

Critical Analysis of Pakistan-UAE Bilateral Trade Since 2000: Challenges and Opportunities for Pakistan

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Abstract

Fraternal relations between Pakistan and UAE have continued uninterrupted since the inception of both the countries. Over the years, this relationship has gained strategic interest for Pakistan due to a number of factors including presence of Pakistani labor force in the UAE, economic strength of the UAE and strong commercial linkages. This research provides an in-depth analysis of bilateral trade data since 2010 and provides highlights in certain sectors along with sectoral trends.

The balance of payment has largely stayed in favor of the UAE with a heavy role played by the petroleum products. Pakistani export basket remained limited to few codes and mainly at the raw level of export specially in textiles and meat (halal) while a number of important products saw negative growth e.g., cereals and rags, worn cloth etc. A comparison of these trends with the traditional competitors shows that Pakistan has fared worse than India, Vietnam and Thailand in almost all sectors. A detailed comparison in various sectors of economy is undertaken to establish these facts.

The market of UAE represents a vibrant, relatively developed and a regional hub model of economy. Its demographics include more migrants

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than its local population. The Government of UAE has tried to move towards a market trend whereby reliance of economy on oil and gas sector is reduced and further diversification of products takes place. Its quantum of international trade is vast and diverse. The bilateral trade, overall, remains to be of greater significance to Pakistan than for the UAE.

In this backdrop, the challenges presented by the UAE economy and changing situation are of strategic economic importance to Pakistan. These challenges include Pakistan's inability to exploit the existing potential, to follow rules-based regime that is extremely important for the UAE to continue to be seen as an important player in the global trade as well as issues related to quality of exports from Pakistan. Other regional players specially India have tried to establish their own positive relations with the UAE. These along with global trade disruptions are serious challenges for Pakistan.

However, it also presents opportunities for Pakistan specially the enhanced need of the UAE to import manpower to fulfill its ambition to be seen as knowledge-based-economy. Many white-collar jobs can be filled with educated Pakistanis who have a good understanding of the Muslim culture. In addition, traditional trade sectors (with possible diversification) represent areas of strength for Pakistan on which further links can be developed. Remittances, existing economic linkages and the concept of Islamic economy/banking are also strong points of linkages that work both ways. UAE is also looking for new areas to invest.

Following, a detailed projection of both the economies some recommendations are made to enhance trade specially to diversify in the existing trade sectors, to enhance sea-based exports, to export skilled workforce and to explore Islamic Banking among others.

Keywords: *Pakistan, UAE, Trade, HS Code, Trade Deficit, Spot Purchase, Ports.*

1. Introduction

Pakistan was the first country to recognize UAE after its inception (Siddiq, The Convergence of Pakistan and Gulf Strategic Interests: An Assessment, 2020). Since the emergence of the UAE as a union in 1971, Pakistanis have played a pivotal role in laying institutional foundations of the UAE. In return, Pakistan has benefited from development assistance and investment from the UAE in addition to employment for about 1.7 million Pakistanis (Staff Reporter, 2022). Pakistanis in the UAE sent US\$ 6 billion in home remittances during 2021. The UAE has one of the largest concentrations of Pakistanis anywhere in the world (Government of UAE, 2021). It is also one of the major destinations



for private sector investments from Pakistan. UAE is Pakistan's second largest trade partner (following China) and has become increasingly important as a destination for its imports.

UAE is the second highest export destination for Pakistan since 2000 and is one of the major importing countries to Pakistan. (World Bank, 2022) The total bilateral trade has crossed US dollar 10 billion mark in 2021-2022 (Associated Press of Pakistan, 2022). Pakistan has a variety of good in its trade basket for exports to UAE which is an encouraging sign for the future trade (Trading Economics, 2022). The presence of vast Pakistani diaspora in the UAE also creates demands for Pakistani goods, products and services while also making these things popular in the local UAE community. (Durrani, 2022) The economic mass of the UAE has also allowed it to play the role of savior for Pakistan in difficult economic times such as floods, earthquakes or global inflation. (Siddiqi, Pakistan-GCC Relationship: Reframing Policy Trajectories, 2021) There are vast political, cultural and economic complementarities between Pakistan and the UAE that can be explored to help enhance future bilateral trade. (Consulate General of UAE in Karachi, 2022)

UAE as a member of Gulf Cooperation Council (GCC) but will deal with it in isolation.

2. Literature Review

The area of Pakistan-UAE bilateral trade has been viewed in detail by many authors. Some studies that were used to provide information and that guided the discourse in this regard are listed hereby.

(Javed, Mustafa, & Yasmeen, Competitiveness in agricultural trade of Pakistan with United Arab Emirates, 2018) have discussed in detail the competitiveness of Pakistan's agricultural sector with that of UAE. The paper still remains relevant though it was released in 2018. (Javed, Ashfaq, & Adil, Analysis of agricultural trade between Pakistan and United Arab Emirates : application of gravity model, 2016) was a precursor of this paper – emphasizing that the cultural affinity of Pakistan and UAE could be utilized to boost the bilateral trade. (Nabi, Yasin, Razzaq, & Javed, 2018) studied the issue of rise and fall of exports of Pakistan to UAE with collinearity statistical methods to establish that GDP growth had a direct and positive impact on exports of Pakistan to UAE.

Another paper by (Latif & Javaid, 2013) provided an in-depth analysis of factors affecting export of Pakistani textile to UAE (among other countries) while (Ghafoor, Mustafa, Zafar, Mushtaq, & Hussain, 2013) studied the market of UAE as potential one stop for Pakistani mangoes. The case of UAE imports

generated less interest with specific focus on Pakistan only. The global imports of UAE under oil were covered well by (Deffeyes, 2010) and the need for its non-oil revenues by (Cordesman, 2019) as well as its security challenges in this regard were covered well.

3. Research Methodology

The research used qualitative method of research based on both the primary and secondary data. Interviews were conducted to get a live-view of the situation and perspectives both of the Embassy officials of UAE in Pakistan and of Pakistani Ambassador in UAE. Documents online and books published on this issue were also consulted.

3.1. Bilateral Trade since 2010 and highlights

Based on a detailed chart (Annex-A) of bilateral trade between Pakistan and United Arab Emirates, it is safe to make following important assumptions about exports of Pakistan to UAE:

- a. Exports have grown overall and, in most sectors, linear progress can be observed e.g., HS Code 02 and 62 (meat and textiles).
- b. Some important sectors show volatility which is not followed by market trends e.g., HS Codes 17 and 22 (sugar and vinegar and spirits).
- c. There is negative development in some important sectors of exports such as HS Code 10 and 63 (Cereals and worn clothes).
- d. There is lack of diversity and value addition in the products of exports of Pakistan to UAE. The main focus remains on food items without value addition and textiles with limited value addition such as HS 62 and 63.
- e. When compared with other competitors in the region e.g. India, China, Vietnam and Thailand, the linear progression of exports even in sectors showing positive trends are lesser in number and quantity than others. Out of top ten imports of UAE, India is highest or second highest exporter of 6 items whereas Pakistan does not rank anywhere on all ten items.
- f. Further breaking down HS codes shows that one area in textiles e.g. bedlinen, table and toilet linen dominates the textile sector at HS Code 6302 whereas in HS Code 10 the major import is rice (without any value addition) and maize or corn followed by barley. Meat of bovine animals, sheep or goat and frozen meat of bovine animal is the top most export of Pakistan to UAE.

- g. Analysis of HS Code 39 shows that Pakistan exports Polymers of polyacetals and other polyether in primary form, as well as plates, sheets, films and foils on non-cellular plastics. It is the lowest form of plastic that can be used to make many plastic goods including in transport, glasses, pens and other things made of plastic.
- h. It should also be noted that HS Code 62 (Bedlinen, Toilet-Linen and Kitchen-Linen) as well HS Code 52 (Cotton) have registered globally a negative trend of export from Pakistan in 2022 (floods). The impact on exports is not UAE specific (Annexures- List of Exports of Pakistan/ Global).
- i. There is a vast potential of improvement in single HS Code 62 where Pakistan can provide basic shirts for men/boys. Pakistan is ranked 6 in exporters to UAE in this regard whereas India ranks 2.
- j. Provision of fresh edible fruits and nuts under HS Code 08 has seen a negative development from Pakistan despite the fact that Pakistan is basically an agricultural country, located closer to UAE than competitors (Argentina and Australia) and has more cultural affinity with the tastes of UAE (Annexures - List of Competitors HS Code 08).
- k. Pakistan ranked 6 in its export of wood pulp under HS code 10 (Annexures – List of Competitors HS Code 10). Given the fact that this product requires logging and other practices leading to afforestation even this presence should be rethought in line with our national commitments towards SDGs. A backstream integrated study is needed to analyze the international export in this sector and on climate change in a country

3.2. Imports of Pakistan from UAE (All Products)

3.2.1. 2010-2021

An analysis of the imports yields the following results that are important to understand the overall nature of bilateral trade:

- Overall, Pakistan imports more goods from UAE than it exports.
- This is mainly due to a single HS Code 27 that includes petroleum oil and gas. Pakistan is not one of the biggest purchasers of this product from UAE which exported 20,414,362 US\$ worth of oil and gas in the world today. Meanwhile, Pakistan's total imports stood at 8,023,156 US \$ thereby signifying that the oil and gas thus imported from UAE was making a significant contribution to the market share of Pakistan.

- UAE was usually selling high value-added goods to Pakistan. An example in this regard would be HS code 39 where Pakistan was seen to be selling basic plastic sheets and polymers of plastic (raw form) whereas UAE was selling polymers of propylene and ethylene (final products) which are then used to make toys and plastic ware. Under HS Code 30 UAE was selling high end pharmaceutical products such as human blood and medicaments including penicillin, hormones, steroids etc. Under the same code Pakistan was exporting gauze, and products such as cough syrups.
- Under HS Code 29, Pakistan was importing antibiotics, oxygen-amino compounds, nucleic acids etc. This was one of the priority areas of export for UAE to see itself as a non-oil revenue generating nation and as a regional leader in medical tourism. However, a point of concern is massive re-exports by UAE in the same sector from India thereby strengthening Indian pharmaceutical industry indirectly.
- HS Code 89 under which UAE was basically selling vessels for breaking up. It ranked high for Pakistani imports but did not produce any value addition to Pakistani industry other than being of value for ship-breaking yards.
- Pakistan was also importing telephones, discs, tapes, waste and scraps of primary cells, monitors and electric transformers from UAE under HS Code 85. There may be a negative price divergence in this regard between China and UAE that could be further explored.
- Pakistan was regularly seen importing wheat for domestic consumption from UAE under the HS Code 10. This HS Code ranked in top twenty imports of Pakistan from UAE and had seen a sharp rise in 2021.
- Pakistan was also importing HS Code 87 from UAE (21st in rank for cost) whereby cars were being brought into Pakistan. Since UAE is net re-exporter of car thereby enhancing the cost of such a merchandize, Pakistan needs to further delve into this sector of import to see if it could be substituted with import of cars from China, Japan, Korea or locally assemble cars (with less controlled market to allow competition).

Other items of export by UAE to Pakistan include following HS codes and product labels:



Table 1

Export by UAE to Pakistan

HS Code	Product Label
85	Electrical Machinery and Equipment
74	Copper and Articles Thereof
38	Miscellaneous Chemical Products
33	Essential Oils and Resinoids
10	Cereals
48	Paper and Paper Boards, Articles of paper pulp
94	Furniture, bedding, mattresses
73	Articles of Iron and Steel
26	Inorganic Chemicals or inorganic compounds of rare earth metals
40	Rubbers and Products Thereof
87	Vehicles other than Railways, Tramways
34	Soap, Organic Surface-active Agents, washing preparations
90	Optical, photographic, cinematographic, surgical or medical tools
32	Tanning or dyeing extracts, dyes, pigments and coloring

3.3. Balance of Payment

Mainly, on account of purchase of oil and gas from UAE, Pakistan has faced a persistent negative balance of payment against UAE that stands currently at 6 billion US \$ (out of a total of 44 billion US \$).

Table 2

Pakistan's Trade Balance with UAE

All Products	
2010	- 3,412,873
2011	- 4,897,792
2012	- 4,333,926

All Products	
2013	- 5,976,370
2014	- 5,753,105
2015	- 4,835,658
2016	- 5,417,343
2017	- 6,664,506
2018	- 7,712,289
2019	- 5,161,142
2020	- 3,383,725
2021	- 6,303,593

Data of Pakistan's global trade is given below which shows that UAE is an important trade partner but not the main reason of the global trade deficit of Pakistan. The trade deficit of Pakistan with China (-17 billion US \$) is a serious concern. Pakistan also runs similar trade deficit with Kingdom of Saudi Arabia (-3 billion US \$) and with Qatar (-2 billion US \$) for the very same reasons.

Table 3

Global Trade of Pakistan – Deficit

Year – Wise Series	
2010	-16,123,922
2011	-18,234,490
2012	-19,199,586
2013	-18,654,300
2014	-22,822,707
2015	-21,900,627
2016	-26,464,476
2017	-35,607,053
2018	-36,612,512
2019	-26,315,995
2020	-23,595,963
2021	-44,226,618



3.4. Market of UAE

The United Arab Emirates (UAE) is a federation of seven independent Emirates i.e. Abu Dhabi, Ajman, Dubai, Fujairah, Ras Al Khaimah, Sharjah and Umm-Al-Quwain. While, in theory all of these 7 federating units are equal, together Dubai and Abu-Dhabi generate around 85% of the Gross Domestic Production (GDP) of UAE. Another peculiarity is the heavy presence of oil and gas sector in the economy of the UAE accounting for nearly 30% of the GDP of UAE. UAE has long been desirous of diversifying, modernizing and making its economy sustainable during economic downturns.

The broader policy is given by the rulers of the Emirates individually or collectively. However, Vision 2021 National Agenda, UAE Centennial 2071 and its annual budget are the prime of the policy documents eventually impacting economic conditions and relationship with Pakistan. Food security remains to be an important concern for UAE since it is a net importer of food items. The UAE Energy Strategy 2050 is an important policy document to understand the economy and aspiration of UAE. This strategy aims to mitigate the effects of climate changed by reducing greenhouse gas (GHG) emissions by 23.5% till 2030. A Hydrogen Leadership Roadmap was introduced in this regard in November 2021 which will have an impact on all industries within the UAE.

3.5. Demographics of the UAE

The UAE presents policy makers with very interesting and unique demographics where 87% of the population of the country is based on migrants. The economy, society and the civic services therefore are hugely reliant on the foreign workers. Indian represent 24% of the population followed by Pakistanis that make up around 12% of the local population. (Government of UAE, 2021). Women outnumber male population thereby necessitating influx of female workers from Philippines, Vietnam and India.

3.6. Market trends of UAE

UAE presents a robust economy with strong presence of oil and gas sector as the core stabilizer. COVID-19 had an impact of contraction on the economy which has otherwise continued to grow at stable rates throughout last ten years. It generally has fiscal balance in surplus which slipped to a deficit in 2020 on account of COVID-19 related contraction (Government of UAE, 2022). Its current annual budget is around 58.931 billion AED with 16% on education, 6% on social development, 8.4% on health, 8.2% on pensions and 2.6% on other services. Its central currency Dirham has been pegged to US Dollar since 1997 (0.27 US \$ for 1 AED).

Other than oil, precious stones, metals and pearls have remained strong drivers of the economy of UAE. Oil and precious stones remain two biggest categories of trade between UAE and the EU (EU-GCC Dialogue, 2022). Gold trade is an important factor therein.

The Government of UAE has generally focused on enhancing its FDIs outflow not only to enhance its outreach and ensure earnings on its savings but also to enhance its influence (The Government of UAE, 2010). Meanwhile, E-commerce has grown considerably in UAE which has benefitted from recent federal level regulations (World Trade Organization, 2022).

The Government of UAE generally looks ambivalently at the outflow of remittances. However, with the post pandemic contraction the capital outflow has the potential to become a political issue for the Government. Economically, the input from the migrants is existentially essential for the Government and society of UAE (Shah, 2005).

For the Government of UAE, innovation, leadership and advanced industries are increasingly been seen as important sectors. In this regard Operation 300bn is an important and note-worthy initiative which aims to increase the industrial sector output to GDP from AED 133 billion to AED 300 billion by 2031 (Government of UAE, 2022). UAE also wants to be seen as a regional hub for medical services and a regional leader for medical tourism.

3.7. Importance of bilateral trade in the global sense:

Pakistan does not fall in the category of top-ten trade partners for the UAE whereas UAE is the second largest partner for Pakistan. One of the main differences is actually emanating from the different sizes of economy where GDP per capita for UAE is 40,325 \$ as opposed to 1,467\$ for Pakistan. UAE can be seen as hub for the regional trade and an important node in the regional trade while Pakistan saw a steadily decline in its international trade. This has had an impact on the bilateral trade as well. India is the second largest trade partner for UAE.

Table 4

Top Ten Partners in Trade for UAE

Top Ten	Countries
01	China
02	India
03	USA



Top Ten	Countries
04	Japan
05	Turkiye
06	Germany
07	Italy
08	Vietnam
09	Saudi Arabia
10	Mali

3.8. For Pakistan

The UAE remains Pakistan's largest trading partner in the Middle East & North Africa (MENA) region with an average annual trade of US\$ 9 billion. Owing to import of oil and oil-based products from the UAE, the balance of bilateral trade remains heavily in favour of the UAE. Around 60-70% of Pakistan's imports from UAE are concentrated in oil and oil-based products and the remaining include vehicles, machinery, chemicals and metals, etc (trend economy, 2022). Pakistan's major exports to the UAE remain food and textiles.

About 1.7 million Pakistanis reside in UAE, making it the second-largest concentration of Pakistani diaspora anywhere in the world. Pakistanis are the second-largest community in the UAE after Indians. They represent the entire spectrum of Pakistani society, ranging from business leaders and entrepreneurs to white and blue-collar workers. Dubai and the Northern Emirates have the largest concentration of Pakistanis (World Population Review, 2022). Pakistanis in the UAE are law-abiding and productive. Most live frugally and remit savings to their families in Pakistan. Remittances from the UAE have registered an upward trajectory in the recent years (Udo & Yan, 2011).

3.9. For UAE

The following chart is a comparative understanding of the ten important articles of import by UAE representing the highest categories of import value. While the exports from India (highlighted in red) seem to be matching almost identically with the needs of UAE, Pakistan seems to be mainly exporting low value-added items that UAE or any other country would import from a cost-effective source. There is no visible harmony between the exports from Pakistan with the importing priorities of the Government of UAE.

Table 5

Highest Articles of Import by UAE (Top Ten/ HS Code)

Import of UAE	Exports Pakistan	by	Exports India	by	Exported Sudan	by
71: Natural or Cultured Pearls	02		71		71	
85: Electrical Machinery and Parts Thereof	10		85		12	
84: Machinery, Mechanical Appliances, Nuclear Reactors	62		72		02	
87: Vehicles other than Railways	08		27		07	
27: Mineral Fuels, Mineral Oils	63		84		74	
30: Pharmaceutical Products	61		87		78	
39 : Plastics and Articles Thereof	27		61		39	
72: Iron and Steel	07		10		13	
90: Optical, Photographic, Cinematographic	39		39		10	
74: Copper and Articles Thereof	55		73		44	

4. Challenges for Pakistan

Even a cursory glance at the broad trade statistics that have preceded this section, clearly underlie the fact that Pakistan is consistently exporting low value-added goods while importing high priced, highly volatile and much needed commodities of oil and gas in addition to regular purchase of wheat from UAE (which is a net importer of food items itself having little to no agricultural land of itself). This indicates that many of the challenges for



Pakistan are mainly internal and are related to presence of a big informal sector, lack of standards, rules and regulations and exportable surplus. Additionally, the burden of competition vying for the market of UAE by countries like Vietnam, India and Thailand who are also looking at exports as way to rise out of poverty are making issue much more intense and complex.

4.1. Issue of untapped potential

Agriculture forms less than 1% of the share of GDP of UAE mainly on account of lack of land for agriculture (World Trade Organization, 2022). It is in this backdrop that Pakistan's location (2 hours of flight away from UAE), its abundant agricultural source, its lack of upstream integration and cold storage can be seen as issues of untapped potential. UAE imports about 2 billion US\$ worth of meat every year from many countries including Brazil, Australia, India and the USA (ITC Trade Map, 2022) Pakistan is third biggest exporter of meat to UAE. Meat including frozen meat and the halal certification from Pakistan should be leveraged to cover this market well. It may be reiterated that Meat export is one of the top sectors of exports of Pakistan to UAE.

Another important aspect is Pakistan's concern about its strategic location and optics. An example in this regard would be that Pakistan and UAE upgraded bilateral Air Services Agreement in June 2015, allowing open skies approach for some new stations in Pakistan as well as increasing passenger capacity to Karachi, Faisalabad, Multan, and Sialkot. UAE is interested to further upgrade this Agreement to increase flights for Emirates and Etihad Airlines to Pakistan, especially the addition of Airbus A-380 to their fleet from Pakistan. Pakistan side is reluctant to allow Airbus A-380 flights. (Tirmizi F. N., 2022).

4.2. Rules Based Regime

UAE has adopted strict sanitary, phytosanitary as well as energy consumption and climate related policies and standards to ensure its integration in the global market. This will include WTO, Food and Agricultural Organization (FAO) standards as well as other international standards such as Law on Fertilizers, Sustainable Fisheries Policy etc (World Trade Organization, 2022). Pakistan, on the other hand, has not yet developed a reputation for the same. This usually leads to disputes, destruction of assignment upon reaching, lack of business orders that translate into consignment and even issues related to dispute resolution as per rules.

The Foreign Minister of UAE pointed out during a visit of the Foreign Minister of Pakistan to Abu Dhabi in April 2021 that their public sector company DP World, was facing multiple issues. UAE's Minister of State for International Trade also raised the issues when he received the Finance Minister of Pakistan

in Dubai in March 2022. The matter was referred to the Ministry of Maritime Affairs, Islamabad in May 2021. A Draft MoU between the Ministry of Maritime Affairs, Pakistan and Ministry of Economy of the UAE (DP World), proposed by the UAE is also pending on the Pakistan side. (Tirmizi F. N., 2022)

4.3. Quality

The top ten products from Pakistan are natural products such as rice or are at a very basic stage such as plastic base in raw form or textile such as bed-linen without value-addition (ITC Trade Map, 2022). This presents image of an export basket which intends to earn through quantity rather than quality. There has been no change in the major goods exported to UAE for last ten years.

Additionally, Pakistani human resource currently working in UAE is 80% blue collar worker (manual laborers/drivers/restaurant workers/chefs/construction workers/farm hands) etc with only 20% being white collar workers including restaurant owners, transport firm shareholders and salaried positions in multi-nationals working in UAE. The focus has, therefore, been on quantity rather than quality as a general means of focus.

4.4. Inability or issues of capacity

Pakistan has not successfully exploited the market of UAE to its maximum capacity (textile/HS Code 63). More importantly agriculture for which Pakistan does not need to develop more internal infrastructure has also failed to materialize into exports to UAE. In 2018 UAE announced an initiative to support 42 short- and long-term projects to support 'global agri-business trade' and to enhance 'sustainable technology-enabled domestic food supply' as well as to 'enhance capacity to respond to food insecurity.' This initiative was important in view of the fact that UAE is a regional hub including for food items. However, the subsequent 272 million US \$ investment did not see any Pakistani name from within UAE or from Pakistan (World Trade Organization, 2022).

UAE has also shown an interest in upstream, midstream and downstream integration of oil distribution, refining, drilling and pipelines in other countries under its state-owned enterprise Abu Dhabi National Oil Company (ADNOC). This is aimed with a view to enhance the investment assets of UAE in other countries while linking it with the oil and gas sector potential of the UAE. The same ADNOC signed a special concessional agreement for Oil with Malaysia in December, 2022 (ADNOC, 2022) Unfortunately, Pakistan has lagged behind the world in this regard. Its two terminals for import of refined oil in Karachi remain its biggest asset in this sector as well as a major bottle-neck to further expansion (Kugelmann, 2013).



The National Tariff Commission of Pakistan imposed Anti-Dumping Duty ranging from 29.7% to 57.09% on import of Biaxially Oriented Poly Propylene (BOPP) from UAE in December 2016. UAE claimed that Pakistan's Anti-Dumping Duty measures were inconsistent with the spirit of the WTO Agreement on Anti-dumping and GATT 1994. They filed a case with the Dispute Settlement Body (DSB) of the WTO with the request to establish a panel to examine the legality of Pakistan's initiative. On 18 January 2021, the WTO declared that Pakistan's decision was inconsistent with the WTO laws. Pakistan has gone into appeal against WTO's decision.

Pakistan has imposed yet another Anti-dumping duty on import of UAE's Aluminium Beverage Cans on 30 December 2021. The matter of Anti-dumping duty was raised by UAE's Minister of Economy during his meeting with the Ambassador of Pakistan in April 2021 and between Pakistan's Finance Minister and UAE's Minister of Trade when they met at Dubai in March 2022. (Tirmizi F. N., 2022)

4.5. Issues of legislation

Following issues are highlighted under this heading related to challenges for Pakistan:

1. Under the 2006 share purchase agreement, UAE's communication company Etisalat agreed to pay US\$ 2.6 billion for the 26% stake of Pakistan Telecommunication Company Limited (PTCL) over five years with the final payment dependant on transfer of 3,248 PTCL properties. It was agreed that in case the Government of Pakistan fails to transfer those properties, the value of the outstanding properties would be deducted from Etisalat's final payment. However, 33 properties could not be transferred because of legal complications. Since then, Etisalat is delaying the payment of outstanding amount of US\$ 800 million on the pretext that all properties have not been transferred. Etisalat Group has also disputed the Government of Pakistan's valuation of outstanding properties. Against 30 unsettled properties indicated by the Pakistan side, Etisalat refers to 300. The matter is still an issue of bilateral acrimony which is being tackled behind the closed doors so far. (Tirmizi F. N., 2022)

2. PIA and Sheikh Hamdan bin Mohammed Al Nahyan entered into a Partnership Agreement and a Joint Venture Agreement in 1977 to construct and operate a hotel on a piece of land owned by Sheikh Hamdan in Abu Dhabi, to be known as Centre Hotel. Subsequently, under another Agreement dated 12 January 1978, the rights and obligations of Shaikh Hamdan and PIA under both the agreements were assigned to Shaikh Khalifa bin Hamdan Al Nahyan and

PIA-IL, respectively. The joint venture was for 17.5 years which expired on 21 April 1997. Following the terms of the agreement, net current assets of the joint venture at the end of the term were to be distributed to joint venture partners in the ratio of their investment. An amount of AED 27,746,614 was recognized as representing PIA-IL's share of net assets of the joint venture which the other party did not recognize.

3. In March 2010, the Supreme Court of Abu Dhabi advised the Federal Supreme Judicial Council to appoint one of its judges as an Arbitrator. In 2012, the arbitrator ordered Sheikh Al Nahyan to pay PIA-IL a sum of AED 23,341,905 (US\$ 6.355 million) along with interest at the rate of 6% from the date of the issuance of judgment. In March 2017, under the court order, the Court Accountant determined PIA-IL's claim amount along with interest to the tune of AED 29,940,041. According to PIA, as of 31 December 2018, the total amount due and payable to PIA-IL was AED 32.445 million (US\$ 8.840 million) on simple interest basis and AED 34.104 million (US\$ 9.292 million) on compound interest. The matter stays unresolved.

4.6. Influence of international/regional politics

UAE has found itself to be a regional hub for trade. This has whetted its appetite to be seen as 'the most important Arab State' (Taneja, 2021). It was reported that rather than traditional role of UK/USA in ceasefire between India and Pakistan announced in February 2021, it was UAE that actually mediated between India and Pakistan. This important development belied the Indian diplomatic assertions that Kashmir was a bilateral affair. The enhanced influence of UAE on India through the volume of its bilateral trade as well as the presence of Indian diaspora (2 million) was a double-edged sword. (Taneja, 2021) Pakistan could indeed ill afford to lose its Arab friends to Indian economy. The rising trade trajectory between India and UAE as well warm relations between the rulers of these countries was a moment of worry for Pakistan. (Pant, 2022)

4.7. Global trade disruptions

COVID-19 followed immediately by the Ukraine War crisis has raised a question of regular trade disruptions. This seems like a realistic problem in view of the changing geo-political environment and US-China rivalry. Pakistan cannot withstand a disruption of its trade with the west allied UAE or Saudi Arabia on account of its heavy dependence on refined oil from these countries. Pakistan has not developed any alternative trade model nor does it have indigenous sources for such production. Any such trade disruption can be fatal for the tethering economy of Pakistan. (Akram, Raza, & Mustafa, 2021)



4.8. Special highlights of the market of UAE

UAE is a regional hub for trade desirous of attracting newer and more suitable grounds for outflow of investment (having high income from oil and gas sector) (World Trade Organization, 2022). UAE is also a major re-exporter of almost all items of global trade having many Free Zones without taxation supporting such a mechanism. On the other hand, it has a Muslim, Arab population culturally very close to the society of Pakistan. UAE has undertaken steady efforts since 2010 to move towards high-end goods focusing on skills and knowledge of its workforce. These factors when combined with its speedy justice system, high ranking on Corruption Perception Index (21 out of 180) and the presence of many Pakistanis in UAE should make it an ideal partner for Pakistan.

5. Opportunities for Pakistan

5.1. Knowledge Based Economy and Export of Manpower

The emphasis that UAE has put on importing only high-end, knowledgeable and skilled workforce should not be seen as a challenge in Pakistan. This can easily be seen as an opportunity if Pakistan can find ways to import its capable workforce to UAE. However, issues of visa bans by the individual Emirates as well as the issue of brain drain need also to be positively considered by the Government of Pakistan (Web Desk, 2022)

5.2. Traditional Trade with diversified sub-products

Despite all its weaknesses in diversifying its exports basket, Pakistan is a serious competitor in its traditional trade items including e.g., Basmati rice where it remains number one exporter to UAE. Pakistani Mangoes are extremely popular in UAE and no other variety has been successful in establishing foothold in the market. These are opportunities for Pakistan that should continue to be exploited with further exploring sub-products such as frozen, dried or other value-added products of mango.

Furthermore, in a recent development, a Pakistani consortium, led by Pakistan Petroleum Limited (PPL) won a concession agreement worth US\$ 304.7 million in September 2021 for exploration of an offshore block in the Emirate of Abu Dhabi. The value of the contract covers exploration, appraisal drilling and a participation fee. The project is Abu Dhabi National Oil Company (ADNOC)'s first-ever deals with an energy company from South Asia. The term of contract is for 35 years from the commencement of exploration. Under the agreement, signed by the UAE Industry Minister/MD Abu Dhabi National Oil Company (ADNOC and MD/CEO of PPL, the Pakistani consortium will have a 100 per

cent stake in the exploration phase. Upon a successful commercial discovery, ADNOC will have the option to hold 60 per cent stake in the production phase. The watershed agreement holds immense prospects for the future of Pakistan-UAE energy cooperation. (Tirmizi F. N., 2022)

The Air Arabia Group of UAE, in collaboration with Pakistan's Lakson Group, announced in September 2021 to start a joint venture of low-cost airline from Pakistan called "Fly Jinnah." As announced, Fly Jinnah will initially be based in Karachi and operate on domestic routes and then gradually expand its network to international routes. Air Arabia operates from Sharjah and Ras Al Khaimah and has presence in Abu Dhabi also. Air Arabia has been pushing ahead to expand its network to capture the post-pandemic surge in travel in the regional market. The UAE already enjoy major share in Pakistan aviation market through Emirate, Etihad and Fly Dubai Airlines.

5.3. Remittances and Incentives

UAE is one of the top four countries from where home remittances are sent in billions of dollars. Home remittances from the UAE have increased from US\$ 4.37 billion in 2015-2016 to US\$ 5.814 billion in 2021-2022. Roshan Digital Account scheme for overseas Pakistanis launched by the State Bank of Pakistan (SBP) has been well received in the UAE. The Embassy of Pakistan in Abu Dhabi has organized/participated in more than 20 webinars in collaboration with SBP and other commercial banks to promote RDA in the UAE. Out of total 441,344 RDA accounts, around 26% have been opened from the UAE. Approximately 25% of total amount remitted through RDA has been remitted from the UAE.

5.4. Building of Political Relations

The relationship between Pakistan and UAE is a historical relationship dating back to the independence of the Emirates in 1971. The bilateral relations have focused on trade, politics, humanitarian assistance, support in oil and petroleum industry and the critical role of Pakistani workforce in building up the economy of the UAE (Khan D. u., 2019). Many important decisions in past were made during the meeting of the leaders, a tradition that continues till date specially regarding shipment of oil (Tirmizi F. N., 2022)

5.5. Concept of Islamic Economy

UAE has a strong adherence to its local culture which includes a specific focus on Islam, Islamic values and a desire of Islamic economy/finance. UAE has 10 fully functional Islamic Banks (World Trade Organization, 2022). Moreover, all banks are required to keep a financial window with Islamic conditions (ibid) Islamic banking is also very popular in Pakistan. State Bank of Pakistan has



issued a 'Strategic Plan for Islamic Banking Industry 2021-25' realizing the potential of enhanced investment from internal markets, and possible external linkages such as UAE banking sector in this regard. (State Bank of Pakistan, 2021)

5.6. Economy Beyond Oil and Vision 2021

Vision 2021 is a very important policy document of UAE that encapsulates the concerns of the Government of UAE regarding its massive reliance on oil and gas exports. Oil and gas have seen regular disruptions such as almost complete halt of trade in 2020 with the onset of pandemic and a forced shut-down of global economies. (Ashraf, Pedro, & Pensado, 2020) UAE has, as a response, focused mainly to make the country less dependent on oil, look for non-oil revenues, to enhance its knowledge market, to have skilled workforce, to ensure its food security and to encounter successfully the challenges to national identity, health, education, environment and well-being of the Emirati citizenry (Government of UAE, 2021). In the categories of competitive knowledge academy, education system, healthcare, and others, Pakistani workforce in UAE, Pakistani IT based startups and Pakistani knowledge-based workers (doctors, professors, researchers) can work productively.

5.7. Complementarities of Pakistan-UAE markets

UAE is located very close to Pakistan for the purposes of trade. This reduces the cost of freight and transport as well as raises a possibility of fresh food supply through 2 hours of flight and 1.6 day by ship (port to port) at the usual speed of 20 knots per hour (to cover 746 miles between the two destinations). (Ports.com, 2022).

UAE is a net importer of food and a big exporter of oil and gas sector. This is a complementarity that would make UAE relevant to a majority of the developing countries. It is an opportunity that can be exploited. Islamic culture, values and preferences of customers including preference for gold as a desirable commodity, strong family orientation etc allow services to be provided that can cater to the needs of the consumer market. At the same time, Dubai and Abu-Dhabi are hubs of urban development where Pakistani white-collar workers and IT based interventions can make major differences to both the countries. Pakistan has the available workforce to carry out both the desired actions.

FDI from the UAE to Pakistan is estimated at US\$ 2.9 billion. The major investors include ADNOC, Al Dahra Agriculture, Etisalat, Al Ghurair, Dhabi Group, Mubadala, Thani, Dnata, ENOC and IPIC. Pakistani companies like UBL, HBL, MCB, Descon Engineering, NESPAK, FWO, SLIC, Adamjee

Insurance, Ghani Glass, Fashion outlets of Junaid Jamshed, Nishat Linen and Khaadi have investments in the UAE. During the visit of Crown Prince of Abu Dhabi to Pakistan in January 2019, Pakistan proposed signing a long-term investment framework agreement to facilitate major UAE investors in Pakistan. Draft agreement is pending with UAE since July 2020.

5.8. Future Projections of the economies of Pakistan and UAE:

Given the trajectory of the last two decades for the UAE and its established oil reserves that are reputed to be able to last for another three decades without losing much steam (World Trade Organization, 2022), it is safe to assume that the economy of UAE will continue to progress fairly in the given direction. UAE has also a very heavy foot-print in the African continent enhancing its outreach in poorer areas of the world as a regional hub, even if mentioned trade related disruptions continue to re-emerge. This year, given all the recent and on-going upheavals, the GDP of UAE is expected to grow by 6.5% (Khalid, 2022)

Pakistan, on the other hand, is going through a rough economic patch with low Foreign Exchange Reserves (Hussain, 2022), severe loss to lives, resources and infrastructure through floods (The Economist, 2022) and political instability. Its economy is projected to grow at 6.0% in 2022 by Asian Development Bank (Asian Development Bank, 2022). However, it is also mentioned that severe inflation (12.2%) will remove the benefits of growth from public and small and medium size enterprises – usually the main drivers of economic growth.

6. Conclusion

UAE is an important trade market for Pakistan and there are a number of sectors in which Pakistan can explore further venues to enhance value added goods including the traditionally exported goods such as textiles. New and emerging areas of market of UAE are within the complementarities of Pakistan that could potentially present new options. The Islamic identity of UAE remains to be a strong bond despite newer linkages between India and UAE. A structural approach towards eradicating irritants and towards enhancing relationship with UAE has been found missing so far and the same can be enhanced.

7. Recommendations

- As an immediate measure, Pakistan should focus on what works with UAE to enhance its exports. This focus should go on sub-groups of traditionally successful exports such as rice and mangoes and textiles. Rights policies

and timelines can be awaited for further change.

- Pakistan should focus on quality rather than quantity of its export in currently exported goods.
- Pakistan should work to enhance its sea-based exports to UAE in view of i) UAE's new policy of sustainable fisheries reducing its catch and ii) Pakistan's vast sea-based market which remains virtually un-exported on account of low standards of catch, storage and handling. The distance between Karachi and Dubai is ideal to provide for fresh catch to UAE if an understanding to this effect can be reached.
- An internal assessment by Government of Pakistan is needed to check what is marketable surplus goods that Pakistan has – that can be exported to UAE. This should include a look into possible upgradation from the lower rung of technological advancement to a higher one.
- Export of skilled workforce should be seen as a short-term measure for which specific sectors can be discussed with the Government of UAE.
- All the present irritants in bilateral relations including related to the companies of UAE in Pakistan, the issue of anti-dumping duties etc should be prioritized to be settled without any compromise on the national stance. The timelines should be shorter and regularly followed-up.
- Islamic Banking sector is an important area of finance where investment from UAE can be encouraged in line with the new policy issued by the State Bank of Pakistan in 2021.
- Cooperation between Pakistan and UAE in airlines should be encouraged including through local carriers such as Fly Jinnah and by allowing A-380 to fly in Pakistan. Such flights and standards will make travel to Pakistan more attractive, make UAE more wedded to this sector in Pakistan, build linkages with global giants like Etihad and Emirates and bring revenues to Pakistan.
- Existing investments of UAE in Pakistan should be safeguarded. Maximum effort should be made to avoid having any investment related dispute in this regard.
- More investments should be encouraged.
- Government of Pakistan could explore the option of pre-assigned oil purchase from UAE on concessional terms. This will require an over-hauling of the whole oil and gas sector in Pakistan as well as improvement in infrastructure to refine crude oil inside Pakistan. However, there is no

short-cut to reducing the trade deficit generated by massive spot-purchase of oil and gas by Pakistan from UAE.

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Annexure-A

Indian Exports to UAE by HS Code

HS. Code	Indian Exports to UAE	Value	Total UAE Imports
71	Natural or Cultured Pearls or Semi-precious Stones	6,157,075	73,922,807
85	Electrical Machinery and Equipment and Parts	3,208,515	41,844,533
72	Iron and Steel	1,516,783	5,521,756
27	Mineral fuels, mineral oils and products of their distillation	1,515,240	12,471,480
84	Machinery, Machine Appliances, Nuclear Reactor Boilers	750,621	28,604,286
87	Vehicles other than railway or tramway rolling stock	697,632	18,417,149
61	Articles of Apparel and Clothing Accessories	458,319	2,720,196
10	Cereals	430,463	1,187,253
39	Plastics and Articles thereof	418,951	6,151,444
73	Articles or Iron and Steel	412,263	3,459,364
48	Paper or Paperboard, Articles of Paper Pulp	333,173	1,513,652
29	Organic Chemicals	326,643	2,182,858
62	Articles of Apparel and Clothing Accessories	311,075	2,190,266
17	Surgar or Sugar Confectionery	287,626	844,754
08	Edible Fruits and Nuts	267,825	2,245,924
30	Pharmaceutical Products	212,008	6,573,438
09	Coffee, Tea, Mate	208,223	826,574
03	Crustaceans, Mollusks	158,874	647,185
38	Miscellaneous Chemical Products	153,204	11,778,697
28	Rare Earth Metals	150,458	1,587,285
02	Meat and Edible Oil Offal	148,840	2,030,354

Annexure-B

Data of Bilateral Trade since 2000 Exports of Pakistan to the United Arab Emirates (All Products) 2010-2021

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
02	Meat and Edible Meat Offal	38,875	46,773	53,197	52,091	47,594	79,794	84,851	72,604	91,212	110,826	127,227	154,195
10	Cereals	314,863	344,374	190,114	190,179	208,098	135,116	134,725	179,661	146,861	247,583	147,289	123,985
62	Articles of apparel and clothing accessories	32,843	43,555	40,818	39,758	52,891	61,783	61,095	68,994	72,605	73,085	68,227	88,810
08	Edible Fruit and Nut, Peels of Citrus Fruit or Melons	22,139	25,082	26,887	48,404	50,826	45,445	53,072	31,320	41,120	62,664	79,930	84,423
63	Other Made-up Textile Articles, Sets, Worn Clothing, Rags	85,646	83,755	103,154	94,232	95,760	82,270	74,170	66,390	58,569	58,243	60,912	84,291
61	Articles of apparel and clothing accessories, Knitted or Crocheted	38,023	35,135	48,469	33,895	49,440	48,260	38,094	48,075	65,893	47,766	49,903	74,370
27	Mineral fuels and Mineral oils and products of their distillation	337,517	405,299	294,152	380,149	229,514	31,1541	656	49,779	140,595	168,004	106,283	50,806
07	Edible	13,390	14,466	8,224	27,112	28,153	31,770	24,647	17,151	35,252	34,763	44,693	49,079

Journal of Pakistan Administration 45(2): December (2024)

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
	Vegetables and certain roots and tubers												
39	Plastic and Articles Thereof	18,363	30,815	25,101	28,721	25,771	22,753	10,743	13,673	19,355	23,967	19,095	38,409
55	Man Made Staple Fibers	39,593	33,388	33,992	33,004	29,142	26,104	15,604	17,329	15,396	20,877	28,954	36,414
84	Machinery, Mechanical appliances, nuclear reactors	36,468	27,097	30,661	26,294	35,931	26,041	18,337	28,488	34,373	27,394	24,330	36,649
72	Iron and Steel	1,236	638	721	4,971	7,818	4,116	6,042	1,785	2,079	11,787	23,654	30,105
03	Fish and Crustaceans, Mollusks	33,188	34,445	28,745	50,805	46,614	35,756	41,475	36,105	28,117	33,277	40,158	28,573
12	Oil Seeds and Oleaginous fruits	3,847	4,076	6,150	16,105	16,395	12,545	8,895	8,613	10,534	16,356	20,744	24,706
52	Cotton	40,446	44,019	39,226	39,957	46,626	38,509	34,613	30,650	23,962	25,927	19,429	19,882
17	Sugar and Sugar Confectionery	6,862	1,864	10,461	27,049	16,573	2,973	2,257	6,012	20,987	2,352	1,844	19,094
90	Optical, Photographic, Surgical, Medical	8,278	6,250	5,702	6,506	16,620	13,068	6,076	18,652	12,160	39,557	13,673	18,459
19	Preparation of Cereals, Flour, Starch or Milk	1,299	1,723	1,805	1,874	3,073	2,872	3,291	2,993	2,970	3,230	4,669	16,341



Critical Analysis of Pakistan-UAE Bilateral Trade Since 2000

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
33	Essential Oils and Resinoids, Perfumery	2,947	3,549	5,261	10,236	7,251	5,114	3,054	2,710	2,424	4,760	10,928	12,906
22	Beverages, Spirits and Vinegars	8,523	8,925	12,077	21,666	15,971	13,129	10,320	9,939	11,377	12,433	26,242	12,768
87	Vehicles other than Railways or Tramways	4,456	7,130	5,108	9,719	5,026	2,855	1,863	2,889	3,176	3,023	3,645	11,901
54	Man Made Filaments	8,426	6,997	9,144	10,599	11,319	7,289	7,747	5,007	1,445	3,365	4,944	11,014
76	Aluminum and Articles thereof	7,642	7,648	7,628	7,425	9,635	8,125	5,565	6,163	6,529	5,971	8,198	10,261
09	Coffee, Tea, Mate and Spices	5,319	4,480	4,384	5,402	6,163	9,982	12,092	11,235	9,872	13,744	7,970	10,226

Annexure-C

Imports of Pakistan from UAE (All Products) 2010-2021

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
27	Mineral Fuels, Mineral oils and products of their distillation	4,297,627	5,809,258	6,436,873	6,588,363	6,270,327	4,646,302	5,269,245	6,389,501	7,408,051	5,535,384	3,581,666	5,670,039
72	Iron and Steel	102,151	87,983	87,295	114,923	126,960	148,208	168,995	289,555	280,445	262,265	264,136	412,396
39	Plastic and Articles Thereof	67,206	152,187	107,169	84,281	112,105	202,910	211,657	211,451	230,239	223,284	237,891	328,040
89	Ships, Boats and Floating Structures	16,759	6,736	3,092	32,365	49,490	67,659	8,752	53,378	201,562	7,329	33,253	212,162
17	Sugar and Confectionery	200,879	15,916	1,390	758	797	1,324	1,399	943	720	870	75,039	194,619
30	Pharmaceutical Products	1,762	637	1,372	183	615	15,779	198	724	477	202	423	141,397
84	Machinery, Mechanical appliances, nuclear reactors	88,159	82,679	84,382	117,497	98,133	118,066	71,717	66,821	67,357	45,176	45,946	77,826
76	Aluminum and Articles Thereof	37,134	33,049	30,192	30,069	36,616	58,415	56,672	73,047	50,668	32,351	23,562	48,167
78	Lead and Articles Thereof	2,033	4,683	2,364	22,614	24,538	16,287	16,604	20,320	28,238	2,250	2,559	28,716
29	Organic Chemicals	19,948	6,009	58,559	104,423	79,218	55,197	57,091	28,837	81,697	37,539	36,140	25,058



Annexure-D

List of Trading Partners – Pakistan/Imports

All Products (2010-2021)

Exporters	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
World	37,573,025	43,578,259	43,813,262	43,775,183	47,544,889	43,998,269	46,998,269	57,518,651	60,391,133	50,134,812	45,841,651	73,106,624
China	5,247,713	6,470,653	6,687,566	6,626,323	9,588,418	11,019,005	13,680,153	15,404,325	14,599,749	12,423,997	12,504,581	20,705,497
United Arab Emirates	5,247,779	6,818,753	7,210,795	7,751,513	7,077,180	5,734,688	6,202,090	7,534,899	8,702,013	6,340,201	4,481,028	7,373,763
Indonesia	675,655	929,761	1,351,328	1,208,316	2,107,232	2,041,765	2,088,831	2,586,768	2,511,831	2,222,140	2,408,783	4,203,791
United States of America	1,627,801	1,753,210	1,509,640	1,669,789	1,799,568	1,916,775	2,006,823	2,846,399	2,957,855	2,614,705	2,587,559	3,841,179
Saudi Arabia	3,873,918	4,668,279	4,283,523	3,487,222	4,417,354	3,006,751	1,843,133	2,734,072	3,254,606	2,439,770	1,895,867	3,781,055
Qatar	153,701	252,059	345,668	164,226	180,898	319,313	774,256	1,610,484	2,395,203	2,190,934	1,485,012	2,672,410
Kuwait	2,608,034	3,891,125	4,208,848	3,948,722	2,954,979	1,712,743	1,271,958	1,470,115	1,413,042	1,255,313	1,123,511	2,278,534
Japan	1,594,711	1,860,297	1,875,373	1,963,191	1,752,971	1,725,910	1,961,395	2,297,060	2,281,617	1,362,462	1,139,122	2,186,175
South Africa	390,164	378,336	313,998	287,948	440,051	483,352	505,154	1,045,272	1,242,538	1,174,655	922,900	1,745,819
Thailand	872,379	827,012	716,577	715,669	730,062	852,735	920,023	1,281,056	1,436,136	1,060,720	897,350	1,700,776

Other major importers to Pakistan include Republic of Korea, Brazil, Malaysia, Germany, Singapore, the UK, the European Union, Ukraine, Australia, Iran, Afghanistan, Spain and Morocco in descending order.

Annexure-E

List of Trading Partners – UAE/Imports

All Products (2010-2021)

Exporters	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
World			261,022,920	294,955,904	298,608,729	287,024,695	270,779,149	273,510,757	261,510,757	267,937,296	246,961,071	347,529,087
Area Nes			13,680,653	108,426,285	109,038,405	102,855,421	81,673,778	16,030,378	16,935,420	18,910,883	31,720,825	77,563,896
China			31,897,618	17,470,027	22,149,896	22,845,1446	22,424,487	48,245,536	38,012,298	40,777,643	39,392,754	51,795,572
India			25,533,300	19,898,118	17,429,079	17,859,649	18,669,359	20,232,077	23,067,077	26,735,301	16,475,251	20,876,187
United States of America			23,561,602	19,419,849	19,258,385	19,334,455	20,587,014	23,307,859	20,919,508	20,013,732	16,521,867	16,876,600
Japan			13,678,156	9,578,112	10,528,035	10,396,851	9,659,325	13,982,827	13,807,890	12,613,927	9,458,332	10,859,511
Turkiye			9,578,186	4,360,142	3,564,944	3,418,962	4,661,408	7,610,983	3,448,803	3,535,832	3,041,385	9,580,882
Germany			12,029,341098	10,324,953	11,546,615	11,931,541	12,594,494	11,882,139	10,940,575	10,074,235	8,625,278	8,299,268
Italy			7,787,988	5,490,398	5,868,399	5,504,859	5,414,613	6,814,181	6,654,181	6,561,554	5,546,476	7,983,864
Vietnam			3,622,025	1,163,130	1,832,263	2,378,507	2,642,225	9,754,653	7,666,138	7,194,111	5,852,131	7,601,250
Saudi Arabia			4,939,847	4,101,401	3,963,740	3,952,018	4,473,662	6,902,886	7,577,102	6,845,384	6,476,166	7,378,270
Pakistan			3,343,053	1,204,298	895,700	641,119	700,267	741,753	755,130	858,334	909,287	1,124,212

Other important trading partners of UAE (Imports) include Mali, France, the UK, Switzerland, South Africa, Thailand, Russian Federation, Korea, Belgium, Sudan, Canada, Bahrain, Iraq and Brazil in descending order.



Annexure-F

List of Exports of Pakistan- Global 2010-2021

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
63	Other Made-up Textile Articles/rags	3,284,531	3,570,355	3,285,353	3,685,485	3,906,465	3,759,721	3,803,987	3,961,922	4,076,838	4,070,644	4,277,601	5,515,529
61	Articles of clothing or apparel	1,982,423	2,238,845	2,006,290	2,105,321	2,402,619	2,359,608	2,347,471	2,519,831	2,878,652	3,028,781	3,063,941	4,498,019
52	Cotton	4,013,419	5,097,133	5,225,694	5,333,784	4,731,369	4,040,271	3,947,374	3,503,094	3,520,871	3,252,069	2,643,560	3,413,592
62	Articles of Apparels and Clothing and accessories	1,461,643	1,774,671	1,649,386	1,854,926	1,984,656	2,127,462	2,253,021	2,469,150	2,599,855	2,814,503	2,626,263	3,395,080
10	Cereals	2,279,567	2,807,327	2,060,801	2,181,045	2,211,315	1,942,267	1,717,085	1,754,249	2,340,176	2,375,641	2,118,010	2,266,035
74	Copper and Articles Thereof	89,342	126,630	197,182	172,305	142,284	92,471	54,801	123,752	211,141	354,768	435,478	818,289
42	Articles of Leather	618,842	681,344	673,815	743,538	742,028	687,621	644,930	632,929	664,543	634,279	583,647	697,567
08	Edible Fruit and Nuts	254,177	310,936	347,796	434,229	424,832	415,322	435,232	354,478	431,395	398,771	418,757	492,855
25	Salt, Sulphur, Earths and Stone, Lime and Cement	514,407	570,628	714,069	722,822	694,237	507,567	448,064	386,136	451,296	434,474	423,197	484,722
90	Optical, Photographic, Surgical or Medical	260,743	302,480	319,109	348,075	364,565	369,205	364,223	411,207	407,611	454,177	380,656	437,032
55	Man-Made Staple Fibers	511,243	605,989	449,180	418,173	417,658	302,343	220,487	256,592	319,176	312,257	302,139	423,589

Journal of Pakistan Administration 45(2): December (2024)

HS Code	Product Label	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
22	Beverages, Spirits and Vinegar	187,455	272,750	172,771	364,159	352,272	310,032	250,602	382,795	458,113	323,439	347,691	403,565
03	Fish and Crustaceans, Mollusks	231,040	261,050	292,205	333,130	355,625	328,733	336,380	407,553	432,553	475,493	373,535	399,389
39	Plastics and Articles Thereof	408,132	543,883	520,985	449,789	361,431	284,130	267,038	272,403	309,735	358,253	342,738	389,171
02	Meat and Edible Meat Offal	123,393	167,270	209,402	212,595	215,723	263,743	239,741	212,316	228,705	295,610	311,398	340,935
07	Edible Vegetables and Certain Roots	119,524	258,920	188,436	248,666	170,203	234,129	176,219	173,339	246,892	250,245	259,974	313,685
12	Oil Seeds and Oleaginous fruits	32,137	61,039	79,852	115,387	115,293	90,255	75,108	85,251	116,479	92,407	97,381	295,764
30	Pharmaceutical Products	135,870	150,665	167,812	169,467	198,599	212,692	207,182	207,673	198,858	217,587	235,837	269,430
89	Ships, Boats and Floating Structures	74,399	10,328	8,603	12,671	2,275	14,828	4,501	28,784	15,764	93,249	10,234	252,557
95	Toys, Games and Sports Requisites	212,180	225,094	218,945	221,104	262,171	232,805	220,777	205,386	218,581	225,019	178,707	238,234



Annexure-G

List of Competitors – HS Code 62 (Textiles / Men’s and boy’s shirts)

Import of UAE 2010-2021

Exporters	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
China			946,311	622,016	713,429	692,228	574,717	870,370	713,457	677,782	585,796	739,637
India			380,178	281,283	312,876	330,589	288,178	419,289	350,515	344,012	251,720	311,075
Italy			155,855	169,856	174,853	144,251	144,641	154,968	178,742	172,909	136,625	222,730
Bangladesh			144,774	88,735	88,734	103,794	91,871	194,185	186,579	184,644	147,374	202,447
Turkiye			96,254	66,316	86,801	94,379	81,030	108,738	104,267	100,213	73,456	112,125
Vitenam			43,018	40,819	62,583	64,911	66,070	95,569	85,946	82,428	60,490	99,205
Pakistan			58,835	36,428	47,993	50,283	50,726	103,190	88,333	86,756	64,323	77,238

Other competitors in HS Code 62 include Morocco, Indonesia, France, Sri-Lanka, Cambodia, Portugal, Romania, United Kingdom, Tunisia, USA, Bulgaria, Myanmar, Thailand, Saudi Arabia, Philippines, Egypt and Spain in descending order of exports to UAE.

Annexure-H

List of Competitors – HS Code 08 (Edible Fruits and Nuts)

Imports of UAE 2010-2021

Exporters	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
USA	347,566	392,130	447,068	483,964	349,373	422,766	413,346	539,895	429,412	472,115
India	199,492	229,581	261,659	284,088	316,212	343,038	283,149	256,101	219,956	267,825
South Africa	185,797	219,645	245,150	239,626	234,340	232,560	182,496	179,087	230,824	265,758
Iran	110,432	120,852	142,637	167,491	132,099	119,830	109,977	97,567	96,936	110,302
China	49,641	50,007	46,018	31,002	37,985	35,429	25,985	27,939	51,147	90,491
Saudi Arabia	21,728	24,480	29,425	35,713	40,572	44,321	53,468	66,492	57,135	89,085
Ecuador	2,008	2,554	3,536	14,379	35,335	54,863	67,223	76,863	90,084	86,019
Vietnam	24,716	18,129	29,032	36,405	43,245	58,306	55,874	40,636	50,236	76,475
Egypt	61,919	70,716	72,019	73,177	78,108	74,903	63,107	63,876	72,636	73,567
Turkiye	20,387	24,261	31,380	32,358	37,955	37,343	37,943	42,481	36,763	58,353
Pakistan	32,569	45,992	51,430	47,720	55,474	35,469	40,198	51,707	62,602	50,568

Other competitors in HS Code 08 include Chile, Australia, Philippines, Spain, Kenya, Mexico, New Zealand, Thailand, Afghanistan, Lebanon, Italy, Iraq, and Indonesia in descending order of exports to UAE.



Annexure-I

List of Competitors – HS Code 63 (Other made-up textiles/worn)

Imports of UAE 2010-2021

Exporters	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
China	221,328	183,380	229,409	203,032	192,329	225,122	196,558	203,274	454,817	259,716
India	91,239	66,737	74,185	71,011	66,319	100,152	96,707	96,933	85,109	126,646
Pakistan	65,419	43,636	45,961	38,738	40,612	44,415	47,816	50,806	42,025	60,257

Other competitors in HS Code 63 include USA, the UK, Turkiye, Vietnam, Australia, Italy and Bangladesh in descending order of exports to UAE.

Annexure-J

List of Competitors – HS Code 39 (Plastic and Articles Thereof)

Imports of UAE 2010-2021

Exporters	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Saudi Arabia	706,339	722,770	809,285	692,921	602,183	990,827	1,161,347	1,104,709	991,935	1,684,992
China	592,467	479,710	539,477	511,754	486,168	719,978	796,249	798,964	816,770	1,409,468
India	256,294	177,311	197,676	189,096	196,058	306,051	373,085	338,745	271,275	418,951
USA	334,036	224,224	275,825	258,740	263,463	390,930	391,779	445,306	388,208	385,738
16 countries in between										
Pakistan	27,502	16,538	16,727	16,591	7,869	16,837	19,709	23,496	18,022	40,635



Annexure-K

List of Competitors – HS Code 02 (Meat of Bovine Animals – Frozen)

Imports of UAE

Exporters	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Brazil	595,326	663,133	623,972	655,610	616,270	659,757	800,839	1,173,578	675,449	860,523
Australia	205,177	212,381	252,087	247,900	241,547	265,761	271,334	257,322	245,696	255,630
Pakistan	62,546	67,046	71,740	78,071	83,479	88,359	91,028	114,711	131,804	149,012
India	197,077	195,931	192,753	193,580	188,893	182,847	193,223	178,044	130,111	148,347

Annexure-L

List of Competitors – HS Code 10 (Pulp of Wood or paperboard)

Imports of UAE

Exporters	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
India	690,794	554,691	639,115	784,832	670,832	592,573	557,968	384,390	426,026	430,463
Australia	127,194	114,992	62,046	102,332	134,463	177,556	102,593	69,652	67,079	191,455
Argentina	145,376	142,844	85,191	92,110	53,424	66,110	81,874	94,749	86,377	134,253
Russian Federation	37,773	93,630	126,202	143,527	27,985	64,199	155,704	172,242	202,329	85,246
Canada	91,025	123,753	132,158	95,537	66,480	78,540	119,362	91,921	112,307	72,335
Pakistan	231,100	193,226	220,012	124,483	120,577	11,312	116,068	107,265	91,976	62,571

Other competitors include at least 20 other countries but far below the potential of top 6 countries detailed above for exports of UAE.

