



# Pakistan-Iran Trade Overview

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**Mr. Nadeem Karamat**

**MD/CEO**

**PAIR Investment Company Limited**



# Pakistan & Iran

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- ❖ **Interconnected by Culture , Language, Religion, Ethnicity & Traditions**
- ❖ **Iran first country to recognize Pakistan**
- ❖ **Pakistan one of the first countries to recognize revolutionary regime in Iran.**
- ❖ **Persian was court language during Mughal Era**
- ❖ **Our Mother Tongue Urdu derived from Persian**
- ❖ **Iqbal, the spiritual founder of Pakistan, a great Persian poet, author & philosopher**

# Key Facts

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Iran Trade with World	
Iran Export to World	\$73 Billion
Iran Imports from World	\$ 53 Billion
Surplus	\$ 20 Billion

	Pakistan		
	(2006)	(2014)	2014 (Iran Reported)
Iran Exports	\$ 443 Million	\$ 185 Million	\$ 837 Million
Iran Imports	\$ 178 Million	\$ 43 Million	\$ 261 Million

# Iranian Demographics

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2<sup>nd</sup> Largest Economy in Middle East  
& 28<sup>th</sup> Largest in World

- GDP \$ 406 Billion

2<sup>nd</sup> Largest Population in Middle East

- 80 Million (60% Youth)

Highest Literacy Rate in Region

- 85%

Woman Participation in Workforce  
Environment

- 60%

GDP Per capita

- \$ 5315

Foreign Direct Investment

- \$ 2.1 Billion

World Trade

- \$ 126 Billion

# Key Collaboration Areas

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## Oil & Gas Reserves

- 2<sup>nd</sup> Largest Gas Reserves (18% of World)
- 5<sup>th</sup> Largest Oil Reserves (10% of World)

## Food Insecurity

- Cereal imports account for 12% of Total Imports
- Food inflation averaged 27% from 2012-16

# Comparative Advantage

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- Bitumen
- Fertilizer
- Cement

- Cereals
- Meat
- Fruits
- Textile
- Tractors

# The Largest Potential Beneficiary

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## *Logistics, Transport & Warehousing*

**China, Iran's Largest Trading Partner (\$ 40 bn)**

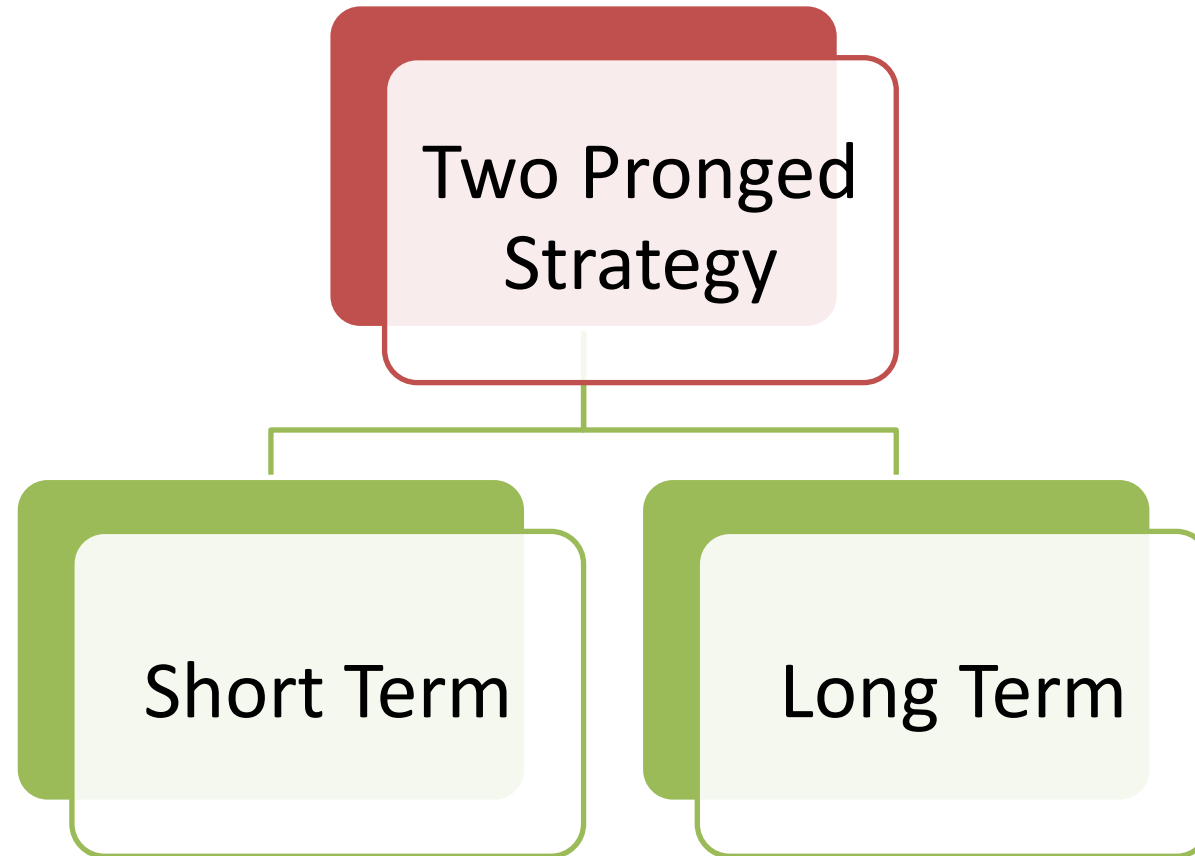
**Western link can be utilized to link Taftan to Kashgar via Pakistan**

**Link to tap Turkey and Central Asian States**



# The Strategy

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## Short Term Strategy: *Revitalize the Pre Sanctions Trade*

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### Iran Export to Pakistan

- Mineral fuels
- Ships & floating structures
- Iron & Steel
- Edibles & vegetables,
- Raw hides
- Plastics
- Carpet

### Iran Import from Pakistan

- Cereals (2nd largest grain importer in Middle east)
- Paper and paper board
- Meat & Live Animal
- Edible meat offal
- Machinery
- Oil seed
- Fruits & dry fruits
- Sugar & confectionary

## Medium Term Strategy – *Exploring All Potential Trade Opportunities*

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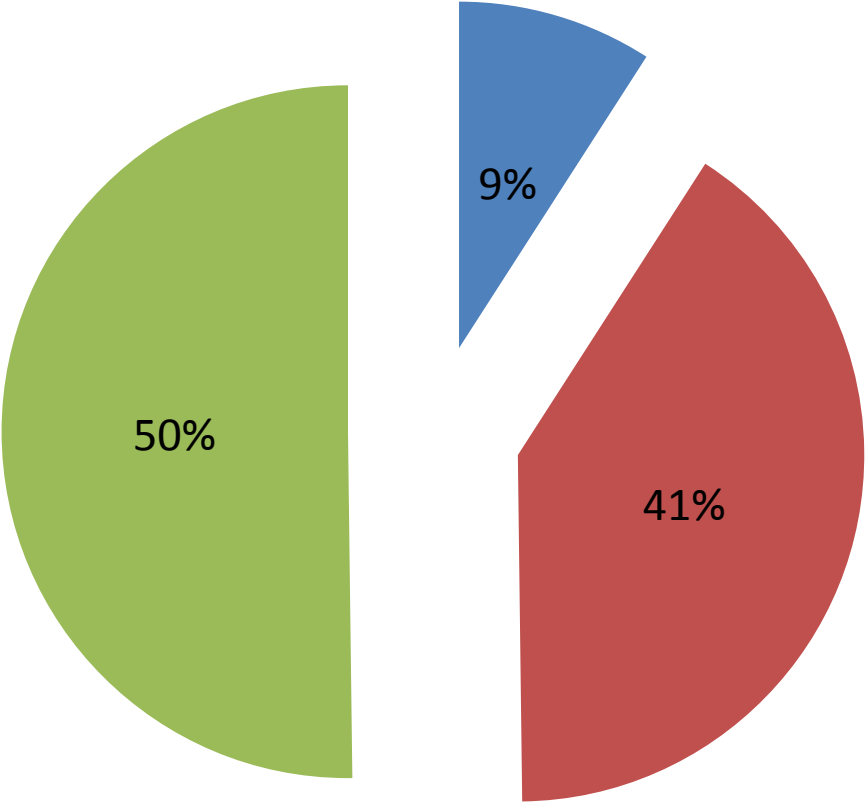
<i>Iran Major Imports</i>	USD Billions
Cereals	\$ 6.37
Machinery, electrical & industrial equipment	14.38
Vehicles	\$ 3.76
Iron & Steel	\$ 3.21
Pharmaceutical products	\$ 1.78
Fodder & Wastage of food industry	\$ 1.67
Animal and vegetable fats	\$ 1.55
Paper & Paperboard, Articles of pulp	\$ 1.30



# Medium Term Strategy – *Exploring All Potential Trade Opportunities*

## GDP Composition

■ Agriculture ■ Industry ■ Service



## Joint Venture/Trade in Food Sector



□ Iran Wheat Imports \$1.92 bn






□ Iran Rice Imports \$1.31 bn

□ Iran Maize/Corn Imports \$1.19 bn

□ Live Animal Export is 2<sup>nd</sup> largest Export Item to Iran from Pakistan

# Medium Term Strategy – *Exploring All Potential Trade Opportunities*

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<i>Iran Major Exports &amp; Potential Imports for Pakistan</i>	USD Billions	
<b>Petroleum Oils</b>	<b>\$ 41.26</b>	
<b>Iron Ores</b>	<b>\$ 1.85</b>	
<b>Polyethylene</b>	<b>\$ 2.77</b>	
<b>Pistachios</b>	<b>\$ 0.79</b>	
<b>Urea</b>	<b>\$ 0.41</b>	
<b>Bitumen</b>	<b>\$ 0.26</b>	

# Targeting the Financial Industry

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Corporate Governance

Policies

Financial Regulation

Financial Ratings

Mobile Payment Systems

# Financial Industry Facts

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In USD Billion

	Iran	Pakistan
Deposit Base	\$ 258 bn	\$ 90 bn
Asset Base	\$ 686 bn	\$ 132 bn
Stock Market Capitalization	\$ 96.6 bn	\$ 75 bn

# Trade Amongst Neighbors - *Road to Success & Development*

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	USD Billions
US & Mexico	\$ 534.3
US & Canada	\$ 575.5
China & Russia	\$ 88.2
Germany & France	\$ 190.5
China & Hong Kong	\$ 344
Australia & New Zealand	\$ 24.3

# Trade Amongst Neighbors - *Road to Success & Development*

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<i>Pakistan Top Trading Partners</i>	USD Billions
US	\$ 5.83
European Union	\$ 10.75
China	\$ 29.3

<i>Pakistan Trade with Neighbors</i>	USD Billions
Iran	\$ 1.09
India	\$ 2.5
Afghanistan	\$ 2.61
China	\$ 29.3



# PAIR Investment Company's Role

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Facilitating  
Investments & Trade

Bridging gap  
between businesses  
of both countries

Intend to establish  
working place in Iran

Advising Iranian and  
Pakistani Companies