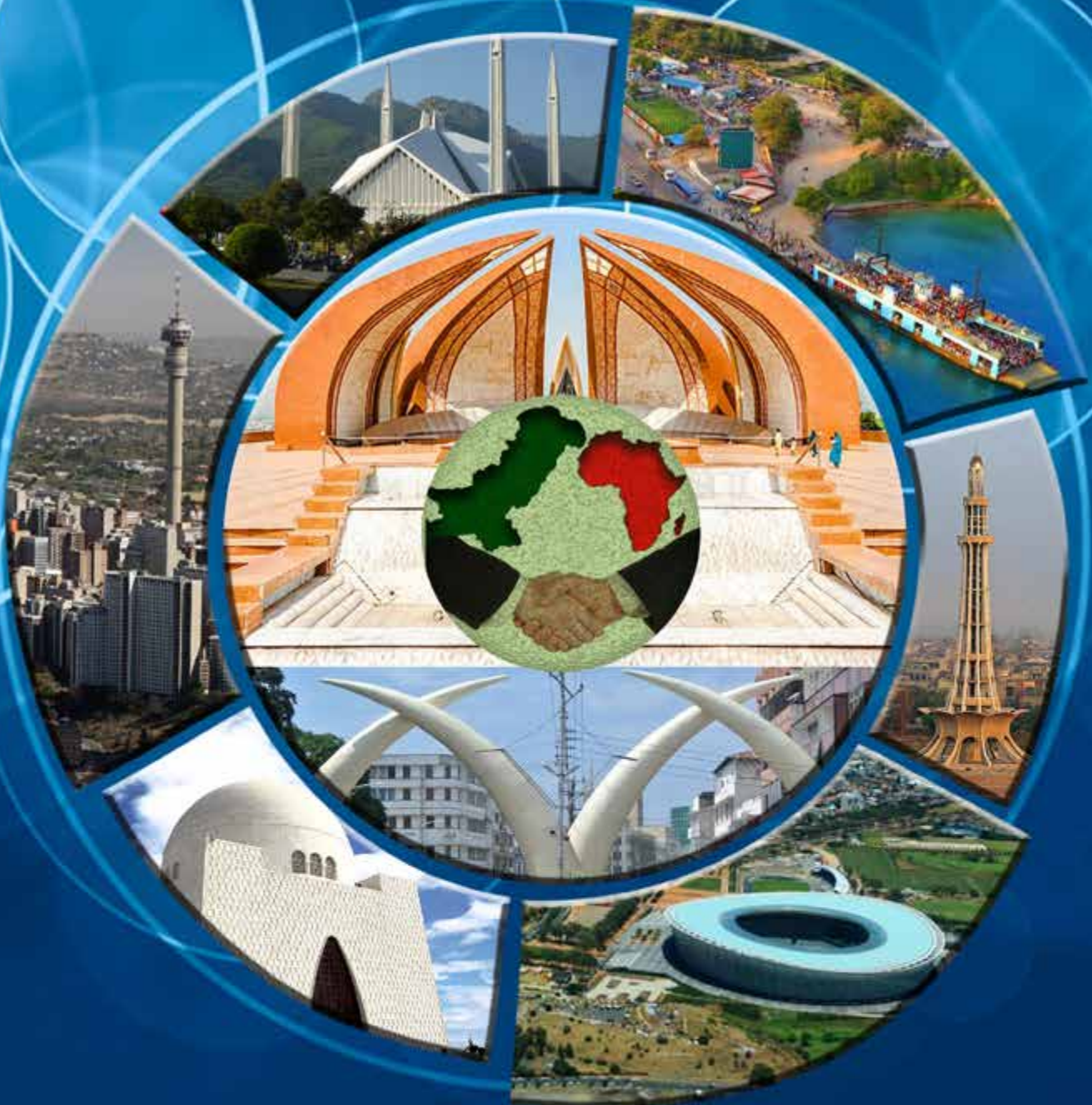


ENGAGING AFRICA

Pakistan's Determined Efforts to Boost Relations with Africa

A Report of Roundtable held at ISSI
to Commemorate Africa Day



Institute of Strategic Studies, Islamabad (ISSI)



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In addition to publishing a quarterly journal and a monograph series, the ISSI organises talks, workshops, seminars and conferences on strategic and allied disciplines and issues.

Editor-in-Chief : Ambassador Aizaz Ahmad Chaudhry
Director General, ISSI

Editor : Najam Rafique
Director Research

Publication Officer : Azhar Amir Malik

Composed and Designed by : Syed Muhammad Farhan

Graphics and Layout Design by : Bushra Mushtaq Khan

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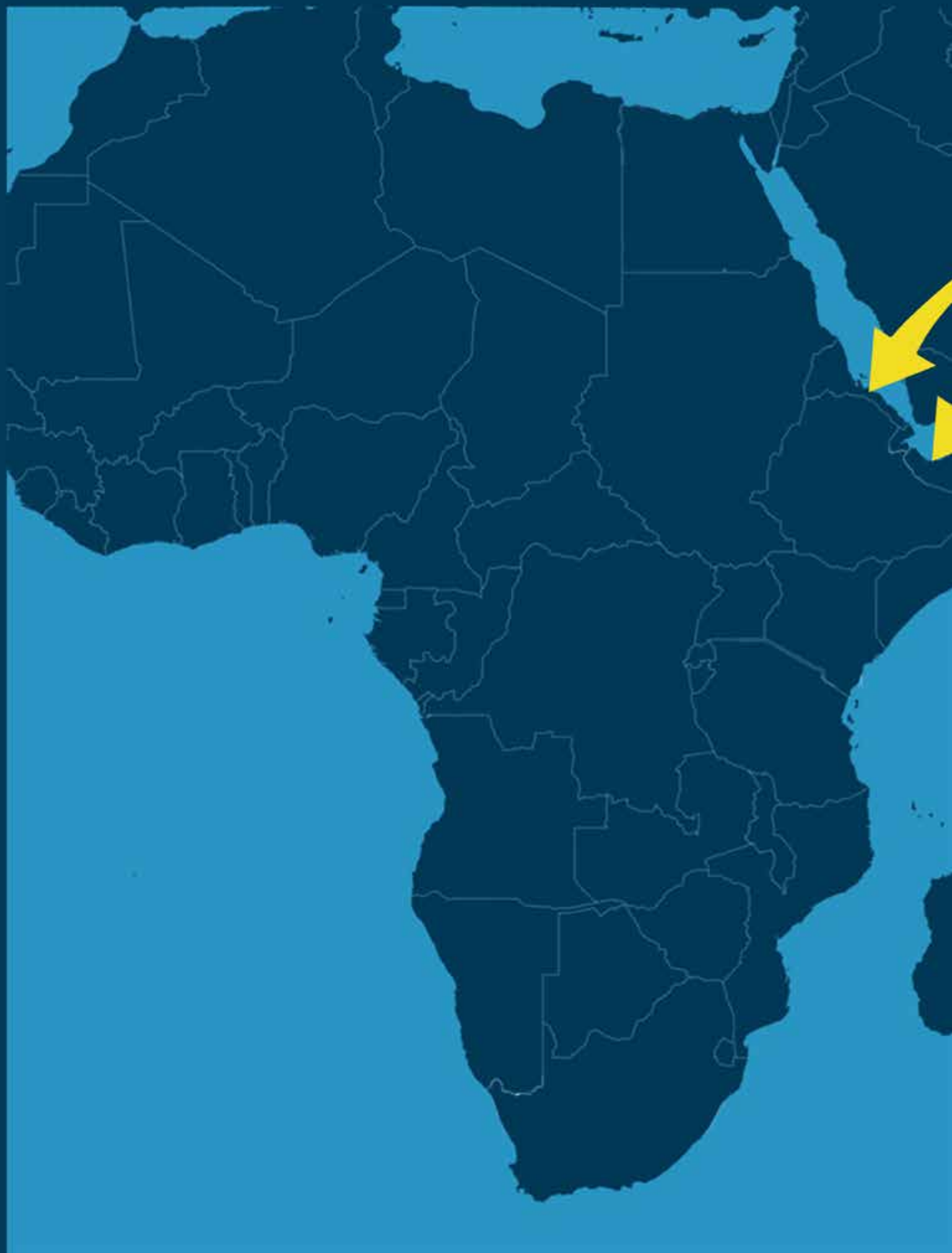
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Rapporteurs:

**Ghazala Yasmin Jalil, Research Fellow
Shahroo Malik, Research Associate**

Edited by

Najam Rafique
Director (Research)





Indian Ocean

Foreword

Pakistan's relations with many African countries date back to their respective independence movements. Pakistan supported both morally and materially countries such as Algeria, Kenya, Sudan, Zimbabwe, South Africa, Morocco, Libya, Egypt and Nigeria. These relations are based on mutual respect, solidarity, and good political will. Today, Pakistan has resident missions in 13 African countries while others are covered through concurrent accreditation. Pakistan-African relations stand today on solid grounds in a rapidly changing world. Pakistan shares with African nations a common background and similar post independence problems. Therefore, under its new "Look Africa" policy, Pakistan has sought closer economic, social and cultural cooperation with the African nation states for closer economic, social and cultural cooperation for the common good.

In this regard, the Institute of Strategic Studies, Islamabad (ISSI) organized a Pakistan-Africa Roundtable to commemorate Africa Day on July 30, 2019. Pakistan's Foreign Minister Makhdoom Shah Mahmood Qureshi gave the Keynote Address. Mr. Sohail Mahmood, Pakistan's Foreign Secretary, also graced the occasion.

Participants from African countries included High Commissioner, Republic of Kenya, H.E. Prof. Julius Kibet Bitok, Ambassador, People's Democratic Republic of Algeria, H.E. Mr. Lakhal Benkelai, Ambassador, Republic of Sudan, H.E. Mr. Tageldin El Hadi El Tahir Taha, Ambassador, Kingdom of Morocco, H.E. Mr. Mohammed Karmoune, Ambassador, Federal Republic of Nigeria, H.E. Maj. Gen. (Retd.) Adebayo A. Olaniyi, Ambassador, Arab Republic of Egypt, H.E. Mr. Ahmed Mohamed Fadel Yacoub, Chargé d' Affaires, Federal Republic of Somalia, Mr. Salad Ahmed Hassan, Chargé d' Affaires, Republic of Mauritius, Mr. Marvin Nadrajen Chedumberum, Chargé d' Affaires, State of Libya, Mr. Nizar A. M. Nabiyah, and Chargé d' Affaires, Republic of South Africa, Mr. Cristo Jansen Van Noordwyk. Representatives from the African countries present at the roundtable also set up exhibition stalls displaying various products from their countries and gave Pakistan's Foreign Minister Makhdoom Shah Mahmood Qureshi a tour of their exhibits.



Key Suggestions Made by Ambassadors of African Countries and Other Participants

Ambassador of Algeria, Mr. Lakhal Benkali

1. Algeria provides numerous opportunities in the fields of energy, agriculture and real estate to name a few. Algeria is seeking investment and is ready to develop partnership with Pakistan.
Ambassador of Egypt, Mr. Ahmed Fadel Yacoub

Ambassador of Egypt, Mr. Ahmed Fadel Yacoub

1. There is a need to expand diplomatic footprint. This could be done within the understandable financial and budgetary constraints via reverting to the model of creating small 1+1 embassies, staffed by young diplomats and ambassadors.

2. Exchange high-level visits by officials and ministers from Pakistan and African countries.

3. Expand the scope and increase the number of scholarships provided to the African youth to study in Pakistan's civil and military universities and colleges.

4. Study the possibility of creating a bilateral forum between Pakistan and Africa along the lines of similar international forums such as the Forum on China-Africa Cooperation.

5. It may be a good idea to consider creating a high government post (on the level of deputy minister or minister of state) to oversee the relations with Africa; such a step will bring better policy cohesion, planning and implementation.

6. Pakistan can also learn from Egypt when it comes to marketing mangos in European markets.

7. Egypt can import meat from Pakistan. Egyptian businessmen have made investments in Pakistan's real estate sector and telecom sector.

High Commissioner of Kenya, Prof. Julius Kibet Bitok

1. To encourage people-to-people interactions, plans are at an advanced stage for a high level exchange of visits.

2. Fusion of Kenya's enormous agricultural resources and Pakistan's technology could bring enormous benefits to both countries especially in the area of irrigation and post-harvest technology.

3. Partnership in areas where Pakistan has advantage i.e. value addition in agri-industrial production, leather and textile processing will be beneficial to both countries.



4. The Government of Kenya plans to have provision of medical cover to each Kenyan by 2022. The Government will review the rules governing private insurances to bring the cost of cover within the reach of every Kenyan. This is expected to open up demand in pharmaceuticals where Pakistan is strong.

Charge d'Affaires of Libya, Mr. Nizar A. M. Nabiyah

1. 250,000 Pakistanis were working in Libya. We hope that Pakistan will play a more positive role in the current crisis in Libya as a brotherly country.

Charge d'Affaires of Mauritius, Marvin Nadrajen Chedumberum

1. People-to-people and cultural contact are essential.
2. There is potential for Pakistan to provide security to Africa in terms of keeping the Africa's Eastern coast safe for trade. There is potential to cooperate in combating piracy and illegal narcotics trade.

Ambassador of Morocco, Mr. Muhammad Karmoune

1. Morocco is the second continental investor in Africa and can provide investment opportunities in various sectors such as banking, aerospace, textile and automotives. Invitation has been extended to Pakistani business community to visit Morocco and explore the potential that exists.
2. Academic and intellectual exchange is essential.
3. Morocco is ready to learn from Pakistan in the fields of solar and wind energy, textiles and automobiles and is also ready to share its own experiences as well.

High Commissioner of Nigeria, Amb. Maj Gen (Rtd.) Ashimiyu Adebayo Olaniyi

1. Africa offers Pakistan a huge economic, business and commercial opportunities, in telecommunication, technology, medicine (pharmaceuticals), agriculture, banking, energy, and oil and gas sectors.
2. The operational phase of the African Continental Free Trade Area Agreement (AfCFTA) recently launched in Niamey, Niger is a platform where Pakistan can reaffirm its readiness to mutually work with African countries towards an exclusive cooperation and collaboration.
3. Nigeria can learn from the agricultural advanced technology of Pakistan, while Nigerian agricultural sector can also offer benefits to Pakistani investors.
4. Cooperation between Nigeria and Pakistan in oil and gas sector needs to be augmented.



5. Nigeria is one of the largest users of the GSM technology in Africa and has the largest internet users estimated to be more than 111.6 million. Pakistani telecommunication companies such as Nayatelare welcome to extend their business in the Nigerian competitive market.

Charge d'Affaires of Somalia, Mr. Salad Ahmed Hassan

1. Somalia has wide investment opportunities in agriculture, wild stock, fisheries, energy, real estate and we request all to tap into this opportunity.

Charge d'Affaires of South Africa, Mr. Cristo Jansen Van Noordwyk

1. Establish subsidiaries in African countries where they find suitable local partners, the necessary incentives, raw materials and other inputs.

Ambassador of Sudan, Mr. Tageldin El Hadi El TahirTaha

1. Pakistan's technical knowledge and expertise if combined with Sudanese natural and human resources can benefit both the countries, especially in the field of manufacturing.

2. Africa is still waiting for Pakistani high profile leaders to come and visit, and to extend invitation to African leaders. Companies and businesses will also follow leaders and will invest if facilitated by the governments.

3. People of Sudan need to get acquainted with Pakistani products and trade exhibitions can play an important role in doing that.

4. Collaboration in higher education is one potential area that can be explored as Pakistan is well-known for its well-reputed educational institutes.

Suggestions by Pakistani Business Community and others

1. Both governments should facilitate trade delegations and organize trade exhibitions to promote trade and economic relations.

2. There is a need to establish direct air routes to Africa.

3. A new visa regime should be implemented on a pattern similar to Schengen.

4. Promote Pakistan's enormous tourism potential in Africa.

5. The government must include Chambers of Commerce in any bilateral forums where trade deals are negotiated to improve commerce between Pakistan and African countries.



WELCOME REMARKS

Ambassador Aizaz Ahmed Chaudhry

Director General, Institute of Strategic Studies Islamabad



I would like to extend a warm welcome to our Chief Guest, Foreign Minister Makhdoom Shah Mahmood Qureshi, the African envoys and the participants of the roundtable on Pakistan-Africa Dialogue commemorating Africa Day.

Pakistan's relations with many African countries are deep-rooted in history and culture going back to the times of struggle against colonial occupation. Pakistan supported both morally and materially countries such as Algeria, Kenya, Sudan, South Africa, Morocco, Libya, Egypt and Nigeria. Today, Pakistan has resident missions in 13 African countries, while others are covered through concurrent accreditation.

Pakistan has signed various protocols on the advancement of trade, education, cultural exchanges, as well as information technology with many of the countries in Africa. Ties between Pakistan and various African countries have also been strengthened by the fact that Pakistan has been supportive of peace efforts in Africa undertaken under the auspices of the United Nations. Pakistan was one of the first few countries which sent peacekeeping troops. Also, the number of Pakistanis residing in African countries has been increasing manifold. This has been particularly notable following the introduction of Pakistan's, "Look Africa" policy, which seeks to increase Pakistan's interaction with its African partners. Pakistan and African countries can build on cultural and public diplomacy for strong bilateral relations which should be sustained with better communication network. The present government is keen to expand Pakistan's relations with African countries through promotion of commercial activities and increased people-to-people contacts.

We keenly look forward to the address by the Honorable Foreign Minister and the suggestions by the African envoys present here to enhance Pakistan-Africa relations.



KEYNOTE ADDRESS

Hon. Shah Mahmood Qureshi

Foreign Minister, Islamic Republic of Pakistan



*Excellences,
Distinguished Guests,
Ladies and Gentlemen!*

First of all, I would like to express my deepest condolences to the Ambassador, people and Government of Tunisia on the sad demise of the President of Tunisia, His Excellency Beji Caid Essebsi. I regret that the Tunisian Ambassador could not attend today's roundtable dialogue due to ongoing mourning by the government of Tunisia. President Essebsi was a true friend of Pakistan and shall be remembered for his close association with Pakistan. May Allah bless the departed soul and give fortitude to his family and people of Tunisia to bear this immense loss.



Now, I wish to commend the Institute of Strategic Studies Islamabad for organizing this important event on Africa and for providing a forum to generate informed discussions on the past, present and future of Pakistan-Africa relations.

I am happy to see so many of our African friends and colleagues gathered here today.

Africa is not just an expanse of 30.37 million square kilometers, home to 1.3 billion people of 54 states with a combined GDP of over 2.33 trillion dollars.

To me, Africa is more than the sum of its parts.

It represents a future of hope and happiness for mankind, a present of potential and prospects, and a past of heroic resilience, epitomizing the triumph of freedom over bondage and justice over oppression.

In short, it embodies the dawn of a more free, a more equal, a more moral and a more just world.

The African Union encapsulates Africa's great civilizational legacy, its collective strength as a dynamic political force, and its immense geo-economic value and worth for the world today.

The AU has ably spearheaded the re-dedication of Africa towards the attainment of the Pan-African Vision of an integrated, prosperous and peaceful continent, driven by its own citizens, representing a dynamic force in the international arena.

Agenda 2063 marks the practical manifestation of the Pan-African Vision. It has already begun rolling out.

Pakistan is happy to see the launching of operational phase of the African Continental Free Trade Area (AfCFTA) early this month at the Niamey AU Summit.

Ladies and Gentlemen,

The AU's founding commemorated each year on May 25, is rightly observed as an occasion to celebrate all that is Africa and African, the world over.

This year marked the fifty-sixth anniversary of the founding of the African Union. To my African colleagues, I wish to extend profound felicitations on this auspicious occasion.

You have a lot to be proud of.

Over 2016 and 17, growth rates in Ethiopia, Ghana and People's Republic of Congo exceeded growth rates of many in the developed and developing world.



Bucking global trends, Foreign Direct Investment in Africa registered an 11% rise last year, to touch \$ 46 billion.

Niger and Tunisia have been elected as non-permanent members of the UN Security Council for the term 2020-21.

And Nigeria will have the distinction of serving as President of the UN General Assembly for the term 2019-20.

Excellences,

Pakistan and its African peers are kindred spirits.

We have faced similar tribulations, confront identical challenges, and have common aspirations for a brighter and better tomorrow.

Africa is dear to us. Our affinity and affection towards you, is coded into our genome. We value our relations with Africa and cherish the mutual support we extend to each other at multilateral forums.

Through land routes and seaways, our two lands have traded and mingled for millennia. Most of you may not be aware, but many Pakistanis, particularly from our coastal belt, have African origin.

Having broken free of the yoke of colonialism a little earlier than most, Pakistan could very well empathize with the pain and suffering faced by our African brethren.

We could never stand idly by, as they struggled for their right of self-determination, yearned for freedom and sought emancipation from colonial rule.

Three very significant trends have defined the color and contours of Pakistan's relations with Africa, spanning seventy years of our existence as a nation-state.

And these three trends must now graduate into three equally significant agendas for our future partnership.

Let me call this, the three-by-three matrix.

Firstly, Pakistan extended political, diplomatic, moral and material support to independence movements of many African States. We also played our role in confronting Apartheid, and helping end foreign interference.



Secondly, within the framework of South-South cooperation, Pakistan has assisted in building capacity of African states and citizens. It fills my heart with pride to know that as of today, over 700 African diplomats from 52 States are alumni of our Foreign Service Academy. We feel privileged to have hosted them as our guests. We are proud of them. These diplomats, many of whom now occupy prominent positions of high responsibility, constitute an important bridge between Pakistan and Africa.

Even today, doctors from Pakistan visit Mauritius every year, to conduct eye surgeries.

And our National Database Registration Authority has undertaken a number of projects with partners in Africa.

Thirdly, from Somalia to Liberia, to Congo, wherever and whenever our African brethren have needed us for peace-keeping, peace-building and peace-making, we have heeded the call. Under the UN flag, Pakistani blue helmets have played their role in helping bring stability to the Continent. Their sheer number at one point, exceeding contributions by any other State.

We have assisted also by helping build capacity of armed forces of friendly states, and extending security cooperation where possible.

Our assistance through the years may have been small compared to others, but was always comprehensive and cost-effective; unconditional and unadulterated by any expectation of reward or return.

This has been the legacy of Pakistan's friendship with Africa.

The future beckons with even greater prospects. Allow me to present three key agendas.

ONE: African economies are pacing up and the continent is accelerating its integration process. Meanwhile, the epicenter of global growth and demand is shifting towards Asia. It is but natural that our two continents would act to complement each other.

To realize the full potential of this natural complementarity, we have to promote connectivity in terms of multi-modal transport, transit, trade, and movement of capital and technology.

TWO: Pakistan's trade volume with Africa is far below the potential. You would agree that in today's globalized and interdependent world, economic relations



underpin other aspects of collaboration. In order to realize our growth potential and synergies, we need to enhance our focus on boosting trade and investment relations. We need to explore possibility of joint ventures in sectors like pharmaceuticals, textiles and agriculture where Pakistan has experience and expertise.

THREE: Pakistan has one of the strongest, technologically advanced militaries, and one of the most vibrant diplomatic cadres in the world. I urge you to take full advantage of our experience and expertise. In combating terrorism and dousing extremism, Pakistan has achieved success where most others have failed.

To realize the full potential of the opportunities available, I feel a more structured and result-oriented engagement between Pakistan and Africa is called for.

It is to this end, and for this purpose that Bilateral Political Consultation mechanisms have been put in place with several African partners, and more are in the pipeline.

Excellences,

The Government of Pakistan, on its part, is firmly committed to graduating our relations with Africa to the next level.

We have embarked on an Engage Africa Policy that emphasizes pragmatic, practical measures to augment relations in the political, economic and people-to-people domains.

We are holding an Envoys Conference of our Ambassadors and Heads of Missions in Africa to explore further ways to reinforce our efforts within the framework of this policy.

Prime Minister Imran Khan has been interacting with the leaders from Africa, most recently from Ethiopia and Egypt. More such meetings are envisaged in the future.

I look forward to benefitting from your valuable views and suggestions as to how we can further augment synergies and cooperation towards realizing our common goals.

I, on my part, will remain personally invested in augmenting Pakistan-Africa ties, to the mutual advantage and common benefit of our two sides.

Thank You!



The Republic of Kenya

Area: 582, 646 sq. km.

Population: 49.7M (2017)

Gross Domestic Product (GDP): 163.1 bn USD

Main Imports: machinery and transportation equipment, oil, petroleum products, motor vehicles, iron and steel, resins and plastic

Main Exports: tea, horticultural products, coffee, petroleum products, fish, cement, apparel



Kenya-Pakistan Relations

Pakistan and Kenya enjoy cordial relations. They support each other at various international fora. Pakistan has been offering various courses and training programs to Kenya which inter-alia include Junior and advance level diplomatic courses for mid-career diplomats, advance Railway courses, International Central Banking Courses and Postal Service Training courses. With regards to trade and economic relations, the two sides have agreed on the formation of Joint Trade and Investment Committee (JTC), and established a Joint Ministerial Commission. Pakistan offers various education/training programs to Kenya in the fields of Engineering, MBBS and BDS under Pakistan Technical Assistance Program besides courses offered by Islamic University Islamabad. There are currently 20 MoUs/Agreements being negotiated between Pakistan and Kenya, and trade and business visits are gradually becoming a regular feature in bilateral relations. Trade between Pakistan and Kenya is dominated by two products i.e. rice and tea. Pakistan is the largest supplier of long grain white rice to Kenya while Kenya is the largest supplier of tea to Pakistan. Following sectors hold the potential for enhanced trade between the two countries based on Pakistan's strength and presence of adequate import potential: Mangoes, Citrus and Onions; Surgical & Pharmaceutical Goods; Textiles & Bed Linen; Sports Goods & Apparel; Auto parts; Construction Material; there is a potential of IT related exports from Pakistan as well.



REMARKS

H.E. Prof. Julius Kibet Bitok

High Commissioner, Republic of Kenya



*The Minister for Foreign Affairs, Hon. Makhdoom Shah Mahmood Qureshi
Foreign Secretary,
The Director General, Institute of Strategic Studies, Mr. Aizaz Ahmad Chaudhry,
The African Ambassadors/High Commissioners/Heads of Missions Former Ambassadors of Pakistan to Africa,
Distinguished Guests, Ladies and Gentlemen.*

Good Morning and Asalam Aleikum,

It gives me immense pleasure and honor to say thank you for the first Pakistan-Africa roundtable dialogue to commemorate Africa Day. On my own behalf and that of Africa group of ambassadors, high commissioners and heads of missions, I wish to convey our most sincere gratitude for the opportunity accorded to us by the Minister for Foreign Affairs, -Honorable Makhdoom Shah Mahmood Qureshi to have Africa roundtable dialogue. Shukria!

Africa group of ambassadors/ high commissioners are proud of this bold step by the government and the people of Pakistan to Africa. Individually, we have our specific mandates to improve on bilateral relations, and strengthen trade, tourism, cultural and political ties with the Islamic Republic of Pakistan. However, as a group we also have a collective mandate to ensure multilateral cooperation and cordial relations between Africa and Pakistan. To realize this goal, we look forward to more frequent interactions and visits at the highest level of government between Pakistan and Africa. As you know high level visits is the engine of effective diplomatic engagements.

The new Look Africa policy initiative comes at an opportune moment when Continental Free Trade area is being actualized. In order to encourage people-to-people interactions, plans are at an advanced stage for a high level delegation to exchange visits. The President of Kenya and the Prime Minister of Pakistan are expected to lead delegations to Kenya and Pakistan respectively before the end of the year. This is expected to strengthen further the relation between the two countries. The fusion of Kenya's enormous agricultural resources and Pakistan's technology could bring enormous benefits to both countries, especially in the area of irrigation and post-harvest technology. Partnership in areas where Pakistan has advantage i.e. value addition in agri-industrial production, leather and textile processing will be beneficial to both countries. The Government of Kenya plans to have provision of medical cover to each Kenyan by 2022. The Government will review the rules governing private insurances to bring the cost of cover within the reach of every Kenyan. This is expected to open up demand in pharmaceuticals where Pakistan is strong.



People's Democratic Republic of Algeria

Area: 2,381,741 sq. km

Population: 43.5 million (2019)

GDP: 630bn USD (2017 est.)

Algeria has the 10th-largest reserves of natural gas in the world - including the 3rd-largest reserves of shale gas - and is the 6th-largest gas exporter.



Algeria- Pakistan Relations

Pakistan was one of the first countries to recognize the Provisional Government of Algerian Republic and its Mission was opened in Karachi in 1958. Pakistan and Algeria signed an MoU in 2003 to hold Bilateral Political Consultations on annual basis. Joint Ministerial Commission (JMC) was set up in 1987 and so far two sessions have taken place. The current volume of bilateral trade in 2017-18 between Pakistan and Algeria stood at US \$ 42.8 million. The main items that Pakistan exports to Algeria are textile items, bed linen, towels, sports items and surgical goods. Political relations can be strengthened further by maximizing economic & commercial, scientific and cultural, as well as defense cooperation. Pakistan wants to ink an agreement with SONATRACH for supply of LNG and POL products, which would open a new chapter in bilateral energy cooperation. There is a vast potential in the field of Agriculture in northern Algeria with almost 7.5 million hectares of fertile land, which is largely untapped.





REMARKS H.E. Mr. Lakhal Benkali

Ambassador, People's Democratic Republic of Algeria



The African continent is rich in natural, economic and human resources. Algeria provides numerous opportunities in the fields of energy, agriculture and real estate to name a few. Algeria is seeking investment and is ready to develop partnership with Pakistan.

Algeria- Pakistan Relations

Pakistan was one of the first countries to recognize the Provisional Government of Algerian Republic and its Mission was opened in Karachi, the then capital of Pakistan in 1958. Three agreements for cooperation in the fields of small and medium enterprises (SME) and handicrafts, cultural exchange program 2005-08 and science and technology were signed. The export from Pakistan to Algeria for June-May 2006-7 increased to US\$22.617 million from the figure of June-May 2005-6 that was about US\$11.203 million. There is a huge potential for expanding commercial ties between the two nations and also Algeria acting as a gateway to European markets for Pakistani products.



Republic of Sudan

Area: 1,861,484 sqkm

Population: 39 million

GDP: 117.5 bn USD
(2017)

Main Exports: gold; oil and petroleum products; cotton, sesame, livestock, peanuts, gum arabic, and hibiscus



Sudan-Pakistan Relations

Relations between Pakistan and Sudan are based on strong Islamic bond and political connections. Pakistan's exports to Sudan amount to USD 67 million and trade between the two is steadily increasing. Pakistan has also contributed to peace efforts in Sudan with 1,542 personnel and more than 500 students from Sudan study in universities in Pakistan.





REMARKS

H.E Mr. Tageldin El Hadi El Tahir Taha

Ambassador, Republic of Sudan



The Pakistan-Africa Relations

The relations between Indian Subcontinent and Africa are very old and date back to hundreds of years in the history. Pakistan after its independence in 1947 has retained the historical relations with the African continent countries, and also these relations were developed through building political and economic relations with the independent African colonized countries.

On the basis of this historical background, it is supposed that the Pakistan-African relations have to be much better than now, particularly in terms of the commercial and economical aspects, whereas we find that the volume of commercial exchange between Pakistan and African continent countries all together is under the expected.



Now the awaited time and the promising moment have come for the revival and development of the relations between Pakistan and African continent countries due to the availability of many factors, most prominent of them are:-

1. Availability of the political will with the Pakistan leadership.
2. The global interest in the African continent and its resources, considering it as the virgin continent and the continent of the future.
3. The project of the China-Pakistan Economic Corridor (CPEC) and Gwadar seaport and its ability to link Pakistan directly to Africa.

Sudan and Pakistan

The Sudan-Pakistan relations are distinguished, deep-rooted and built on strong foundations, they share the same values and share almost the same challenges and Pakistan is considered one of the first seven countries around the world in which Sudan has opened a diplomatic mission in the year of its independence in 1956 and still continues till now without stop for 63 years. The relations between the two countries throughout these years witnessed the cooperation at all levels and in all aspects, but we are hoping to develop more the commercial and economic relations.

The Development of the Pakistan-Sudan Relations

The political relations between Sudan and Pakistan are considered good relations and there is cooperation between the two countries with a satisfactory level of understanding regionally and internationally, as well as aspects of other relations, but the commercial and economic relations need to be developed through the following means:-

1. Signing and activating the agreements in the field of economy.
2. Introduction of the Pakistani products to the Sudanese markets through holding exhibitions and intensifying mutual visits.
3. Accelerating the opening of the Pakistani Commercial Office in Sudan.
4. Exchanging visits of the officials.
5. Introduction of the Sudanese products to the Pakistani markets.
6. Exchange of Experiences.



The government cooperation between the countries is the guarantee and represents the green light for the private sector to head toward the new markets in the country with which the governments build the relations.

The Investment in Sudan

The Sudan has a unique location which has geographical borders with seven countries, they are: Egypt, Libya, Chad, Central Africa, South Sudan, Ethiopia, Eritrea, in addition to a coast extending to more than 400 km on the Red Sea facing Saudi Arabia.

This unique location made Sudan a gate for western, central and eastern Africa; in addition to the geographical location Sudan has other characteristics such as:-

1. Fresh water (river plus rains).
2. Large and Fertile lands.
3. Huge quantities of Mineral and Petrol.
4. Climate diversity.
5. Good laws and legislations for investment.

The Sudan is considered the optimal place for investment for businessmen from Pakistan due to the similarity of life style between Sudan and Pakistan whereas the two countries are considered agricultural countries, thus the experiences could be exchange in this field, in addition to the possibility of the medicines and pharmaceutical sector in Pakistan to benefiting from work in Sudan and to benefit from the location of Sudan as a gate for Africa for marketing their products into the African continent, we should not forget there are many modern industries which could be established within the framework of the China-Pakistan Economic Corridor (CPEC) based on the products and raw material of Sudan.

In conclusion, I am happy for the availability of the will, the matter which surely leads to realization of the desired results as we have learned from the life that the will and determination means achievement.



Kingdom of Morocco

Area: 710,850 sq km

Population: 39 million

GDP: Projected to trend around 130.00bn USD (2020)

Main Imports: refined petroleum, cars, wheat, petroleum gas and insulated wire

Main Exports: agricultural produce (citrus fruits and market vegetables), semi-processed goods and consumer goods (including textiles), and phosphates and phosphate products



The Moroccan economy remains heavily dependent on the export of raw materials. Also of growing importance to the economy are modern sectors, particularly tourism and telecommunications.

Morocco-Pakistan Relations

Pakistan-Morocco relationship is characterized by friendship, fraternity and close cooperation. Common faith and cultural similarities have cemented these historical bonds. Over the years, bilateral relations have been strengthened by a similarity of views on most issues of international importance, appreciation of each other's problems and deep commitment of both countries to the OIC. Diplomatic relations were established with Morocco in March 1958. Inaugural rounds of Bilateral Political Consultations and Joint Ministerial Commission were held at Islamabad and Rabat in December 2006 and July 2008 respectively. The major items of Pakistan's exports to Morocco consist of cotton fabrics, leather, cotton yarn, raw cotton, garments, surgical instruments, spices and sports goods. We mainly import phosphate and its derivatives, lead ore, and crude fertilizers. The balance of trade remains in favour of Morocco. Recently, Morocco has started looking towards cooperation with Pakistan in the defense sector.

For the first time two senior officers of Royal Armed Forces (RAM) visited Pakistan to participate in IDEAS 2016, held at Karachi in November 2016.





REMARKS

H.E. Mr. Muhammad Karmoune

Ambassador, Kingdom of Morocco



Morocco-Africa Relations

For centuries, Africa has been, and still is, a vital area for the Kingdom of Morocco for several fundamental considerations, namely the depth of historical, religious, commercial and cultural ties, especially sub-Saharan Africa.

Morocco has been making great efforts to strengthen its presence at the continental level in various fields through its participation in the processes of establishing security and stability in some areas of tension in Africa and its contribution to the preservation of its sovereignty and territorial integrity without neglecting human development through strengthening Morocco's economic presence, within the framework of South-South cooperation, in the prospect of establishing multi-dimensional strategic



partnerships at the bilateral level and within the regional economic groupings, which culminated in the return of Morocco to its African institutional family.

I - Morocco's Return to its African Institutional Family

The withdrawal of Morocco from the Organization of African Unity (OAU) in 1984 for the known reasons did not deter it from continuing to carry out its responsibilities effectively and positively. Which is a great success achieved by Moroccan diplomacy led by His Majesty King Mohammed VI, who confirmed in his speech:

“Morocco has always been a country that believes in the future of Africa, defending its rights and its causes, because for him it is more than a geographical affiliation and a historical bond. It is sincere feelings of love and appreciation, deep human and spiritual ties, fruitful cooperation relations and concrete solidarity.”

Hence, the historic decision of the Kingdom to restore its position within the African Union, which reaffirms a strategic direction will have a tangible impact not only for Morocco and other African countries, but also for the rest of his partners, Morocco return to his family institutional continental not only for its territorial integrity, but to believe that it represents natural extension and strategic depth based on mutual benefit and serving the African citizen, because His Majesty believes that Morocco's interest in Africa's destiny cannot be without it.

Morocco's return to the African Union is not a tactical decision, and it was not a situational calculation. It is a logical decision that came after deep reflection. Morocco has returned to its natural place and crowned its African policy and field work in solidarity with many countries of the continent.

Therefore, if these economic relations are based on the bilateral relations of Morocco with a number of African countries, the restoration of our country to its seat within the African Union would contribute significantly to improving its exchanges and investments in a number of countries of the continent, especially as these relations will rise to the regional and continental levels through the simplification of the rules and the development of agreements and the improvement of the business climate with these countries.

II - Encouraging and Promoting South-South Cooperation and Socio-economic Development

Bilateral

Since the accession of His Majesty King Mohammed VI to the throne, Morocco focused its efforts to stand by African countries, through several axes:



1. His Majesty visited about 50 African countries, which culminated in the signing of a number of agreements in areas vital to the development of Africa, particularly agriculture, fishing, health, infrastructure and vocational and university training.
2. Morocco has mobilized huge potential for training, technical cooperation and the transfer of expertise as the main focus of cooperation through the Moroccan Agency for International Cooperation, which is a lever in this field between Morocco and its African region (about 16,000 African students are studying in Morocco, (90% of them benefit from grants).
3. Promote bilateral cooperation with African countries by intensifying the official visits of a number of members of the government and holding joint committees with these countries in order to establish an appropriate platform to encourage trade exchanges and to create favorable conditions for Moroccan investments in these countries and to encourage them to participate in efforts to strengthen this. The volume of Moroccan trade with Africa has moved from 3 billion dollars in 1998 to 37 billion in 2014, and the number of agreements reached more than one thousand with 40 countries to the end of 2017.

Morocco is the second African investor on the continental level, and the first in West Africa, thanks to the balanced presence of the Moroccan banks, which are the main financial support to the economies of these countries. Royal Air Maroc provides more than 100 flights a week to 32 African destinations, noting the great recognition and respect the National Company has received from the World Health Organization (WHO) during 2014 and 2015 for continuing its flights to African areas hit by the deadly Ebola virus, contributing to the organization's efforts to contain the deadly disease by the beginning of 2016.

III -Regional Partnerships

Morocco is an essential player in African partnerships with many emerging economic powers, launched by His Majesty King Mohammed VI in April 2000 through His Majesty's attendance at the Euro-African Summit in Cairo, the African-African Summit in Abidjan on November 29, 2017, and through Arab-African-Chinese-African-Turkish-African cooperation and Latin American-African cooperation.

Morocco has also provided technical assistance and transfer of expertise in various fields through the financing of projects of an economic and social nature and the formation and training of African frameworks in various technical fields.

IV- Preservation of the Cultural Identity of African Peoples

The Moroccan religious model has become very attractive to many countries in the African continent and Europe. It is a model that has historically inspired the values and provisions of



moderate Sunni Islam and its relationship to the necessities of openness to modernity, and the spread of the concept of respect for sacred religious values and open channels of constructive dialogue.

In its relationship with the African continent, Morocco has worked to strengthen religious and spiritual ties by supporting relations between institutions interested in religious affairs, especially in Western and Central Africa, in order to preserve secular fraternal ties and friendship with the peoples of these countries.

The year 2015 witnessed two important religious events, on March 25, the inauguration of the headquarters of the Mohammed VI Institute for Training of Imams, which receives more than 2,500 young men and women from Mali, Guinea, Nigeria, Cote d'Ivoire and others. It is based on a moderate Islam that rejects extremist ideas and is open to all religions and different human civilizations.

On July 25, His Majesty King Mohammed VI ordered the establishment of the Mohammed VI Foundation for African Imams, which will seek to unify the efforts of Muslim scholars in Morocco and other African countries to promote, the values of tolerant Islam, with 120 members (102 of them from sub-Saharan Africa).

V -Initiatives Taken to Play a More Effective Role at the Continental Level

Africa has become the focus of global attention to its importance in terms of economic availability of natural resources and important human qualifications, and to enhance its presence in the African landscape, Morocco is working on:

1. Developing and deepening existing bilateral cooperation and seeking to create new partnerships.
2. Activating the signed agreements and accelerate those that are in the process of completion, in coordination with all relevant ministerial sectors and representatives of African partner countries.
3. Encouraging the exchange of visits of Moroccan and African parliamentary delegations and representatives of civil society, as well as cooperation initiatives between Moroccan elected bodies and their African counterparts, to strengthen the presence of our country in the countries of South and East Africa, Morocco currently has 33 African embassies covering 50 African countries and a representative office in Guinea-Bissau and other embassies will soon be opened.

To complement Morocco's pioneering role and its continental radiance, our country is working to strengthen Morocco's diplomatic and economic presence in Africa through:



1. Establishing joint committees with African countries that have shown an interest in developing their economic relations with our country.
2. Developing the system of joint committees, rationalizing their management and improving their programming to suit the economic and social development priorities of our country and our partners.
3. Organizing meetings between Moroccan businessmen and their African counterparts, and encouraging the establishment of joint business councils to develop economic partnerships, thus promoting economic diplomacy.
4. Encouraging and supporting the private sector to expand its investments in Africa.

The security challenges facing the Sahara and Sahel region are driving Morocco to play an active role in creating a dynamic spirit in all the structures of the CEN-SAD and establishing it on solid and democratic bases to be able to confront them, thus becoming a locomotive for effective economic and social development.

The Kingdom of Morocco has supported all initiatives aimed at promoting sustainable African development, particularly the Lake Chad Conservation Initiative, the Great Green Wall Initiative for Sahara and the Sahel, as well as the Mediterranean and Coastal Forest Initiative.

Morocco will strive to complete the Moroccan-Nigerian historic agreement to transfer gas from Nigeria to Europe through West African countries bordering the Atlantic.

Our country seeks to establish strong relations with the East African Community (CEA), as well as the Southern African Development Community (SADC) based on the royal visits to some of the countries of these regions, which culminated in the agreement to establish large development projects such as the construction project of the fertilizer complex in Ethiopia worth 3.7 billion dollars, Madagascar and the Blue Fund for the Congo Basin.

Morocco-Pakistan Relations

Bilateral trade between Morocco and Pakistan is very minimal and concrete steps need to be taken in order to enhance trade relations between both the countries. I extend invitation to the business community to come visit and explore the potential that exists in Morocco. Morocco is the second continental investor in Africa and can provide investment opportunities in various sectors such as banking, aerospace, textile and automotives. All of North Africa provides a gate way to the rest of Africa and Pakistan has bright and intelligent people and intellectuals from whom Morocco can learn. Morocco is ready to learn from Pakistan in the fields of solar and wind energy, textiles and automobiles and is also ready to share its own experiences as well.



Federal Republic of Nigeria

Area: 923,768 sq.km

Population: 190 million (2017)

GDP: 375.8 bn USD (2017)

Main Imports: mineral fuels including oil, machinery including computers, ships, boats, vehicles, electrical machinery, equipment, plastics, cereals

Main Exports: crude petroleum, petroleum gas, cocoa beans, gold, refined petroleum



Nigeria-Pakistan Relations

Relations between Pakistan and Nigeria are friendly, affable and strong. Both countries continue to maintain close relations including military ties. Pakistan and Nigeria have also agreed to cooperate in the fields of counter-terrorism and defense, besides giving impetus to enhancement of trade, commerce, industry, agriculture, infrastructure, investment and human resource development. They also agreed to intensify cooperation at the international forums and efforts for reforms in the UN Security Council. Bilateral trade during 2017-18 was US\$ 441.6 million out of which US\$ 175.9 million were exports to Nigeria and US\$ 264.7 million were the imports from Nigeria. Machinery (all sorts) and its parts, synthetic fabrics, medical and pharmaceutical products, apparel & cloths, cotton fabrics, rice, medical and surgical equipment are the main exports. From the Nigerian side, raw cotton was the main import item.





REMARKS

H.E. Maj Gen (Retd.) Ashimiyu Adebayo Olaniyi

High Commissioner, Federal Republic of Nigeria



The colonial baggage that bond Africa and Pakistan cannot be underestimated. Interestingly, Africa as a continent houses many countries that share so many commonalities with Pakistan. Contemporary Africa as a continent and Pakistan as a nation were crafted as consequent of colonial rules. Pakistan was one of the first 2 countries laboriously added to the world map, at the end of the World War II. As a newly created ideological state, the birth of Pakistan was a watershed not just for the world, but especially for Africa given the former's decolonization foreign policy. The inspirational role of Muhammad Ali Jinnah towards African liberation struggle remained indelible.

Like Pakistan, most of the African States were bewildered by the contagious disease of civil war following the attainment of independence. One of Africa most protracted civil conflicts led Pakistan to her first UN peacekeeping mission in Congo in the 1960s and in subsequent peacekeeping missions in different parts of Africa. While it is an understatement that Pakistan is an inconsequential country for Africa, the contribution of Pakistan towards peace (under UN mandates) in Africa is an enduring historical reality. But irrespective of the huge peacekeeping presence of Pakistan in many parts of Africa, the question is whether such contributions are translated into goodwill for Islamabad. It is high time for Pakistan to throw her net into the wide ocean of Africa's potentials, beyond the confinement of peacekeeping. Pakistan-Africa deeper relations mustn't be aimed at joining the wagon of vampires, who conceive that the African blood and resources is meant for anyone with the greed of prosperity, rather, such relations must be rooted in mutual understanding and collaboration within the South-South cooperation.

Relationship amongst African countries and Pakistan can be further augmented through mutual cooperation in the field of agriculture. The enormous rich experience of the continent and Pakistan can be a way forward to combating the menace of food crisis, which by extension will be significant contribution to the accomplishment of the Sustainable Development Goals (SDGs). Though, there is undoubtedly a shortfall of commercial relations, both the continent and Pakistan must share the blame, as commercial priority is long been accorded to other political player(s). Africa offers Pakistan a huge economic, business and commercial opportunities, in fields which include, but not limited to telecommunication, technology, medicine (pharmaceuticals), agriculture, banking, energy, oil and gas sectors. The operational phase of the African Continental Free Trade Area agreement (AfCFTA) recently launched in Niamey is a platform, where Pakistan can reaffirm its readiness to mutually work with African countries towards an exclusive cooperation and collaboration.

In addition to the fact that Pakistan and many of the African nations are members of international organizations, they equally have special relations with China. While Pakistan is exclusively connected to China through the China-Pakistan Economic Corridor (CPEC), over the last several years, Africa has a lot of China's investments prior and following the disclosure of China's Belt and Road Initiative (BRI). Strategically, African continent and Pakistan is commercially and economically integrated into china's economic expansionism.

Nigeria is the gateway and undisputable giant of Africa, in the area of economy, military capability, population and human capital. The intellectual and political contribution(s) of Nigeria to Africa's development are glaring demonstrations of her giant-ness. While it is important for Pakistan to consolidate her relations with Africa as a whole, it is twice important for Islamabad to re-channel her focus towards deeper and fraternized Nigeria-Pakistan relations. Besides being a middle power, Pakistan and Nigeria have many things in common. Both were once British colonies and have matured significantly from the bequeathed British legacies.

The two countries have good and rich diplomatic relations that span for almost six decades. Both countries have benefited considerably from their respective strengths. In the 1960s, during the Nigeria oil boom, this rich West African state was one of the major destinations for anyone wanting to cash huge dollars. Besides its open door policy, the buoyant Nigerian economy was an incentive that enchanted many Pakistanis to Nigeria. The country offered employment opportunities to Pakistanis in many fields; few Pakistanis settled and intermarried with many Nigerians.

The Nigerian economy is rich in oil and gas. Many a time, the Nigerian government and the business oriented government of H.E President Muhammadu Buhari has expressed bilateral cooperation towards Pakistan in oil and gas sector. This is one sector that can potentially reduce the energy challenges facing Pakistan. Interestingly, there is a MoU on oil and gas (LNG) ready to be signed between the two brotherly countries anytime there is a Joint Ministerial Committee (JMC) meeting, in addition to the MoU on Bilateral Trade Agreement. Besides the oil and gas sector, the Nigerian economy is a gold mine for any competitive marketers and investors. The Nigerian population is 196 million and Pakistan is 207 million. These figures are both significant for African market and for any nation seeking market opportunity in Nigeria. Nigeria is one of the largest users of the GSM technology in Africa and having the largest internet users which is estimated to be more than 111.6 million by the Nigerian Communications Commission (NCC). Nigeria presents huge market opportunity

in this regard. Thus, local Pakistani telecommunication companies such as Nayatel are warmly welcomed to extend their tentacles into the Nigeria competitive market.

Agriculture remains an important source of revenue for both countries. The Nigerian agriculture sector contributed 19.11% to nominal GDP during the first quarter of 2019, roughly 23% of the country's total revenue within the same period. It is almost similar for Pakistan; as same sector contributes about 21% of country's GDP. Pakistan has an industrialized economy which includes; defense products, ship building, automobile, textiles, chemicals, food processing, agriculture, pharmaceuticals and other industries. According to United Nations Food Agricultural Organizations, Pakistan is ranked as the 11th rice producer and standing amongst the world's top eight producers of wheat, cotton, sugarcane, mango, dates and kinnow oranges. On the other hand, Nigeria is endowed with mineral resources (coal, bitumen, bauxite, gold, iron ore, limestone/ gypsum), agricultural products (palm oil, cotton, gingers, mangoes, cassava, cashew nuts, sesame seed and cocoa. Interestingly, Nigeria is ranked amongst top five producers of cassava, cashew nuts, sesame seed, cocoa, gingers and palm oil in the world. She is also the 10th and 16th largest producers of mangoes and cotton respectively. From the above data, it is obvious that we can together raise the benefits of our agricultural sectors. Nigeria can learn from the agricultural advanced technology of Pakistan, while Nigeria agricultural sector can also offer heaps of benefits to Pakistan investors.

Given the rich professionalism of the two countries' militaries, both have partnered in many strategic areas, such as military training and exercises, exchange of intelligence to combating the menace of terrorism, and sale of military hardware. Pakistan and Nigeria are big names in the area of UN peacekeeping. While Nigeria's (ECOMOG) has been instrumental to making and keeping peace in West Africa and the larger Africa, Pakistan military on the other hand has contributed enormously to UN peacekeeping missions in Africa and indeed across the world.

The shared commonalities between the two countries should reasonably bring the two closer, but that has not been happening as expected, especially in the area of trade investments. However, it is gladdening to note the current pragmatic and dynamic policy of the Prime Minister, H.E Mr. Imran Khan who had sought to look into the Africa continent for economic prosperity. This is a welcome development, as it is often said that in this era of globalization, the thrust of international diplomatic intercourse is on economic and technical cooperation.

In moving forward, there is the need for more liberal policy on visa regime towards African countries, so as to encourage the free movement of businessmen and women into Pakistan. There is also the need for regular holding of JMC meetings, collaboration with the members of Chambers of Commerce and Industries of African countries and constant exchange of visits by high powered delegations from African countries and vice versa. Additionally, the media organizations of Pakistan and African countries have greater roles to play in the success of this laudable initiative of the Pakistan Government.

Long live Pakistan-Africa Relations!!! Long live Pakistan-Nigeria Relations!!!



Arab Republic of Egypt

Area: 1,001,450 sq km

Population: 97.55 million (2017)

GDP: 235.4 bn USD (2017 est.)

Main Imports: machinery and equipment, foodstuffs, chemicals, wood products, fuels.

Main Export: crude petroleum, petroleum gas, cocoa beans, gold, refined petroleum



Egypt-Pakistan Relations

Pakistan has historical ties, early since its independence with Egypt. The fifties and sixties were crucial decades in anti-colonial movements. Egypt and Pakistan established diplomatic relations in 1951. Both countries are members of the Organisation of Islamic Cooperation (OIC) and the "D8". Egypt and Pakistan have agreed to enhance the existing level of co-operation between the two countries which include economic and commercial relations, investment opportunities, co-operation in public and civil services, health sector, agriculture, and postal services.



REMARKS

H.E. Mr. Ahmed Fadel Yacoub

Ambassador, Arab Republic of Egypt



H.E. Mr. Shah Mehmood Qureshi, Minister of Foreign Affairs of the Islamic Republic of Pakistan,
H.E. Mr. Aizaz Ahmed Chaudhry, Director General, Institute of Strategic Studies,
Dear fellow African Ambassadors,
Ladies and Gentlemen.

First and foremost, I would like to thank the Ministry of Foreign affairs and the Institute of Strategic Studies in Islamabad for organizing this roundtable dialogue; which, I personally believe, is a great chance to exchange ideas about how to strengthen Pakistan's relations with Africa. As the ambassador Egypt, I would like

Crude
Oil &
Petroleum
Products

Gold

Grain

ds

opper

Platin

to emphasize the fact that Egypt - which is currently holding the AU presidency till February 2020 - is prioritizing creating long-term partnerships between Africa and the international community, as we firmly believe that such partnerships are one of the main vehicles for the development of our continent; the continent of the future.

In fact, a quick overview of the continent's resources, of which many are still untapped, clearly indicates that the continent has a great developmental potential that could benefit not only Africa but the whole world. Africa has 54 member states, with a combined population of more than one billion people. The continent is the world's second largest continent and the second most populous; its GDP is around 2.33 trillion USD; Africa is blessed with bounties of natural resources, it holds around 30% of the known mineral reserves, for example, it has the largest resources of precious metals with over 40% of the gold reserves, over 60% of cobalt and 90% of platinum. Africa is blessed with a young workforce as over 50% of Africa's population is under 25.

Furthermore, the continent has over the past few years developed many regional economic communities; these already up and running regional trading and economic mechanisms greatly facilitate trade and investment. They include, but are not limited to:

1. The Common Market for Eastern and Southern Africa (COMESA), which Egypt is a member of along with 20 other African nations.
2. The Economic Community of West African States (ECOWAS), with 15 member states.
3. Southern African Development Community (SADC) that includes 16 member states.
4. Additionally, Africa is home to two regional currency unions. The West Africa CFA Franc, that includes 8 countries, and the Central Africa CFA Franc, that includes 6 countries.



5. And more importantly, the continent-wide African Continental Free Trade Area (AfCFTA) agreement, entered into force on May 30, 2019. Its operational phase was launched on July 7, 2019. It intends to allow the 52 signatories, out of 55 member states, to conduct trade with each other without tariffs or other hindrances.

It is no doubt that a thriving partnership between Pakistan and Africa could, definitely, greatly benefit both sides. As such, and based on my personal experience in Africa, I would like to extend some ideas to our friends in Pakistan on the best ways and means to strengthen their relations with our continent:

1. There is a need to expand diplomatic footprint. This could be done within the, understandable, financial and budgetary constraints via reverting to the model of creating small 1+1 embassies, staffed by young diplomats and ambassadors.
2. Exchanging high-level visits by officials and ministers from Pakistan and African countries.
3. Expand the scope and increase the number of scholarships provided to the African youth to study in Pakistan's civil and military universities and colleges.
4. Studying the possibility of creating a bilateral forum between Pakistan and Africa along the lines of similar international forums (such as the Forum on China-Africa Cooperation).
5. Finally, it may be a good idea to consider creating a high government post (on the level of deputy minister or minister of state) to oversee the relations with Africa; such a step will bring better policy cohesion, planning and implementation.

Thank you.





Federal Republic of **Somalia**

Area: 637,657sq km

Population: 15 million (2017)

GDP: 7.3 bn USD (2017)

Main Imports: manufactured products, petroleum products, foodstuffs, and construction materials

Main Exports: livestock, bananas, hides, fish, charcoal, scrap metal



Somalia-Pakistan Relations

Historically, Pakistan and Somalia share strong bonds of religion, friendship and cordiality. Pakistan has always supported people of Somalia and its government's at all multilateral, regional and bilateral fora. Pakistan assisted Somalia gaining independence in 1950s and helped the country in the war against foreign aggression. Pakistan has also provided generous support to Somali people during natural disasters. The gestures of friendship from Pakistan have always been welcomed by Somali people. Pakistan has been supportive of peace efforts undertaken under the auspices of the United Nations, the African Union and IGAD aimed at bringing order to the country. Pakistan was one of the first few countries which sent peacekeeping troops in early 1990s. A large number of Somalian students study in various disciplines in Pakistani universities; some privately and some on PTAP scholarships. A considerable number of Somalis live in major cities including Islamabad and are engaged in various small business activities. Somalia has a fully functioning Mission in Islamabad. A proposal to establish Pakistan Mission in Mogadishu is under active consideration.

REMARKS

Mr. Ali Sheikh Abdullah,

Charge d'Affaires, Federal Republic of Somalia



There is opportunity for foreign investors in Somalia. Somalia needs investment to revive industrial sector, especially in the small and medium industry. Somalia has wide investment opportunities in agriculture, wild stock, fisheries, energy, real estate and requested all to tap into this opportunity. There is a need for Somalia and Pakistan to tap into the tremendous potential of Somalia and improve trade relations.



Republic of Mauritius

Area: 2,040 sq. km

Population: 1.2 million (2017)

GDP: 13.34 bn USD (2017)

Main Imports:

manufactured goods, capital equipment, foodstuffs, petroleum products, chemicals. Its major export goods are clothing and textiles, sugar, cut flowers, molasses, fish, primates

Main Exports: : clothing and textiles, sugar, cut flowers, molasses, fish, primates (for research)



Mauritius-Pakistan Relations

Pakistan established formal diplomatic relations with Mauritius in January 1969, after latter's independence in March 1968. Pakistan is amongst the twelve countries, (Australia, China, Egypt, France, India, Japan, Madagascar, Russia, South Africa, UK, and USA), who have their resident missions in Mauritius. Reciprocally, Pakistan is one of the sixteen countries, where Mauritius has its resident mission. The overall relations between Pakistan and Mauritius have remained cordial and there are no contentious issues existing between the two countries. Both the countries are members of United Nations, Non-Aligned Movement, and Group of 77 and Commonwealth and believe in general norms of international relations. There are no bilateral contentious issues between the two countries. In recent years, Mauritius has been rendering its support to Pakistan for its candidature to various international organizations, provided India is not a candidate. Recent example is Mauritian vote for Pakistan to the election of International Telecommunication Union (ITU) Council for the term 2015-18. Pakistan voted in favor of Mauritius in June 2017 during UN General Assembly session.



REMARKS

Mr. Marvin Nadrajen Chedumberum

Charge d'Affaires, Republic of Mauritius



The High Commission of Mauritius wishes to express its appreciation to the Honorable Foreign Minister of Pakistan, Mr. Shah Mehmood Qureshi, and to the Ministry of Foreign Affairs for the initiative to commemorate Africa Day while seeking to intensify economic exchanges between Pakistan and African countries. We would also like to thank the Institute for Strategic Studies, through its Director General Ambassador Aizaz Ahmad Chaudhary, for hosting us today.

African countries and Pakistan have worked alongside each other since their independence and in their quest for development. The links between the people of Pakistan and the people of Mauritius actually date back to well before the two countries came to existence. A substantial part of the population of Mauritius originates from different parts of the South Asia Subcontinent. Social links and cultural links has been the bedrock of Mauritius-Pakistan relationship. Educational and technical cooperation and economic exchanges have later strengthened the bond.

It is quite indicative that Mauritius was the first African country with which Pakistan has signed a Preferential Trade Agreement. May I take this opportunity to remind the relevant authorities in Pakistan that, as they seek to further develop economic links with African countries, that currently only Mauritius is honoring this bilateral agreement and that a decision as to its maintenance or otherwise needs to be taken. This will obviously impact the level of economic exchange between among our two countries.

Another substantial part of the population of Mauritius originates from different parts of Africa, adding to our cultural diversity and constituting a key part of our African identity. As a member of the African Union and of African regional and technical organizations, Mauritius resolutely seeks to contribute towards the development, peace and prosperity of Africa.

While pursuing its own economic integration with Africa, Mauritius is also a key link for developing trade and investment between Asia and Africa; Hence our satisfaction in seeing the renewing of Pakistan's interest in deepening its economic exchanges with African countries. Over the past decades Mauritius has played a role as a platform for doing business in both Asia and Africa. It is the conduit for a major part of foreign investment in the biggest economies of these two regions.

Cross border traders and investors have found Mauritius to be an attractive platform for their activities because they can benefit from our stable political and economic situations competitive tax regime, internationally compliant and enabling regulatory framework, robust legal and judicial framework, and foreign currency availability with free capital flows.

As a member of regional economic blocs such as the Southern African Development Community (SADC) and Common Market for Eastern and Southern Africa (COMESA), Mauritius enjoys preferential access and treatment in African markets. We are among the 44 countries (out of the 55 Member States of the African Union) to have signed the Continental Free Trade Area (CFTA).

Mauritius also enjoys access to the market of the United States of America as a country benefiting from the African Growth and Opportunity Act (AGOA), which is a non-reciprocal trade preference program that grants eligible Sub-Saharan Africa countries duty-free quota-free access to the United States for selected exports.

Our reputation as a safe, trusted and competitive financial jurisdiction and platform is now firmly established. We have been at the forefront of driving quality investments into Asia and Africa.

Last year, nearly USD 30 billion investments to Africa were structured through Mauritius which is on the OECD „white list“ of jurisdictions. We hope that Pakistani businesses will also consider using the Mauritius Gateway for mutually beneficial economic exchanges between Pakistan and African countries.



State of Libya

Area: 1,759,540 sq. km

Population: 6.3 million (2017)

GDP: 50-98 bn USD (2017)

Main Imports: refined petroleum, wheat, cars, packaged medicaments, sheep and goats

Main Exports: crude petroleum, gold, petroleum gas, refined petroleum, scrap copper



Libya-Pakistan Relations

The bilateral relations were established in the 1950s when King Idris agreed to provide financial aid to the then impoverished Pakistan. The foreign relations of Libya and Pakistan began to grow in the 1970s when the Pakistani populace began to notice Gaddafi who paid his first state visit to Pakistan to attend the Organisation of the Islamic Conference (OIC) held in Lahore, in 1974. After the start of the civil war in Libya, Pakistan immediately adopted the policy of „non-belligerent“ in 2011. Pakistan has reaffirmed its strong commitment to the sovereignty, independence, unity and territorial integrity of Libya. It supports a sustainable, unified, representative and effective governance structure, and for that fully supports a Libya-led political process to peace, stability, democracy and prosperity for the Libyan people. Pakistan stresses the importance of friendly relations and cooperation, and principle of non-interference in the internal affairs of State of Libya. Pakistan stands shoulder to shoulder with the people of Libya in pursuit of creating conditions enabling them to achieve enduring peace, and effective solutions to all their problems.

REMARKS

Mr. Nizar A. M. Nabiyah

Charge d'Affaires, State of Libya



Politics and economy are two faces of a coin. Also, Peace and economy are two faces of the same coin. When peace comes the economy revives and there are investment opportunities. He pointed out that 250,000 Pakistanis were working in Libya, and hoped that Pakistan will play a more positive role in the current crisis in Libya as a brotherly country. He stressed that Libya and Pakistan need to develop and energize bilateral economic diplomacy.



Republic of South Africa

Area: 1.22 million sq. km

Population: 57.73 million (2018)

GDP: 349.4 bn USD (2017)

Main Imports:

Mineral fuels including oil, machinery including computers, electrical machinery, equipment, vehicles, plastics, plastic articles, pharmaceuticals

Main Exports: corn, diamonds, fruits, gold, metals and minerals, sugar, and wool



South Africa and Pakistan Relations

Pakistan and South Africa enjoyed warm political relations since full diplomatic relations were established in 1993-94. Pakistan had been at the forefront of the international efforts to dismantle the apartheid system. The efforts were much appreciated by the Leadership of South Africa and Former President Nelson Mandela twice visited Pakistan, first in October 1992 (he was honoured with Nishan-e- Pakistan) and then in May 1999. During his second visit Mr. Mandela was given the honor to address the joint sitting of the parliament. Relations were frozen following Pakistan's suspension from the Councils of the Commonwealth in October 1999. Despite its excellent relations with India, South Africa follows a balanced approach and favors an early resolution of the long-standing dispute in accordance with the will of the Kashmiri people. The Government of South Africa and Pakistan are actively engaged in enhancing their bilateral relations in a number of fields. At the insistence of Pakistan's Mission, a delegation from South Africa visited Islamabad to negotiate the Extradition Treaty in September, 2014. The two Governments have entered into various agreements including Avoidance of Double Taxation, Peacetime Cooperation between the two Navies and Air Services agreement. A number of other agreements are in pipeline and are being followed up for their finalization and signing.





REMARKS

Mr. Cristo Jansen Van Noordwyk,

Chargé d' Affaires, Republic of South Africa



The African Continental Free Trade Area (AfCFTA) and Related Issues - Opportunities for Pakistan's Economic Diplomacy and Development

The Assembly of Heads of States of the African Union launched the operational phase of the AfCFTA on July 7, 2019. Fifty-three of the 55 African Union (AU) member states have now signed the Agreement (waiting for Eritrea and Benin) and it has entered into force, with 24 countries ratifying it. It is one of the flagship programs of the AU Agenda 2063, which is a blueprint for Africa's sustainable development.

The AfCFTA aspires to deepen the integration of the Continent, beyond merely a free trade area. Among its objectives are to “create a liberalized market [. . .] through successive rounds of negotiations, lay the ground for the establishment of a Continental Customs Union and contribute to the movement of capital and natural persons.”

The AfCFTA is essentially a system of protocols, rules and procedures on trade, simplified customs procedures, as well as dispute resolution mechanisms - all aimed at creating a single market and legal framework for trade in goods and services and for investment in the continent.

Once fully operationalized, Africa will be one of the world's largest single markets, with around 1.2 billion people, a cumulative GDP of around \$3.2 trillion and total consumer and business



spending of over \$4 trillion, across all 55 member States of the African Union (AU). It is also a highly dynamic market, and increasingly urbanized. Africa's consumer class is already more than 300 million and heavily concentrated in a handful of large metropolitan areas such as Cairo, Johannesburg, Kinshasa, Lagos and Luanda; and whose consumption is expected to hit \$2.2 trillion by 2030. By 2050, it's estimated that the continent will host at least nine "megacities" of more than 10 million people and around 25 cities in excess of 5 million. The population of Africa is projected to reach 2.5 billion by 2050, at which point it will comprise 26% of the world's working age population, with an economy that is estimated to grow twice as fast as that of the developed world.

With the operational phase having started, businesses (including trading and manufacturing enterprises and services companies) across Africa will be able to make use of preferential trading arrangements offered by the AfCFTA, with the understanding that the trade transactions are among the member states that have ratified the agreement and those that conform to the provisions on rules of origin governing trade in the AfCFTA. Critical technical components needed before the agreement can be operationalized, include schedules of concessions for trade in goods, rules of origin and schedules of specific commitments for trade in services.

Further actions that will take place include the establishment of the necessary AfCFTA institutions, such as the Secretariat being established in Ghana, and to have AfCFTA obligations incorporated into the laws and regulations of each participating state.

AfCFTA will progressively eliminate tariffs on intra-African trade and has the potential both to boost intra-African trade by 52.3 per cent by eliminating import duties, and to double this trade if non-tariff barriers are also reduced. It will also provide exporters and investors with much needed legal certainty and predictability of markets across Africa.

What does AfCFTA mean in concrete terms?

1. African businesses, traders and consumers will no longer pay tariffs on a large variety of goods that they trade between African countries - in essence, member countries agreed to remove trade barriers and tariffs on an estimated 90% of the more or less 200 items that are traded in the continent.
2. Traders constrained by non-tariff barriers, including overly burdensome customs procedures or excessive paperwork, will have a mechanism through which to seek the removal of such burdens.
3. Cooperation between customs authorities over product standards and regulations, as well as trade transit and facilitation, will make it easier for goods and to flow between Africa's borders.
4. Through the progressive liberalization of services, service suppliers will have access to the markets of all African countries on terms no less favorable than domestic suppliers.
5. Mutual recognition of standards, licensing and certification of service suppliers will make it easier for businesses and individuals to satisfy the regulatory requirements of operating in each other's markets.



6. The easing of trade between African countries will facilitate the establishment of regional value chains in which inputs are sourced from different African countries to add value before exporting externally - in essence, the AfCFTA will assist in the creation of an aggregate economy in the continent, which will also attract more large scale and sustainable investments, as well as act as a buffer to global shocks with the consolidated local market offering an alternative in the event of global volatility or dips in demand for certain products / commodities.
7. To protect against unanticipated trade surges, State Parties will have recourse to trade remedies to ensure that domestic industries can be safeguarded, if necessary.
8. A dispute settlement mechanism provides a rule-based avenue for the resolution of any disputes that may arise between State Parties in the application of the agreement.
9. Upon conclusion, the "Phase two" negotiations will provide a more conducive environment for recognizing African intellectual property rights, facilitating intra-African investment, and addressing anti-competitive challenges.

With their resilience and innovation and quality products and services, companies from Pakistan - including those run by overseas Pakistanis in African countries - are well-placed to benefit from this market, not only through exports, but establishing subsidiaries in African countries where they find suitable local partners, the necessary incentives, raw materials and other inputs, a skilled labour force and a conducive environment for business, supported by good governance.

By establishing bases in Africa, these companies will be well-positioned to tap into regional export destinations and can use regional markets as stepping stones for expanding into overseas markets at a later point. Another way they can benefit is by AfCFTA making it easier to supply inputs to other, larger regional companies, who then export. For businesses based in Africa, this new phase of trade heralds a world of opportunities from reduced cost of doing businesses owing to removal of some of the most prohibitive tariffs and barriers, availability of qualified labor as skills and technology transfer becomes simplified and an expansion and diversification of goods and services, which will be crucial in turning raw materials into finished goods and products.

One of the key spin-offs is expected to be greater focus and urgency for infrastructure development across the continent to support economic activities. The AfCFTA is already underpinned by improved infrastructure and connectivity, with many countries in Africa also benefitting from China's Belt and Road Initiative (BRI) in major projects in the power and infrastructure sectors.

The services sector will also benefit, as more integrated markets will need joined-up business ecosystems, which will need to be integrated by technology networks, connecting companies, suppliers and customers across countries to drive results, shorten time-to-market and continually enhance Africa's competitive positioning through the so-called "business-to-business" (B2B) and "business- to-consumer" (B2C) platforms. Furthermore, the Continent's population growth leads to increased consumer spending which has resulted in big demand for 24/7 services. For



example, e-commerce has not only helped jump-start small businesses but also helped large companies enter a market full of energized consumers. Online buying is spreading steadily on the continent; and in 2017, e-commerce in Africa was valued at \$16.5 billion, with this value predicted to go up to \$75 billion by 2025, also contributing massively to the Continent's GDP.

With regard to technology, AfCFTA is going to bring together more African and international partners with complementary interests and strength. This will permit both existing and new companies to harness various technologies more efficiently, and creating higher standards of operations in the different countries they operate in. African and international tech companies should, therefore, maximize on this new opportunity. Advanced technologies that will become increasingly crucial in this regard include Artificial Intelligence, robotics, the Internet of Things, and Big Data, especially when African countries can "leapfrog" to catch up with the rest of the world.

Companies from Pakistan have a lot to offer Africa in the fields of services and relevant technologies, and can be involved in a substantial way.

Apart from the larger economies in Africa attracting investment from foreign companies who need a base and gateway in the continent, such as Egypt, Morocco, Nigeria, Kenya, Mauritius and South Africa, other countries such as Namibia, Botswana, Rwanda, Ethiopia and Ghana, all with good governance, services, infrastructure and investment incentives, could also be considered for their potential as bases for manufacturing, trading or services and technology enterprises from abroad.

Africa has over the years also seen the development of regional economic communities (RECs), such as the Southern African Development Community (SADC), the East African Community (EAC), the Common Market for Eastern and Southern Africa (COMESA) and the Economic Community of West African States (ECOWAS) that have already made considerable progress in harnessing the power of integration. Economies of scale and standardized rules of trade by such regional trade blocs give them an added advantage within the AfCFTA. Ultimately, a single, fully liberalized, African trade area will subsume the existing REC free trade areas.

An example of what works well at regional level in SADC and could be translated to the Continental level is the Integrated Real Time Gross Settlement System (SADC-RTGS), which is hosted by the South African Reserve Bank. A total of 81 banks (central banks and commercial banks) are participating in the system. The system is promoting increased intra-SADC trade and investment to further strengthen regional financial integration. The SADC-RTGS has performed impressively since July 2013 when the system went live, with a total of 1,275,591 transactions settled as at end 2018, representing ZAR5.21 trillion (\$371 billion). The benefits of the cross-border payment system are its efficiency and the reduction in transaction costs. This experience will be taken further into the AfCFTA.

Where this has not been done already, Pakistan's diplomats posted in various countries in Africa would do well to establish close relations with the heads and senior officials of the secretariats of relevant regional and Continental bodies, such as the AfCFTA secretariat and the regional economic communities. The UN Economic Commission for Africa is also a depository and generator of a lot of useful studies and information on the Continent.



Conclusion

South Africa’s commitment to the AU and its Agenda 2063 remains steadfast. We are honored to have been selected as the 2020 AU Chair. The theme for South Africa’s term as AU Chair will be “Silencing the Guns: Creating Conducive Conditions for Africa’s Development.” The choice of the theme is primarily based on the fact that South Africa’s term as AU Chair coincides with the final year of the implementation of the Master Roadmap for Silencing the Guns by 2020, one of the other flagship programs of Agenda 2063. Thus, South Africa will be faced with the momentous task of leading the process of reviewing implementation of the Roadmap.

Bilateral Relations

South Africa and Pakistan are celebrating 25 years of diplomatic relations in 2019. Bilateral relations are cordial and are expanding across a number of sectors. The progressive policies of the Government of Prime Minister Imran Khan, as well as the elevation of the Joint Commission to the level of political leadership, will provide new impetus to bilateral relations between South Africa and Pakistan. The size and growth of Pakistan’s economy provides several opportunities for expanding trade, investment and economic relations between the two countries. We look forward to the upcoming 5th Session of the Joint Commission between Pakistan and South Africa, to be hosted by Pakistan. Agreement will soon be requested for South Africa’s new High Commissioner to South Africa.





CONCLUDING REMARKS H.E. Prof. Julius Kibet Bitok *High Commissioner, Republic of Kenya*



Excellences, Ladies and Gentlemen,

Africa and Pakistan are good friends and have for long time been collaborating in various fields of development. There is no better time to forge better and deeper partnership than now especially at the backdrop of new Look Africa policy of Pakistan coupled with the new African continental free trade area agreement (AfCFTA).

We expect Pakistan to take advantage of the current momentum of African integration. The African continental free trade area agreement (AfCFTA) seeks to ease free movement of people, goods and services across the continent transforming the 1.2 billion African population into a seamless investment and growth platform to promote shared prosperity.

Excellences, Ladies and Gentlemen,

The Africa group recognizes the significant contribution of trade and investment as vehicles for accelerated economic growth and socio-economic development. The fusion of African enormous natural resources and Pakistan's technology can bring enormous benefits to both Africa and Pakistan. There is need to develop a common agenda of action with institutional support in order to promote enhanced trade and investment between Africa and Pakistan for the mutual benefit of the people.

Finally, I wish to once again thank the Foreign Minister, the high commissioners/ambassadors and head of missions present for taking time out of their busy schedule to grace this occasion. Further, I thank the Director and the entire fraternity of the Institute of Strategic Studies for making this event a success.



INTERACTIVE DISCUSSION

Mr. Sohail Altaf, Former President Chamber of Commerce stated that the Rawalpindi Chamber of Commerce Industry took an initiative and held meetings with Ambassadors of Africa with support from Government of Pakistan. The exchange of views between the Ambassadors and the members from Rawalpindi Chamber of Commerce were quite fruitful. He suggested that the series of discussions must go on.

Senator Sehar Kamran, President, CPGS stated that the Maritime Corporation plays an important role as 70% of the African countries share the sea water. Pakistan has a lot to contribute and at the same time benefit from them too as 30% of the trade is through sea in Pakistan. She stated that Saudi Arabia has also connected African countries through Egypt. Making a sea bridge in Saudi Arabia and then connecting it with Gwadar will provide a shortest route. Pakistan can then provide African countries with an access to Central Asian markets. She suggested that as South Africa is the member of the Nuclear Supplier Group (NSG), Pakistan can seek its help in gaining the membership of NSG. She informed that discussions are going on to establish an Afro-Asian Maritime Forum and countries are responding positively towards it.

Mr. Sohail Altaf, CEO, Suzuki Central Motors, Rawalpindi Pvt. Ltd highlighted the need for people-to-people contact between Africa and Pakistan. Tourism is one thing that can be promoted right away without needing anything apart from our ambassadors in respective African countries to market Pakistan. In response to the question of investments in Africa, he stated that investments are welcome in Pakistan as well. He suggested that instead of talking about big ventures, it would be better to start with small and medium enterprises and restaurants. Africa is a country with a lot of potential. In response to a question regarding high level delegations, he stated that there should be a delegation of the business community or exchange of delegation from Pakistan and Africa.

Ambassador Shahid Kiyani stated that the African countries have less access to Pakistani product as fewer delegations manage their way to these countries. Only a few countries are there that have the Pakistani products and the other countries complain about getting a long route in order to import these products. He suggested that to overcome this problem, Pakistan should have trading houses in these countries.

Mr. Zahid Latif Khan, Chairman, Islamabad Stock Exchange (ISE), stated that Pakistan's market has been reclassified from frontier market to an emerging market, so the expertise should be provided to the African stock exchanges (software, regulatory environment). He suggested that there's a need for one window operation in Africa and a new visa regime should be implemented on a pattern similar to Schengen. He pointed out that after Europe and North America Pakistan's business community is looking towards Central Asia and now the African Republics.

Ambassador Aslam Rizvi stated that commercial exchanges are a part of economic diplomacy and they support the trade process as the economic environment for investment depends on this. He highlighted that the lack of direct communication with African countries is hindering bilateral trade. Air links and ship links are most important in order to facilitate trade as currently all the air and sea trade is done via Dubai.



Mr. Naeem Siddiqui, Chairman, Afro-Asian Forum stated that Africa is the second largest continent in the world and has everything needed to be called as having a strong economy (forest, agriculture, mountains etc.). Similarly, Pakistan is blessed with many natural resources but they are not being utilized to their full potential. In Africa, 14 representations in the economic sector are seen. He suggested that Pakistan being an agrarian economy, should export food items and the governments should facilitate the private sector which generates business for the country. He pointed out that Chinese exports to African countries are \$90 billion, India's exports are \$30 billion, whereas Pakistan's exports barely account for \$1.4 billion. These conferences should include the private sector in order to enhance trade with the African countries.

Ms. Amina Malik, President, COPAIR stated that the right exposure is not given to the market of Africa. With the think tanks and the people from the chamber of commerce, self-financed visits were made to Africa. After visiting their board of investments and other institutions it was found that the real estate sector was booming followed by mining. The heads of institutions of business in these sectors are interested in joint ventures with Pakistan. She stated that the Europeans are very ahead in terms of investing their technology in Africa and Pakistan's IT sector should also be given an opportunity to introduce its products and services in Africa. The textile industrialist from Pakistan had their interests in Egypt but only a few managed to set up their industries there. She requested the Ministry of Commerce and Foreign Office to organize events such as exhibitions in Africa by lending offices and making ties stronger with Africa. The women, youth and businessmen in Pakistan would want to know the method of collaboration.

Mr. Malik Shahid Saleem, President, Rawalpindi Chamber of Commerce & Industry stated that the Rawalpindi Chamber of Commerce (RCC) on February 24, 2019 took the initiative of organizing a business conference by the name of Business Africa with the African countries. The chamber being experienced to organize such events at a vast level gives opportunities to embassies and exchange of delegations. The chamber took with them 300 businessmen to Kuala Lumpur in Malaysia. He highlighted that hence, the Rawalpindi Chamber of Commerce is working not only for the Rawalpindi region, but for the whole of Pakistan's economy. He requested the African delegates to contact the Rawalpindi Chamber of Commerce in the future for such an exchange of culture and ideas.

He said that unfortunately it has so far only been the individual efforts of the business community that have tried to promote ties with African countries. Pakistan has been able to inject huge amount of capital in the economies of Bangladesh and Vietnam and has stabilized these economies. Pakistan can also do that for African economies. There is confusion and lack of clarity on how to proceed in Africa and promote business ties. In this regard, the present initiative is a welcome move. The primary initiative has to be from the government side to negotiate trade agreements. He requested the government to include the Rawalpindi Chamber of Commerce in any bilateral forums where trade deals can be negotiated and commerce improved between Pakistan and African countries.

Ambassador of Egypt said that investment can go both ways. Egypt can also invest in Pakistan. A few years ago an Egyptian tycoon invested Mobilink. Another example was a delegation from Egypt negotiating import of \$18 million worth of wheat. A business delegation of 40 people from Pakistan is going to visit Egypt this year. There is also Pakistani investment in Egypt and Alexandria between \$ 30 to 40 million. This investment is a success. However, he emphasized that there is need more concrete steps to promote trade and commerce.

Engaging Africa: A View from Institute of Strategic Studies Islamabad

Ahmad Saffee (Research Fellow ISSI)

PAKISTAN'S ECONOMIC OUTREACH TO AFRICA: MAPPING POTENTIAL PRODUCTS

In short to medium term, Pakistan needs to identify new markets for its exports, and in this regard African continent hosting more than 1.2 billion population and with a \$500 billion import bill is a lucrative market. For the period July 2018, trade between Pakistan and Africa stood at US\$ 3.6 billion with Pakistan's export volume of \$ 1.4 billion and imports volume of \$ 2.2 billion from Africa.

Pakistan aims to increase its trade with Africa to \$5 billion in next five years under its ambitious "Look Africa" Policy. For this purpose, Pakistan needs to undertake export diversification and also realize its export potential by exploring new markets and products.

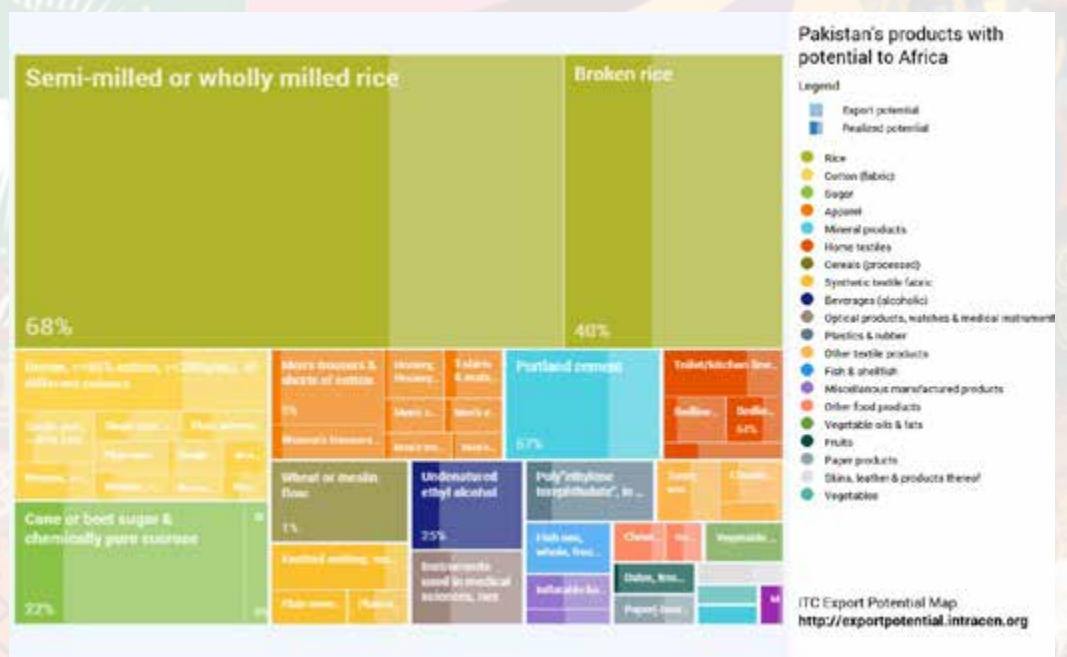
The following info graph charts the potential export products and their respective percentage of the total exports to Africa in darker colour shade, the lighter shade represents the trade potential which is close to \$1 billion in existing products and markets. For example, semi-milled or wholly milled rice constitute the majority share of Pakistan's potential exports to Africa, capping \$511.2 million export bill, whereas the untapped potential estimates around \$181.5 million. Similarly, in other products as listed below, Africa is importing way more than what Pakistan is contributing to that share. Therefore, Pakistan has a low-laying opportunity of maximizing this share of African imports and capturing this market for its existing products being exported to Africa.

Pakistan needs to prioritize diplomatic and economic outreach, negotiating better terms and trade agreements, reducing cost of business and government subsidies to exporters. However, Pakistan's diplomatic and economic outreach is not matching its potential and renewed commitment under its Look Africa Policy. There is a need to undertake a cost-benefit analysis by policymakers so that new diplomatic and economic investments can be committed to Africa.

Besides existing industries and products, Pakistan has a huge potential in other products and their emerging markets in Africa. Pakistan also has a leading defense production industry that is a new market for many African countries willing to buy JF-17 Thunder planes and Mashaq trainer planes, armoured vehicles, small arms and drones, especially in the context of recently ratified African Continent Free Trade Agreement (AfCFTA) by 44

African countries. If successfully implemented, the AfCFTA could generate a combined consumer and business spending of \$6.7 trillion by 2030. Pakistan can leverage growing inter-African trade to increase its share of global trade and develop an industrialized export base at home .

In this regard, Pakistan's best



options for export diversification in Africa are single yarn of jute, flat-rolled products of iron or non-alloy steel and footwear, cement and construction industry, rubber/plastic soles & uppers, fisheries and agro-based industry. Pakistan finds single yarn of jute easiest to reach. Unglazed ceramic flags, paving, hearth, wall tiles, mosaic cubes & the likes are the products that face the strongest demand potential in Africa.

The following info chart provides a snapshot of potential export diversification products in Africa. Pakistan has an export base for these products and Africa is importing them from other sources, therefore, Pakistan should diversify to add new products to its existing portfolio.

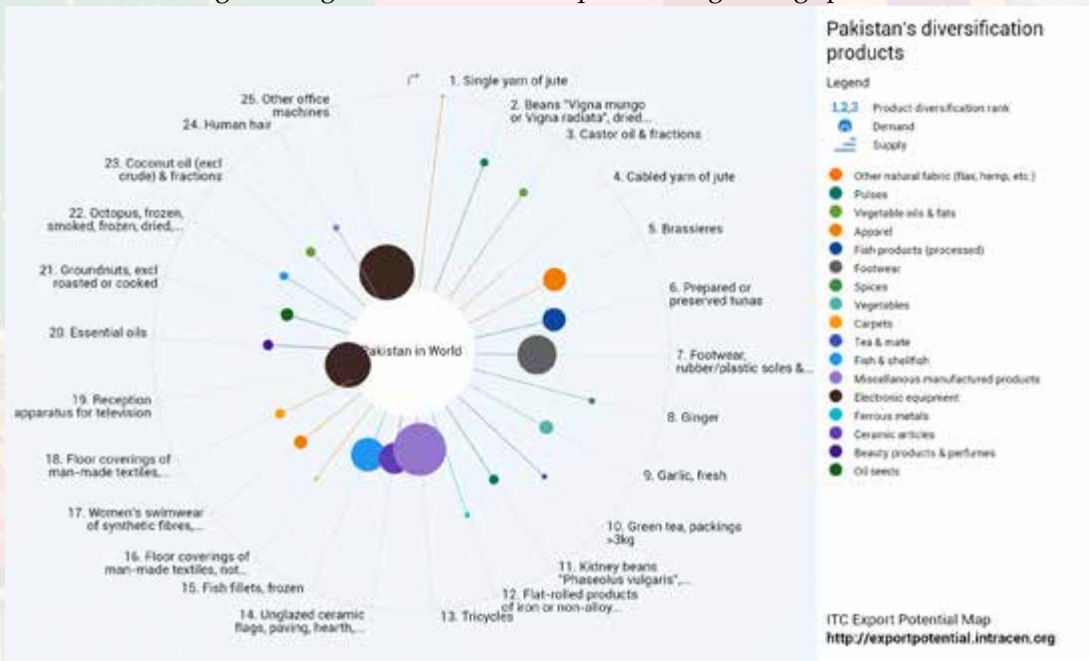
For this purpose, there is a need to expand Pakistan's export base through structural reforms. We should identify new products and work on increasing the exports of our existing products by capturing a larger share. Pakistan should create commonalities of trade and also indulge, wherever it works, in a barter system which will be mutually beneficial to both trading partners.

The product space is a network connecting products that are likely to be co-exported and can be used to predict the evolution of a country's export structure. The economy of Pakistan has an Economic Complexity Index (ECI) of -0.86 making it the 98th most complex country. Pakistan exports 210 products with revealed comparative advantage (meaning that its share of global exports is larger than what would be expected from the size of its export economy and from the size of a product's global market). Product diversification, therefore, is very low in Pakistan and most of our exports are concentrated in a few products. Besides product diversification, as mentioned earlier, Pakistan needs to orient towards market diversification where Africa opens new opportunities for Pakistan. Therefore, both elements of product diversification and market diversification must come hand in glove under Pakistan's Look Africa policy.

On the African continent, Pakistan has preferential trade agreement with Mauritius only. There is a dire need to not only conduct new agreements but also to revisit the existing ones. Pakistan's existing Strategic Trade Policy Framework needs revisions, as it has failed to achieve the \$35 billion export target and increase regional trade. The document also stresses product sophistication and argues that inefficient technologies is a major hurdle for selected sectors, i.e., home appliances, sports goods, rice and cutlery. Leather, pharmaceutical, fisheries and surgical instruments are sectors with higher export potential, and in order to tap their potential, new facilities need to be established. However, we can see that despite some positive measures suggested in the Strategic Trade Policy Framework document, Pakistan has still failed to implement these and is struggling with major export hurdles and trade deficits.

Given the current economic situation, Pakistan needs to prioritize its policy options. Africa is a continent with rising economic cloud and emerging growth. Unfortunately, Africa has not received the priority it deserves. Some countries including our neighbour India, have captured the growing space in Africa for their goods and services.

Pakistan needs to rebrand its goods and services, negotiate new agreements and push diplomatic circles for greater share of global trade and especially trade with African countries.





CONCLUDING REMARKS Mr. Sohail Mahmood

Foreign Secretary, Islamic Republic of Pakistan



I thank the ISSI, Ambassador Khalid Mahmood, Ambassador Aizaz Ahmed Chaudhry, the Ambassadors and representatives of African countries. I have already noted that concrete steps need to be taken. The envoys from African countries have made very useful suggestions in order to improve Pakistan-Africa ties and this is the beginning of a dialogue. As the Egyptian ambassador has said, there is tremendous potential for improvement of ties between the two sides. I have noted the suggestion made by African envoys on the way forward. We will be working on these suggestions in the Ministry of Foreign Affairs and other relevant ministries on these ideas and would translate them into concrete steps. I have noted that apart from political and diplomatic fields, there are economic, culture, security and people-to-people domains where ideas need to be taken forward. A very important point was made about the role of media and think tanks not only in terms of building images of Pakistan and Africa, but also for raising awareness. There is also need for more think tank to think tank collaboration.

My Ministry would be partnering with the Ministry of Commerce and other relevant entities for improvement of trade and commerce relations between Pakistan and Africa. Among the next steps would be the envoys' conference where we welcome all envoys from African nations to participate. There will be high level visits to African countries in the near future. Prime Minister Imran Khan has extended invitation to African countries for high level visits as well.

I again thank everyone for useful and constructive contributions and to ISSI for hosting the event.

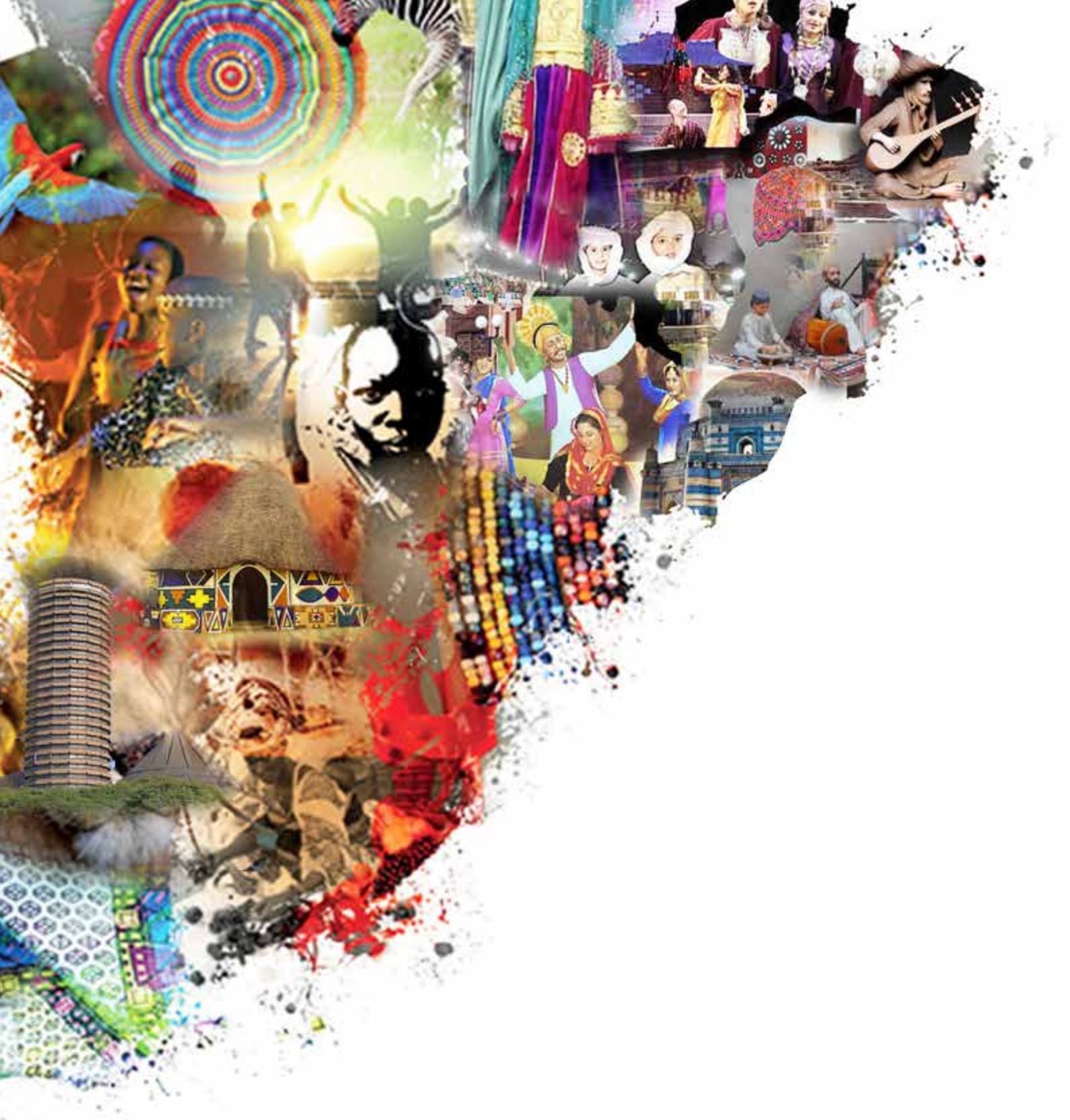


Pictures of the Event









Institute of Strategic Studies, Islamabad (ISSI)