



Trade Project

USAID Trade Project

Trade Bulletin

July to September 2012

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Trade Project

Introduction

The Trade Bulletin is a quarterly report prepared by the USAID Trade Project to monitor and capture Pakistan's economic and trade trends. The objective is to inform public and private sector stakeholders. The areas of focus are:

- *Macroeconomic Outlook*: General economic indicators to ascertain the state of the economy.
- *Import and Export Markets*: Analysis of trends to ascertain the value and potential of these markets.
- *Export and Import of Goods*: Analysis of the value of goods and services exported from and imported to Pakistan.
- Trade Trends of Pakistan-India; Pakistan - Afghanistan and Pakistan-Central Asia: Analysis of developments, trends or issues with Pakistan-India trade liberalization and Central Asia.

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The Trade Project collects secondary data from various sources like the State Bank of Pakistan (SBP), the Pakistan Bureau of Statistics and Pakistan Customs / FBR to carry out its analysis. It should be noted that in some instances, data released by the SBP is provisional and subject to revisions. Background information is gathered through other sources such as local and international media.

Quarterly Review

July to September 2012

Pakistan's economy in Calendar Year 2012 Quarter 3 (CY12 Q3) remained vulnerable due to poor fiscal policies, continued security challenges, and political uncertainty. A summary of macroeconomic and trade indicators are as follows:

- The economy continued to experience high inflation, widening macroeconomic imbalances and falling reserves due to increased fiscal debts
- Declining foreign direct investments, continuous increase in discretionary spending (interest payments on existing debt) challenged Pakistan's ability to manage foreign exchange reserves and thus the economy is vulnerable to external shocks.
- Gross Domestic Product growth is expected to increase by 0.6% from 3.7% in 2012 to 4.3% in 2013.
- Inflation (Consumer Price Index) is still high, but reduced from 11.45% in CY11 Q3 to 9.15% CY12 Q3.
- Current Account Deficit increased in CY12 Q3 to 2.37% of GDP from 2.22% in CY11 Q3.
- Trade Account Deficit is USD \$4.26 billion for CY12 Q3 as compared to USD \$ 3.98 billion in CY11 Q3
- The CY12 Q3 foreign reserves are USD \$14.73 billion going down from USD \$17.90 in CY11 Q3
- Pakistan, the average month-end interbank floating rate reached a record high of PKR 95.79 to USD \$1.00 in the period under review, as compared to PKR 87.59 to USD \$1.00 in CY11 Q3.
- In CY12 Q3, the top 10 export recipients collectively accounted for close to 62%, compared to 61% in CY11 Q3 of the country's total exports, highlighting Pakistan's undiversified portfolio.
- Exports in cement, sugar, textiles, ready-made garments, and towels, among others, increased.
- Exports declined for knit wear, bed wear, cotton cloth, basmati rice, and plastics.
- Import commodities that increased are plastics, pulses, telecom products, auto parts, fertilizers and plastics with a decrease in petroleum products, palm oil and iron and steel
- Trade with India is expected to grow significantly as 6,000 tariff lines will be allowed for trade by

The goal of the Trade Project is to collaborate with the Government of Pakistan and the private sector to resolve trade challenges and support 'second generation' trade reform through the provision of technical assistance. Specifically, the project aims to encourage improvements in customs and trade facilitation, eliminate anti-export bias in trade policy and enable increased bilateral and regional trade with Pakistan's neighbors through the facilitation of trade and transit agreements and border improvements.

Macroeconomic Outlook

Overview

Pakistan's economy continues to demonstrate weaknesses in its structural foundation. Stagnating exports, declining foreign direct investment (FDI), high inflation, energy shortages and political instability are contributors.

The Government of Pakistan stated that it expects the nation's **Gross Domestic Product (GDP)** in 2013 to increase to 4.3%, a 0.6% increase compared to 2012. This is a positive trend when combined with a decrease in inflation to 8.8% in CY12 Q3. However, Pakistan faces significant interest payments on existing debt in 2013. The payments due to the International Monetary Fund (IMF) in 2013 total approximately USD \$3.73 billion.¹

Although **GDP growth in Asia** is slowing (Table 1), including in India where the IMF lowered its GDP forecast for the first time to below 5% for 2012/13² from 6.5% growth in 2011,³ Pakistan is still lagging behind its emerging market counterparts in GDP growth. In addition, while India, Bangladesh and Sri Lanka are becoming more interlocked with international markets, Pakistan struggles to maintain a strong **export portfolio**. In 1990, Pakistan's volume of trade was 39% of its GDP against India's 15% and Bangladesh's 20%. This changed by 2010 where Pakistan decreased to 32% compared to India's 50% and Bangladesh's 43%.^{4,5} This is a result of rising energy costs, weak global demand, limited fiscal and monetary mechanisms available to counter external shocks, and depressed investment levels, in addition to uncertainty around Pakistan's security and political environment.⁶

In addition to macro-level indicators like GDP, FDI and inflation, the World Bank provides insight to economies at a micro level through its **World Bank Doing Business Index**. In October 2012, the 2013 outlook was published with **Pakistan rated at 107 out of 185 economies**, a slight deterioration from 2012 where it ranked as 104.⁷ World Bank Doing Business is an annual report that investigates the regulations that enhance business activity and those that constrain. Pakistan's ranking indicates that the country only improved its enforcement of contracts. Table 2 provides an overview of this.

Table 1: GDP Growth Rate for Developing Asia (%)

2010	2011	2012	2013
9.1%	7.2%	6.6%	7.1%

Source: Asian Development Bank

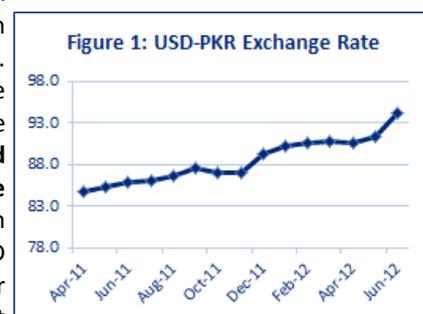
Table 2: Rankings in the World Bank Doing Business Index

Topic	2013	2012	Delta
Starting a Business	98	97	-1
Getting Electricity	171	166	-5
Getting Credit	70	67	-3
Paying Taxes	162	160	-2
Trading Across Borders	85	80	-5
Enforcing Contracts	155	156	+1
Resolving Insolvency	78	77	-1

Source: World Bank Doing Business 2013

FDI declined by 54.77% in CY12 Q3 compared to CY11 Q3. The declining FDI, coupled with external debt payments also contributed towards lower foreign exchange reserves and the Pakistani Rupee's (PKR) depreciation. The total repayment for the fiscal year is \$3.4 billion. Latest news reveals that Pakistan paid USD \$600 million in November 2012.⁸

The value of the PKR continues to weaken against the US dollar. According to the State Bank of Pakistan, the **average month-end interbank floating rate** reached a record high of PKR 95.79 to USD \$1.00 in September 2012. The trade deficit



and ongoing debt payments continues to apply pressure on the PKR. The currency's future stability remains uncertain as a result of continued volatility. However, Alfalah Securities Limited forecasts the PKR to decrease in value by 8% in CY 2012-2013 as compared to 9% in CY 2011-2012.⁹

Inflation levels, while still high, declined slightly to single digit levels. This led the State Bank of Pakistan to reduce interest rates by 50 basis points to 10% in October 2012.¹⁰ The reduction in the interest rate is fueled by the State Bank of Pakistan's concern on the prospects of sustainable medium term economic growth given the weak growth in the credit market to private businesses and the continuous decline in investment as a percentage of GDP.¹¹ The IMF predicts that inflation will rise to low double digits in 2013 due to the country's weak macroeconomic policies, weak financial inflows and debt repayments.¹²

Remittances this quarter were recorded at USD \$3.59 billion, rising by 9.16% in comparison to the same period last year. The top three sources of remittance transfers to Pakistan include Saudi Arabia, the UAE, and the US.¹³ The Pakistan Remittances Initiative (PRI) - a joint effort between the State Bank of Pakistan, Ministry of Overseas Pakistanis and Ministry of Finance to facilitate and support the efficient flow of remittances- has helped in increase the flow of remittances via legal channels into the country.

Table 3: General Economic Indicators

#	Indicator	Period	2012	2013
1	Consumer Price Index % (12mma)	Jul-Sep	11.48	9.15
2	Current Account Deficit (% of GDP)	Jul-Sep	-2.22%	-2.37%
3	Exports (FOB) USD \$ billion	Jul-Sep	5,934	6,187
4	Imports (CIF) USD \$ billion	Jul-Sep	11,117	10,583
5	GDP growth rate (%)	Jul-Sep	3.70	4.30
6	Avg Forex Reserves (USD \$ billion)	Jul-Sep	17,897	14,733
7	FDI (USD \$ million)	Jul-Sep	263.1	119.0
8	Remittances (USD \$ million)	Jul-Sep	3,297	3,599

Source: State Bank of Pakistan / Pakistan Bureau of Statistics

Import Markets

Imports by Country

Pakistan's imports by country demonstrate an undiversified portfolio. The top 5 importing countries (seen in Figure 2) account for 53.00% of total imports. When including the top 10 countries, this figure increases to 68.84%.¹⁴

The **United Arab Emirates (UAE)** maintained its position as the top destination for Pakistani products with a total share of 19.91% between July and September 2012 compared to 18.23% from July to September 2011.¹⁵ Products imported include petroleum products, sugar and confectionary, and machinery.

Imports by Product

Petroleum: The petroleum classification includes both petroleum products and crude. Although total petroleum imports declined by 22.12% this quarter, compared to the same period last year, it still remains the country's top imported commodity.¹⁶ The Asian Development Bank estimates that power and gas shortages are impacting GDP growth at approximately 2 percentage points each year.¹⁷ Government of Pakistan energy reforms will be critical to the revival of private credit, investment and sustainable medium and long-term economic growth.¹⁸ Recent price decreases in Compressed Natural Gas is likely to reduce some demand of petroleum by the transport sector in the near future.

Palm oil: Palm oil imports decreased by 11.31% this quarter compared to the same period last year. Malaysia, Indonesia and Singapore remain the top supplier of palm oil to Pakistan.¹⁹

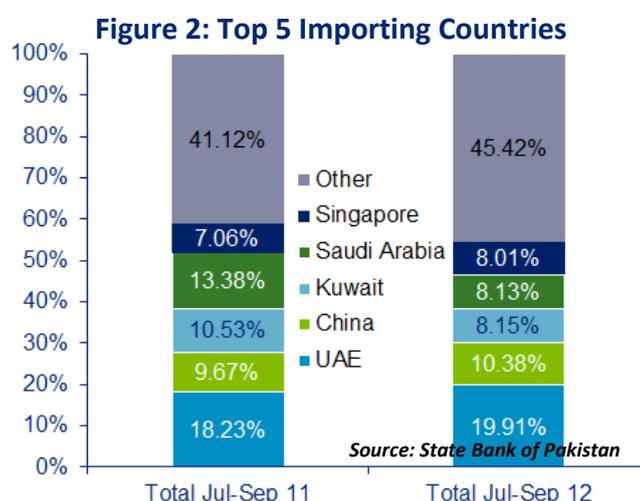


Figure 3: % of Total Imports by Commodity Type (Jul-Sep 2012)

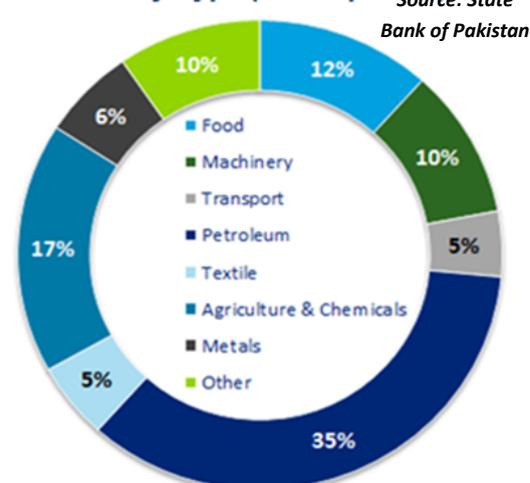


Table 5: Top 10 Importing Countries

Country	Total Jul-Sep 11	Total Jul-Sep 12	Change
UAE	18.23%	19.91%	1.68%
China	9.67%	10.38%	0.71%
Kuwait	10.53%	8.15%	-2.39%
Saudi Arabia	13.38%	8.13%	-5.25%
Singapore	7.06%	8.01%	0.95%
Malaysia	5.28%	4.56%	-0.72%
Japan	3.54%	3.40%	-0.14%
India	2.48%	2.71%	0.23%
Switzerland	4.19%	2.66%	-1.53%
Germany	2.52%	2.63%	0.11%
Other	23.11%	29.45%	
Total	100.00%	100.00%	

Source: State Bank of Pakistan

Table 7: Top 10 Imported Products and their Contribution to Total Imports (%)

Commodity	Total Jul-Sep 11	Total Jul-Sep 12	Change
Petroleum Products	27.28%	20.44%	-6.84%
Petroleum Crude	14.68%	12.24%	-2.44%
Palm Oil	6.36%	5.64%	-0.72%
Plastic Materials	3.31%	3.74%	0.42%
Power Generating Machinery	1.19%	3.50%	2.31%
Iron And Steel	3.55%	3.34%	-0.21%
Fertilizer Manufactured	1.96%	2.51%	0.55%
Road Motor Vehicles	2.67%	2.14%	-0.53%
Telecom	2.40%	1.98%	-0.42%
Aircrafts, Ships And Boats	1.41%	1.94%	0.53%

Source: State Bank of Pakistan

Export Markets

Exports by Country

Pakistan's export portfolio continues to be undiversified with the top 5 countries accounting for 58.46% of all exports. When including the top 10, this figure increases to 62%.²⁰ Weak global demand, energy shortages and an undiversified portfolio contribute to Pakistan's inability to insulate itself from external shocks.

The **United States** maintained its position as the top export recipient. Pakistan continues to have a trade surplus amounting to USD \$829.20 million. Exports to the United States are dominated by textile products.²¹

Exports to **China** grew by 75.61% between July and September 2012 compared to the same period last year. Although a significant increase, Pakistan continues to have a trade deficit to the tune of USD \$427.38 million.²²

Exports by Product

Textiles: Textiles make up 55.60% of Pakistan's export portfolio. From July to September 2011 to 2012, textile exports decreased by 3.90%.²³ It should be noted here that the recent approval of the European Union sponsored waiver for Pakistani products has the capacity to increase the country's textile exports by 30%.²⁴ Moreover, there could be a significant increase in production of the textile exports if energy shortages are eliminated.

Food: Rice exports fall within the food group and accounted for 39.9% of this category, a decrease of 7.93% compared to July-September 2011.²⁵ This may be attributed to rising competition from other rice exporting countries. The reduction in price of Indian rice also caused a reduction in the market share of Pakistani rice in the international market, especially the Middle East.²⁶

Figure 4: Top 5 Exporting Countries

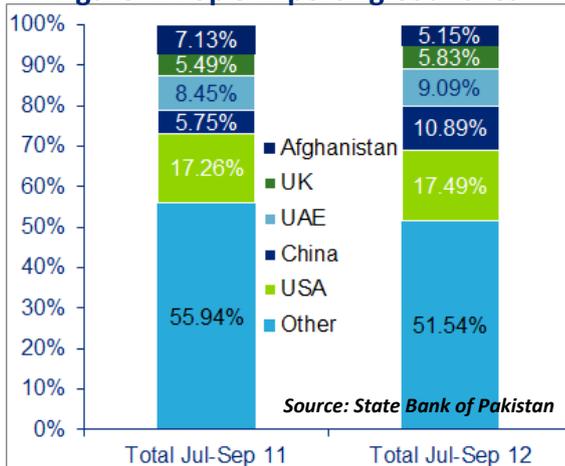


Figure 5: % of Total Exports by Commodity Category (Jul-Sep 2012)

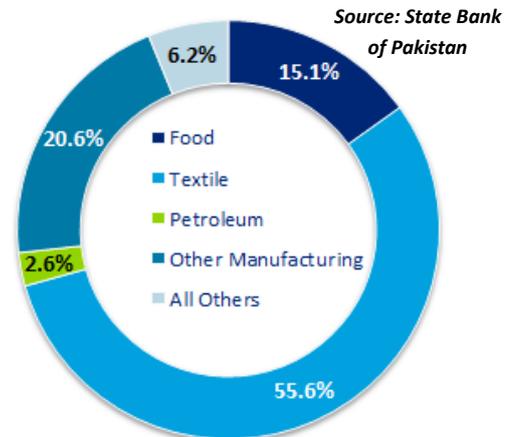


Figure 5 Note: Other Manufacturing refers to footwear, leather products, carpets, cement, gems and jewelry among others

Table 8: Top 10 Countries as a % of Total Exports

Country	Total Jul-Sep 11	Total Jul-Sep 12	Change
USA	17.26%	17.49%	0.23%
China	5.75%	10.89%	5.15%
UAE	8.45%	9.09%	0.65%
UK	5.49%	5.83%	0.34%
Afghanistan	7.13%	5.15%	-1.97%
Germany	5.55%	4.08%	-1.46%
Bangladesh	2.73%	2.59%	-0.14%
Hong Kong	2.41%	2.41%	-0.01%
Italy	3.47%	2.28%	-1.19%
Spain	2.46%	2.17%	-0.30%
Other	39.31%	38.01%	1.30%
Total	100.00%	100.00%	2.60%

Source: State Bank of Pakistan

Table 9: Export Categories and their Contribution to Total Exports (%)

Commodity Category	Total Jul-Sep 11	Total Jul-Sep 12	Change
Food	14.56%	15.08%	0.52%
Textile	55.01%	55.60%	0.59%
Petroleum (includes crude, nagtha, etc)	6.26%	2.57%	-3.69%
Other Manufacture (includes leather, gems, footwear, cement, etc)	18.00%	20.59%	2.59%
All Others	6.17%	6.16%	-0.01%

Source: State Bank of Pakistan

Regional Trade

Overview

According to the World Bank, South and Central Asia are two of the least integrated regions in the world. In an effort to spur economic growth and counter the impact of the global economic slow down, South and Central Asian countries are working towards increasing and facilitating the movement of goods.

These trade liberalization and promotion efforts will reach a crescendo in December 2012 as the Government of Pakistan grants Most Favored Nation (MFN) status to India and tariffs under the South Asian Free Trade Agreement (SAFTA) are reduced to 5%. The trade liberalization efforts will enable the countries to tap into the regional trade potential, widen market access and promote trade on equal terms. However, they may also challenge some of Pakistan's local industries as competition intensifies.

Afghanistan

Exports to Afghanistan declined by 32.97% to USD \$300.97 million in CY12 Q3 in comparison to CY11 Q3. Exports include edible oils, cement, iron and steel products.²⁷ The decline can be explained by a sharp drop in the export of petroleum products after the Government of Pakistan placed restrictions on export of the commodity to Afghanistan.²⁸ Imports from Afghanistan stood at USD \$6.92 million in CY12 Q3.²⁹

South Asia

India: There is a growing need for Pakistan to capitalize on various gains offered by intra-regional trade. Despite close proximity, Pakistan's exports to India accounted for only 1.35% of Pakistan's total exports in 2011-2012, while India's exports to Pakistan accounted for 0.5% in CY12 Q3.³⁰ Trade with India is expected to grow significantly following the announcement by the Government of Pakistan to grant India MFN status by December 31, 2012. The transition towards the normalization of trade with India was also strengthened by moving from a 'positive list' regime to a 'negative list' regime.

Bangladesh: Pakistan exports to Bangladesh declined by 12.14% from CY11 Q3 to CY12 Q3. Exports to the country are not diversified and are dominated by textile products.³¹ Imports from Bangladesh in CY12 Q3 increased by 1% to USD \$12.81 million in comparison to CY11 Q3. Imports from Bangladesh are largely dominated by jute.³² Recently, Bangladesh has also expressed its interest in joining the Turkmenistan-Afghanistan-Pakistan-India (TAPI) gas pipeline project.³³

Sri Lanka: Pakistan's exports to Sri Lanka in CY12 Q3 stood at USD \$67.75 million, rising only slightly by 1.91% from USD \$66.48 million recorded in the same period last year. Major commodities exported in CY12 Q3 to Sri Lanka include textile products, cement, and wheat.³⁴ Imports from Sri Lanka witnessed an increase of 54.60% and reached USD \$17.04 million.³⁵ Recently, in order to boost bilateral economic cooperation between the two countries, a business delegation from Sri Lanka visited the Karachi Chambers of Commerce.³⁶

Figure 6
Pakistan's Exports with Afghanistan

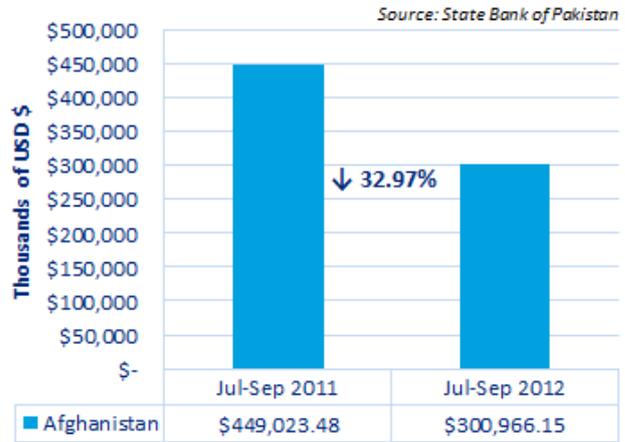


Figure 7
Pakistan's Imports with Afghanistan

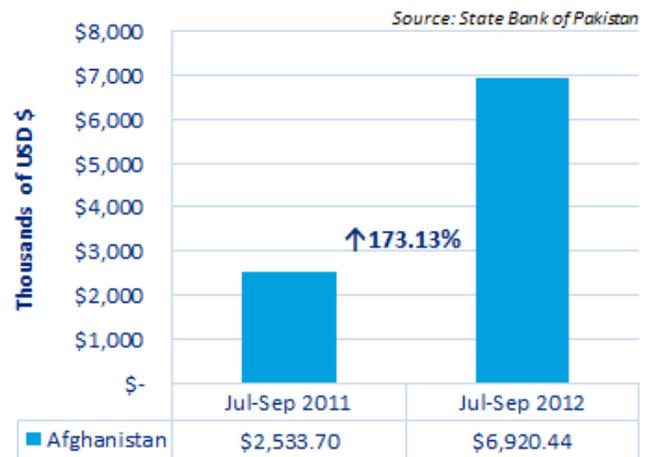
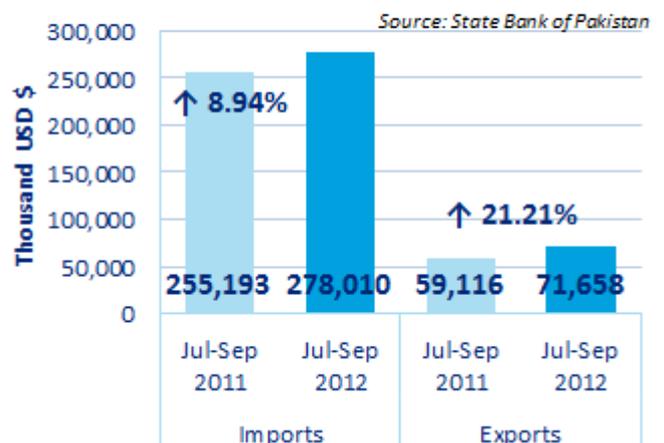


Figure 8
Pakistan's Imports and Exports with India



Regional Trade continued

Central Asia

Trade with the Central Asian Republics (CARs), in comparison to the total export portfolio, is on a small scale. The CARs represent a total of 0.001% of imports and 0.055% of exports for Pakistan.³⁷ Although the CARs do not impact Pakistan's Balance of Payments, there is much economic and trade potential with these states –Kazakhstan, Tajikistan, Turkmenistan, Uzbekistan, Kyrgyzstan. In addition to having the capability to supply energy, the CARs provide access to the markets of the Russian Federation.

Pakistan and Central Asian Republics are working on a Preferential Trade Agreement (PTA) and Unilateral Market Access that will allow Pakistan to utilize Afghanistan as a transit corridor for trading with these the CARs and the Russian Federation.³⁸ It is important to note that Pakistan and Russia began building economic ties, in addition to the diplomatic ones. The two countries are exploring the sectors of energy, industries and production, bilateral trade and investment, scientific and technical cooperation, and agriculture, among others. Russia also agreed to invest and help expand the Pakistan Steel Mills as well as expressing willingness to invest in Pakistan-Iran Gas Pipeline project which would also entail its construction.³⁹

The authors would like to note that small changes in the trade volumes translate into significant percentage changes due to the low volume of existing trade. Percentages do not necessarily demonstrate trends.

Kazakhstan: Exports to Kazakhstan declined by 50.48% in CY12 Q3 as compared to CY11 Q3 due to lower exports of medicines. Major exports include medical equipment, pharmaceuticals products, sports goods and textiles. Imports are negligible.⁴⁰

Uzbekistan: Exports to Uzbekistan decreased by 61.05% and imports increased by 116.23% in CY12 Q3 compared to CY11 Q3. Exports were dominated by medicinal and pharmaceutical products.⁴¹

Tajikistan: Exports increased by 58.96% in CY12 Q3 compared to the CY11 Q3. The increase was contributed by higher volumes in sugars and sugar confectionery, milk and cream.⁴² In addition, Pakistan and Tajikistan signed an agreement whereby Pakistan will export 30,000 tons of sugar.⁴³ This agreement is a significant step toward enhanced trade ties.

Turkmenistan: Exports increased by 107.18% in CY12 Q3 compared to CY11 Q3.⁴⁴ Exports consist of matches and pharmaceutical products, albeit in low volumes. It should be noted that an investment and bilateral trade forums for boosting cooperation between the two countries is expected to be hosted in November 2012 in Ashgabat, Turkmenistan. Imports from the country include petrochemicals, cotton fiber and crude oil.⁴⁵

Kyrgyzstan: Negligible trade with Kyrgyzstan was recorded in the period CY12 Q3. According to State Bank of Pakistan statistics, both export and import were either nil or close to it with Kyrgyzstan.⁴⁶

Figure 9

Pakistan's Exports with the Central Asian Republics



Table 10: Imports with the Central Asian Republics (July to September)

Countries	Total Imports (Thousand USD \$, %)		
	CY11	CY12	% Change
Kazakhstan	28	38	37.06%
Uzbekistan	54	117	116.23%
Tajikistan	0	4,807	-
Turkmenistan	0	816	-
Kyrgyzstan	0	0	-
Total	82	5,778	-

Source: State Bank of Pakistan

Trade Projects in Pakistan

Name	Description	Status
European Union (EU) <i>Trade Related Technical Assistance II (TRTA)</i>	Trade Related Technical Assistance (TRTA-II) program is funded by the European Union (EU). Its objective is to assist Pakistan in developing the required capacity to deal with challenges in trade, to support the country's integration into the global economy. The UN Industrial Development Organization (UNIDO) is responsible for the implementation of TRTA-II. There are three components: Component-1 (Trade Policy Capacity Building) is managed by the International Trade Centre, Component 2 (Export Development through Improvement of the Quality Infrastructure) is under UNIDO, and the World Intellectual Property Organization is responsible for Component 3 (Strengthening of Intellectual Property Rights). TRTA II started was implemented on January 1, 2010.	Active
World Bank <i>Trade & Transport Facilitation Program (TTFP-2)</i>	The Trade and Transport Facilitation Program (TTFP-2) is a World Bank (WB) program with a total funding of USD \$25 million. TTFP-2's objective is to improve Pakistan's international competitiveness through simplified export and import documentation procedures, modernization of related legislation and creation of a national capacity to solve potential problems between the transport users and providers. The project has two components: (I) National Trade Corridor, and (II) Trade and Transport Facilitation. The project is planned to continue operating until the end of 2013.	Active
Asian Development Bank <i>National Highway Sector Development Program</i>	The National Highway Sector Development Program (NHSD) is funded by the Asian Development Bank (ADB) up to USD \$230 million. NHSD's objective is to reduce transportation costs for goods and passengers and improve the regional connectivity to the country's main economic centers. The project seeks to improve the road sector's efficiency in Pakistan's main transport corridor and build institutional capacity within the National Highway Authority. The project is scheduled to operate until 2013.	Active
Multi Donor Trust Fund <i>Economic revitalization of Khyber Pakhtunkhwa and the Federally Administered Tribal Areas</i>	The aim of the Economic Revitalization Program is funded by the Multi-Donor Trust Fund (MDFT) up to USD \$20 million. The project's objective is to support the Government of Pakistan in its effort to stimulate economic growth in Khyber Pakhtunkhwa (KPK) and the Federally Administered Tribal Areas (FATA) through the creation of employment opportunities via institutional capacity building, investment mobilization and by providing support to Small and Medium Enterprises (SMEs). The project has three components: (1) SME development, (II) Attracting investments from the Diaspora, and (III) Institution Building to foster investment and implement regulatory reforms. The implementing agencies for this project include the Government of KPK and the FATA Secretariat.	Active
World Bank <i>Pakistan Poverty Alleviation Fund (PPAF)</i>	The Pakistan Poverty Alleviation Fund (PPAF) project is designed to improve the economy by providing better income opportunities to low-income groups in urban and rural communities. PPAF has a presence in 129 districts. It is funded by the World Bank and was initiated in August 2009 with an end date of 2015.	Active
UK Department for International Development <i>Punjab Economic Opportunities Program (PEOP)</i>	The UK Department for International Development (DFID) Punjab Economic Opportunities Program (PEOP) was formulated in cooperation with the Government of Pakistan, fund up to BP £55 million. PEOP focuses on poverty alleviation in Punjab's four districts of Bahawalpur, Bahawalnagar, Lodhran and Muzaffargarh by enhancing livestock quality and quantity, thereby supporting local economic. Key features of the program include: (I) Skill development, (II) Livestock and dairy development, (III) Center for Inclusive Growth, and (IV) Technical assistance. The program is scheduled to continue operating till the end of 2012.	Active
US Agency for International Development <i>Karachi Harbor Crossing Project</i>	The Karachi Harbor Crossing Project (KHCP) is funded by the USAID for technical assistance to: (I) rationalize Karachi Port Trust's current business strategy and future investment plans; and (II) build its financial planning and forecasting capacity. It will also establish the Karachi Harbor Crossing Project on a non-sovereign basis. Additionally, a \$200 million loan from the Asian Development Bank is in the pipeline for approval in 2013.	Active

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