

PAKISTAN TURKEY TRADE RELATIONS

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



GOVERNMENT OF PAKISTAN
MINISTRY OF COMMERCE



EMERGING
PAKISTAN

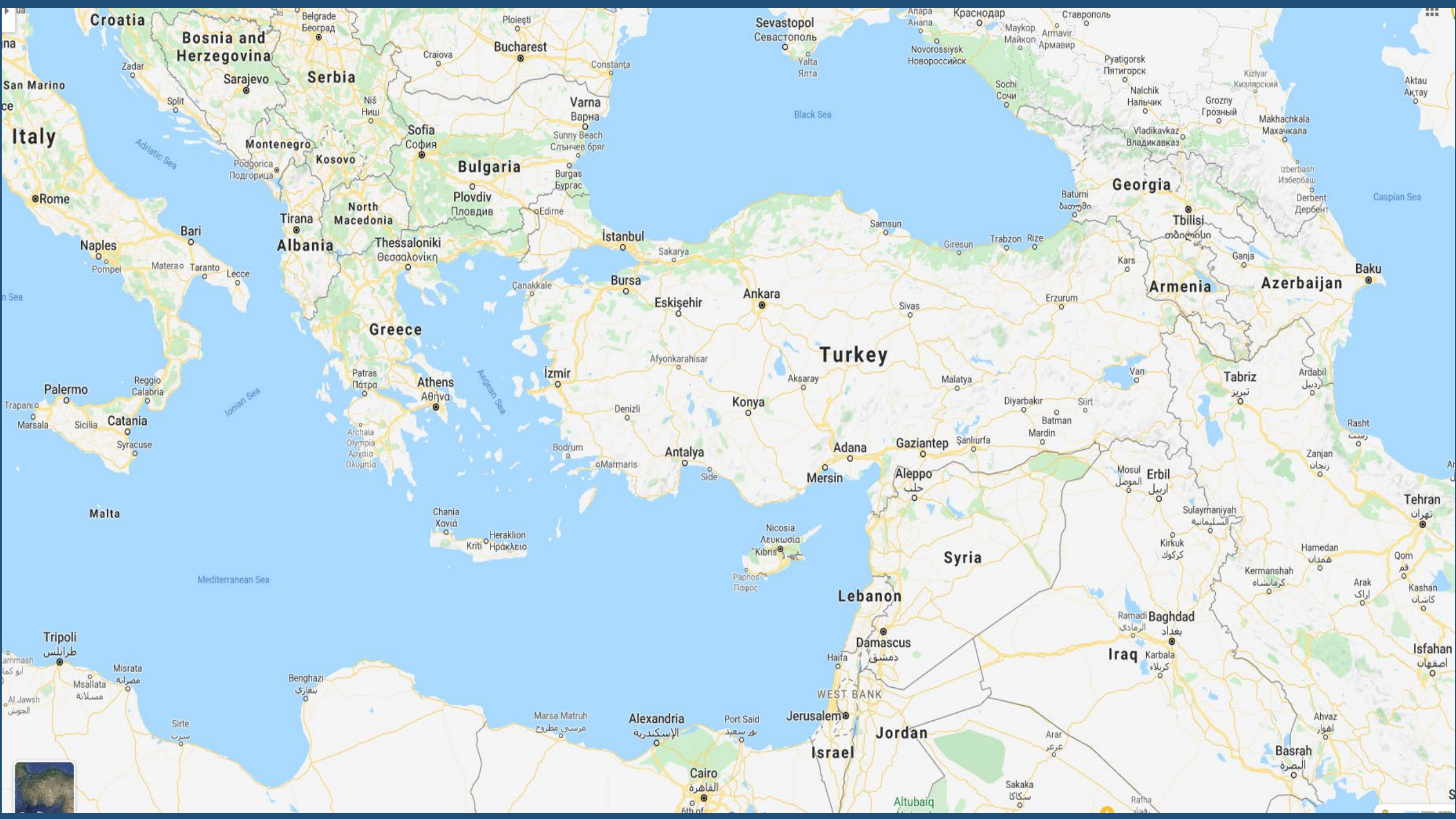


SCHEME OF PRESENTATION

- 01.** Introduction to Turkish Economy
- 02.** Turkish Trade Laws, Import Regime
- 03.** Pakistan – Turkey Trade Relations
 - Overview
 - Recent Trends
 - Challenges
 - Opportunities
- 04.** Role of MoC, TDAP & Pak Trade Mission in promotion of Pak Exports

INTRODUCTION TO TURKISH ECONOMY



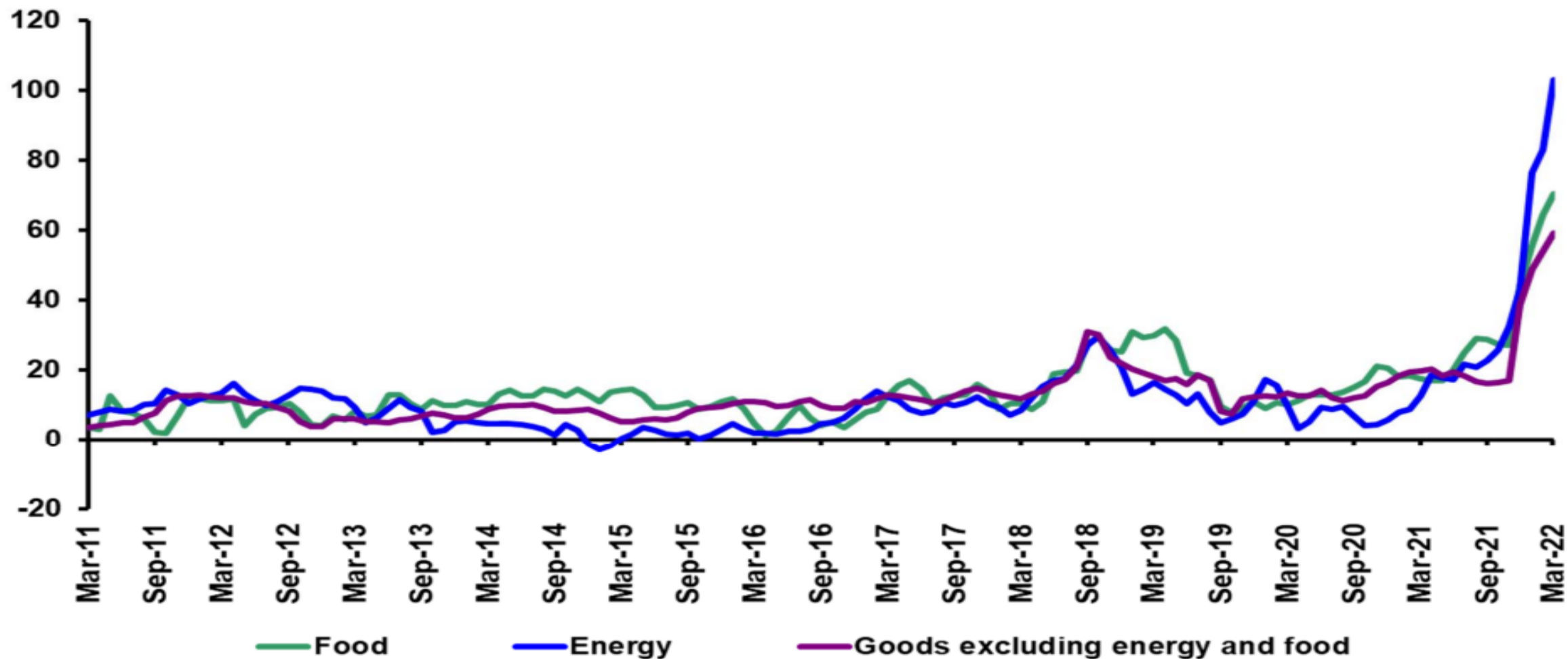


Economic Indicators

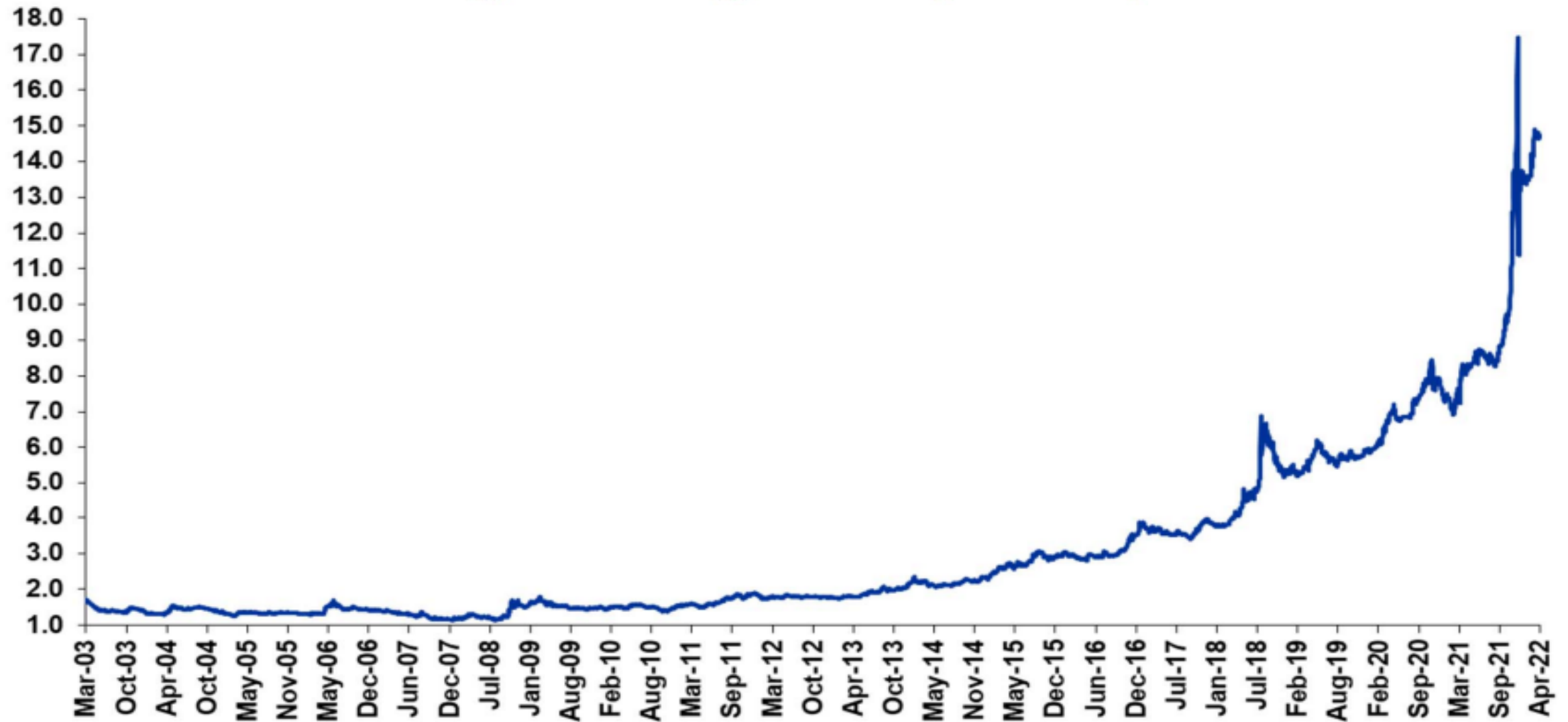
	2017	2018	2019	2020	2021
GDP Growth, 2009 Prices, %	7.5	3	0.9	1.8	11
GDP, at Current Prices, billion \$	859	797	760.4	716.9	802.7
Population (million)	80.8	82.01	83.15	83.61	84.68
GDP Per Capita at Current Prices \$	10,696	9,793	9,208	8,597	9,539
Exports \$ billion	164.5	177.2	180.8	169.6	225.3
Imports \$ billion	238.7	231.2	210.3	219.5	271.4
Tourism Income \$ billion	22.5	25.2	29.8	10.2	20.8
FDI \$ billion	11.0	12.5	9.6	7.8	14.1
Unemployment rate %	10.9	11.0	13.7	13.2	12.0
CPI (2003=100), Annual Average, % Increase	11.1	16.3	15.2	12.28	19.6

Inflation: Recent Developments

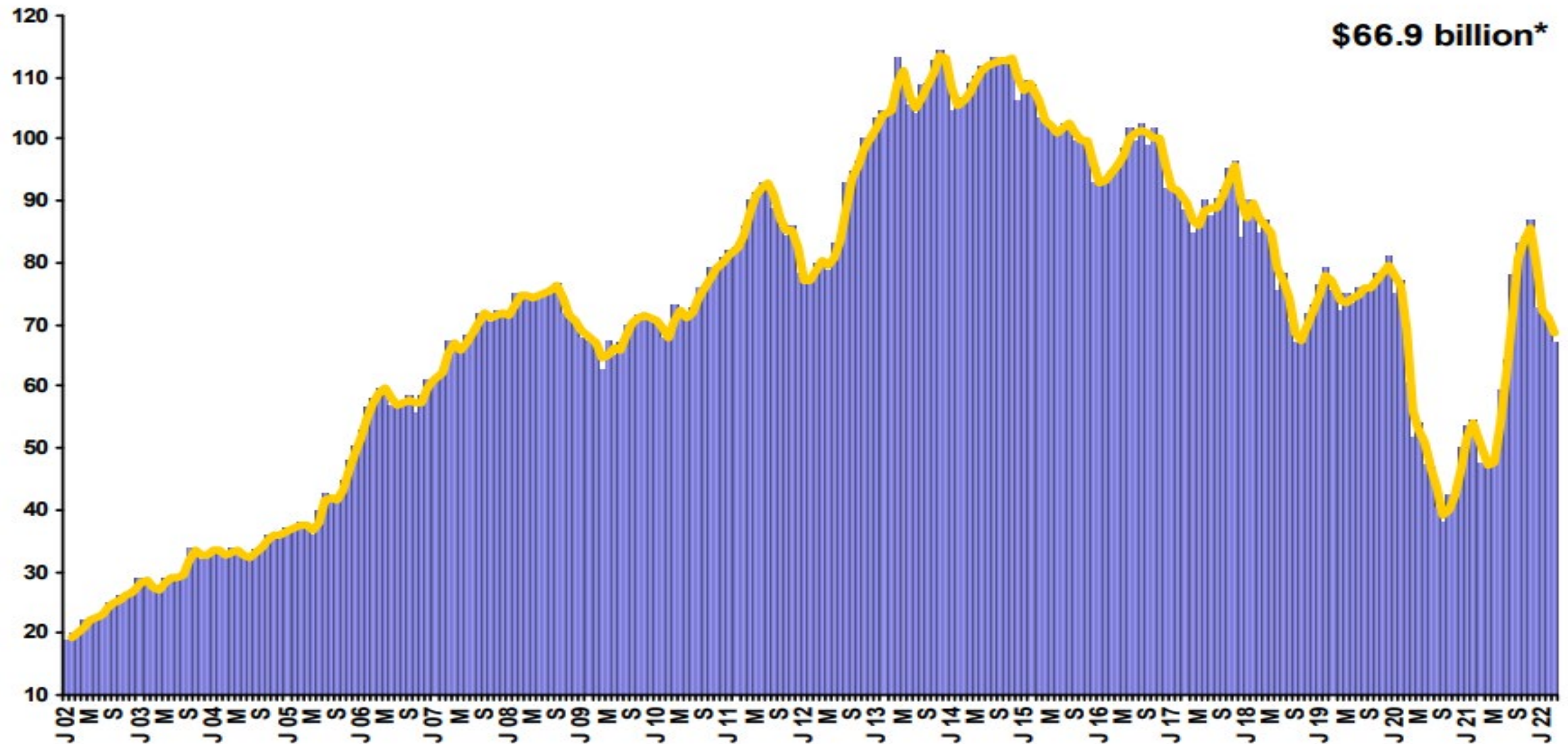
Food, Energy and Core Inflation
(March 2011 – March 2022, year-on-year percentage change)



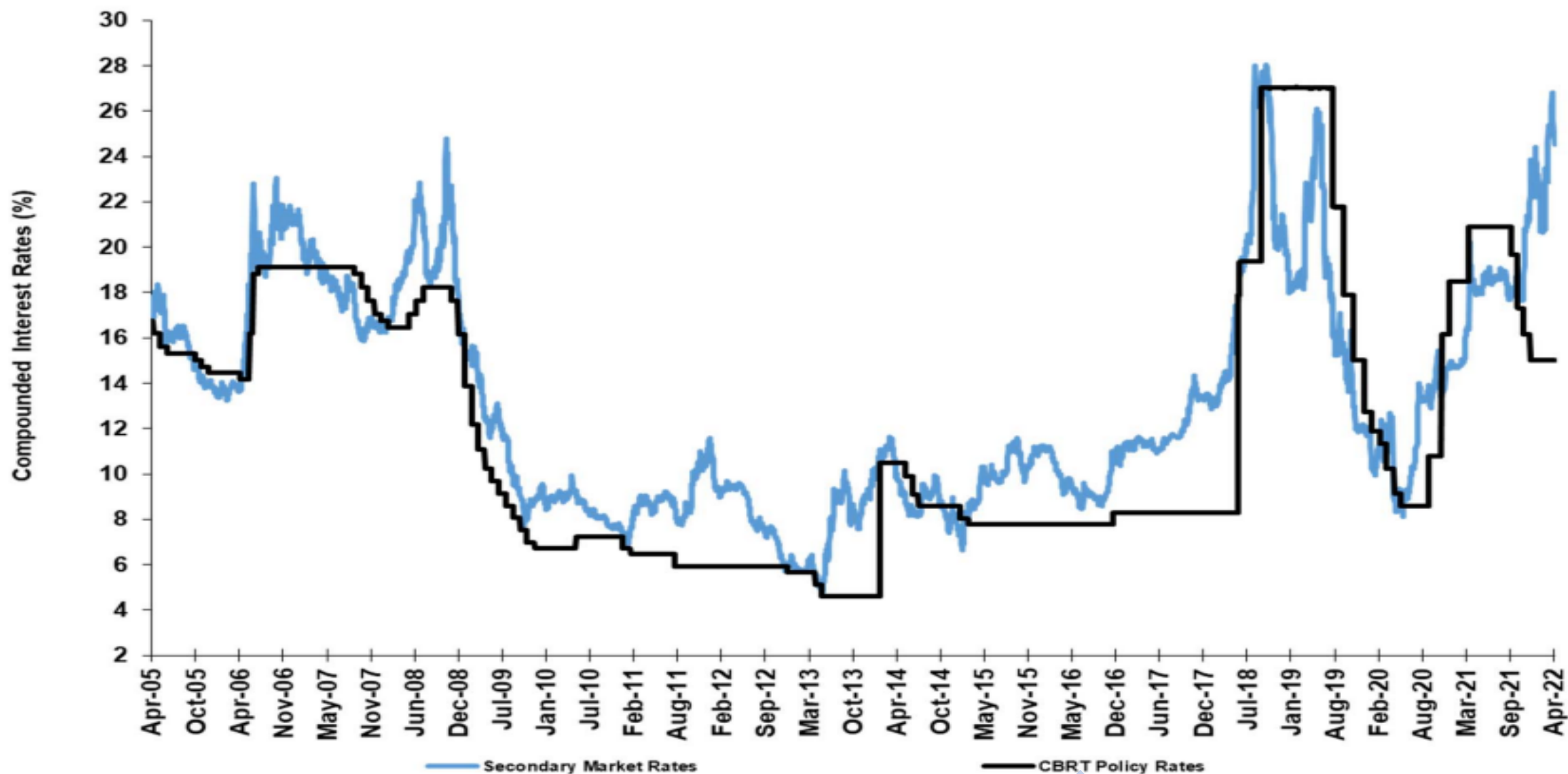
Foreign Exchange Rates (TL/USD)



Central Bank's Gross FX Reserves (Billion USD)



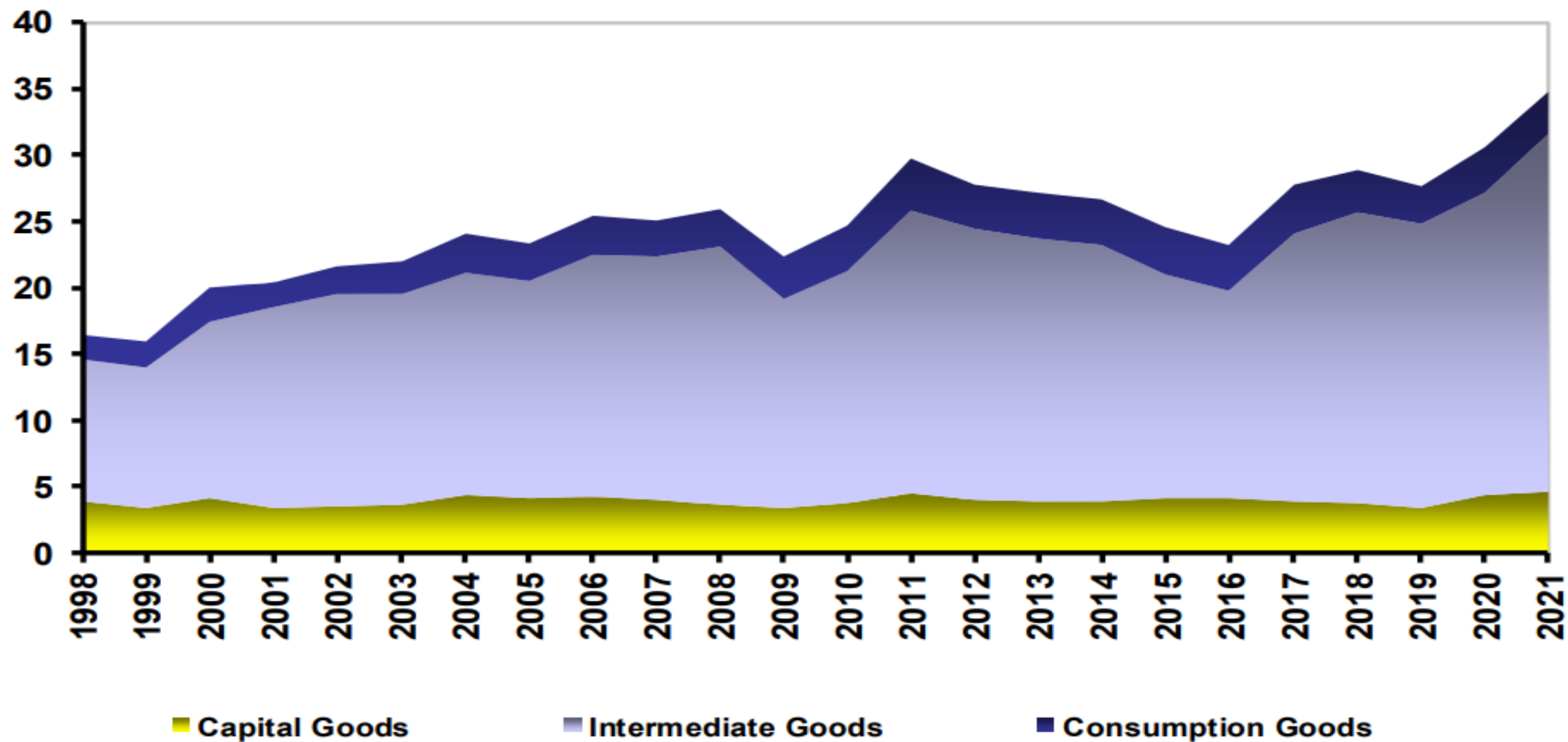
Secondary Market and CBRT Policy Rate



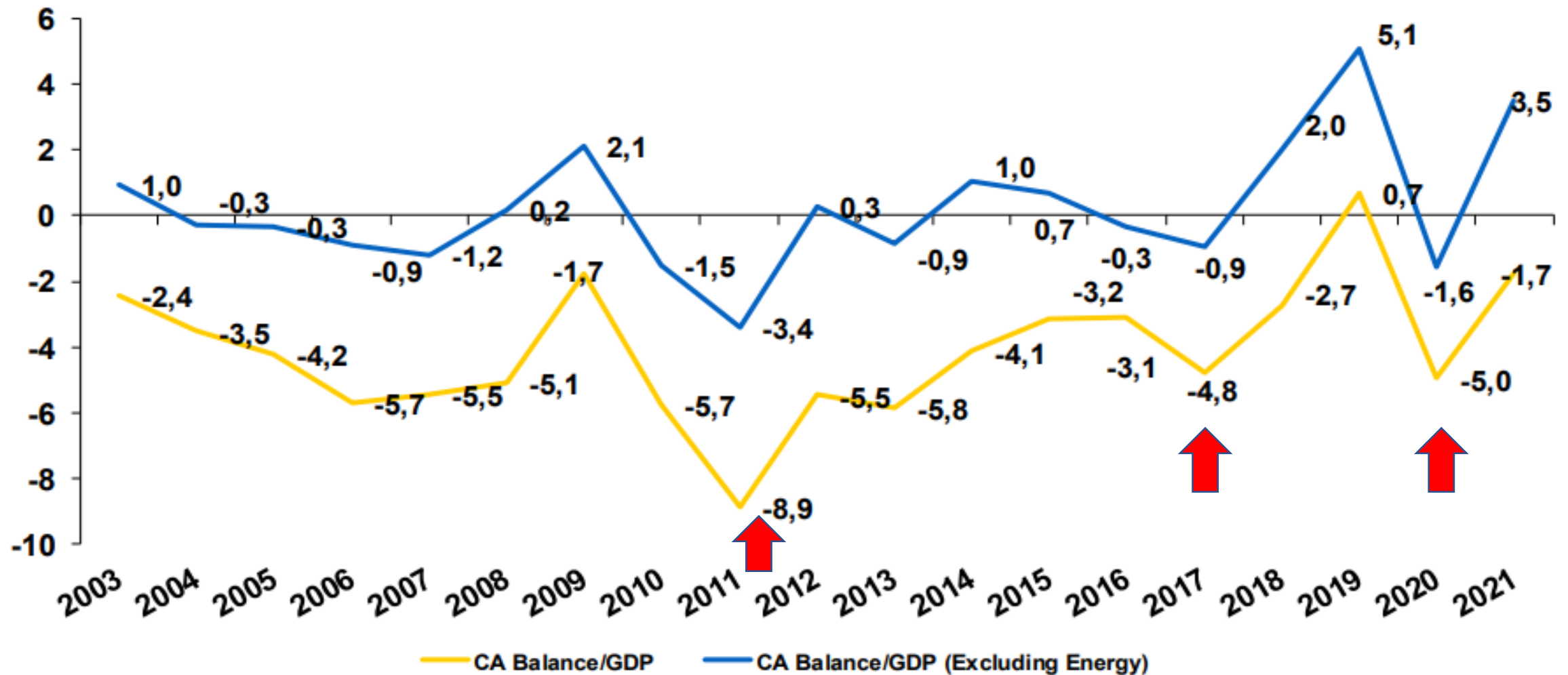
Gross External Debt Stock (Billion USD)

Billion USD	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
TOTAL	132	148	166	176	215	259	285	276	308	321	357	404	416	402	406	451	427	416	433	441
SHORT TERM	19	27	37	44	49	52	56	56	93	97	115	142	143	105	91	110	93	97	114	120
LONG TERM	113	121	129	132	166	207	229	220	215	224	242	262	273	297	315	341	333	319	319	321
PUBLIC SECTOR	65	71	76	71	72	74	79	84	89	96	107	119	121	117	124	137	143	161	178	180
SHORT TERM	1	1	2	2	2	2	3	4	4	9	13	20	20	17	17	19	21	23	25	22
LONG TERM	64	70	74	68	70	72	75	80	85	88	94	99	101	100	107	118	122	138	153	157
CBRT	22	24	21	15	16	16	14	13	12	9	7	5	2	1	1	2	6	8	21	26
SHORT TERM	2	3	3	3	3	2	2	2	2	1	1	1	0	0	0	2	6	8	21	26
LONG TERM	20	22	18	13	13	14	12	11	10	8	6	4	2	1	1	0	0	0	0	0
PRIVATE SECTOR	45	53	69	90	128	170	192	180	207	215	243	280	292	284	281	312	278	246	233	235
SHORT TERM	16	23	32	39	45	47	51	51	87	87	100	121	122	88	73	89	67	65	68	72
LONG TERM	29	30	37	51	82	122	141	129	120	128	142	159	170	196	208	223	211	181	165	163

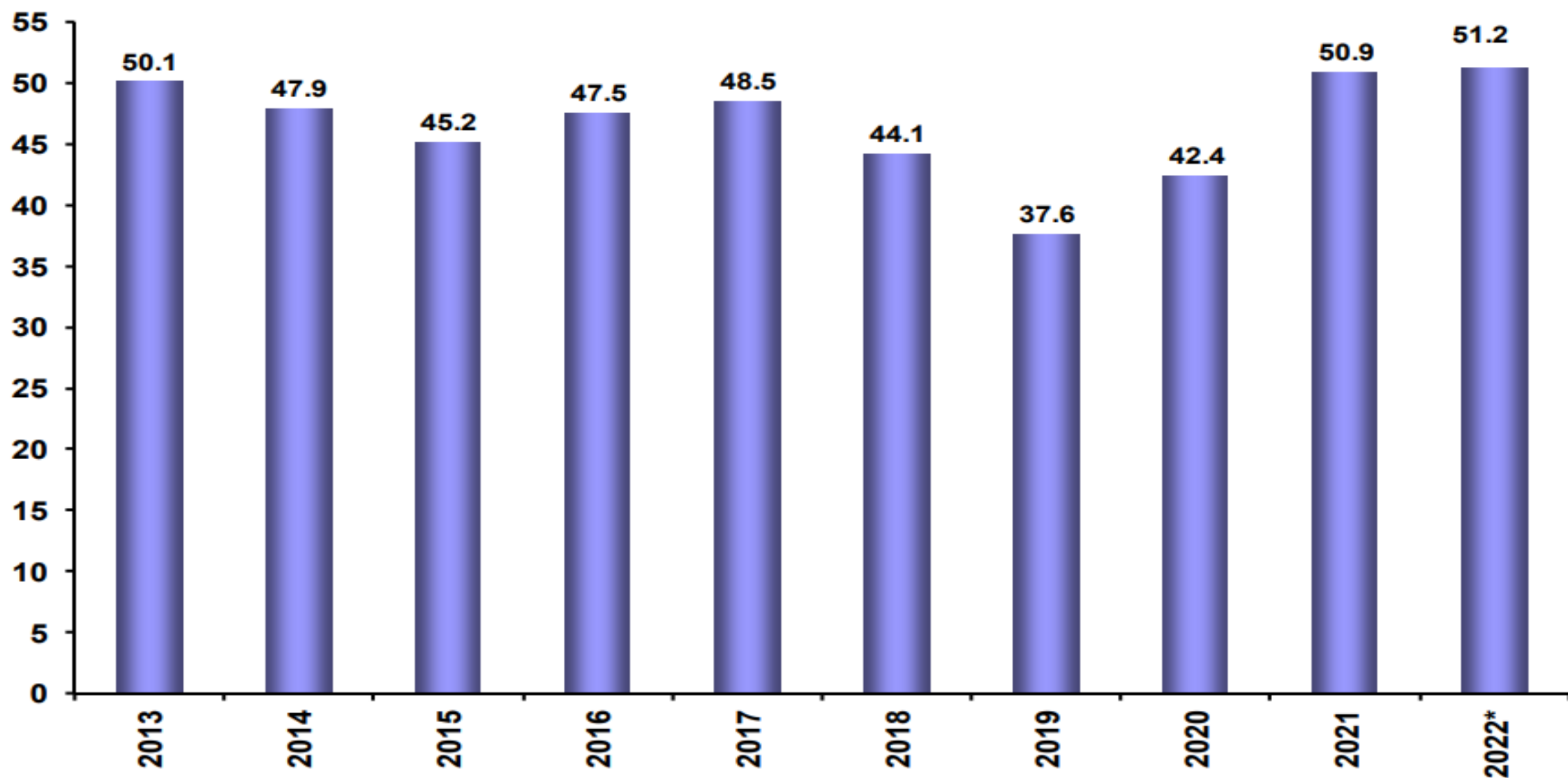
Imports (% of GDP)



Current Account Balance / GDP (%)



Machinery Imports (Billion USD)



Top 20 Import Partners		Year (value in \$ mln)			January-March (value in \$ mln)		
		2020	2021	Share %	2021	2022	Share %
S.No	Country						
1	Russia	17,829	28,959	10.7	6,063	12,608	14.5
2	China	23,041	32,239	11.9	7,249	9,888	11.4
3	Germany	21,733	21,726	8.0	5,444	5,518	6.4
4	USA	11,525	13,148	4.8	2,646	3,665	4.2
5	Italy	9,200	11,562	4.3	2,679	2,963	3.4
6	India	4,830	7,936	2.9	1,347	2,714	3.1
7	France	6,988	7,932	2.9	2,263	2,303	2.7
8	South Korea	5,734	7,597	2.8	1,480	2,090	2.4
9	Spain	5,039	6,312	2.3	1,563	1,731	2.0
10	Iran	1,193	2,824	1.0	581	1,152	1.3
11	United Kingdom	5,583	5,558	2.0	1,479	1,481	1.7
12	Belgium	3,716	5,628	2.1	1,119	1,245	1.4
13	Saudi Arabia	1,720	3,456	1.3	598	1,143	1.3
14	Japan	3,743	4,389	1.6	1,077	1,104	1.3
15	Netherlands	3,629	4,508	1.7	1,167	1,136	1.3
16	Brazil	3,228	3,827	1.4	698	999	1.2
17	UAE	5,604	2,443	0.9	845	916	1.1
18	Malaysia	1,990	3,098	1.1	638	1,049	1.2
19	Switzerland	7,771	3,055	1.1	1,214	865	1.0
20	Poland	3,005	3,636	1.3	978	956	1.1
21	Others	72,416	91,589	33.7	19,859	31,157	35.9
Total		219,517	271,423	100.0	60,987	86,681	100.0

Top 20 Imports by HS Chapters		Year (value in \$mln)			January-March (value in \$mln)		
		2020	2021	Change (%)	2021	2022	Change (%)
Chapter Code	Chapter Description						
27	Mineral fuels, minerals oils and product of their distillation	28,925	50,692	75.3	8,682	25,027	188.3
84	Boilers, machineries and mechanical appliances, parts	25,272	30,966	22.5	7,338	7,710	5.1
72	Iron and steel	15,103	27,618	82.9	5,733	7,940	38.5
39	Plastic and articles thereof	11,739	17,590	49.8	3,938	5,341	35.6
85	Electrical machinery and equipment, parts thereof	17,140	19,966	16.5	5,101	4,814	-5.6
87	Vehicles other than railway or tramway rolling-stock..	15,292	15,595	2.0	4,250	3,534	-16.8
71	Precious stones, precious metals, pearls and articles	26,591	7,074	-73.4	3,483	2,680	-23.1
29	Organic chemicals	5,889	9,342	58.7	1,966	3,098	57.5
76	Aluminium and articles thereof	3,408	6,593	93.5	1,061	2,274	114.3
74	Copper and articles thereof	3,212	5,266	63.9	1,145	1,233	7.7
52	Cotton, cotton yarn, cotton textiles	2,543	3,715	46.1	678	1,313	93.6
30	Pharmaceutical products	4,958	6,875	38.7	1,617	1,131	-30.0
90	Optical, photographic, cinematographic, measuring...	4,754	4,883	2.7	1,146	1,213	5.8
40	Rubber and articles thereof	2,692	3,579	32.9	879	1,012	15.1
48	Paper and paper-board, articles of paper pulp of paper	2,429	2,742	12.9	594	990	66.8
38	Miscellaneous chemical products	2,391	2,903	21.4	725	898	23.8
73	Articles of iron and steel	2,460	2,845	15.7	662	874	32.1
54	Man-made filament	1,801	2,269	25.9	461	857	85.9
88	Aircraft and parts thereof	3,768	2,832	-24.8	726	821	13.1
10	Cereals	3,281	4,249	29.5	1,068	1,144	7.1
	Other	35,870	43,831	22.2	9,735	12,779	31.3
TOTAL		219,517	271,423	23.6	60,987	86,681	42.1

TURKISH IMPORT REGIME



- ❑ Turkey maintains an open, yet **complex trading regime** regulated by Directorate General of Importation (DGI) of Ministry of Trade w.e.f July 2018 (erstwhile Under-Secretariat for Foreign Trade – UFT of Ministry of Economy).
- ❑ The Import Regime is published in the Turkish Official Gazette on the 31st of December and enters into force on the 1st of January of the subsequent year (Turkish Financial Calendar year is from January-December).
- ❑ The said Annual Decree is drawn from its parent legislation, i.e., **Import Regime Decree - No: 95/7606** dated 31.12.1995.
- ❑ Import Regime Decree indicates the rates of the customs duties separately for countries and country groups and the products are classified under six lists which are as follows:
 - **List I:** Agricultural Products
 - **List II:** Industrial Products
 - **List III:** Processed Agricultural Products
 - **List IV:** Fish and Fishery Products
 - **List V:** Suspension List (List V is Suspension list which shows either reduced or mostly suspended customs duties applied to imports of certain products predominately used as raw material or intermediate inputs in chemical and electronic industries)
 - **List VI:** Products used in civil aircraft (The customs duty rate of 0% shall be applied for the importation of products as mentioned in the List)

IMPORT DUTIES

(Ad Valorem – Specific – Mixed Duties Applicability in the Turkish Import Regime)

Additional Customs Duty

Complete details of Additional Customs Duties may be accessed from the following website:

<https://www.ticaret.gov.tr/ithalat/mevzuat/ithalat-rejimi-ve-tebligleri/ithalat-rejimi-kararina-ek-karar/rejim-gv-ve-igv-listesi-fasil-bazinda>

The ACDs are not shown in the general customs tariff lists and are published separately in the official gazette.

Value Added Tax

The goods that are covered;

In the List No.1 are applied 1%,

In the List No. 2 are applied 8% of VAT.

Goods that are not included in these lists are generally subject to 18% of VAT.

Surveillance Charges

The Surveillance Charges are levied across a number of items, primarily on Textiles & Clothing, Leather garments, Footwear, Chemicals and certain domestic electrical appliances. These are both specific and ad valorem in nature.

IMPORT DUTIES

Mass Housing Fund

Special Consumption Tax

The Special Consumption Tax (SCT) is levied on imports and domestic production of: petroleum products; motor vehicles, aircraft and vessels; alcoholic beverages; tobacco; and durable consumer goods. With respect to imports, it is primarily collected when goods are cleared through Customs, and for domestically produced goods, when these are delivered to the customers.

Resource Utilization Support Fund

The importation of goods on a credit basis is subject to a **Resource Utilization Support Fund (RUSF)** levy of 3% of the loan amount granted or c.i.f. value of goods. As the loan term gets extended, this rate may fall as low as 0%. Since October 2011, RUSF is applied as 6% on credit based imports.

Other taxes and charges

Imported raw tobacco is subject to a Tobacco Fund levy of US\$900 per ton. A Banking and Insurance Transaction Tax (BITT) is levied at 5% on certain operations such as interest income and commissions.

A **stamp tax** is applied to a range of legal documents i.e., contracts, agreements, financial statements, payroll (the stamp tax base varies according to the document type).

Rules of Origin

Non-preferential rules of origin are regulated under the Article 17-22 of Customs Law No. 4458 and Article 29 and 33-42 of Customs Regulation. Preferential rules of origin are determined under the mutually signed free trade agreements; and they include variable provisions changing in regard to the agreements. Generalized System of Preferences.

(GSP COO) is a concessional application provided by Turkey to developing countries and least developed countries. ***Turkey does not include Pakistan as a beneficiary of GSP+ status countries & extends only normal GSP preferences.***

Inward Processing Regime

Under Inward Processing Regime, products not released for free circulation are imported into the customs territory of Turkey so that they can be exported from the customs territory of Turkey as “compensating products” after they have undergone manufacturing, processing or repair.

Standards

The Turkish Standards Institute (TSE) is responsible for setting standards in Turkey. TSE approval is required to import any product covered under these standards (primarily Industrial Products incl. textiles, leather, engineering, chemicals, machinery & equipment products etc., Food Group).

SPS Certifications

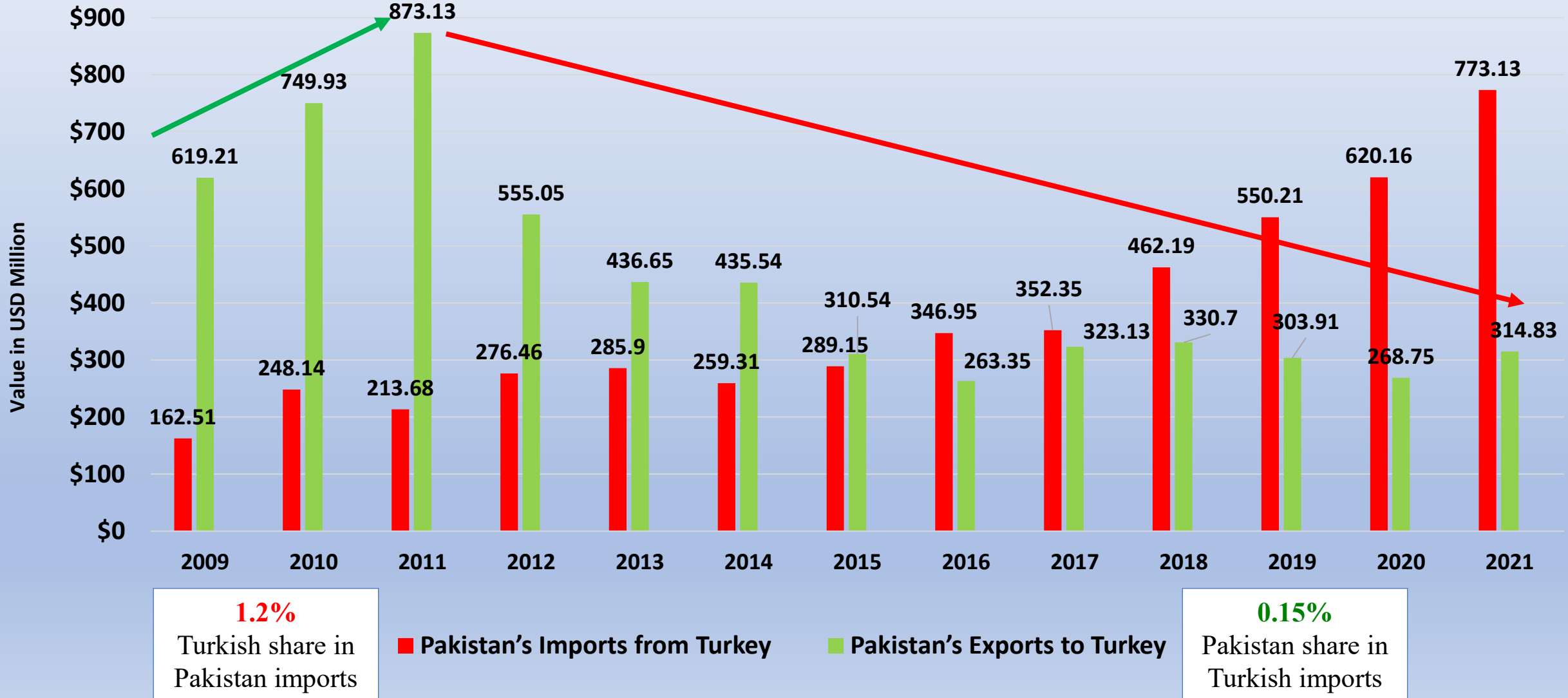
- Plant Protection
- Animal Quarantine

PAKISTAN & TURKEY BILATERAL TRADE





PAKISTAN-TURKEY BILATERAL TRADE



Top 20 Exports (HS Chapters) to Turkey		2019	2020	2021
HS	HS Chapter Description	306,310	268,751	314,843
52	Cotton	173,097	144,970	169,831
63	Other made-up textile articles; sets; worn clothing and worn textile articles; rags	4,899	23,120	16,788
61	Articles of apparel and clothing accessories, knitted or crocheted	13,945	12,791	15,537
55	Man-made staple fibres	10,495	13,620	15,300
62	Articles of apparel and clothing accessories, not knitted or crocheted	19,600	12,847	14,086
32	Tanning or dyeing extracts; tannins & their derivatives; dyes, pigments & other colouring .	2,937	5,566	8,352
39	Plastics and articles thereof	22,134	3,182	8,291
40	Rubber and articles thereof	2,440	3,568	7,479
93	Arms and ammunition; parts and accessories..	0	144	7,082
25	Salt; sulphur; earths and stone; plastering materials, lime..	1,594	3,500	7,077
22	Beverages, spirits and vinegar	19,130	8,497	6,956
90	Optical, cinematographic, measuring, precision, Medical or Surgical instruments . . .	6,759	6,339	6,309
12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal .	1,164	533	3,721
05	Products of animal origin, not elsewhere specified	1,798	1,764	2,981
41	Raw hides & skins (other than furskins) & leather	3,749	2,573	2,755
30	Pharmaceutical products	2	179	2,276
08	Edible fruit and nuts; peel of citrus fruit or melons	1,125	2,977	2,093
42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers;..	1,258	1,892	1,925
95	Toys & Sports requisites; parts and accessories	3,164	2,700	1,794
57	Carpets and other textile floor coverings	1,899	852	1,442

Top 20 Imports (HS Chapters) from Turkey

		2019	2020	2021
HS	HS Chapter Description	550,214	620,162	773,145
52	Cotton	66,991	82,514	189,676
84	Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	94,924	92,963	149,898
85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television . .	23,025	26,352	37,879
39	Plastics and articles thereof	27,455	22,229	31,480
38	Miscellaneous chemical products	16,910	21,121	30,107
32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring . . .	15,185	18,838	25,194
90	Optical, cinematographic, measuring, checking, precision, medical or surgical	40,792	60,794	21,132
73	Articles of iron or steel	16,681	28,523	18,899
56	Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	12,679	10,023	16,056
28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, . . .	4,526	9,831	15,715
93	Arms and ammunition; parts and accessories thereof	1,715	9,034	14,521
89	Ships, boats and floating structures	0	553	14,155
72	Iron and steel	45,923	65,905	13,267
69	Ceramic products	11,367	8,671	12,186
76	Aluminium and articles thereof	3,092	4,223	11,278
30	Pharmaceutical products	4,552	7,751	10,783
25	Salt; sulphur; earths and stone; plastering materials, lime	5,723	6,539	10,463
07	Edible vegetables and certain roots and tubers	21,659	19,809	10,184
27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral . . .	6,114	7,585	9,887
94	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; . . .	6,061	5,505	8,034

HS	HS Chapter Description	Turkey's Imports from India		
		2019	2020	2021
All products (Total)		6,635,225	4,830,121	7,936,141
27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral . . .	1,972,063	984,954	1,762,571
72	Iron and steel	130,042	132,255	1,004,380
76	Aluminium and articles thereof	86,706	26,516	914,782
84	Machinery, mechanical appliances, nuclear reactors, boilers;	390,377	480,114	642,132
29	Organic chemicals	409,010	549,688	542,922
87	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	267,527	280,434	437,696
85	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	414,089	307,370	346,706
54	Man-made filaments; strip and the like of man-made textile materials	312,978	226,359	335,714
32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments...	236,141	220,722	278,275
39	Plastics and articles thereof	238,305	215,628	259,797
71	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad . . .	1,084,312	400,088	233,752
55	Man-made staple fibres	163,432	143,470	200,220
52	Cotton	74,074	108,051	113,314
30	Pharmaceutical products	82,605	87,212	79,217
38	Miscellaneous chemical products	49,292	52,955	71,240
90	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical . . .	49,372	58,796	69,685
40	Rubber and articles thereof	46,265	44,130	61,444
68	Articles of stone, plaster, cement, asbestos, mica or similar...	32,239	35,064	44,262
73	Articles of iron or steel	31,164	32,240	43,831
28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, . . .	30,168	27,537	40,240

HS code	HS Product Description	Turkey's Imports from India		
		2019	2020	2021
All products		6,635,225	4,830,121	7,936,141
271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, . . .	1,967,730	984,249	1,761,891
760110	Aluminium, not alloyed, unwrought	77,461	0	880,548
720839	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, in coils, simply . . .	0	0	359,931
720838	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, in coils, simply . . .	0	0	192,806
540233	Textured filament yarn of polyester (excluding that put up for retail sale)	216,790	133,377	183,042
320416	Synthetic organic reactive dyes; preparations based on synthetic organic reactive dyes of a . . .	150,059	131,488	162,747
711319	Articles of jewellery and parts thereof, of precious metal other than silver, whether or not . . .	933,262	298,992	124,577
390210	Polypropylene, in primary forms	120,464	101,128	121,834
710239	Diamonds, worked, but not mounted or set (excluding industrial diamonds)	148,156	98,740	104,980
722220	Other bars and rods of stainless steel, not further worked than cold-formed or cold-finished	65,293	57,630	96,031
720110	Non-alloy pig iron in pigs, blocks or other primary forms, containing, by weight, <= 0,5% of . . .	0	0	77,030
870850	Drive-axles with differential, whether or not provided with other transmission components, . . .	43,818	50,081	76,796
844520	Textile spinning machines (excluding extruding and drawing or roving machines)	18,857	37,398	67,836
870840	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more . . .	44,277	50,891	65,202
540262	"Multiple ""folded"" or cabled filament yarn of polyester, incl. monofilament of < 67 decitex . . .	41,672	41,313	62,879
870894	Steering wheels, steering columns and steering boxes, and parts thereof, for tractors, motor . . .	42,430	38,347	59,926
840734	Spark-ignition reciprocating piston engine, of a kind used for vehicles of chapter 87, of a . . .	75,580	56,382	58,177
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles for the transport of . . .	43,196	40,658	55,382
840733	Spark-ignition reciprocating piston engine, of a kind used for vehicles of chapter 87, of a . . .	8,571	50,028	54,983
550320	Staple fibres of polyesters, not carded, combed or otherwise processed for spinning	16,389	19,411	54,452



Pak Exports

Recent Trends

Textiles & Clothing (50-63)

HS Code	Description	2020	2021	Chng
520942000000	Jeans; from yarns of different colors, cotton $\geq 85\%$, m2 $> 200\text{gr}$		100,002,626	*
520532009000	Multi-ply/ply twisted other yarn. (excluding sewing thread); cotton $> 85\%$, not combed, $232.56 \leq \text{decitex} < 714.29$, $14 < \text{metric no} \leq 43$, non-retail	22,123,141	13,335,289	-39.72%
630629000000	Tents & Canvas	18,204,225	12,987,048	-28.66%
520932000000	Woven fabrics of cotton; dyed, triple or quadruple twill (including broken twill), cotton $\geq 85\%$, m2 $> 200\text{gr}$		12,448,227	*
521142000000	Jeans; from different yarns, cotton $< 85\%$, mixed with synthetic/artificial fibers, m2 $> 200\text{gr}$		7,432,800	*
520819000000	User fabrics woven from cotton; unbleached, cotton $\geq 85\%$, m2 $\leq 200\text{gr}$		6,722,603	*
520622000000	Single ply. (excluding sewing thread); cotton mill $< 85\%$, combed fibre., $232.56 \leq \text{decitex} < 714.29$, $14 < \text{metric no} \leq 43$, non-retail	4,201,619	6,329,951	50.66%
520522000000	Single ply cotton thread (excluding sewing thread); cotton $\geq 85\%$, of combed fibres, $232.56 \leq \text{decitex} < 714.29$, $14 < \text{metric number} \leq 43$, non-retail	4,724,337	4,863,486	2.95%
620462310000	Other trousers and trousers for women/girls; of denim (not knitted or crocheted)	2,727,298	4,585,247	68.12%
620342310000	Men's/boys' trousers, breeches; of denim (not knitted or crocheted)	6,561,018	4,565,019	-30.42%
551623900000	User woven fabrics; man-made staple fibers here $< 85\%$, mixed with man-made filaments, of different yarns		4,470,007	*
550320000000	Staple fibers of polyesters; Not carded, combed or spun	611,873	3,373,118	451.2%
610342000000	Boy/boy trousers, suspenders, trousers and shorts; from cotton (knit or crochet)	1,792,176	2,697,828	50.53%

Textiles & Clothing (50-63)

HS Code	Description	2020	2021	Chng
611020910000	other sweaters, other sweaters, cardigans, vests, etc. for boy/boy. item; from cotton (knit or crochet)	2,378,268	2,598,843	9.27%
551693000000	User woven fabrics; pack of artificial staple fibers < 85%, of different yarn		2,440,614	*
520642009000	Multi-ply/ply twisted other yarn (except vertical yarn); trade cotton but <85%, combed, 232.56<=decitex<714.29, 14 <metric no<=43, wholesale	1,477,939	2,185,329	47.86%
520612000000	Single ply. (excluding sewing thread); trade cotton port < 85%, uncombed fibre., 232.56decitex<714.29, 14 <metric no<=43, non-retail	1,059,855	1,993,624	88.10%
520812190000	Cloth foot; unbleached, cotton >= 85%, 100gr < m2 <= 130gr, width > 165cm		1,992,172	*
551211000000	Woven fabrics; staple polyester fibers >= 85%, unbleached or bleached		1,920,178	*
520512000000	Single ply cotton thread (excluding sewing thread); cotton >= 85%, of non-combed fibres, 232.56<=decitex <714.29, 14 <metric number <=43, non-retail	2,846,358	1,885,022	-33.77%
611610200000	Gloves, mittens and fingerless gloves; rubber-impregnated, coated or coated (knitted or crocheted)	1,853,268	1,674,509	-9.65%
520822190000	Cloth foot; bleached, cotton >= 85%, 100gr < m2 <= 130gr, width > 165cm		1,555,391	*
611020990000	Other sweaters, other sweaters, cardigans, vests, etc. for women/girls. item; from cotton (knit or crochet)	912,961	1,410,388	54.49%
520811900000	Cloth foot; unbleached, cotton >= 85%, m2 <= 100gr, bandage (EXCEPT those used in the manufacture of bandages and gauze)		1,352,795	*
570110900012	Other knotted or coiled carpets and floor coverings of wool or fine animal hair; handmade, 858 <= Node of knots in Dm2 <= 1599	383,979	1,291,326	236.30%
630140909000	Other blankets and other travel blankets; of synthetic fibres, EXCEPT those knitted or crocheted	2,389,175	1,231,468	-48.46%

Plastics & Rubber (39-40)

HS Code	Description	2020	2021	Change
390410000019	Poly (vinyl chloride) (not mixed with any other substance) (PVC); EXCEPT emulsion,...		5,243,536	*
401150000000	New tyres made of rubber, used on bicycles	1,084,960	2,943,677	171.32%
390319000000	polystyrene; EXCEPT, primitive		2,429,905	*
401140000000	New tyres made of rubber used on motorcycles	916,559	1,771,690	93.30%
401320000000	Inner tubes of rubber, used on bicycles	642,052	1,525,116	137.54%
401390000011	Inner tubes of rubber, used on motorcycles	502,906	866,576	72.31%
392062190000	Other sheets, plates, strips, films, foils and strips of poly(ethylene tetraflate); non-porous, unsupported, thickness =< 0.35mm	639,976	145,814	-77.22%
401390000019	Inner tubes of rubber used for other purposes	146,447	136,735	-6.63%
392330900000	Carboys, bottles, flasks and similar articles of plastic; volume > 2 lt	330,073	112,144	-66.02%
401390000012	Inner tubes of rubber used in front of tractors	74,663	105,708	41.58%
392620000019	Plastic apparel and apparel accessories; EXCEPT poly(vinyl chloride) gloves (domestic)	124,738	85,865	-31.16%
392690979018	Other articles of plastic	68,194	71,652	5.07%
390110900012	Polyethylene compounds; specific mass < 0.94 (first figures)	120,265	65,200	-45.79%
401310000000	Rubber inner tubes for cars (including station wagons and racing cars), buses and trucks	47,252	41,422	-12.34%

Agricultural & Processed Food (01-22)

HS Code	Description	2020	2021	Change
220720001013	Ethyl alcohol (bulk); tağyir built (made from agricultural produce)	6,068,395	5,277,666	-13.03%
120740900011	Sesame seeds (ham); EXCEPT for seeds	365,676	3,481,378	852.04%
050400009010	Intestines; fresh, chilled, frozen, salted, pickled, or smok	1,763,958	2,980,964	68.99%
080410000000	Dates (fresh)	2,928,429	2,053,926	-29.86%
220710001011	Ethyl alcohol; (pouring); alcoholic strength $\geq 80\%$, from agricultural products, non-dairy	2,200,000	1,617,582	-26.47%
100630960000	Rice (long grain, fully milled, $2 < \text{length/width} < 3$); EXCEPT half boiled	1,274,852	869,490	-31.80%
200939310000	Other citrus juices ($20 < \text{brixs value} \leq 67$, value more than 30 euro per 100 kg, containing added sugar)	37,075	397,630	972.50%
200799970018	Jams, jellies, marmalades, fruit purees and pastes from other fruits; sugar content $\leq 13\%$, prepared by cooking, non-homogenized		394,021	*
100630980000	Rice (long grain, fully milled, $\text{length/width} \geq 3$); EXCEPT half boiled	1,507,627	190,225	-87.38%
130232909000	Sticky liquids and thickening agents obtained from siamese bean seeds; EXCEPT those etherified or esterif	274,805	165,160	-39.90%
120991800013	Cucumber seeds	17,897	122,570	584.86%

Leather & Leather Products (41-43)

HS Code	Description	2020	2021	Change
420329100011	Gloves for the arts, tradesmen; those made of natural leather	896,554	1,297,574	44.73%
410441510000	Grain and split hides of cattle (including buffalo); tanned or crust, dry, dehaired, area > 2.6m2	9,210	647,151	6926.61%
410712910000	Other advanced splitting skins and skins of cattle (including buffalo) in whole form	46,186	532,818	1053.64%
410712190000	Other advanced split skins of cattle (including buffalo) in whole form; surface=<2.6m2	277,391	381,743	37.62%
410719100000	Other advanced prepared hides and skins of cattle (including buffalo); as a whole, surface=<2.6m2	364,356	275,968	-24.26%
410441590000	Other full-grain and split hides of cattle (including buffalo); tanned or crusted, dry, de	67,865	264,501	289.75%
410441191019	Grain and split hides of other cattle (including buffalo); tanned, dry, dehaired, =< 4.5kg, area <= 2.6m2	208,842	236,173	13.09%
410711110000	Grain screw of cattle (including buffalo); highly prepared, whole; surface=<2.6m2	69,042	196,785	185.02%
420329100012	Gloves for the arts, tradesmen; of leather and cowhide obtained by composition	460,617	191,335	-58.46%
420321000011	Sports gloves; of natural leather and cowhide	23,711	112,095	372.76%
410711190000	Other advanced whole grain hides of cattle (including buffalo) surface=<2.6m2	207,041	75,448	-63.56%
420329900000	Other gloves; of natural or composition leather and leather	122,813	69,612	-43.32%
420310000023	Coat, Coat, Jacket; of natural leather and cowhide	84,829	60,826	-28.30%
420292919000	Travel, toiletry, backpack and sports bags; with outer surfaces of other textile material	113,066	46,982	-58.45%

Surgical Instruments (90)

HS Code	Description	2020	2021	Change
901890840019	Tools and devices used in medicine, surgery, dentistry and treatment	3,380,133	2,511,132	-25.71%
901849900000	Instruments and devices used in dentistry	1,404,237	2,426,683	72.81%
902890900000	Parts, parts and accessories for gas and liquid meters	926,058	1,039,151	12.21%
901890840013	cautery pen	87,818	161,342	83.72%
901850100000	Other instruments and devices of eye medicine; EXCEPT optical ones	48,163	43,663	-9.34%
901890200000	Endoscopes used in medicine, surgery, dentistry and veterinary medicine	19,281	31,684	64.33%
903300900000	Parts and accessories not specified elsewhere, belonging to machinery, tools and devices in Chapter 90	31,689	30,180	-4.76%

Sports Goods (95)

HS Code	Description	2020	2021	Change
950662000000	Inflatable balls	2,393,091	1,582,520	-33.87%
950699909000	Articles and equipment for other sports or other outdoor play, swimming pools and ponds	68,070	52,820	-22.40%
950699901000	Leg protectors, leggings, leggings and the like used for sports	170,111	48,154	-71.69%
950300950000	Other toys made of plastic	30,668	42,666	39.12%
950300350000	Other building sets and building toys, of plastics		34,305	*

Chemicals (28-38)

HS Code	Description	2020	2021	Change
320415000000	Vat dyes and preparations based on these dyes (including those used as pigments)	5,415,344	8,278,057	52.86%
300490000000	Non-system or uncomplicated treatment in treatment or care; dosed or packaged for retail sale	178,100	2,272,033	1175.71%
350300101000	Gelatine	2,470,026	828,168	-66.47%
283990001000	Potassium Silicate	280,256	406,095	44.90%
350510900019	Other modified starches		275,543	*
291736000011	Terephthalic acid	395,386	201,662	-49.00%
340290100014	Soap-free surfactant preparations, not put up for retail sale; EXCEPT those containing 50% to 80% surfactant		84,578	*
382499930014	Gum base (gomelastic)	34,000	64,250	88.97%
320416000000	Reactive dyes and preparations based on these dyes	150,830	58,025	-61.53%
350400900019	Other peptones and their derivatives, other proteinaceous substances and skin powder	20,000	45,000	125.00%
350510500000	Esterified or etherified starches	3,187	33,979	966.18%

Minerals & Mineral Products (25-27)

HS Code	Description	2020	2021	Change
252921000000	Florospar (an alternative with calcium fluoride <= 97%)	427,559	5,022,904	1074.79%
252620000000	Natural steatite (soapstone) and talc; crushed or powdered	1,432,565	979,512	-31.63%
250100910000	salt for human consumption	484,160	519,784	7.36%
283990001000	potassium silicate	280,256	406,095	44.90%
252610000000	Natural steatite (soapstone) and talc; not crushed, not pulverized	893,595	339,099	-62.05%
250100999000	other salts	185,908	190,096	2.25%
271019870000	Gear oils and reducer oils		54,401	*
261690000000	Other precious metal ores and their enriched ores		37,490	*
251110000011	Natural barium sulfate; crude	6,273	23,380	272.71%

Machinery & Mechanical Appliances (84-85)

HS Code	Description	2020	2021	Change
848340519029	Gear boxes; EXCEPT those used in worm screw reducers and civil aircraft	219,659	345,784	57.42%
852610000019	Other radar devices		345,480	*
845310000000	Machinery and apparatus for the preparation, tanning or processing of hides, leather and leather		271,200	*
847710000000	Injection machines for rubber or plastic		174,587	*
853710980019	Other tables, switchboards, consoles, numerical control devices, etc., equipped with two or more devices, for the control/distribution of electricity; voltage<=1000V		124,156	*
854620000011	Ceramic electrical insulators; rated voltage <= 36 kV	181,249	120,063	-33.76%
841391000000	Parts and parts of pumps for liquids	26,173	117,458	348.78%
853690010000	Prefabricated elements for electrical circuits; voltage <= 1000V		109,624	*
843880999019	Machinery and apparatus, not elsewhere specified, for the preparation or manufacture of food and beverages for industrial purposes		67,516	*
853810000000	Parts for tables, boards, consoles, tables, cabinets and other supports (not equipped) for goods of heading 85.37		66,512	*
841330809011	Oil pumps for internal combustion piston engines; EXCEPT those used on civil aircraft		58,353	*
852560000029	Other transmitting apparatus with receiver for radio or television broadcasting		49,000	*
848340909000	Other gears for machines; EXCEPT for use on civil aircraft	27,441	44,244	61.23%
854442900000	Other electrical conductors fitted with connectors; isolated, voltage <= 1000 V	43,665	32,508	-25.55%
848350200011	flywheels; of cast iron or cast steel	12,108	29,802	146.13%
843139000000	Parts and accessories of other machinery and devices of heading 84.28		26,024	*
841330209000	Injection pumps for internal combustion piston engines; EXCEPT for use on civil aircraft	33,191	25,346	-23.64%
842199900019	Other parts for machines and apparatus for filtering or purifying liquids or gases	12,661	25,074	98.04%

Metals & Beauty Instruments (72-83)

HS Code	Description	2020	2021	Change
821300001012	Barber scissors	382,796	486,654	27.13%
821420000019	Manicure and pedicure sets and instruments (including nail files); except for snap nail clippers	261,359	190,513	-27.11%
821300001019	Other scissors	123,436	165,349	33.96%
820320000011	Collets (including blades)	160,998	134,296	-16.59%
721935900000	Flat rolled products of stainless steel; cold rolled, width \geq 600 mm, thickness $<$ 0.5mm, Nickel $<$ 2.5%		109,784	*
820320000019	Tweezers and other tools such as tweezers, pliers, pincers	45,916	70,405	53.33%
730423001000	Pipes for gas or oil drilling, of iron (excluding cast) or steel (excluding stainless steel); seamless	72,912	57,681	-20.89%
761699909019	Other products of aluminum	28,532	54,908	92.44%
820559800019	Other hand tools (including glazier's diamonds)	57,945	53,568	-7.55%
722220310000	Bars of circular cross-section made of stainless steel; cold formed or machined only, diameter $<$ 25mm, Nickel \geq 2.5%		37,331	*
821300001011	Tailor's scissors	28,397	31,859	12.19%
732690980019	Other articles of iron or steel	15,947	23,546	47.65%

Stone, Cement, Glass and similar materials (68-70)

HS Code	Description	2020	2021	Change
701090790000	Glass containers for pharmaceutical products; volume <= 0.055 lt	572,413	433,836	-24.21%
701090710000	Glass containers for pharmaceutical products; 0.055 lt < volume < 2.5 lt	340,354	82,804	-75.67%
680291000011	Hall ornaments made of marble, carved according to the art of sculpture	10,119	58,980	482.86%
700521800000	Plates of colored, opacified, coated or simply ground glass in the mass; not wire-reinforced, thickness > 4.5 mm	48,530	56,605	16.64%
700529250000	Other float glass and other ground or polished glass plates; not reinforced with wire, thickness <= 3.5mm	16,462	35,919	118.19%
681599000000	Containing magnesite, magnesia in the form of periclase, dolomite including in the form of dolime, or chromite	22,382	19,644	-12.23%
680299900000	mosaic cubes and the like, of natural stone (including slate), whether or not on a backing artificially colored..	10,384	18,414	77.33%

Autoparts (87)

HS Code	Description	2020	2021	Change
870850910000	Parts of carrier axles for motor vehicles; EXCEPT of closed die forged steel and those of 8708.50.20	141,002	160,792	14.04%
870899979919	Other components and parts for motor vehicles of 87.02 to 87.05; EXCEPT of 8708.99.10 and of closed die-forged steel	87,666	121,022	38.05%
870850350019	Other differential drive axles for motor vehicles of headings 87.01 to 87.05; EXCEPT 8708.50.20.00.19	16,288	43,800	168.91%
870899971919	Other parts for tractors of heading 87.01; EXCEPT of closed die forged steel and those of 8708.99.10	34,419	42,679	24.00%
870850350011	Carrier axles for motor vehicles of headings 87.01 to 87.05; EXCEPT 8708.50.20.00.11	32,000	41,542	29.82%
870830990000	Brakes, servo-brakes and parts thereof for motor vehicles of headings 87.01 to 87.05; EXCEPT those at 8708.30.10 and 8708.30.91	11,633	39,827	242.36%
870850990000	Parts of differential drive axles for motor vehicles; EXCEPT of 8708.50.20 and of closed die-forged steel	24,205	30,612	26.47%
870894350011	Steering wheels for motor vehicles of headings 87.01 to 87.05; EXCEPT those in 8708.94.20	22,302	30,312	35.92%
870894350014	Power steering gears for motor vehicles of headings 87.01 to 87.05 (weight <= 30 kg); EXCEPT those in 8708.94.20		27,618	*

Textiles Imports (50-63)

HS Code	Description	2020	2021	Change
520100900000	Other cotton, not carded or combed	28,561,577	118,317,929	314.26%
520513000000	Single ply cotton thread (excluding sewing thread); cotton >= 85%, of non-combed fibres, 192.31<=decitex <232.56, 43 <metric no<= 52, non-retail	26,560,663	30,021,879	13.03%
520812990000	Cloth foot; unbleached, cotton >= 85%, 130gr < m2 <= 200gr, width > 165cm		11,025,345	*
520512000000	Single ply cotton thread (excluding sewing thread); cotton >= 85%, of non-combed fibres, 232.56<=decitex <714.29, 14 <metric number <=43, non-retail	3,604,109	7,490,005	107.82%
520524000000	Single ply cotton thread (excluding sewing thread); cotton >= 85%, of combed fibres, 125<=decitex <192.31, 52 <metric number <= 80, non-retail	6,427,798	5,653,723	-12.04%
560312900019	Other non-woven fabrics; of synthetic and artificial textile filaments, 25gr < m2 <= 70gr	2,951,942	5,448,460	84.57%
520812190000	Cloth foot; unbleached, cotton >= 85%, 100gr < m2 <= 130gr, width > 165cm		5,044,405	*
560311900019	Other non-woven fabrics; of synthetic and artificial textile filaments, m2 <= 25 g	2,282,745	3,659,528	60.31%
570242000000	Woven carpets and floor coverings; of synthetic and artificial textile materials, of pile structure, in the form of ready-made articles, not tufted or flocked	3,051,083	3,520,234	15.38%
520523000000	Single ply cotton thread (excluding sewing thread); cotton >= 85%, of combed fibres, 192.31<=decitex <232.56, 43 <metric no<= 52, non-retail	772,372	3,077,306	298.42%
560311900011	Tri-layer nonwovens (SMS); of synthetic and artificial filaments, spunbond center layer melt blown, m2 <= 25 g	906,996	3,063,503	237.76%
630900000000	Used clothing and other used articles	2,448,688	2,963,437	21.02%
520942000000	Denim; from yarns of different colors, cotton >= 85%, m2 > 200gr		1,971,400	*
600631000000	Other knitted or crocheted fabrics; of synthetic fibers, unbleached or bleached	448,978	1,842,852	310.45%
551643000000	Woven fabrics; Predominantly man-made staple fibers but < 85%, mixed with cotton, from yarns of different colors		1,733,218	*

Machinery & Mechanical Appliances (84-85)

HS Code	Description	2020	2021	Change
845140000013	Dyeing machines for the textile industry	4,244,349	9,377,174	120.93%
843780001011	Machinery and apparatus for grinding and processing grain; for milling use	2,670,239	6,927,687	159.44%
845140000011	Washing machines for the textile industry	3,557,097	6,302,211	77.17%
847989979019	Other machinery and other mechanical devices with specific function	3,559,358	6,284,955	76.58%
847960000000	Devices that cool the air through the evaporation of water	965,019	5,294,551	448.65%
844819009000	Other auxiliary machinery and devices for textile machinery (84.44, 84.45, 84.46 and 84.47)	305,523	5,021,056	1543.43%
848310259000	Cranks and crankshafts (of open-die forged steel); EXCEPT for use on civil aircraft	3,526,156	4,855,010	37.69%
845690009000	Electro-chemical and other machines and tools that work by etching substances by methods not elsewhere specified	627,019	4,667,975	644.47%
845180800000	Other machines for the textile industry	2,527,458	4,523,687	78.98%
845129000000	Laundry dryers; dry laundry capacity > 10 kg	2,153,723	3,648,386	69.40%
853690010000	Prefabricated elements for electrical circuits; voltage <= 1000V	1,313,422	3,583,298	172.82%
842121000000	Machinery and apparatus for filtering or purifying water	8,555,703	3,444,993	-59.73%
841430209000	Compressors used in cooling devices; power <= 0.4 kW, EXCEPT for civil aircraft use	1,378,433	3,131,644	127.19%
844630000000	Shuttle-less fabric weaving machines (looms); fabric width > 30 cm	1,768,580	3,029,475	71.29%
850212002300	Diesel or semi-diesel electric power generation (electrogen) groups; 100 kVA < output power <= 375 kVA EXCEPT for civil aircraft	40,202	2,761,594	6769.30%
843820000000	Industrial machinery and apparatus for the manufacture of confectionery, cocoa or chocolate	935,898	2,740,603	192.83%
853710980019	Other tables, switchboards, consoles, numerical control devices, etc., equipped with two or more devices, for the control/distribution of electricity; voltage<=1000V	445,524	2,649,273	494.64%
845180300000	Finishing and finishing machines for the textile industry	1,434,437	2,474,610	72.51%
854442900000	Other electrical conductors fitted with connectors; isolated, voltage <= 1000 V	556,189	2,389,776	329.67%
842619000012	Bridge cranes (EXCEPT overhead bridge cranes fixed on a fixed support)	1,846,460	2,175,345	17.81%

Characteristics of Bilateral Trade

- Product profile of Pak Exports

- Limited basket

- Textiles (Non-Value Added – Ch 50-60)
 - Textiles (Value Added – Clothing – Ch 61-63)
 - Leather (after Safeguards its Non-Value Added – Ch 41)
 - Agriculture (only 3 products – primary commodities)
 - Others (Sports goods, Surgical instruments, Auto-parts)
 - Chemicals (only 3 products - recent phenomenon)

- Latest Trade Data

- Products above \$1 mln

- Similarities in Export Trade / Economy

- Sensitivity of the Turkish Industry

- Textiles

- ADD in 1991, 1994-95
 - Textile Quota 1995
 - Safeguards 2011
 - ADD on Chapter 54, 55 items - In 2015/16
 - Exclusion from normal GSP 2019

- Leather & Footwear

- Safeguards 2013/14
 - Reference pricing

- Chemicals

- Safeguards on PET in Nov. 2011

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





Pakistan Turkey Preferential Trade Negotiations

- ✓ To break the deadlock in FTA negotiations, Pakistan and Turkey agreed to conduct a **JOINT SCOPING STUDY** to identify potential products in which both countries can increase trade through market access.
- ✓ Both sides also agreed that the *“Preferential market access negotiations will be conducted taking into consideration the sensitivities of economies of both countries.”*
- ✓ First meeting on Joint Scoping Study / Preferential market access negotiations was held on 30th March 2021.
- ✓ Since then, till date **12 meetings** have been held.
- ✓ Both sides have **exchanged request and offer lists** and are currently working on additional requests on certain products.

PAK EXPORT OPPORTUNITIES



PRIORITY SECTORS FOR TRADE WITH TURKEY

Traditional Sectors:


- ✓ Textile and Apparel
- ✓ Leather
- ✓ Surgical Instruments
- ✓ Sports Goods

Services Sectors:

- ✓ Logistics and Shipping
- ✓ Information Technology
- ✓ Tourism & Hospitality

Non-Traditional Sectors:

- ✓ Sea Food
- ✓ Meat and Poultry
- ✓ Fruits and Vegetables
- ✓ Footwear
- ✓ Machinery
- ✓ Marble and Granite
- ✓ Chemicals



ROLE OF MOC, TDAP & PAK MISSION

Participation in Trade Fairs



April 8, 2021 - April 11, 2021

AUTOMECHANIKA ISTANBUL 2021

Istanbul

International Trade Fair for the
Automotive Industry



April 8, 2021 - April 11, 2021

IDEX Istanbul 2021

Istanbul

17th Dental Equipment and Materials
Exhibition



May 18, 2021 - May 22, 2021

EVTEKS 2021

Istanbul

26th Istanbul Home Textiles
Exhibition



June 3, 2021 - June 5, 2021

EXPOMED EURASIA Hybrid+ 2021

ONLINE, Istanbul

28th International Istanbul Medical
Analysis, Diagnosis, Treatment,
Rehabilitation Product, Device...



May 25, 2021 - May 28, 2021

Idef 2021

Istanbul

International Defence Industry Fair



June 10, 2021 - June 12, 2021

LeShow Istanbul 2021

Istanbul

Leather and Fashion Fair



June 22, 2021 - June 26, 2021

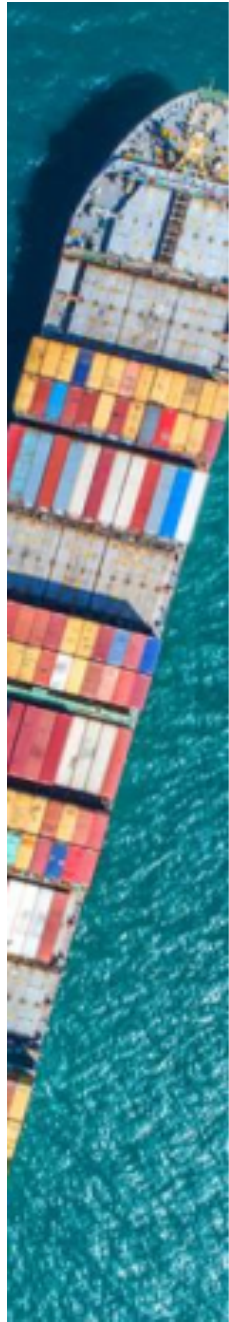
Istanbul Yarn Fair 2021

Istanbul

The 18th International Istanbul Yarn
Fair



- 
- ❑ Support in organizing & coordinating **Trade Delegations** (both out-going & in-coming)
 - ❑ Extensive **database of Importers/Buyers**
 - ❑ Facilitation in utilization of **DLTL** (both for Textiles & Non-Textiles Products)
 - ❑ Research & Publications – **Market Reports**
 - ❑ Facilitation for **Pak Exporters' B2B interaction** with Turkish Business Groups
- 



TRADE AND ECONOMIC COOPERATION BETWEEN PAKISTAN & TURKEY

- ❑ 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



THANK YOU