler



- Çin'in fiyat avantajı
- Pazara Hakimiyeti
- Çin STA
- Bürokratik Süreçlerin Uzunluğu

# Ortak Girişimler

- Yerel ihtiyaçlara daha uygun hareket edebilme
- Bürokratik süreçlerin hızlandırılması için doğru bağlantılara daha hızlı erişebilme
- İhale süreçlerinde daha yüksek şans bulma



TÜRKİYE CUMHURİYETİ  
TİCARET BAKANLIĞI

**Thank You...**

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