

## Pakistan

### Basic statistics

Current diversification (number of products)	8,972	Potential new products more complex (percentage)	81
Potential new products	2,654	Export opportunity in more complex products (percentage)	45
Potential new products more complex than the country's average	2,157	Import replacement opportunity in more complex products (percentage)	64

### Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	14
Machinery & mech appliance etc	11
Vehicles other than railway, tramway	9
Iron and steel	8
Electrical, electronic equipment	7
Plastics and articles thereof	5
Optical, photo, technical, medical, etc apparatus	4
Inorganic chemicals, precious metal compound, isotopes	4
Copper and articles thereof	3
Meat and edible meat offal	3
Sum of others with smaller share	33

Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
USA	11
China	10
Germany	6
France	5
Rep. of Korea	4
United Kingdom	4
Japan	3
Belgium	3
India	3
Netherlands	3
Others	27

By regions

Region	Percent
Asia	38
Western Europe	20
Northern America	14
Northern Europe	8
Eastern Europe	7
Southern Europe	6
South America	4

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

Product	Percent
Meat and edible meat offal	37
Cereals	11
Dairy products, eggs, honey, edible animal products	11

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Fish, crustaceans, molluscs, aquatic invertebrates nes	8
Meat, fish and seafood food preparations nes	7
Milling products, malt, starches, inulin, wheat gluten	5
Edible fruit, nuts, peel of citrus fruit, melons	4
Cocoa and cocoa preparations	4
Animal,vegetable fats and oils, cleavage products, etc	3
Residues, wastes of food industry, animal fodder	3
Sugars and sugar confectionery	1
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1
Beverages, spirits and vinegar	1
Vegetable, fruit, nut, etc food preparations	1
Sum of others with smaller share	3

### Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
China	28
USA	6
China, Hong Kong SAR	5
Germany	5
France	5

By regions

Region	Percent
Asia	46
Western Europe	16
Northern Europe	11
Eastern Europe	7
Northern America	7

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United Kingdom	4	Southern Europe	5
Thailand	3	South America	3
Netherlands	3		
Russian Federation	3		
Others	20		

### Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Inorganic chemicals, precious metal compound, isotopes	(282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25	KR 1123.4	JP 108.4	CA 41.3	1353.7
	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2

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	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
Plastics and articles thereof	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7
	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$2-6	US 111.7	NL 87	ES 68.7	636.4
	(390740) Polycarbonates, in primary forms, \$2-5	CZ 130.6	JP 122.4	US 62	597.8
	(390410) Polyvinyl chloride in primary forms, \$0-0	PL 106.4	KH 47.2	IT 35.3	511.1
	(390930) Amino-resins nes, in primary forms, \$1-4	CA 248.7	CO 20.1	US 15.4	378.5

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Iron and steel	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2	TH 391.9	GB 141.3	NL 128.1	1181.5
	(721331) Hot rolled bar/rod, iron or non-alloy steel, coiled width <14mm, C<.25%, \$0-0	BE 92.6	TH 89.6	MA 44.9	634.8
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
Copper and articles thereof	(740311) Copper cathodes and sections of cathodes unwrought, \$6-6	AE 1449.3	IN 336	EG 237.1	2902.6
	(741110) Pipes or tubes, refined copper, \$0-7	IN 151.5	FR 113.7	DE 102.2	945.8
	(740110) Copper mattes, \$1-12	RU 132.1	CN 29.5	UZ 23.8	232.7
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(741021) Foil of refined copper, backed, t < 0.15mm, \$12-76	CN 99	HK 27.8	PH 12.7	151.6
Machinery & mech appliance etc	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1

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	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850213) Generating sets, diesel, output > 375 kVA, \$30802-87805	EG 73	NG 44.1	JP 42.1	495.9
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870331) Automobiles, diesel engine of <1500 cc, \$5352-16275	ES 418.7	NL 159.9	AT 115.5	1368.0
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
Optical, photo, technical, medical, etc apparatus	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	(902219) Non-medical X-ray equipment, \$11306-42823	JP 65.5	US 51.8	FR 39.5	415.8
	(902830) Electricity supply, production and calibrating meters, \$0-60	US 104.1	IT 72.9	GB 43.7	384.2
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5

Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$2-3	CN 2807.3	AU 158.6	CL 142.5	3594.4
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020649) Swine edible offal, frozen except livers, \$0-1	HK 293.8	VN 39.3	DK 16.7	391.1
	(020900) Pig and poultry fat, unrendered, \$0-1	CN 148.7	BE 14.1	JP 13.8	271.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$7-12	FI 263.3	US 69.4	CN 67.8	687.5
	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8



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	(030541) Salmon, smoked, including fillets, \$12-22	IT 15.7	GB 12.1	US 10.9	73.6
	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
Dairy products, eggs, honey, edible animal products	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4
	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040410) Whey, \$0-0	FR 59.5	CA 39	DE 21.5	201.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
Edible fruit, nuts, peel of citrus fruit, melons	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3	US 191.6	DE 20.5	CA 15.1	291.5
	(081110) Strawberries, (uncooked steamed or boiled), frozen, \$0-1	FR 61.8	CN 7.4	PL 5.1	87.2
	(080232) Walnuts, fresh or dried, shelled, \$5-10	GR 15.7	US 8.2	SA 5.5	60.6
	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
	(081120) Rasp-, mul-berries, etc (uncooked, steam, boil),froze, \$1-4	BA 3.9	BE 3.2	FI 2.9	24.6
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100300) Barley, \$0-1	DE 178.4	JO 131.5	QA 76	743.2

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	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
Animal,vegetable fats and oils, cleavage products, etc	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151911) Stearic acid, \$0-2	PL 13.6	CA 12.2	BE 5.6	45.0

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	(152200) Degras, residues from treatment animal & veg waxes, \$0-1	FR 19.1	ES 11.4	US 1.7	34.5
	(151610) Animal fats, oils, fractions, hydrogenated, esterified, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
Meat, fish and seafood food preparations nes	(160415) Mackerel, prepared or preserved, not minced, \$2-8	JP 107.9	TH 31.3	NL 26.2	223.8
	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160100) Sausages, similar products of meat, meat offal & blood, \$7-15	FR 63.9	NL 24.4	US 7.5	127.5
	(160249) Swine meat or offal nes, prepared, preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4
Vegetable, fruit, nut, etc food preparations	(200870) Peaches, otherwise prepared or preserved, \$1-2	TH 19.5	CO 5.5	CL 4.3	54.8
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0

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	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200880) Strawberries, otherwise prepared or preserved, \$1-5	DE 9.7	GB 3.5	CN 2.3	26.1
	(200930) Citrus juices (one fruit) not fermented or spiced, \$3-7	FR 5.5	GB 2.6	DK 2.2	14.4
Beverages, spirits and vinegar	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$0-2	FR 40.1	RU 32.6	LV 8.9	89.9
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230110) Flour or meal, pellet of meat or offal for animal feed, \$0-1	TH 107.3	VN 37.5	NL 15.5	233.8
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8