

6.0 OPPORTUNITY ANALYSIS

6.1 Analysis of top 10 Product Categories Exported to Pakistan

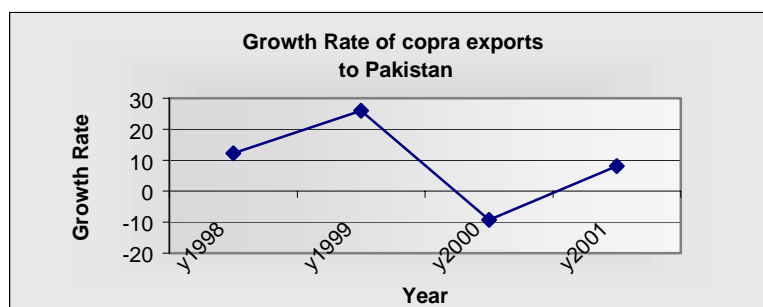
1. Copra (HS120300)

Sri Lanka Exports of copra to Pakistan

| Year | Quantity Exported to Pakistan (Mn. Kg) | Value (LKR. Mn.) | Value US \$ ('000) | Total exported to world (LKR. Mn.) | % Exported to PK. | % Share to product Total | Average Price F.O.B (Rs/Kg) |
|------|--|------------------|--------------------|------------------------------------|-------------------|--------------------------|-----------------------------|
| 1997 | 8376.6 | 395.8 | | 401.1 | 98.68 | 18.03 | |
| 1998 | 8869.5 | 450.8 | | 457.8 | 98.47 | 25.91 | |
| 1999 | 10691.6 | 604.6 | 8623 | 630.9 | 96.45 | 28.24 | 57.10 |
| 2000 | 13883.9 | 557.3 | 7354 | 586.7 | 94.98 | 24.78 | 40.28 |
| 2001 | 14915.7 | 606.1 | 6783 | 611.9 | 99.05 | 27.74 | 40.69 |

Source: customs/Dept of commerce

Copra has continuously been the highest or 2nd highest revenue earner for Sri Lanka in Pakistan market. Sri Lanka's exports to Pakistan increased from LKR.557.3 Mn in 2001. More than 90 percent of Sri Lanka's total copra exports have been made to Pakistan during last few years. Export figures shows that the quantity has increased continuously but the value has fluctuated, due to price differences. Therefore copra is concerned, Pakistan is most important trading partner for Sri Lanka, and during year 2001 over 99 percent of copra has exported to the Pakistan. Thus it has achieved the maximum capacity and there may be further scope to increase the production and exports to this market. At the same time, it may be advisable to look at other markets too, which maximizes the net benefit to Sri Lanka.



Value of Pakistan Imports of Copra

In year 1999/2000, Pakistan's Copra imports were consisted of over 97 percent from Sri Lanka. Therefore Sri Lanka has become the main supplier of this product to Pakistan. Malaysia is the second largest supplier, but the volume of export has decreased due to poor quality of copra from Malaysia. Small volumes of copra are being smuggled into Pakistan from India.

Values for the year 2000 are as follows,

SITC: 2231001(HS 1203)

| Product | Total Imports from the world CIF PKR '000 | Imports from Sri Lanka CIF PKR'000 | % |
|------------------|--|---------------------------------------|------|
| Copra desiccated | 443,152 | 431,503 | 97.4 |
| Copra powder | 7,773 | 7,773 | 100 |

❖ Rate of Duty: unit of Qty/Kg is 10% of cif.

❖ Sales tax 15 %

(Source: FBS PK 1999/2000)

Top 5 Exporters of copra products to the Pakistan market in 2001

| <u>Company</u> | <u>Qty (Kg)</u> | <u>Value LKR</u> | <u>% of total copra exp.to PK(on value)</u> |
|------------------------------------|-----------------|------------------|---|
| 1.Hicom International | 4,238,750 | 163,602,350 | 26.99 |
| 2.Adamjee Lukmanjee & Sons Ltd. | 3,397,020 | 159,458,065 | 26.31 |
| 3.Sri Krishna corp. Ltd | 1,795,500 | 69,467,845 | 11.46 |
| 4.A R exports & imports | 1,489,580 | 52,918,280 | 8.73 |
| 5.Anuraj Agencies | 1,120,000 | 43,845,096 | 7.23 |

Source: EDB

There are around thirty Sri Lankan companies that have been exporting copra to Pakistan. Hicom International and Adamjee Lukmanjee & Sons Ltd continue to be the main exporters of the product to Pakistan during the recent past

2.Tea (HS 09.02) (Tea whether or not flavored)

Although in year 2001, tea takes place the 2nd place in rank, it had been the top revenue earner before 1999.

Sri Lanka exports of tea to Pakistan: 1997-2001

| Year | Quantity | Value (LKR. Mn.) | Growth Rate | Value (US\$ Mn) | Average F.O.B price |
|------|----------|------------------|-------------|-----------------|---------------------|
| 1997 | 5190.3 | 665.6 | | 8.840 | |
| 1998 | 3195.8 | 457.2 | -45.58 | 9.127 | |
| 1999 | 4771.6 | 520.1 | 12.09 | 7.439 | |
| 2000 | 4088.5 | 601.6 | 13.55 | 8.319 | 183 |
| 2001 | 2691.1 | 555.0 | -8.39 | | 207 |

Source: Customs/Department of Commerce

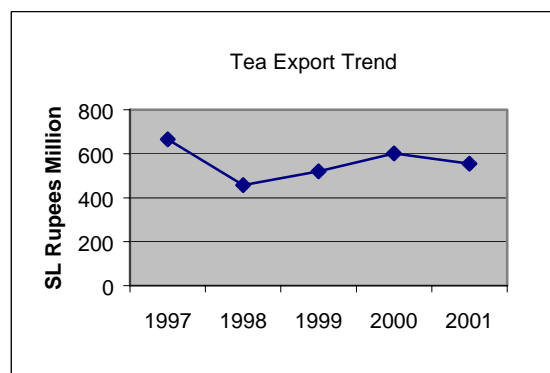
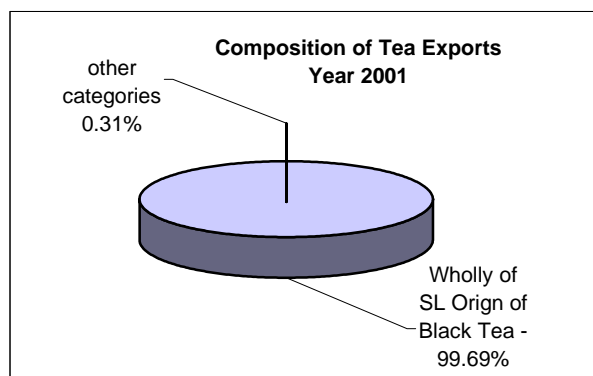
Tea exports to Pakistan have fluctuated during the period under consideration.

Composition of tea exports from Sri Lanka to Pakistan.

| | 1999 | % | 2000 | % | 2001 | % |
|---|--------------------|-------|--------------------|-------|--------------------|-------|
| Tea whether or not Flavored | 520,104,300 | | 601,603,922 | | 455,031,106 | |
| Black Tea packets not exceeding 1 kg | 33,483 | 0.01 | - | - | 1,217,666 | 0.27 |
| Black Tea Bags | 34,276 | 0.01 | 1,417,645 | 0.24 | 136,706 | 0.03 |
| Black Tea other | 48,415 | 0.01 | 3,281,294 | 0.55 | 9,505 | 0.00 |
| Wholly of Sri Lanka Origin of Black Tea | 519,028,791 | 99.79 | 594,279,489 | 98.78 | 453,626,066 | 99.69 |
| Foreign Tea Blended with SL Black Tea | 925,852 | 0.18 | 2,625,494 | 0.44 | 15,973 | 0.00 |
| Foreign Tea in Bulk | - | - | - | - | 20,721 | 0.00 |
| Other Black Tea in Bulk | 33,483 | 0.01 | - | - | 4,469 | 0.00 |

Source: EDB

Value in Sri Lanka Rupees



The major portion of tea exports that has penetrated the Pakistan market during the period under review consist of “wholly of Sri Lanka origin Black Tea”, black tea packets, Black Tea bags. During the past three years, “wholly of Sri Lanka origin Black Tea in bulk” has been the biggest foreign exchange earner in this market for Sri Lanka, bringing in earnings totalling LKR Million 519, Rs Mn.594.3 and LKR Mn. 453.6 in 1999, 2000 and 2001 respectively. It was 99.7 percent of total tea exports shipped to Pakistan last year (see the chart) and 98.78 & 99.79 in 2000 & 1999 respectively. During 2001, there is a significant drop in exports of Sri Lankan Black tea blended with foreign tea in compared to year 2000. It was around RS 2.6 million in year 2000 and LKR 0.015 Mn in year 2001.

Analysis of H 09.02.40.01 (wholly of Sri Lanka origin Black Tea)

| Year | Total exports to world (LKR. Mn.) | Total exports to Pakistan | % Share exported to Pakistan | % Share to total Product value exported to PK |
|------|-----------------------------------|---------------------------|------------------------------|---|
| 1997 | 20,902.2 | 660.8 | 3.16 | 30.1 |
| 1998 | 26,015.8 | 456.2 | 1.75 | 26.23 |
| 1999 | 24,028.9 | 519.0 | 2.16 | 24.08 |
| 2000 | 29,104.8 | 594.3 | 2.04 | 26.42 |
| 2001 | 30,406.9 | 453.6 | 1.49 | 20.76 |

Source: EDB

These trade statistics shows that tea is a major revenue earner to Sri Lanka in Pakistan market (24% in 1999 & 21 % in 2001). But, it is very small portion of the total tea exported to the world. (1 to 2 percent) and also the share is declining. Because, most of the Sri Lanka teas are dominate in the European market.

Tea imports by Pakistan

| Year (June – July) | Total import from world | | Imports from Sri Lanka H09.02.40.01 | | Pakistan imports as a % of total |
|-----------------------|-------------------------|----------|-------------------------------------|----------|----------------------------------|
| | MT | US \$ Mn | MT | US \$ Mn | |
| 96/97 | 86871 | 134.2 | 4131 | | 4.7 |
| 97/98 | 111,559 | 226.7 | 3799 | | 3.4 |
| 98/99 | 107,708 | 222.9 | 4435 | 7.353 | 4.1 |
| 99/2000 | 111,426 | 210.4 | 4171 | 7.842 | 3.72 |
| 2000/01 (July to May) | 106,822 | 198.7 | | 5.076 | 2.55 |

Source: Pakistan Trade Review & International Tea Committee

This trade figures shows that Sri Lanka is not a main supplier of tea to Pakistan market. Kenya, Indonesia and China are the main suppliers of tea to Pakistan.

Major suppliers of Tea to Pakistan and category wise Tea imports by Pakistan in 1999/2000.

| <u>Country</u> | <u>Green tea HS 0902.2</u> | <u>%</u> | <u>Tea Dust</u> | <u>%</u> | <u>Black Tea HS 0902.4</u> | <u>%</u> |
|----------------|--------------------------------|-------------|-----------------|-------------|--------------------------------|-------------|
| Total | 72,677 | | 82,979 | | 10,737,698 | |
| China | 26,944 | 37.1 | 12,153 | 14.6 | | |
| Indonesia | 23,066 | 31.7 | 1,567 | 1.9 | 640,702 | 6.0 |
| Vietnam | 12,746 | 17.5 | 52,574 | 63.4 | | |
| Kenya | | | 3,350 | 4.1 | 7,531,326 | 70.1 |
| Tanzania | | | | | 465,673 | 4.3 |
| Bangladesh | | | | | 334,018 | 3.1 |
| Burundi | | | | | 273,799 | 2.5 |
| Malaysia | | | | | 107,911 | 1.0 |
| Ruanda | | | | | 450,944 | 4.2 |
| S/Africa | | | | | 117,639 | 1.1 |
| Sri Lanka | | | 1389 | 1.7 | 414,262 | 3.9 |
| Other | 9921 | 13.65 | 11,946 | 14.0 | 301,424 | 2.8 |

Value: PK RS

Source: FBS - 1999/2000

- ❖ Rate of Duty - Green Tea not fermented 25%
 - Other Black Tea 25%
- ❖ Sales Tax 15%

It has reported that Pakistan consumer preference is mainly for strong CTC tea from Kenya and other East African Countries. Therefore export of tea from Sri Lanka to Pakistan has decreased over the years.

Major Sri Lankan Tea Exporters & Their Shares-2001

| | Value in LKR | % |
|-------------------------|------------------|------|
| Tea Packets | 1,217,666 | |
| RANFER TEAS PVT LTD | 879,510 | 72.2 |
| HERITAGE TEAS PVT LTD | 323,156 | 26.5 |
| ACE CARGO PVT LTD | 9,000 | 0.7 |
| GREENWAY PRIVATE LTD | 6,000 | 0.5 |
| Tea Bags | 146,211 | |
| CEYLON TEA SERVICES LTD | 101,023 | 69.1 |
| M J F TEAS PVT LTD | 35,683 | 24.4 |
| HERITAGE TEAS PVT LTD | 9,505 | 6.5 |

| | | |
|-------------------------------|--------------------|------|
| Tea In Bulk | 453,626,066 | |
| STANDARD TRADING CO (PVT) LTD | 322,936,982 | 71.2 |
| UNILEVER CEYLON LTD | 114,291,795 | 25.2 |
| ANVERALLY & SONS (PVT) LTD | 8,239,018 | 1.8 |
| AKBAR BROTHERS | 5,186,309 | 1.1 |
| RANFER TEAS PVT LTD | 2,346,399 | 0.5 |
| Other Tea | 41,163 | |
| M J F TEAS PVT LTD | 21,820 | 53.0 |
| CEYLON TEA SERVICES LTD | 14,874 | 36.1 |
| ARAMEX AIRBORNE LANKA PVT LTD | 4,144 | 10.1 |
| DRH LOGISTICS LANKA PVT LTD | 325 | 0.8 |

Source: EDB

Tea is considered as an important commodity in Pakistan. It also the cheapest refresher to the Pakistan consumers. The annual total tea imports in to Pakistan is ranging from 135 Mn Kg. to 140 Mn Kgs. Out of which only 110-115 Mn Kgs. are legally imported while the balance is smuggled to Pakistan. Around 53% of the total tea imports in to Pakistan are supplied from Kenya. In addition other African countries share accounts for 16%. From the Asian Region Indonesia and Bangladesh holds for 11% and 7% respectively while Sri Lanka holds only 4%. Sri Lanka tea is mainly purchased by the tea blending companies.

According to the market sources, there had been an upward trend of Kenyan tea prices in the world market in 1997, which had prompted importers of tea in Pakistan to look for alternative sources of suppliers of tea. In order to seize this opportunity, India sent a tea delegation to Pakistan in 1998 and it was reported that imported had concluded the contracts to import nearly 1 Mn. Kg of tea from India. However, the supplies of total contract of 1 Mn Kg. of tea was not completed due to estranged trade relations between India and Pakistan and the quantity imported to Pakistan also were purely by tea blending companies.

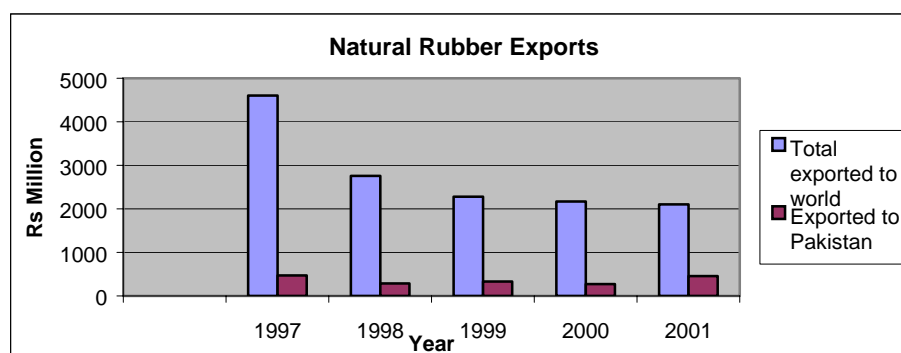
Source: Dept. of commerce

3. Natural Rubber (HS 4001)

The third highest revenue earning product group in the Pakistan market in 2001 is export of natural rubber.

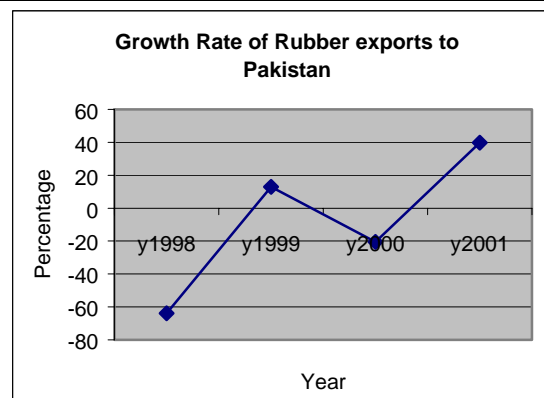
Sri Lankan Exports of Natural Rubber to Pakistan.

| Year | Total exported (LKR Mn) | Exportes to Pakistan (LKR. Mn) | Share % | Export trend |
|------|-------------------------|--------------------------------|---------|--------------|
| 1997 | 4599.6 | 470.1 | 10.22 | |
| 1998 | 2757.5 | 286.9 | 10.41 | -63.86 |
| 1999 | 2282.9 | 329.3 | 14.43 | 12.88 |
| 2000 | 2168.4 | 273.4 | 12.61 | -20.45 |
| 2001 | 2106.5 | 454.5 | 21.58 | 39.85 |



A considerable amount of rubber export goes to Pakistan market. The share has recorded a significant increase in 2001. This was due to huge increase of all natural rubber categories namely crepe rubber, RSS4 & RSS5.

According to the statistics, it must be also noted that natural rubber exports from Sri Lanka to global markets in general have undergone a decline during this period. But Sri Lanka rubber exports to Pakistan have increased during the year 2001.



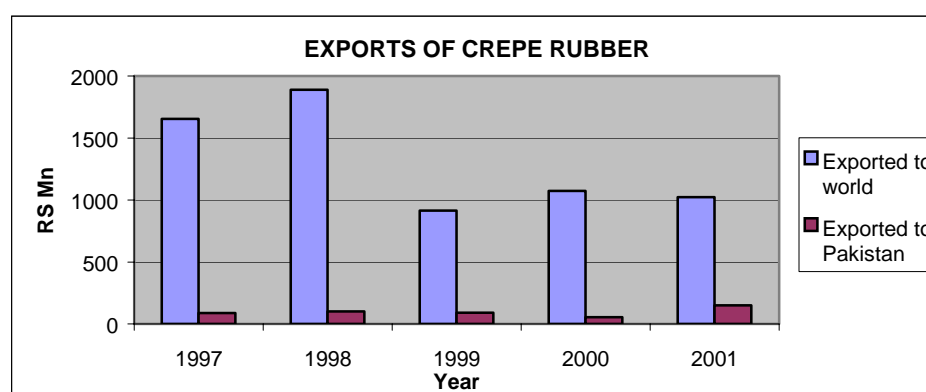
The composition of natural rubber exports

The major items coming under natural rubber are Crepe Rubber, RSS4 (smoked sheets) & RSS5 (smoked sheets).

1. Crepe Rubber H 40.01.29.02

| Year | Exported to world LKR Million | Exported to Pakistan (LKR Mn) | Value in US \$ Mn. | Share% to world total | % Share to product total to PK |
|------|-------------------------------|-------------------------------|--------------------|-----------------------|--------------------------------|
| 1997 | 1654.9 | 88.3 | | 3.02 | 2.00 |
| 1998 | 1887.7 | 100.1 | | 7.4 | 5.75 |
| 1999 | 914.9 | 90.1 | 1.28 | 9.85 | 4.18 |
| 2000 | 1072.8 | 53.2 | 0.7 | 4.96 | 2.37 |
| 2001 | 1023.8 | 150.1 | 1.68 | 14.67 | 8.17 |

Source: EDB



The total Natural rubber exports has increased in 2001 due to sharp increase in crepe rubber exports.

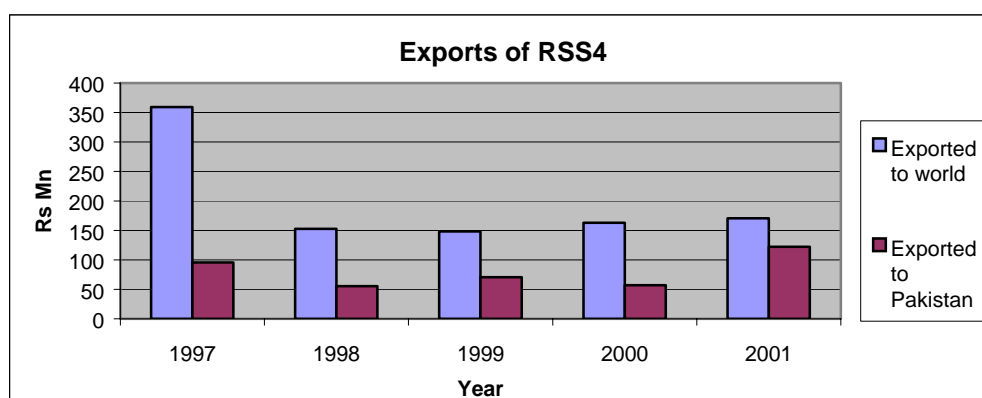
Major Sri Lankan Exporters of Crepe Rubber in 2001

| <u>Company</u> | <u>Value LKR Mn.</u> | <u>% of total Exports to PK</u> |
|----------------------------|----------------------|---------------------------------|
| Almar trading co. | 58.80 | 31.85 |
| Rajapakse trading pvt Ltd. | 47.69 | 25.83 |
| Hameed Bros. Colombo Ltd. | 23.51 | 12.74 |
| A.M Rahim & co. | 19.51 | 10.57 |
| Mackie & co. | 13.77 | 7.45 |

During this period, around 17 export companies have been the supplying Crepe Rubber to the Pakistan market with Almar Trading Co being the top supplier in 2001.

2. RSS4 (Smoked Sheets) HS 40012104

| Year | Exports to world (LKR Mn) | Exports to Pakistan (LKR Mn) | Value in US \$ | % Share to world total | % Share to total product exports toPK |
|------|---------------------------|------------------------------|----------------|------------------------|---------------------------------------|
| 1997 | 359.26 | 95.84 | | 26.68 | 4.37 |
| 1998 | 152.65 | 55.38 | | 36.28 | 3.18 |
| 1999 | 148.11 | 70.9 | 1.01 | 47.91 | 3.29 |
| 2000 | 163.27 | 56.8 | 0.75 | 34.77 | 2.52 |
| 2001 | 170.46 | 122.1 | 1.37 | 71.64 | 5.59 |

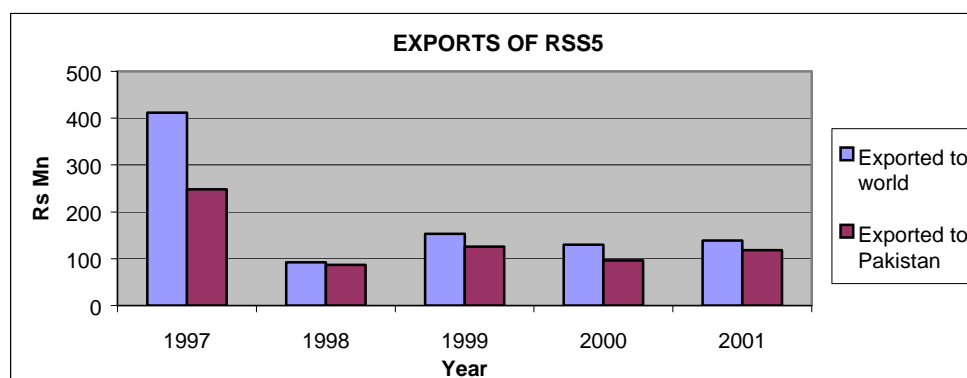


There is a significant increase (about 40 %) in export of this category during year 2001.

3. RSS 5 (Smoked Sheets) H 40.01.21.05

| Year | Exports to world | Exports to Pakistan | % Share to world total | % Share to product total |
|------|------------------|---------------------|------------------------|--------------------------|
| 1997 | 411.44 | 248.07 | 60.29 | 11.3 |
| 1998 | 92.48 | 86.86 | 93.92 | 4.99 |
| 1999 | 153.36 | 125.97 | 82.14 | 5.84 |
| 2000 | 129.96 | 96.12 | 73.96 | 4.27 |
| 2001 | 138.86 | 118.22 | 85.13 | 5.41 |

Value in SL Rupees Million



More than 80% of total exports of this product go to Pakistan market. That trend has been continued during that period other than the year 1997 & 2000.

Top 5 exporters of sheet rubber to the Pakistan market in 2001

| <u>Company</u> | <u>Value (LKR Mn)</u> | <u>Share %</u> |
|---------------------------|-----------------------|----------------|
| Rajapakse trading co | 55.45 | 21.76 |
| Hameed Bros. Colombo | 47.16 | 18.38 |
| Makie & co | 43.31 | 16.88 |
| Eastern Merchants Ltd | 38.66 | 15.07 |
| Growth Management pvt Ltd | 15.61 | 6.08 |

In 2001, Rajapakse Trading Pvt Ltd was the biggest Sri Lankan supplier of sheet Rubber to Pakistan market, accounting for approximately 22 percent of total exports to Pakistan.

Value of Pakistan Imports (CIF) of all types of Rubber in 1999/2000

| HS No. | 40011009 | | 40012104/5 | | | | 40012902 | | | |
|--------------------------------|----------------------|------------|---------------|------------|---------------------------|------------|---------------------|-----------|---------------|-----------|
| SITC | 2311000 | | 2312100 | | 2312500 | | 2312901 | | 2312919 | |
| Natural Rubber category | Natural Rubber Latex | | Smoked Sheets | | Thech specified Na.Rubber | | Crepe Rubber sheets | | Other | |
| Total | 541,778 | % | 191507 | % | 113777 | % | 22643 | % | 186063 | % |
| Malaysia | 445,130 | 82 | 33509 | 17. | 49108 | 43. | | | | |
| Thailand | 49,430 | 9.1 | | | | | | | | |
| Singapore | 12,265 | 2.3 | | | | | | | | |
| Sri Lanka | 8,200 | 1.5 | 98108 | 51. | 2113 | 1.9 | 21998 | 97 | 100261 | 54 |

Figures are in Pakistan Rupees '000

Source: FBS

- ❖ **Rate of Duty 5 %**
- ❖ **Sales Tax 15 %**
- ❖ **Concessions granted by Pakistan to all SAARC member countries under the SAPTA Agreement 10 %**

Malaysia appears to be Sri Lanka's biggest competitor of exporting this product.

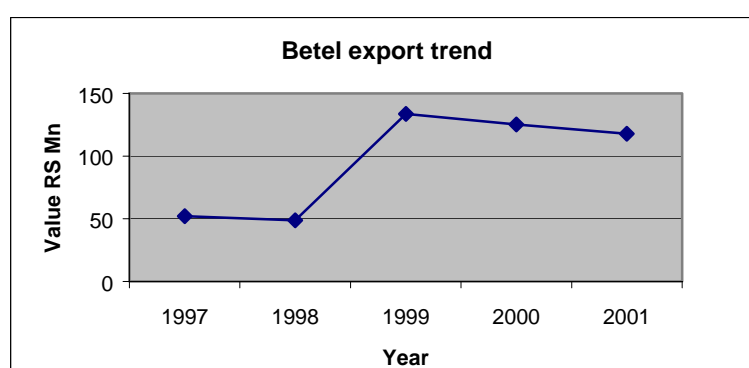
The main rubber product imported in to Pakistan is natural rubber latex, which exceeds 16,000 MT annually. Rubber is mainly imported for the use of manufacturing tires, tubes, spares for machinery equipment etc. Sri Lanka is the leading supplier of smoked rubber, which accounts 50 % of the total requirement. Thailand is emerging as a competitor for Sri Lanka and imports from Thailand has been increasing due to the fact that CIF prices of Sri Lanka smoked rubber sheets are higher than that of Thailand.

4. Betel Leaves (H 14049002)

Betel Leaves are the next highest revenue earner to Sri Lanka in Pakistan Market. Almost all the Betel export of Sri Lanka goes to Pakistan market. It was 99.56 % in 2001. (See Table)

| Year | Total exported to world | Total exported to Pakistan | | Share to world exports | Share to product total to PK | |
|------|-------------------------|----------------------------|--------|------------------------|------------------------------|-------|
| | LKR Mn. | MT | LKR Mn | | | US \$ |
| 1997 | 52.14 | 1726 | 52.09 | | 99.91 | 2.37 |
| 1998 | 48.94 | 1318 | 48.89 | | 99.9 | 2.81 |
| 1999 | 134.09 | 1681 | 133.65 | 1.89 | 99.67 | 6.2 |
| 2000 | 126.61 | 1576 | 125.23 | 1.65 | 98.91 | 5.57 |
| 2001 | 118.24 | 1328 | 117.72 | 1.32 | 99.56 | 5.39 |

Source: EDB, Dept. of Commerce



Sri Lanka's export of betel leaves decreased from LKR 125 Mn in 2000 to LKR 118 Mn in 2001.

Value of Pakistan Imports of betel leaves in 1999/2000

SITC: 2924908

| <u>Country</u> | <u>value-PK Rs '000</u> | <u>share %</u> |
|----------------|-------------------------|----------------|
| Total | 310,212 | |
| Bangladesh | 42,123 | 13.6 |
| India | 26,096 | 8.4 |
| Thailand | 70,548 | 22.7 |
| Sri Lanka | 169,633 | 54.7 |

Source: FBS

- ❖ Rate of Duty Rs150/Kg
- ❖ Sales Tax 15%
- ❖ Concession granted by Pakistan under the SAPTA Agreement 15%

Pakistan imports 5000-6000 MT of betel leaves annually. About 78% of the total imports are originated from Sri Lanka (55%) and Thailand (23%). Other supplier countries such as Bangladesh and India contributed only 22% of the total volume of imports.

Top 5 exporters of betel leaves to Pakistan in 2001

| <u>Company</u> | <u>LKR Mn</u> | <u>Share %</u> |
|-----------------------------|---------------|----------------|
| Weerasiri Trading co | 57.69 | 49.01 |
| JNB Impex | 18.66 | 15.86 |
| Air express Inter. Services | 15.09 | 12.82 |
| Expo Lanka ltd | 13.39 | 11.38 |
| Ameen Trading | 5.78 | 4.91 |

Weerasiri Trading Company has continuously been the top exporter of betel leaves to Pakistan market having absorbed around 50 % of total exports to that market.

- Price of betel \$2.5/Kg
- Packing standards
 - in a basket 7 Kg
 - Weight of the basket 2 Kg
 - Gross 9 Kg

Therefore Invoice value/basket $\$2.5 * 7 = \$ 17.5$

(Source: EXPO LANKA PVT LTD)

Sri Lankan betel leaves are very popular among Pakistani consumers. Karachi is the largest consumer of betel leaves followed by Lahore. Local produced betel leaves is now available in the market. The annual volume expected from the local production is 125-150 MT.

Pakistan has extended 15 % preferential tariff concessions for betel leaves (H.S. 1404.90.20) imported from Bangladesh under SAPTA, under the category of Least Developed country. This has changed the pattern of imports of betel leaves in to Pakistan.

The betel leaves imported from Sri Lanka is regarded as the high quality compared to the leaves from other suppliers. Consumer demand is therefore, higher for Sri Lankan produce. However, Sri Lanka is facing a competition from Thai and Bangladesh suppliers as well as Pakistani local producers. According to the market information consumer demand is increasing for low quality betel leaves because of the low price.

Source: Dept of Commerce

5. Desiccated Coconut (DC) (H 080111)

| Year | Total exported to world | To Pakistan | | % to world total | % to product total | Average FOB price (Rs/Kg) |
|------|-------------------------|-------------|---------|------------------|--------------------|---------------------------|
| | | Kg | LKR Mn. | | | |
| 1997 | 4270.4 | 1.98 | 126.28 | 2.96 | 5.75 | |
| 1998 | 2975.17 | 1.13 | 70.04 | 2.35 | 4.03 | |
| 1999 | 5095.24 | 1.49 | 118.68 | 2.33 | 5.51 | |
| 2000 | 4950.57 | 2.83 | 154.82 | 3.13 | 6.88 | 59.83 |
| 2001 | 2835.59 | 1.87 | 96.36 | 3.4 | 4.41 | 56.33 |

Source: EDB, Dept. of Commerce

It can clearly see that year 2000 was a favorable year for DC market. But there is a significant drop of DC exports to Pakistan market as well as to the world during year 2001. It is more than 60 percent drop. Pakistan DC market is absorbs marginally 5 percent of total products exports to Pakistan.

The main reason for the drop of DC production is the drought and Planters claim that the high price of fertilizer has directly affected to their products and they expect a subsidy. Pakistan is concerned, the DC market has also seems a declining trend.

According to the exporter's views, they have been faced problems with Pakistani buyer's payment system. Due to that reason most of the exporters are reluctant to do business with Pakistan.

Import values of Pakistan in 2000

SITC: 2231001

| <u>Copra desiccated</u> | <u>PK Rs '000</u> |
|-------------------------|-------------------|
| Total imports | 443,152 |
| From Sri Lanka | 431,503 |
| Share | 97.4% |

Source: FBS

- ❖ Rate of Duty 45%
- ❖ Sales Tax 15%
- ❖ Concession granted by Pakistan for LDCs under the SAPTA agreement-10%

Top Sri Lankan exporters of DC to Pakistan market in 2001

| <u>Company</u> | <u>Value LKR. Mn</u> | <u>% share</u> |
|--------------------------|----------------------|----------------|
| Adamjee Lukmanjee & sons | 58.32 | 60.0 |
| Adamexpo | 15.34 | 15.92 |
| Eastern Merchant | 4.41 | 4.58 |
| Vallbel exports pvt | 3.34 | 3.47 |
| Saboor Chatoor & co ltd | 3.34 | 3.46 |

Source: EDB

Adamjee Lukmunjee has been the top Sri Lankan exporter of DC to Pakistan market, contributing more than 60 percent.

6.Coconut in the Shell, Fresh (H 08.01.19.01)

| Year | Total World exports | Exports to Pakistan | % Share to world total | % Share to products total to Pakistan |
|------|---------------------|---------------------|------------------------|---------------------------------------|
| 1997 | 269.4 | 39.52 | 14.67 | 1.8 |
| 1998 | 291.97 | 56.56 | 19.37 | 3.25 |
| 1999 | 401.64 | 80.33 | 20 | 3.73 |
| 2000 | 477.94 | 11.98 | 23.43 | 4.98 |
| 2001 | 461.33 | 83.53 | 18.11 | 3.82 |

Value in million Rupees (SL)

Source: EDB

More than 20 percent of Sri Lanka's total exports to world have been exported to Pakistan during the year 2000. The share of Pakistan exports has decreased in year 2001. But there are opportunities to further increase of coconut products to Pakistan Market.

Fresh Coconut imports by Pakistan (2000)

| SITC no. | 577101 | 577102 | 577103 |
|--------------------|----------------------|----------------------|----------------------|
| | Coconut fresh | Coconut dried | Coconut seeds |
| Total Imports | 57,424 | 126,405 | 36,069 |
| Indonesia | | 5,296 (4.2%) | |
| Malaysia | | 13,598 (10.8%) | |
| Import from SL | 56,718 | 106,461 | 34,867 |
| Market share of SL | 98.8 | 84.2 | 96.7 |

Value in PK Rs (Thousands).

Source: FBS

Sri Lanka has become the principal supplier of all types of coconut products to Pakistan market, having a market share of more than 90 percent. (Average)

Top 5 exporters of coconut fresh nuts in year 2001

| | <u>SL RS Mn</u> | <u>Share</u> |
|-----------------------------|-----------------|--------------|
| Minhas Exports | 23.23 | 27.8 |
| AR Export & imports | 19.06 | 22.8 |
| Expolanka Ltd | 18.59 | 22.3 |
| Consolidated Business syst. | 6.54 | 7.8 |
| Farsana Exports | 4.68 | 5.6 |

Source: EDB

7. Vegetable materials of a kind used primarily in Brooms or in Brushes**Coconut Ekels (H 14.00.90.01)**

| Year | Total world exports | Exports to Pakistan | US \$ Mn | % Share to world total | % Share to product total |
|------|---------------------|---------------------|----------|------------------------|--------------------------|
| 1997 | 82.41 | 88.6 | | 97.01 | 3.67 |
| 1998 | 86.79 | 84.51 | | 96.7 | 3.71 |
| 1999 | 58.43 | 56.89 | .81 | 97.37 | 2.64 |
| 2000 | 67.4 | 65.51 | .87 | 97.19 | 2.91 |
| 2001 | 64.7 | 62.65 | .7 | 96.83 | 2.87 |

Value in SL Rs Mn.

Source: EDB.

Sri Lanka has performed extremely well in this product for last five-year period.

Sri Lanka's share in this market is very considerable and our Coconut Ekels market solely depends on the Pakistan market. Pakistan, being the number one buyer of Sri Lanka Coconut Ekels this segment of Coconut market is of utmost important to Sri Lanka.

8.Fruits, Dries

Tamarind (H 08.13.40.01)

| Year | Total Exports to the world | Exports to Pakistan | % Share to world total | % Share to product total |
|------|----------------------------|---------------------|------------------------|--------------------------|
| 1997 | 77.24 | 72.93 | 94.43 | 3.32 |
| 1998 | 12.38 | 10.16 | 82.10 | 0.58 |
| 1999 | 63.13 | 44.99 | 71.27 | 2.09 |
| 2000 | 23.54 | 20.16 | 85.66 | 0.90 |
| 2001 | 40.27 | 35.84 | 88.99 | 1.64 |

Value in SL Rs Mn.

Source: EDB

According to the trade statistics, more than 80 percent (average) of total exports of tamarind go to Pakistan market. But in terms of the value of exports, there were significant fluctuations during the past five-year period.

9. Nutmeg (H 09.08.10)

| Year | Total Exports to the world | Exports to Pakistan | % Share to world total | % Share to product total |
|------|----------------------------|---------------------|------------------------|--------------------------|
| 1997 | 57.16 | 12.97 | 22.7 | 0.59 |
| 1998 | 104.54 | 20.3 | 19.42 | 1.17 |
| 1999 | 257.74 | 20.16 | 7.82 | 0.94 |
| 2000 | 342.01 | 23.04 | 6.74 | 1.02 |
| 2001 | 301.6 | 23.01 | 7.63 | 1.05 |

Value in SL Rs Mn.

Source: EDB

The value of export of Nutmeg from Sri Lanka recorded a drastic decline to 7 percent in year 2001 from 23 percent in 1997.

10.Mace (H 09.08.20)

| Year | Total Exports to the world | Exports to Pakistan | % Share to world total | % Share to product total |
|------|----------------------------|---------------------|------------------------|--------------------------|
| 1997 | 31.06 | 1.7 | 5.48 | 0.08 |
| 1998 | 19.11 | | | |
| 1999 | 53.72 | 2.99 | 5.56 | 0.14 |
| 2000 | 78.05 | 5.51 | 7.06 | 0.25 |
| 2001 | 44.85 | 13.44 | 29.96 | 0.62 |

Value in SL Rs Mn.

Source: EDB

Sri Lanka has become an important supplier of mace to Pakistan, having a market share of 30 percent in 2001.

The values of import of spices in to Pakistan from major suppliers are presented in following table .As a whole, Singapore continued to be the main supplier of all types of spices to Pakistan, recording more than 20 percent.

Spices Imported by Pakistan in year 2000.

| SITC | 75250 | | 752502 | | 752503 | | 752400 | |
|------------------|---------------|-------------|---------------|------|----------------|------|---------------|------------|
| | Nutmeg | % | Mace | % | Cardamom | % | Cloves | % |
| Total | 15,488 | | 42,334 | | 116,009 | | 58,324 | |
| Singapore | 4,184 | 27.0 | 12,253 | 28.9 | 25,018 | 21.6 | 29,327 | 50.3 |
| Indonesia | | | 15,219 | 35.9 | | | 6,345 | 10.9 |
| Guatemala | | | | | 46,922 | 40.4 | | |
| Dubai | | | | | | | 9,988 | 17.1 |
| Sri Lanka | 9,840 | 63.5 | | | - | - | 849 | 1.5 |

Value in PK Rs '000

Source: FBS

- Rate of duty 20%
- Sales tax 15%

Major Sri Lankan exporters of Nutmeg & Mace in Year 2001

| | <u>LKR Mn.</u> | <u>Share</u> |
|--------------------------|----------------|--------------|
| Ishana Spice Export | 13.03 | 35.73 |
| Saboor Chatoor & Co | 11.87 | 32.55 |
| Spice of Life Pvt Ltd | 9.62 | 26.39 |
| Adamjee Lukmanjee & Sons | 1.94 | 5.3 |

Source: EDB

6.2. STATISTICAL ANALYSIS OF POTENTIAL PRODUCTS FROM SRI LANKA

Note:

This analysis depends on the figures of the Federal Bureau of Statistics.

Import statistics published by the Federal Bureau of Statistics (FBS) represent the physical arrival of goods primarily of foreign origin from foreign countries in to Pakistan released by custom either directly or from the bond and intended for home consumption or for re- exportation.

Import data published by this bureau may not agree with the merchandise import of State Bank of Pakistan, which reflects the transfer of ownership of money.

- ❖ Method of valuation is CIF basis.

FBS figures are recognized at the time of moment of goods in to Pakistan's internal border. There is generally a time lag of 2 to 6 months in the transfer of money and physical entry of goods.

- ❖ Products are recorded on the basis of slandered international trade classification (SITC).
- ❖ Value: Pakistan Rupees in Thousands.

*Source: Federal Bureau of Statistics (FBS) Government of Pakistan
December 2000.*

The potential products to Pakistan are classified under six categories.

1. Currently exported & Sri Lanka is the main exporter of these goods to Pakistan.
2. Currently exported but the present level of exports could be further increased
3. Potential/exportable products (but currently not exported or exported in small quantities) – classification is based on the products that are included in the 'exportable product list' of the EDB.
4. Currently not exported but Sri Lanka has exported in year 1999 even in small quantities.
5. Products, which have high demand in Pakistan – based on import statistics of Pakistan.
6. Products that are exportable according to the product list of the EDB; however the market is small in Pakistan for these products – according to the import statistics of Pakistan.

CATEGORY 1**Currently exported & Sri Lanka is the main exporter of these goods to Pakistan**

(Value in Pakistan Rupees Thousands)

| | <u>Value of imports to Pakistan</u> (July 1999-June 2000) | <u>% of total Imports</u> |
|--|--|---------------------------|
|--|--|---------------------------|

[1]. SITC NO.0577101

COCONUTSFRESH

| | | |
|-----------|---------------|------|
| TOTAL | <u>57,424</u> | |
| SRI LANKA | 56,718 | 98.8 |

[2]. SITC NO.0577102

COCONUTS DRIED

| | | |
|------------|----------------|------|
| TOTAL | <u>126,405</u> | |
| AFGANISTAN | 178 | 0.1 |
| INDONESIA | 5,296 | 4.2 |
| MALAYSIA | 13,598 | 10.8 |
| SRI LANKA | 106,461 | 84.2 |

[3] SITC NO.0577103

COCONUTS, SEEDS

| | | |
|-----------|---------------|------|
| TOTAL | <u>36,069</u> | |
| SRI LANKA | 34,867 | 96.7 |

[4] SITC NO.0577200

BRAZIL NUTS

| | | |
|-----------|---------------|------|
| TOTAL | <u>42,640</u> | |
| SINGAPORE | 13,440 | 31.5 |
| SRI LANKA | 29,200 | 68.5 |

[5] SITC NO.02231001

COPRA DESICATED

| | | |
|-----------|----------------|------|
| TOTAL | <u>443,152</u> | |
| SRI LANKA | 431,503 | 97.4 |

[6]

COPRA POWDER

| | | |
|-----------|--------------|-----|
| TOTAL | <u>7,773</u> | |
| SRI LANKA | 7,773 | 100 |

CATEGORY 2**Currently exported but the present level of Exports could be further increased**

(Value in Pakistan Rupees Thousands)

| <u>Value of imports to Pakistan</u> <u>(July 1999-June 2000)</u> | <u>% of total</u> <u>imports</u> |
|---|-------------------------------------|
|---|-------------------------------------|

[1] SITC NO.0589300

| <u>PINEAPPLE (PREPARED/PRESERVED)</u> | | |
|--|----------------|------------|
| TOTAL | <u>124,750</u> | |
| CHINA | 8,410 | 6.7 |
| INDONESIA | 3,643 | 2.9 |
| PHILIPPINES | 10,083 | 8.1 |
| THAILAND | 89,373 | 71.6 |
| SRI LANKA | 895 | 0.7 |

[2] SITC NO.07441401

| <u>TEA DUST</u> | | |
|------------------------|---------------|------------|
| TOTAL | <u>82,979</u> | |
| KENYA | 52,574 | 63.4 |
| INDONESIA | 12,153 | 14.6 |
| TANZANIA | 3,350 | 4.0 |
| VIETNAM | 1,567 | 1.9 |
| SRI LANKA | 1,389 | 1.7 |

[3] SITC NO.0741409

| <u>OTHER BLACK TEA</u> | | |
|-------------------------------|-------------------|------------|
| TOTAL | <u>10,737,698</u> | |
| GANGLADESH | 334,018 | 3.1 |
| BRUNDI | 273,799 | 2.5 |
| INDONESIA | 640,702 | 6.0 |
| KENYA | 7,531,326 | 70.1 |
| MALAYSIA | 107,911 | 1.0 |
| RUANDA | 450,944 | 4.2 |
| S/AFRICA | 117,639 | 1.1 |
| TANZANIA | 465,673 | 4.3 |
| SRI LANKA | 414,262 | 3.9 |

[4] SITC NO.0751101

| <u>BLACK PEPPER</u> | | |
|----------------------------|----------------|------------|
| TOTAL | <u>153,867</u> | |
| INDONESIA | 25,849 | 16.8 |
| SINGAPORE | 21,337 | 13.9 |
| VIETNAM | 91,387 | 59.4 |
| SRI LANKA | 9,481 | 6.2 |

[5] SITC NO.0752200

| <u>CINNAMON FLOWER NOT CRUSHED/ GROUND</u> | | |
|---|---------------|------------|
| TOTAL | <u>99,681</u> | |
| CHINA | 77,383 | 77.6 |
| AUSTRALIA | 4,832 | 4.8 |
| HONG KONG | 3,128 | 3.1 |
| SRI LANKA | 1,209 | 1.2 |

[6] SITC NO.0752400

| <u>CLOVES</u> | | |
|----------------------|---------------|------------|
| TOTAL | <u>58,324</u> | |
| SINGAPORE | 29,327 | 50.3 |
| INDONESIA | 6,345 | 10.9 |
| DUBAI | 9,988 | 17.1 |
| SRI LANKA | 849 | 1.5 |

[7] SITC NO.0752501

| <u>NUTMEG</u> | | |
|----------------------|---------------|-------------|
| TOTAL | <u>15,488</u> | |
| SINGAPORE | 4,184 | 27.0 |
| SRI LANKA | 9,840 | 63.5 |

[8] SITC NO.2311000

| <u>NATURAL RUBBER LATEX</u> | | |
|------------------------------------|----------------|------------|
| TOTAL | <u>541,778</u> | |
| THAILAND | 49,430 | 9.1 |
| MALAYSIA | 445,130 | 82.2 |
| SINGAPORE | 12,265 | 2.3 |
| SRI LANKA | 8,200 | 1.5 |

[9] SITC NO.2312100

| <u>SMOKED SHEETS OF RUBBER</u> | | |
|---------------------------------------|----------------|-------------|
| TOTAL | <u>191,507</u> | |
| MALAYSIA | 33,509 | 17.5 |
| SRI LANKA | 98,108 | 51.2 |

[10] SITC NO.2312500

| <u>THECH. SPECIFIED NATURAL RUBBER</u> | | |
|---|----------------|------------|
| TOTAL | <u>113,777</u> | |
| MALAYSIA | 49,108 | 43.2 |
| SRI LANKA | 2,113 | 1.9 |

[11] SITC NO.2312901

| <u>GRAPE RUBBER SHEETS</u> | | |
|-----------------------------------|---------------|-------------|
| TOTAL | 22,643 | |
| SRI LANKA | 21,998 | 97.2 |

[12] SITC NO.2312919

| <u>NATURAL RUBBER</u> | | |
|------------------------------|---------|------|
| TOTAL | 186,063 | |
| SRI LANKA | 100,261 | 53.9 |

[13] SITC NO. 2511301

| <u>NEWS PAPER, OLD</u> | | |
|-------------------------------|--------|-----|
| TOTAL | 22,967 | |
| SRI LANKA | 446 | 1.9 |

[14] SITC NO.2511900

| <u>WASTE SCRAP OTHER PAPER/BORD</u> | | |
|--|----------------|------|
| TOTAL | <u>252,851</u> | |
| SINGAPORE | 48,305 | 19.1 |
| DUBAI | 54,724 | 21.6 |
| SRI LANKA | 445 | 0.2 |

[15] SITC NO.2690101

| <u>OLD CLOTHING</u> | | |
|----------------------------|------------------|------|
| TOTAL | <u>1,477,398</u> | |
| CANADA | 139,901 | 9.5 |
| GERMANY | 147,922 | 10.0 |
| S/KORIA | 220,110 | 14.9 |
| USA | 528,632 | 35.8 |
| ZAIRE | 221,645 | 15.0 |
| SRI LANKA | 1,251 | 0.1 |

[16] SITC NO.2882300

| <u>ALUMINIUM WASTE & SCRAP</u> | | |
|---|------------------|------|
| TOTAL | <u>1,166,256</u> | |
| NETHERLAND | 267,510 | 22.9 |
| DUBAI | 319,215 | 27.4 |
| SRI LANKA | 913 | 0.1 |

[17] SITC NO.2924908

| <u>BETEL LEAVES</u> | | |
|----------------------------|----------------|------|
| TOTAL | <u>310,212</u> | |
| BANGLADESH | 42,123 | 13.6 |
| INDIA | 26,096 | 8.4 |
| THAILAND | 70,548 | 22.7 |
| SRI LANKA | 169,633 | 54.7 |

[18] SITC NO.2929301

| <u>ROOM STICKS</u> | | |
|---------------------------|----------------|-------------|
| TOTAL | <u>192,372</u> | |
| INDONESIA | 118,137 | 61.4 |
| INDIA | 12,920 | 6.7 |
| SRI LANKA | 53,613 | 27.9 |

[19] SITC NO.3442000

| <u>GASEOUS HYDROCARB LIQUID</u> | | |
|--|------------------|------------|
| TOTAL | <u>1,031,815</u> | |
| SRI LANKA | 19,345 | 1.9 |

[20] SITC NO.4223100

| <u>COCONUT (COPRA)OIL CRUDE</u> | | |
|--|----------------|------------|
| TOTAL | <u>150,024</u> | |
| MALAYSIA | 108,593 | 72.4 |
| SINGAPORE | 30,210 | 20.1 |
| SRI LANKA | 8,602 | 5.7 |

[21] SITC NO.4223900

| <u>COCONUT OIL REFINED</u> | | |
|-----------------------------------|----------------|-------------|
| TOTAL | <u>108,172</u> | |
| SINGAPORE | 41,598 | 38.5 |
| MALAYSIA | 15,312 | 14.2 |
| DUBAI | 13,234 | 12.2 |
| SRI LANKA | 35,603 | 32.9 |

[22] SITC NO.5311100

| <u>DISPERSE DYES & PREPARATIONS</u> | | |
|--|----------------|------------|
| TOTAL | <u>500,583</u> | |
| CHINA | 224,464 | 44.8 |
| UK | 56,847 | 25.3 |
| USA | 25,769 | 45.3 |
| INDIA | 29,084 | 112.9 |
| SRI LANKA | 511 | 1.8 |

[23] SITC NO.5311600

| <u>REACTIVE DYES & PREPARATIONS</u> | | |
|--|------------------|------------|
| TOTAL | <u>1,231,736</u> | |
| CHINA | 42,875 | 3.5 |
| DUBAI | 52,057 | 4.2 |
| GERMANY | 114,013 | 9.3 |
| INDIA | 214,361 | 17.4 |
| JAPAN | 106,385 | 8.6 |
| S/KOREA | 253,477 | 20.6 |
| SWITZERLAND | 207,908 | 16.9 |
| SRI LANKA | 691 | 0.1 |

[24] SITC NO.5822909

| <u>PLATE</u> | | |
|---------------------|--------|-----|
| TOTAL | 61,383 | |
| SRI LANKA | 584 | 1.0 |

[25]

| <u>POLYETHYLENE GRAVITY>.94</u> | | |
|---|-----------|-----|
| TOTAL | 2,453,258 | |
| SRI LANKA | 397 | 0.0 |

[26] SITC NO.5911019

| <u>INSECTICIDES</u> | | |
|----------------------------|-----------|------|
| TOTAL | 3,552,143 | |
| CHINA | 1,426,585 | 40.2 |
| SRI LANKA | 1,288 | 0.0 |

[27] SITC NO.5914901

| <u>MOSQUITO COILS</u> | | |
|------------------------------|--------|------|
| TOTAL | 10,011 | |
| SRI LANKA | 1,004 | 10.0 |

[28] SITC NO.5977300

| <u>PREP. FOR TEXT</u> | | |
|------------------------------|---------|-----|
| TOTAL | 478,681 | |
| SRI LANKA | 834 | 0.2 |

[29] SITC NO.5989919

| <u>OTHER CHEMICAL PRODUCTS</u> | | |
|---------------------------------------|-----------|-----|
| TOTAL | 2,568,959 | |
| SRI LANKA | 485 | 0.0 |

[30] SITC NO.6251001

| <u>TYRES PNEUMATIC FOR CARS</u> | | |
|--|---------|-----|
| TOTAL | 489,711 | |
| SRI LANKA | 1,429 | 0.3 |

[31] SITC NO.6252000

| <u>TYRE PNEUMATIC FOR BUS & LORRY, TRUCK</u> | | |
|---|------------------|------------|
| TOTAL | <u>1,305,379</u> | |
| CHINA | 326,636 | 25.0 |
| DUBAI | 16,541 | 1.3 |
| FRANCE | 83,007 | 6.4 |
| INDIA | 320,445 | 24.5 |
| JAPAN | 150,541 | 11.5 |
| MALAYSIA | 5,149 | 0.4 |
| THAILAND | 206,018 | 15.8 |
| SRI LANKA | 297 | 0.0 |

[32] SITC NO.6255101

| <u>TYRES PNEUMATIC FOR TRCTORS</u> | | |
|---|----------------|------------|
| TOTAL | <u>215,495</u> | |
| CHINA | 28,714 | 13.3 |
| INDIA | 37,685 | 17.5 |
| MALAYSIA | 4,727 | 2.2 |
| RUSSIA | 29,943 | 13.9 |
| THAILAND | 3,727 | 1.7 |
| TURKEY | 80,703 | 37.5 |
| SRI LANKA | 2,035 | 0.9 |

[33] SITC NO.6413201

| <u>ART PAPER</u> | | |
|-------------------------|----------------|------------|
| TOTAL | <u>185,822</u> | |
| FINLAND | 66,416 | 35.7 |
| ITALY | 12,926 | 7.0 |
| S/KOREA | 5,792 | 3.1 |
| THAILAND | 9,958 | 5.4 |
| SRI LANKA | 703 | 0.4 |

[34] SITC NO.6417700

| <u>PAPER & BORD COATED KAOLIN</u> | | |
|--|----------------|------------|
| TOTAL | <u>622,517</u> | |
| CANADA | 4,965 | 0.8 |
| GERMANY | 75,277 | 12.1 |
| INDIA | 281 | 0.0 |
| INDONESIA | 159,986 | 25.7 |
| S/KOREA | 43,233 | 6.9 |
| SWEEDEN | 88,431 | 14.2 |
| THAILAND | 9,753 | 1.6 |
| SRI LANKA | 586 | 0.1 |

[35] SITC NO.6516300

SINGLE YARN TWIST/NOT,50 TURN

| | | |
|------------------|------------------|------------|
| TOTAL | <u>1,006,464</u> | |
| ASIAN COUNTRIES | 78,479 | 7.8 |
| INDONESIA | 86,222 | 8.6 |
| MALAYSIA | 156,762 | 15.6 |
| S/KOREA | 323,433 | 32.1 |
| THAILAND | 66,049 | 6.6 |
| SRI LANKA | 10,110 | 1.0 |

[36] SITC NO.6517400

SINGLE YARN <120 TURN

| | | |
|------------------|----------------|------------|
| TOTAL | <u>427,318</u> | |
| ASIAN COUNTRIES | 48,850 | 11.4 |
| BANGLADESH | 1,139 | 0.3 |
| GERMANY | 33,592 | 7.9 |
| RUSSIA | 75,361 | 17.6 |
| SRI LANKA | 1,507 | 0.4 |

[37] SITC NO.66244500

GLAZED CERAMIC FLAG & TILES

| | | |
|------------------|----------------|------------|
| TOTAL | <u>398,196</u> | |
| DUBAI | 45,054 | 11.3 |
| INDONESIA | 6,036 | 1.5 |
| ITALY | 31,335 | 7.9 |
| SPAIN | 266,015 | 66.8 |
| THAILAND | 1,856 | 0.5 |
| TURKEY | 9,045 | 2.3 |
| SRI LANKA | 4,450 | 1.1 |

[38] SITC NO.6644101

FLOAT GLASS NON WIRED

| | | |
|------------------|----------------|------------|
| TOTAL | <u>499,640</u> | |
| ASIAN COUNTRIES | 4,375 | 0.9 |
| CHINA | 93,061 | 18.6 |
| INDONESIA | 177,601 | 35.5 |
| MALDIVE ISLAND | 720 | 0.1 |
| SAUDI ARABIA | 79,153 | 15.8 |
| THAILAND | 41,380 | 8.3 |
| SRI LANKA | 335 | 0.1 |

[39] SITC NO.6755600

F-ROLL STAINLESS UNWORK < 600 mm

| | | |
|------------------|---------------|------------|
| TOTAL | <u>70,154</u> | |
| INDIA | 17,146 | 24.4 |
| UK | 45,866 | 65.4 |
| SRI LANKA | 1,134 | 1.6 |

[40] SITC NO.6757200

| <u>F-ROLL STAINLESS STEEL < 600 mm</u> | | |
|--|----------------|------------|
| TOTAL | <u>186,079</u> | |
| CHINA | 5,645 | 3.0 |
| INDIA | 38,810 | 20.9 |
| JAPAN | 34,976 | 18.8 |
| THAILAND | 54,765 | 29.4 |
| SRI LANKA | 5,003 | 2.7 |

[41] SITC NO.6995501

| <u>ELECTRODES FOR ELEC.WELD.B.MTL</u> | | |
|--|----------------|------------|
| TOTAL | <u>179,666</u> | |
| ASIAN COUNTRIES | 8,730 | 4.9 |
| CHINA | 115,777 | 64.4 |
| S/KOREA | 17,775 | 9.9 |
| THAILAND | 5,819 | 3.2 |
| SRI LANKA | - | 0.0 |

[42] SITC NO.7139200

| <u>PART NES COMPRESS-ING</u> | | |
|-------------------------------------|------------------|------------|
| TOTAL | <u>1,456,670</u> | |
| ASIAN COUNTRIES | 30,090 | 2.1 |
| CHINA | 724,717 | 49.8 |
| JAPAN | 222,185 | 15.3 |
| INDIA | - | 0.0 |
| BHUTAN | 2,543 | 0.2 |
| US | 78,459 | 5.4 |
| SRI LANKA | 1,271 | 0.1 |

[43] SITC NO.7526001

| <u>DATA PROCESSING PRINTERS</u> | | |
|--|----------------|------------|
| TOTAL | <u>624,521</u> | |
| ASIAN COUNTRIES | 3,184 | 0.5 |
| JAPAN | 101,448 | 16.2 |
| SINGAPORE | 278,466 | 44.6 |
| THAILAND | 10,369 | 1.7 |
| SRI LANKA | 36 | 0.0 |

[44] SITC NO.7526003

| <u>MONITOR</u> | | |
|-----------------------|----------------|------------|
| TOTAL | <u>972,563</u> | |
| ASIAN COUNTRIES | 23,179 | 2.4 |
| CHINA | 345,269 | 35.5 |
| INDIA | 6,099 | 0.6 |
| MALAYSIA | 190,808 | 19.6 |
| SINGAPORE | 110,335 | 11.3 |
| SRI LANKA | 2,005 | 0.2 |

[45] SITC NO.7599700

| <u>PARTS OF MACHINES OF GROUP 752</u> | | |
|--|------------------|------------|
| TOTAL | <u>4,041,947</u> | |
| ASIAN COUNTRIES | 243,836 | 6.0 |
| CHINA | 330,925 | 8.2 |
| DUBAI | 358,798 | 8.9 |
| MALAYSIA | 292,637 | 7.2 |
| SINGAPORE | 1,542,374 | 38.2 |
| THAILAND | 26,077 | 0.6 |
| US | 333,777 | 8.3 |
| SRI LANKA | 90 | 0.0 |

[46] SITC NO.7225500

| <u>OTHER SWITCHES</u> | | |
|------------------------------|---------------|------------|
| TOTAL | <u>53,213</u> | |
| ASIAN COUNTRIES | 4,905 | 9.2 |
| CHINA | 6,865 | 12.9 |
| INDIA | 4 | 0.0 |
| ITALY | 7,760 | 14.6 |
| JAPAN | 9,697 | 18.2 |
| THAILAND | 194 | 0.4 |
| SRI LANKA | 3 | 0.0 |

[47] SITC NO.8928100

| <u>PAPER & BOARD LABLE OF ALL KIND</u> | | |
|---|----------------|------------|
| TOTAL | <u>152,519</u> | |
| AUSTRALIA | 1,296 | 0.8 |
| CHINA | 2,343 | 1.5 |
| DUBAI | 7,658 | 5.0 |
| GERMANY | 5,530 | 3.6 |
| HONG KONG | 64,374 | 42.2 |
| INDIA | 318 | 0.2 |
| ITALY | 6,475 | 4.2 |
| UK | 7,537 | 4.9 |
| SRI LANKA | 4,949 | 3.2 |

[48] SITC NO.8928900

| <u>PRINTED MATTERS</u> | | |
|-------------------------------|---------------|------------|
| TOTAL | <u>41,212</u> | |
| DUBAI | 4,048 | 9.8 |
| INDIA | 21 | 0.1 |
| UK | 16,887 | 41.0 |
| SRI LANKA | 303 | 0.7 |

[49] SITC NO.8931901

| <u>BOXES, CASES OF PLASTIC</u> | | |
|---------------------------------------|---------------|------------|
| TOTAL | <u>23,660</u> | |
| EGYPT | 7,338 | 31.0 |
| FRANCE | 5,636 | 23.8 |
| GERMANY | 5,901 | 24.9 |
| SRI LANKA | 40 | 0.2 |

[50] SITC NO.8931909

| <u>OTHER ARTICLE FOR CONVEYANCE</u> | | |
|--|----------------|------------|
| TOTAL | <u>150,061</u> | |
| DUBAI | 35,713 | 23.8 |
| FRANCE | 19,224 | 12.8 |
| INDIA | - | 0.0 |
| TURKEY | 15,734 | 10.5 |
| US | 11,377 | 7.6 |
| SRI LANKA | 1,694 | 1.1 |

[51] SITC NO.8939919

| <u>OTHER ARTICLES OF PLASTIC</u> | | |
|---|----------------|------------|
| TOTAL | <u>373,380</u> | |
| CHINA | 30,552 | 8.2 |
| EGYPT | 33,303 | 8.9 |
| HONG KONG | 96,141 | 25.7 |
| INDIA | 130 | 0.0 |
| ITALY | 21,916 | 5.9 |
| SINGAPORE | 20,283 | 5.4 |
| SRI LANKA | 14,039 | 3.8 |

[52] SITC NO.8991119

| <u>MANUF; ARTICALS</u> | | |
|-------------------------------|------------------|------------|
| TOTAL | <u>1,974,786</u> | |
| CHINA | 122,038 | 6.2 |
| DUBAI | 534,135 | 27.0 |
| HONG KONG | 52,518 | 2.7 |
| INDIA | 1,068 | 0.1 |
| SINGAPORE | 85,730 | 4.3 |
| SRI LANKA | 826 | 0.0 |

[53] SITC NO.8997219

| <u>BROOMS & BRUSHES</u> | | |
|------------------------------------|---------------|-------------|
| TOTAL | <u>11,945</u> | |
| JAPAN | 4,089 | 34.23 |
| NORWAY | 1,266 | 10.60 |
| SRI LANKA | 822 | 6.88 |

CATEGORY 3**Potential/exportable products, but currently not exported or exported in small quantities**

(Classification is based on the products that are included in the 'exportable product list' of the EDB.)

(Value in Pakistan Rupees Thousands)

Value of imports to Pakistan % of total
(July1999- June2000) imports

[1] SITC NO.0545203

| <u>GINGER NOT DRIED</u> | | |
|--------------------------------|----------------|------------|
| TOTAL | <u>726,167</u> | |
| BURMA | 65,450 | 9.0 |
| CHINA | 195,929 | 27.0 |
| HONGKONG | 10,073 | 1.4 |
| NEPAL | 7,744 | 1.1 |
| INDIA | 60,321 | 8.3 |
| INDONESIA | 242,333 | 33.4 |
| THAILND | 127,925 | 17.6 |
| SRI LANKA | 0 | 0.0 |

[2] SITC NO.0577901

| <u>BETEL NUTS</u> | | |
|--------------------------|------------------|------------|
| TOTAL | <u>2,143,149</u> | |
| INDONESIA | 2,045,190 | 95.4 |
| MALAYSIA | 25,074 | 1.2 |
| THAILAND | 51,671 | 2.4 |
| SRI LANKA | - | 0.0 |

[3] SITC NO.0599100

| <u>PINEAPPLE JUICE</u> | | |
|-------------------------------|--------------|------|
| TOTAL | <u>2,698</u> | |
| PHILIPPINES | 2,094 | 77.6 |

[4] SITC NO.0711100

| <u>COFFEE</u> <u>UNROASTED, NOT DECAFFINATD</u> | | |
|--|---------------|------|
| TOTAL | <u>18,778</u> | |
| VIETNAM | 14,503 | 77.2 |
| SINGAPORE | 2,637 | 14.0 |

[5] SITC NO.0722000

COCOA POWDER WITHOUT SUGER

| | | |
|-----------|---------------|------|
| TOTAL | <u>42,106</u> | |
| MALAYSIA | 29,441 | 69.9 |
| SINGAPORE | 6,075 | 14.4 |

[6] SITC NO.0741200

OTHER GREEN TEA NOT FERMENTED

| | | |
|-----------|---------------|------|
| TOTAL | <u>72,677</u> | |
| CHINA | 26,944 | 37.1 |
| INDONESIA | 23,066 | 31.7 |
| VIETNAM | 12,746 | 17.5 |

[7] SITC NO.0752100

VANILLA

| | | |
|-------|--------------|------|
| TOTAL | <u>2,143</u> | |
| CHINA | 1,422 | 66.4 |

[8] SITC NO.0752502

MACE

| | | |
|-----------|---------------|------|
| TOTAL | <u>42,334</u> | |
| INDONESIA | 15,219 | 35.9 |
| SINGAPORE | 12,253 | 28.9 |
| SRI LANKA | - | 0.0 |

[9] SITC NO.0752503

CARDAMOMS (SMALL)

| | | |
|------------|----------------|------|
| TOTAL | <u>116,009</u> | |
| GUATHEMALA | 46,922 | 40.4 |
| SINGAPORE | 25,018 | 21.6 |
| SRI LANKA | - | 0.0 |

[10] SITC NO.2924929

PLANTS FOR PERFUM PHARM ETC.

| | | |
|------------|---------------|------|
| TOTAL | <u>87,314</u> | |
| AFGANISTAN | 17,506 | 20.0 |
| INDIA | 56,959 | 65.2 |

[11]

DIRECT/VAT DYES & ITS PREPARATIONS

| | | |
|-------|---------|--|
| TOTAL | 107,463 | |
|-------|---------|--|

[12] SITC NO.5334204

| <u>PAINTS</u> | | |
|----------------------|----------------|------------|
| TOTAL | <u>118,657</u> | |
| UK | 14,587 | 12.3 |
| MALAYSIA | 14,032 | 11.8 |
| SRI LANKA | - | 0.0 |

[13] SITC NO.6562105

| <u>WOVEN ARTICLE IN PIECE</u> | | |
|--------------------------------------|---------------|------------|
| TOTAL | <u>64,233</u> | |
| ASIAN COUNTRIES | 1,676 | 2.6 |
| GERMANY | 1,640 | 2.6 |
| HONG KONG | 45,247 | 70.4 |
| SINGAPORE | 2,282 | 3.6 |
| THAILAND | 406 | 0.6 |
| SRI LANKA | - | 0.0 |

[14] SITC NO.6795900

| <u>TUBE, PIPE FITTINGS OF 1/S NS</u> | | |
|---|----------------|------------|
| TOTAL | <u>358,226</u> | |
| AUSTRALIA | 10,618 | 3.0 |
| CHINA | 55,587 | 15.5 |
| JAPAN | 62,223 | 17.4 |
| SINGAPORE | 82,724 | 23.1 |
| THAILAND | 442 | 0.1 |
| UK | 40,746 | 11.4 |
| SRI LANKA | - | 0.0 |

[15] SITC NO.7438001

| <u>PARTS OF AIR PAMPS & COMPRESSORS</u> | | |
|--|----------------|------|
| TOTAL | <u>446,978</u> | |
| CHINA | 5,805 | 1.3 |
| ITALY | 83,355 | 18.6 |
| NEW ZELAND | 65,243 | 14.6 |
| THAILAND | 6,230 | 1.4 |
| US | 87,581 | 19.6 |

[16] SITC NO.8451101

| <u>BABIES GARMENT WOOL</u> | | |
|-----------------------------------|---------------|------|
| TOTAL | <u>59,900</u> | |
| CHINA | 13,810 | 23.1 |
| INDONISIA | 13,102 | 21.9 |
| THAILAND | 28,385 | 47.4 |

[17] SITC NO.8482201

| <u>GLOVES, RUBBER, SURGICAL</u> | | |
|--|---------------|------|
| TOTAL | <u>24,965</u> | |
| ASIAN COUNTRIES | 789 | 3.2 |
| CHINA | 1,994 | 8.0 |
| MALAYSIA | 14,164 | 56.7 |
| THAILAND | 7,117 | 28.5 |

[18] SITC NO.8512500

| <u>TENIS SHOES RUB/PLASTIC</u> | | |
|---------------------------------------|--------------|------|
| TOTAL | <u>9,891</u> | |
| CHINA | 4,604 | 46.5 |
| DUBAI | 1,616 | 16.3 |
| ITALY | 3,260 | 33.0 |

[19] SITC NO.8921902

| <u>BOOKS</u> | | |
|---------------------|----------------|------------|
| TOTAL | <u>312,970</u> | |
| HONG KONG | 13,983 | 4.5 |
| INDIA | 45,645 | 14.6 |
| MALAYSIA | 5,342 | 1.7 |
| NEPAL | 958 | 0.3 |
| SINGAPORE | 35,156 | 11.2 |
| SWITZERLAND | 1,384 | 0.4 |
| UK | 142,877 | 45.7 |
| SRI LANKA | 12 | 0.0 |

[20] SITC NO.8942919

| <u>TOYS</u> | | |
|--------------------|----------------|------------|
| TOTAL | <u>165,689</u> | |
| CHINA | 52,340 | 31.6 |
| DUBAI | 85,692 | 51.7 |
| HONG KONG | 11,721 | 7.1 |
| S/KOREA | 3,636 | 2.2 |
| SRI LANKA | - | 0.0 |

[21] SITC NO.8952101

| <u>BALL POINT PENS</u> | | |
|-------------------------------|---------------|------------|
| TOTAL | <u>17,676</u> | |
| GERMANY | 3,908 | 22.1 |
| JAPAN | 6,056 | 34.3 |
| SRI LANKA | - | 0.0 |

[22] SITC NO.8952309

| <u>OTHER PENCILS</u> | | |
|-----------------------------|--------|--|
| TOTAL | 21,893 | |

[23]

IMITATION JEWELL; BASE METAL

| | |
|-------|-------|
| TOTAL | 4,832 |
|-------|-------|

[24] SITC NO.8972900

IMITATION JEWELLERY NON-PREC.METAL

| | |
|-------|--------|
| TOTAL | 11,127 |
|-------|--------|

[25] SITC NO.8998319

BUTTONS

| | | |
|-----------|---------------|------|
| TOTAL | <u>57,596</u> | |
| HONG KONG | 18,624 | 32.3 |
| JAPAN | 3,295 | 5.7 |
| SINGAPORE | 2,307 | 4.0 |
| US | 8,274 | 14.4 |

CATEGORY 4**Currently not exported but Sri Lanka has exported in 1999 in small quantities**

(Value in Pakistan Rupees Thousands)

| | <u>Value of imports to Pakistan</u> <u>(July 1999-June 2000)</u> | <u>% of total</u> <u>imports</u> |
|--|---|-------------------------------------|
|--|---|-------------------------------------|

[1] SITC NO.0222100

MILK SOLID CONTAIN FAT <= 1.5%Kg

| | | |
|------------------|----------|------------|
| TOTAL | 192796 | |
| AUS | 2670 | 1.4 |
| CHINA | 1027 | 0.5 |
| DENMARK | 4453 | 2.3 |
| IRISH | 23898 | 12.4 |
| NETHERLAND | 24218 | 12.6 |
| POLAND | 74580 | 38.7 |
| RUSSIA | 5186 | 2.7 |
| UK | 26533 | 13.8 |
| SRI LANKA | 0 | 0.0 |

[2] SITC NO.0542906

BLACK MATPE

| | | |
|------------------|---------------|------------|
| TOTAL | <u>543462</u> | |
| BURMA | 332463 | 61.2 |
| NAPAL | 36534 | 6.7 |
| SINGAPORE | 72400 | 13.3 |
| THAILAND | 54389 | 10.0 |
| SRI LANKA | 0 | 0.0 |

[3] SITC NO.0572102

LIMES FRESH OR DRIED

| | | |
|------------------|----------|------------|
| SRI LANKA | 0 | 0.0 |
|------------------|----------|------------|

[4] SITC NO.0572101

LEMONS FRESH OR DRIED

| | | |
|------------------|----------|------------|
| SRI LANKA | 0 | 0.0 |
|------------------|----------|------------|

[5] SITC NO.5311700

PIGMENTS & ITS PRODUCTS

| | | |
|------------------|----------------|------------|
| TOTAL | <u>872,982</u> | |
| CHINA | 229,866 | 26.3 |
| GERMANEY | 166,249 | 19.0 |
| S/KOREA | 67,910 | 7.8 |
| SRI LANKA | - | 0.0 |

[6] SITC NO.5411600

VITAMIN, ITS DERIVAT UNMIXED

| | | |
|------------------|----------|------------|
| TOTAL | 454,546 | |
| GERMANEY | 103,154 | 22.7 |
| JAPAN | 59,353 | 13.1 |
| SRI LANKA | - | 0.0 |

[7] SITC NO.5541103

SOAP

| | | |
|------------------|------------|------------|
| TOTAL | 82,264 | |
| TURKEY | 25,631 | 31.2 |
| DUBAI | 35,304 | 42.9 |
| SRI LANKA | 197 | 0.2 |

[8] SITC NO.5755303

NITRO CELLULOSE INCL. COLLODION

| | | |
|------------------|--------------|------------|
| TOTAL | 114,548 | |
| SRI LANKA | 1,287 | 1.1 |

[9] SITC NO.5755401

CARBOXIMETHYL CELULOSE IT SULT

| | | |
|------------------|--------------|------------|
| TOTAL | 35,795 | |
| SRI LANKA | 2,270 | 6.3 |

[10]

OTHER

| | | |
|------------------|--------------|------------|
| TOTAL | 153,823 | |
| SRI LANKA | 1,368 | 0.9 |

[11]

POLYMERIZATION PRODUCTS

| | | |
|------------------|------------|------------|
| TOTAL | 404,450 | |
| SRI LANKA | 436 | 0.1 |

[12] SITC NO.5759300

SILICONES IT PRIMARY FORMS

| | | |
|------------------|-----------|------------|
| TOTAL | 267,391 | |
| SRI LANKA | 10 | 0.0 |

[13] SITC NO.7239900

| <u>OTHER PARTS OF MACHINERY HEAD</u> | | |
|---|------------------|------------|
| 723 & 7443 | | |
| TOTAL | <u>2,121,585</u> | |
| DUBAI | 609,022 | 28.7 |
| INDIA | - | 0.0 |
| S/KOREA | 326,481 | 15.4 |
| SINGAPORE | 103,308 | 4.9 |
| THAILAND | 4,244 | 0.2 |
| USA | 489,956 | 23.1 |
| SRI LANKA | - | 0.0 |

[14] SITC NO.7244921

| <u>PARTS FOR MACHINE HEADING 7244</u> | | |
|--|------------------|------------|
| TOTAL | <u>1,004,978</u> | |
| CHINA | 137,052 | 13.6 |
| GERMANY | 199,652 | 19.9 |
| INDIA | 442 | 0.0 |
| JAPAN | 2,705 | 0.3 |
| UK | 146,219 | 14.5 |
| SRI LANKA | - | 0.0 |

[15] SITC NO.7284919

| <u>MACHINERY INDIVID FUNCTION</u> | | |
|--|------------------|------------|
| TOTAL | <u>1,583,325</u> | |
| ASIAN COUNTRIES | 175,435 | 11.1 |
| CHINA | 83,636 | 5.3 |
| INDIA | 750 | 0.0 |
| JAPAN | 385,234 | 24.3 |
| S/KOREA | 142,518 | 9.0 |
| THAILAND | 29,235 | 1.8 |
| SRI LANKA | - | 0.0 |

[16] SITC NO.7461000

| <u>BALL BEARINGS</u> | | |
|-----------------------------|----------------|------|
| TOTAL | <u>754,232</u> | |
| ASIAN COUNTRIES | 64,794 | 8.6 |
| CHINA | 162,842 | 21.6 |
| INDIA | 323 | 0.0 |
| JAPAN | 168,002 | 22.3 |
| S/KOREA | 15,929 | 2.1 |
| SINGAPORE | 97,593 | 12.9 |

[17] SITC NO.7522000

| <u>DIGITAL AUTOMATED DATA PROCESSING MACHINGS</u> | | |
|--|----------------|------------|
| TOTAL | <u>640,242</u> | |
| ASIAN COUNTRIES | 29,057 | 4.5 |
| MALAYSIA | 51,485 | 8.0 |
| SINGAPORE | 304,599 | 47.6 |
| UK | 39,809 | 6.2 |
| US | 45,655 | 7.1 |
| SRI LANKA | - | 0.0 |

[18] SITC NO.7649300

PARTS OF APPARANUT HEAD
Under heading 761,762,7643 & 7648

| | | |
|-----------------|------------------|------|
| TOTAL | <u>1,628,831</u> | |
| ASIAN COUNTRIES | 18,122 | 1.1 |
| CHINA | 212,357 | 13.0 |
| INDIA | 3,590 | 0.2 |
| S/KOREA | 780,192 | 47.9 |
| SINGAPORE | 242,471 | 14.9 |
| THAILAND | 1,547 | 0.1 |
| SRI LANKA | - | 0.0 |

[19] SITC NO.8213102

METAL FURNITURE

| | | |
|-----------|--------------|------|
| TOTAL | <u>9,084</u> | |
| HONG KONG | 6,038 | 66.5 |

[20] SITC NO.8215102

WOODEN FURNITURE

| | | |
|----------|--------------|------|
| TOTAL | <u>2,973</u> | |
| US | 1,289 | 43.4 |
| MALAYSIA | 1,563 | 52.6 |

[21] SITC NO.8215300

FURNITURE -WOOD KITCHEN

| | | |
|-------|--------------|------|
| TOTAL | <u>2,099</u> | |
| ITALY | 948 | 45.2 |

[22] SITC NO.8215900

OTHER WOODEN FURNITURE

| | | |
|-----------|---------------|------|
| TOTAL | <u>16,312</u> | |
| HONG KONG | 6,344 | 38.9 |
| SINGAPORE | 1,862 | 11.4 |
| US | 3,343 | 20.5 |
| SRI LANKA | - | 0.0 |

[23] SITC NO.8722104

DISPOSABLE SYRINGERS

| | | |
|-----------|----------------|------|
| TOTAL | <u>258,428</u> | |
| CHINA | 2,132 | 0.8 |
| GERMANY | 31,885 | 12.3 |
| S/KOREA | 95,618 | 37.0 |
| SINGAPORE | 75,221 | 29.1 |
| THAILAND | 11,294 | 4.4 |
| SRI LANKA | - | 0.0 |

CATEGORY 5

Products, which have high demand in Pakistan-based on import statistics of Pakistan. (Value in Pakistan Rupees Thousands)

| | <u>Value of imports to Pakistan</u> (July 1999-June 2000) | <u>% of total</u> <u>imports</u> |
|--|--|-------------------------------------|
| [1] SITC NO.6735100 | | |
| <u>F-ROLL 1/S NOT CLAD H-ROLL >600</u> | | |
| TOTAL | <u>684,351</u> | |
| GERMANY | 33,401 | 4.9 |
| JAPAN | 13,516 | 2.0 |
| RUSSIA | 31,596 | 4.6 |
| S/AFRICA | 248,564 | 36.3 |
| SWITZERLAND | 54,208 | 7.9 |
| UKRAINE | 142,268 | 20.8 |
| SRI LANKA | - | 0.0 |

[2] SITC NO.6735200

| | | |
|---|-------------------------|------|
| <u>F-ROLL 1/S NOT CLAD C-ROLL > 600</u> | | |
| TOTAL | <u>1,824,681</u> | |
| BELGIUM | 257,732 | 14.1 |
| GERMANY | 590,218 | 32.3 |
| JAPAN | 106,067 | 5.8 |
| NETHERLAND | 132,635 | 7.3 |
| S/AFRICA | 341,418 | 18.7 |
| THAILAND | 4,221 | 0.2 |
| UK | 61,057 | 3.3 |
| US | 70,471 | 3.9 |

[3] SITC NO.6741300

| | | |
|--|-------------------------|------|
| <u>F-ROLL 1/S OTHER-PLATE ZINC >60</u> | | |
| TOTAL | <u>2,407,385</u> | |
| ASIAN COUNTRIES | 27,219 | 1.1 |
| BELGIUM | 294,024 | 12.2 |
| CANADA | 24,227 | 1.0 |
| GERMANY | 317,111 | 13.2 |
| INDIA | 1,998 | 0.1 |
| JAPAN | 442,900 | 18.4 |
| S/AFRICA | 380,964 | 15.8 |
| S/KOREA | 153,924 | 6.4 |
| THAILAND | 1,364 | 0.1 |
| USA | 297,263 | 12.3 |

[4] SITC NO.6742100

| | | |
|---|-------------------------|------|
| <u>F-ROLL 1/S PLATED /COAT IN > 600</u> | | |
| TOTAL | <u>1,427,521</u> | |
| AUSTRALIA | 16,071 | 1.1 |
| BELGIUM | 175,228 | 12.3 |
| GERMANY | 132,540 | 9.3 |
| INDIA | 2,235 | 0.2 |
| JAPAN | 28,778 | 2.0 |
| S/AFRICA | 358,886 | 25.1 |
| UK | 138,567 | 9.7 |
| SA | 306,740 | 21.5 |

[5] SITC NO.6757100

| <u>F-ROLL STAINLESS STEEL > 600 mm</u> | | |
|--|----------------|------|
| TOTAL | <u>867,149</u> | |
| ASIAN COUNTRIES | 15,450 | 1.8 |
| BELGIUM | 125,402 | 14.5 |
| GERMANY | 103,557 | 11.9 |
| INDIA | 1,296 | 0.1 |
| JAPAN | 192,546 | 22.2 |
| SPAIN | 163,830 | 18.9 |
| THAILAND | 12,104 | 1.4 |
| US | 110,349 | 12.7 |

[6] SITC NO.7843929

| <u>PARTS & ACCESS OF MOTOR VEHICLE</u> | | |
|---|------------------|------------|
| TOTAL | <u>2,123,908</u> | |
| ASIAN COUNTRIES | 208,713 | 9.8 |
| CHINA | 61,117 | 2.9 |
| GERMANY | 68,847 | 3.2 |
| INDIA | 2,387 | 0.1 |
| JAPAN | 840,919 | 39.6 |
| S/KOREA | 260,662 | 12.3 |
| THAILAND | 99,849 | 4.7 |
| SRI LANKA | - | 0.0 |

[7] SITC NO.2816000

| <u>IRON</u> | | |
|--------------------|-----------|------|
| TOTAL | 2,179,130 | |
| AUSTRALIA | 933,607 | 42.8 |
| INDIA | 790,663 | 36.3 |
| MAURITANIA | 454,861 | 20.9 |

[8] SITC NO.2631001

| <u>COTTON AMERICAN</u> | |
|-------------------------------|-----------|
| TOTAL | 2,132,324 |

[9] SITC NO.2631009

| <u>COTTON NS</u> | |
|-------------------------|-----------|
| TOTAL | 7,274,381 |

[10] SITC NO.2631009

| <u>VISCOSE FIBRE</u> | |
|-----------------------------|-----------|
| TOTAL | 1,539,576 |

[11] SITC NO.3212209

| <u>COAL</u> | |
|--------------------|---------|
| TOTAL | 2206849 |

[12] SITC NO.330001

PETROLEAM

| | |
|-------|------------|
| TOTAL | 41,678,832 |
|-------|------------|

[13] SITC NO.3342101

KEROSENE

| | |
|-------|-----------|
| TOTAL | 2,460,308 |
|-------|-----------|

[14]

HIGH SPEED DIESEL OIL

| | |
|-------|------------|
| TOTAL | 54,363,263 |
|-------|------------|

[15]

FURNANCE OIL

| | |
|-------|------------|
| TOTAL | 44,552,406 |
|-------|------------|

[16] SITC NO.4222900

PALM OIL REFINED

| | |
|-------|------------|
| TOTAL | 16,672,076 |
|-------|------------|

[17]

ETHANEDIOL

| | |
|-------|-----------|
| TOTAL | 4,447,045 |
|-------|-----------|

[18] SITC NO.5413909

ANTIBIOTIC

| | |
|-------|-----------|
| TOTAL | 2,023,588 |
|-------|-----------|

[19] SITC NO.5429339

MEDICAMENT

| | |
|-------|-----------|
| TOTAL | 3,438,588 |
|-------|-----------|

[20]

POLYETHYLENE GRAVITY

| | |
|-------|-----------|
| TOTAL | 2,063,145 |
|-------|-----------|

[21] SITC NO.5988500

SUPPORTED CATELYSTS

| | | |
|-------|-----------|------|
| TOTAL | 4,553,805 | |
| USA | 4,013,732 | 88.1 |

CATEGORY 6

Products that are exportable according to the product list of the EDB; however the market is small in Pakistan for these products – according to the import statistics of Pakistan.

(Value in Pakistan Rupees Thousands)

Value of imports to Pakistan
(July 1999-June 2000) % of total
imports

[1] SITC NO.8459902

| <u>GARMENT</u> | | |
|-----------------------|-----|--|
| TOTAL | 953 | |

[2] SITC NO. 8212100

| <u>MATTRESS SUPPORTS</u> | | |
|---------------------------------|-----|--|
| TOTAL | 472 | |

[3] SITC NO.8991109

| <u>HANDICRAFTS</u> | | |
|---------------------------|-----|--|
| TOTAL | 601 | |

[4] SITC NO.5531002

| <u>PERFUMES</u> | | |
|------------------------|--------------|------|
| TOTAL | <u>9,667</u> | |
| FRANCE | 1,801 | 18.6 |
| DUBAI | 3,148 | 32.6 |

[5] SITC NO.5531001

| <u>COLOGNE</u> | | |
|-----------------------|-------|--|
| TOTAL | 4,489 | |

[6] SITC NO.5535909

| <u>PERFUMARY COSMETICS</u> | | |
|-----------------------------------|--------|--|
| TOTAL | 67,777 | |

[7] SITC NO.5821919

| <u>PLATES, FILM etc OF PLASTIC</u> | | |
|---|---------|--|
| TOTAL | 221,047 | |

[8]

| | | |
|--------------|---------|--|
| OTHER | | |
| TOTAL | 523,767 | |

7.0 LIMITATIONS OF THE STUDY

1. This study was carried out mainly depending on the secondary data gathered through various sources.
2. Major difficulty I found during the analysis was, the Pakistan trade statistics are listed according to SITC classification but the Sri Lankan statistics are listed according to HS classification. Since there is no clearly defined criterion to convert SITC numbers in to HS numbers at detailed levels, I had to compare the statistics according to the product description. This was very time consuming and sometimes misleading..
3. Available import statistics are in the printed form and therefore the analyzing data was very time consuming

8.0 RECOMMENDATIONS AND CONCLUSION

1. Through this study, I have identified over fifty potential products (recorded in category 2) that are having good opportunities to expand the current market share. It is recommended to include these products or product sectors under the Proposed Pakistan Sri Lanka Free Trade Agreement in order to get tariff concessions, so that Sri Lanka could gain the better share in this market.
2. Twenty-five new products (recorded in category 3) that are having good potential to introduce in to the Pakistan Market have been identified. It is recommended to make awareness among Sri Lankan exporters of these products and carryout extensive promotional programmes in the market in order to introduce these products in to the Pakistan market. It is also important to obtain tariff concessions for these products under the proposed agreement.
3. There are about 20 products (recorded in category 5) identified through the study, which have high demand in the Pakistan market. These are mainly in the Iron and steel product category, which are presently not produced by Sri Lanka for which Sri Lanka may make efforts to attract foreign investors.
4. It is recommended to undertake further field research in the market on the new products identified through this study in order to find detailed market information related to these products such as taste, fashions and preferences etc.
5. It is also recommended to carry out a separate desk research on the Pakistani tariff structure, so that Sri Lanka could benefit when finalizing Free Trade Agreements.

6. It is recommended to carryout extensive product/ market promotional programmes such as trade fair participation and one to one business meetings in Pakistan with the involvement of Sri Lankan exporters to explore the possibilities available and also to make the awareness of the opportunities available in the market.

7. It is advisable to carry out a survey among Sri Lankan exporters to Pakistan to find out their problems when they are exporting to Pakistan and make recommend to relevant authorities to overcome such problems