

ENGAGE AFRICA

**Pragmatic Strategy to Enhance Relations
between Pakistan and African Countries**

Proceedings of the two-day Envoys' Conference



Organised by
Ministry of Foreign Affairs, Islamabad



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Preamble

The Africa Division at the Ministry of Foreign Affairs organised a two-day Envoys Conference on Africa in close collaboration with the Ministry of Commerce on 27-28 November 2019.

The Inaugural Session of the Conference was addressed by President Arif Alvi, while the Concluding Session was addressed by Prime Minister Imran Khan. The Foreign Minister, Advisor on Commerce, Chairman BoI, Governor SBP and senior representatives of public and private sector organisations addressed various Sessions.

Pakistan's Ambassadors/High Commissioners to 15 African countries made presentations in the Conference.

Key objectives of the Conference were: deepening Pakistan's engagement with Africa; and imparting a distinct economic thrust to overall diplomatic work. The Conference focused on formulation of a pragmatic strategy to enhance engagement with Africa in all possible sectors.

The participants agreed that there was a need for enhancing diplomatic, political and economic outreach to Africa through regular high-level contacts, government-to-government and business-to-business interactions, and media cooperation. It was decided to strengthen institutional linkages with Africa by seeking partnership status with African Union (AU), signing Preferential Trade Agreements (PTAs) with regional trade groups and joining African Development Bank.

Stress was laid on holding regular Bilateral Political Consultation (BPC) and Joint Ministerial Commission (JMC) meetings with partner countries in Africa. The participants also agreed on reviving Business Councils, Joint Trade Groups, and Joint Business Councils. It was emphasised to deepen connectivity with Africa and employ the media effectively to raise awareness about opportunities to enhance trade, investments and economic collaboration.

The Conference underscored that Economic Diplomacy should constitute the core of Pakistan's foreign policy, and the Ministry of Foreign Affairs in sync with other stakeholders should devise and implement a strategy to appropriately engage with Africa. Furthermore, to enhance political outreach to Africa at the leadership level, regular visits to African region may be undertaken by the President and Prime Minister. For effective media deployment, the Ministry of Information & Broadcasting was advised to cover important African Missions, in line with similar exercise carried out by the Commerce Ministry under its "Look Africa" policy.

Introduction of the Envoys Conference Mr. Sohail Mahmood

Foreign Secretary, Islamic Republic of Pakistan



It is a distinct honour for us to welcome the President of Pakistan to the Foreign Office for the Inaugural Session of the Envoys Conference on Africa.

We are also privileged to have the presence of senior members of the Government, relevant Ministries and Departments, and other stakeholders.

Convening of this "Engage Africa" Envoys Conference is in accordance with the vision of the leadership and key priorities of the Government including active pursuit of economic diplomacy.

We are grateful to the Ministry of Commerce for their valuable support to this initiative.

Pakistan's engagement with Africa is long-standing. Our relations with African countries have traditionally been marked by warmth, cordiality, mutual trust and understanding. Pakistan's steadfast support for the independence struggles of African nations created a sense of gratitude and goodwill that continues to this day.

The important contributions made by our armed forces personnel to the maintenance of peace and security in Africa as part of United Nations Peacekeeping Operations have served to further fortify this goodwill.

Over the past several decades, our relations in the political, trade and economic, and security and defence fields have moved forward. Pakistan has also commenced an institutional relationship with the African Union.

Meanwhile, we continue to work with African partners in multilateral fora and closely coordinate positions on a broad range of regional and international issues. Yet, there is a distinct sense on both sides that a vast potential still remains untapped.



While taking stock of the ground situation, it is important to note that Pakistan has 15 Resident Missions in Africa, with Concurrent Accreditation to another 39. There are 11 African Resident Missions in Islamabad.

Exchanges at the leadership level and interactions between policymakers and parliamentarians have been infrequent in recent years.

While we have successfully developed legal frameworks and institutional mechanisms for promotion of trade, investments and economic cooperation, the outcomes have been found wanting, both in quantitative and qualitative terms.

The interface between the business communities and potential investors has remained limited at best. Our two-way trade is only about \$ 4.3 billion.

The hard and soft connectivity has not followed a steady upward trajectory. Established platforms to generate positive images and create better awareness of the opportunities are lacking on both sides. From our vantage point, deeper engagement with Africa is a strategic imperative.

Africa, today, is the focus of the entire world, particularly of the major and middle powers. Being the second largest Continent, home to 54 sovereign states with a total population of 1.3 billion people, Africa boasts of a GDP of \$ 2.3 trillion. The World Bank expects that most African countries would reach middle income status by 2025.

Africa's rich natural resources, vast import market, strong economic growth patterns of recent years, and a new continent-wide framework for free trade offer unique opportunities.

This Envoys Conference provides us the possibility to comprehensively review the current level of Pakistan-Africa relations, identify the challenges and opportunities, and chart a new course for substantive engagement in the future. The Envoys Conference has been structured in such a manner as to allow for deeper reflection on all dimensions of our relations with Africa.

This Inaugural Session will be followed by a session in which all our participating Envoys will make individual presentations, sharing their assessments and recommendations.

That would be followed by another session in which key stakeholders and members of the academia and policy research community will share their perspectives and prescriptions.

Another session later in the day will afford the opportunity to hear from the distinguished Ambassadors/ High Commissioners from Africa, based in Islamabad, about the way forward.

Tomorrow's sessions, co-chaired by the Adviser Commerce and the Foreign Minister, envisage detailed interaction with Commerce, BOI, SBP and other key government departments. A separate session with representatives of the private sector would follow.

In the concluding session, the recommendations of the conference will be presented to the Prime Minister.

In a nutshell, our deliberations over the next two days will help us outline well-considered short, medium and long-term goals, formulate an effective strategy, and devise a feasible action plan.

It cannot be stressed enough that there is a need to fundamentally transform the way in which we view Africa and engage with it.

Hopefully, this Conference will prove to be a significant step forward in this process of transformation.

In this spirit, we look forward to valuable contributions of all the participants and a successful outcome of the Envoys Conference.

Inaugural Address Hon. Dr. Arif Alvi

President, Islamic Republic of Pakistan



Let me begin by appreciating this timely initiative taken by the Ministry of Foreign Affairs to renew and reinvigorate Pakistan's relations with Africa.

Such interactions provide valuable opportunities for an in-depth discourse on myriad of issues, enabling key stakeholders, policy-makers, state institutions, private sector and investment community to synergise their efforts and craft a holistic strategy. The world is changing fast, and with that the idea of a vibrant modern state is also evolving. The traditional division of issues between "high" and "low" politics has disappeared. Today, politics, economy, peace, security, demography and geography all combine to form an organic mix. Recognising this sea-change and making the requisite policy adjustments is indispensable.

We greatly value our cordial ties with African nations and cherish the long history of our support to each other in almost all spheres of activity. Pakistan is proud that one of the cornerstones of its foreign policy was extension of political, diplomatic, moral and material support to the freedom movements in Africa. We were among the ardent supporters of the valiant struggle against Apartheid.



We are also proud of the contributions made by Pakistan in maintaining peace and security through participation in UN peacekeeping operations in different parts of Africa. Our cooperation in counter-terrorism, defence, education and humanitarian fields has been growing.

Despite the mutual goodwill, however, the level of trade and economic cooperation between the two sides lacks the requisite vigour and is far below the potential. This is ironic, as it is happening when Africa is brimming with hope and opportunity.

During the last two decades, Africa has made remarkable progress in almost all spheres of life and is rightly being called the "Continent of the Future". Six out of ten fastest growing economies are in Africa. Despite global economic slowdown, the economies of Africa are poised to make steady growth in the near future.

Pakistan is pleased with the launch of the operational phase of the African Continental Free Trade Agreement (AfCFTA) early this year, which is set to open new vistas of growth and development for every stakeholder. We have no doubt that AfCFTA will prove to be a historic milestone towards creating a vibrant Intra-African Free Trade market that would help spur future growth even beyond Africa.

The progress made by African countries in terms of alleviating poverty, reducing illiteracy, developing agriculture, building infrastructure, combating climate change and fighting terrorism is equally commendable.

Our interests converge on the broad range of subjects from collaboration in sustainable development to finding alternative energy sources, from building infrastructure to eradicating infectious diseases, from fighting extremism and terrorism to partnering for security and stability. In all these realms, we stand to gain immensely through closer cooperation.

In my view, the beginning must be made with enhanced political outreach and expanded diplomatic footprint on both sides. We must increase interaction at the highest level, build effective platforms to boost mutual trade and investments, deepen security and defence cooperation, enhance people-to-people interaction, and strengthen collaboration between the media, think-tanks, academia and civil society organisations.

I take this opportunity to thank our own Envoys and the resident Ambassadors from African countries in Pakistan for their vital contributions in further strengthening our mutual relations. Pakistan looks forward to your continued support in transforming this idea of Engaging Africa into a reality. I am confident that as a result of this Envoys Conference, we will have an elaborate road-map for the future with realistic targets and timelines.

I have no doubt that the shared knowledge and wisdom of the participants of the Conference will help crystallise our thoughts and give shape to a positive, result-oriented policy that would equally serve the best interests of the people of Pakistan and the people of Africa. I wish you all the best in your deliberations.

Pakistan Zindabad!

Remarks by the Hon. Imran Khan

Prime Minister, Islamic Republic of Pakistan



Key Points of the PM's Address

The Prime Minister appreciated the efforts by the Ministry of Foreign Affairs in arranging a successful two-day Envoys' Conference on Africa.

He said that he was most impressed by the calibre of Pakistani diplomats, and was proud of the work that they are doing in projecting Pakistan.

The Prime Minister emphasised the significance of boosting the economic ties and increasing awareness about Africa.

He said that three things are very important to overcome our current account deficit. These include: exports, remittances and investment. He urged the Pakistani envoys in Africa to ensure all three.

He stressed that Africa must not be neglected and we must be creative in our approach to relations with that continent.

He said that the Ministry of Information has a natural linkage with the Ministry of Foreign Affairs, and both should work together to create public awareness about Africa and the opportunities presented by that continent.

He underscored increasing people-to-people contacts between Pakistan and Africa along with government to government interaction. He said that he had visited Africa as a sportsman, and will soon be visiting Africa as a statesman.

He concluded his remarks by saying that Pakistan needs a vibrant foreign policy for reaching out to Africa and to capture the African market.

He hoped that Pakistani diplomats would take this responsibility to accomplish the desired tasks.

Speech of the Hon. Shah Mahmood Qureshi *Foreign Minister, Islamic Republic of Pakistan*



We are deeply honoured to have the President of Pakistan gracing this Inaugural Session of the Envoys Conference on Africa.

I am also grateful to Adviser Razak Dawood Sahib for his personal support and the support of the Ministry of Commerce.

The idea of convening this Conference is driven by two key objectives:

- i. Deepening Pakistan's engagement with Africa; and
- ii. Imparting a further distinct economic thrust to our overall diplomatic work.

It has long been felt that Pakistan's outreach to the African Continent has remained sub-optimal. This must change as Africa is the "Continent of the Future." Similarly, we believe this is the era of a sharper focus on geo-economics, and Pakistan must be in sync with evolving global trends.

Today's world is characterised by flux, major power rivalries, and continuing readjustments in response to growing traditional and non-traditional threats and challenges, particularly in the economic and security realms. The center of gravity for the global economy has shifted from North America and Western Europe to parts of Asia and Africa.

Africa's importance is self-evident: A geographical expanse of 30.37 million square kilometres, home to 1.3 billion people in 54 states, and a combined GDP of over \$ 2.33 trillion. Politically, the salience of African nations is reflected in diverse forums -- from UN to AU to NAM to OIC. Whether it is peacekeeping or peace building, or sustainable development goals (SDGs) or UN Security Council reform, African perspectives remain indispensable.

In recent years, certain African countries' growth rates have outpaced all others in the world. The Continent witnessed an 11% growth in Foreign Direct Investment in 2018, reaching \$ 46 billion. The launch of the African Continental Free Trade Area (AfCFTA) has commenced an entirely new phase and promises exciting opportunities that never existed before.

Historically, Pakistan has enjoyed cordial political ties with African nations, based on trust, mutual respect and goodwill. Pakistan was one of the ardent supporters of their struggles for independence from Colonialism. We were also among the countries firmly opposed to the abominable system of Apartheid.

In the post-independence decades, our relations developed in myriad of fields. These were most prominent in the maintenance of peace and security and fruitful collaboration in multilateral fora. As part of platforms such as NAM and G-77, we worked together to advance our common political and socio-economic development goals.

Pakistan is also truly proud of the contributions made by our brave soldiers and security personnel over the past several decades as part of UN peacekeeping operations in Africa. Our defence cooperation with African countries is increasing. Pakistan has offered assistance in capacity-building of African forces in counter-terrorism and security related disciplines.

In the fields of training and development of human capital, Pakistan offers educational and capacity-building courses to a large number of countries. Over 700 diplomats from 52 countries have availed of diplomatic training courses at the Foreign Service Academy in Islamabad.

Yet, notwithstanding the enormous goodwill existing on both sides, the volume of our trade and the quality of economic engagement with Africa has remained far below the potential. In Africa's total trade portfolio of over \$1 trillion, Pakistan-Africa trade is less than \$5 billion.

The picture on investment and commercial cooperation is not different either. Business-to-business interaction is infrequent. The hard and soft connectivity is not up to the desired level.

Deeply conscious of the importance of Africa, our government has commenced the "Engage Africa" policy, which envisages concrete steps for practical cooperation. The envisaged steps include regular high-level contacts, increased G2G and B2B interface,

effective instruments to promote trade and investment, closer parliamentary and people-to-people exchanges, and media and think-tank collaboration for enhanced awareness of opportunities and positive image-building.

I am confident that these and other measures would help bridge the existing gaps and pave the way for Pakistan's substantive engagement with Africa.

Allow me also to take this opportunity to share our perspective on what I termed as imparting a further distinct economic thrust to our diplomatic work.

It is an article of faith with us that external influence emanates only from internal strength. When we, in the Foreign Office, refer to "economic diplomacy" – we use this term beyond its traditional meaning and in fact in its widest possible scope.

Essentially, besides promoting exports – which is one of the highest priorities – we focus on investments, economic and commercial cooperation, transfer of technology, tourism, interface with multilateral financial institutions, visa facilitation, support to Pakistani-diaspora, projection of Pakistan's soft image and so on.

Issues from revision of travel advisories to FATF to GSP Plus remain the focus of our endeavours.

In the domestic context, we aim to build synergies and coalitions with all concerned departments, agencies and federations. We wish to have creative and effective partnerships with all – be it Commerce, BOI, Finance, EAD, Food Security, MODP or FPCCI - to reinforce each other's efforts.

It is only through such constructive engagement that we can advance the core national objective of economic development and realise the leadership's vision.

I am confident that, among other things, this Envoys Conference would help knit us together into a single unit, singularly focused on win-win solutions.

Coming back to Africa, we appreciate the progress achieved by African countries in strengthening their economies, infrastructure and social sectors. We hope this impressive growth trajectory would continue to forge ahead in the years to come.

As Foreign Minister, I remain firmly committed to transforming our relationships into meaningful partnerships with African countries. I am confident that the collective wisdom of the Envoys on both sides, and of policymakers and stakeholders, would help us craft a result-oriented policy for our meaningful and substantial engagement with Africa.

Speech of Mr. Abdul Razak Dawood

Advisor to the Prime Minister on Commerce, Textiles and Production

Assalam Alaikum and a very good morning to all of you!

I would like to thank you all for honouring us with your presence today. It is a privilege for me to welcome you today to the Envoy's Conference on Africa. This Conference will synergise the government's efforts to capitalise upon economic opportunities being offered by Africa, and at the same time, augment the Ministry of Commerce's Look Africa Policy Initiative. This is a testimony of our government's strong commitment to enhancing trade and economic cooperation with Africa.



Africa is the second largest continent in the world with 54 sovereign states and a collective GDP of \$2.45 trillion (2018). It is rich in natural resources hence called "World Storehouse of Strategic Raw Materials".

As you may now, Africa has undergone such a remarkable transformation in past few decades that it has led to coining of the phrase "AFRICAN OPPORTUNITY".

Although the growth rate for Africa projected by the UN for 2020 is 3.6%, countries such as Ethiopia, Rwanda and Tanzania are likely to achieve 7-8% growth this year. The US, China, and the European countries have started initiatives to strengthen economic relationships with Africa. The operationalisation of the African Continental FTA will further deepen regional integration and will completely transform the continent.

We in Pakistan feel that it will be myopic to ignore these developments.

Although, on a bilateral level, Pakistan has excellent relations with the African countries, the trade volumes do not adequately reflect these relations. Africa's annual trade was US \$ 1.075 trillion in 2018, but Pakistan's trade with Africa has remained stagnant at US \$ 3 billion for the last many years. It only crossed US \$ 4 billion during the last two years, reaching US \$ 4.28 billion in 2018-19. This, however, is still not diversified in terms of markets and there is inadequate level of economic engagement between.

Time has come to translate the excellent bilateral relations into mutually beneficial economic gains. The Ministry of Commerce has formulated the "Look Africa Policy Initiative" which has already been put into motion. This is reflective of our broader policy towards Africa.

Our Vision is to double the trade with Africa in the next five years. The salient features of this policy include:

- i. Increasing Ministry of Commerce's footprint in Africa by posting more Trade Envoys. In this regard, we are opening 6 new Trade Wings at our Embassies in Africa. This would also be granted accreditations for more geographic spread.
- ii. Initiating market access negotiations for bilateral and multilateral trade agreements.
- iii. Increased engagement at ministerial level.
- iv. Formation of bilateral Joint Working Groups on Trade.
- v. Establishment of Africa Cell in the TDAP.
- vi. Enhanced facilitation for exchange of delegations with Africa.
- vii. Enhanced facilitation for companies' participating in trade fairs in Africa; and,



viii. 2% additional Duty Drawback on non-textile exports to Africa.

I am delighted to inform you that under the Look Africa Policy Initiative, we are opening six new Commercial Sections in Africa. These include Algeria, Egypt, Ethiopia, Senegal, Sudan and Tanzania. The officers selected for postings in these countries are also here with us today. I am sure that they will work to further the objectives of enhancement of engagement with Africa and be the facilitators of private sector in exploration of untapped potential of Africa.

Regional cooperation to enhance trade and connectivity is the key to socio-economic uplift and development. There is huge potential of trade between Pakistan and Africa, but we need to enhance connectivity with Africa.

I have a strong belief that trade and connectivity are two sides of the same coin. It is not possible to have one without the other. Logistics and transport affect trading activities because they determine shipping times, costs of handling, and delivery of goods. On the other hand, reduction of tariff and non-tariff trade barriers by both sides, is also necessary which acts as a catalyst for accelerated growth in bilateral trade.

In this regard, Pakistan is open to discuss all proposals by our friends in Africa at bilateral and multilateral level. We are already in touch with SACU, ECOWAS and EAC to negotiate trade agreements. We also plan to take advantage of the opportunities that exists under the African Continental FTA.

Pakistan can supply rice, engineering goods, electrical appliances, textiles, apparel, pharmaceuticals, sports goods, surgical instruments, cutlery, furniture and many more products. Similarly, Pakistan can be a good market for supply by the African exporters.

Pakistan and China are currently working on the China-Pakistan Economic Corridor (CPEC). It is a mega-project comprising infrastructure projects throughout Pakistan. On the other hand, under the Belt and Road Initiative (BRI), China is engaged in infrastructure projects in Africa, ranging geographically from Tunisia to South Africa. We believe that Pakistan and African countries can also reap the benefits accruing out of these increased economic activities.

To conclude, I agree that we have a long way to go, and I agree that there are many factors out of our control. But I am of the view that there would be a steady, gradual but persistent growth in Pakistan-Africa trade with enhanced level of engagement by both sides, public officials, as well as private sector.

On this hopeful note, let me emphasise that, while it is the governments' job to provide for a trade facilitative and business conducive environment, it is the private sector players, who are the true drivers of growth for international trade and investment. I am confident that such empowered gatherings comprising of government officials, entrepreneurs, investors and business leaders would provide the necessary impetus to promote business interactions and partnerships between Pakistan and Africa.

I would like to congratulate Ministry of Foreign Affairs for the successful organisation of the Envoy's Conference on Africa, and I hope that we will carry on our efforts for the continued streak of this engagement in future too.

I take this opportunity to inform you that Ministry of Commerce has planned a Trade Conference in Nairobi on 30-31 January, 2020 to which major African trade partners will also be invited. Under the Look Africa Policy, it will be the first initiative of this level to bring together main stakeholders from both sides at one place for interaction and exploration of the opportunities of trade enhancement between Pakistan and Africa. We look forward to your fruitful participation and support of Ministry of Foreign Affairs for making the event a grand success.

Sardar Ahmad Nawaz Sukhera

Secretary, Ministry of Commerce, Islamabad



Secretary Commerce made a presentation on the Look Africa Policy Initiative of Ministry of Commerce. He said that Africa holds great potential due to increasing trade with developing countries, especially with Asia, its high reliance on inter-regional trade (85%), and African Continental Free Trade Agreement (AFCFTA).

Keeping above in view and under the Look Africa policy, 10 countries have been prioritised for trade enhancement: Nigeria, Kenya, South Africa,

Morocco, Algeria, Egypt, Sudan, Tanzania, Senegal and Ethiopia. These ten countries comprise 72% of the total GDP of Africa. Therefore, 6 new Commercial Sections are being opened in addition to the already existing 4 stations in Africa.

Under the policy, substantial increase in the number of exhibitions, up scaling participation in existing fairs, formation of Joint Working Groups on trade on the same lines as done with Egypt, increased frequency of Pakistani trade delegations to Africa and their participation in Pakistani events is envisaged. Similarly, accreditation of unrepresented countries, energising bilateral forums, negotiation of market access, and 2% additional duty draw back on focused non-textile items exports to Africa are the main pillars of the Look Africa Policy.

As a way forward, Ministry of Commerce will increase the frequency of visits of policy makers and businessmen to major African countries, organise Pakistan-Africa Trade Development Conferences in major African capitals (starting with Nairobi Conference on 30-31 January, 2020), launch Pakistan-Africa Trade Portal to facilitate business, brand Pakistani goods and services in Africa by increased participation in trade fairs and organisation of single country exhibitions, and offer capacity building trainings to Africa at Pakistan Institute of Trade and Development (PITAD).

Mr. Ata-ul-Munim Shahid

Ambassador of Pakistan, Algeria



Algeria with an area of 2.38 million sq. km is the largest country in Africa. It is also the tenth largest country in the world in terms of land area. It has a population of about 43 million. Its GDP is US\$ 180.44 billion with a per capita income of US\$ 4815.

Pakistan and Algeria enjoy warm and cordial relations. Both sides have convergence of views on various issues of international importance. Algeria is also the member of OIC. Both countries have been supporting each other in various multilateral fora including UN, OIC and NAM. The Joint Ministerial



Commission (JMC), which is a structured mechanism, is an appropriate forum to work on and enhance trade and commercial relations. Bilateral Political Consultations (BPC) between the two countries is another mechanism in place for cooperation in multiple sectors including education, investment, agriculture and information technology. However, 24 MoUs/Agreements are pending on both sides due to non-holding of regular sessions of BPC and JMC. There has been no high level visits from both sides since 2007.

In 2018, the total exports and imports of Algeria were US\$ 41.17 billion and 47.3 billion respectively. Algeria is an oil-exporting country and most of its imports of manufactural goods are from EU countries, Turkey and China. Despite excellent political relations; the economic content in the relations is very low. The current volume of bilateral trade in 2018-19 was US\$ 42.98 million. Pakistan exported products worth US\$ 13.4 million to Algeria. The main items that Pakistan exports to Algeria are textile, bed linen, towels, sports and surgical goods. Since Algerian economy is import oriented, there is a wide scope of increasing our exports to Algeria.

The way forward is to engage through high-level visits/contacts on sideline of UN and OIC meetings. Parliamentary exchanges to enhance Parliamentary cooperation. Hold regular Joint Ministerial Commission (JMC) meetings.

Hold regular Bilateral Political Consultations (BPC). Frequent visit of trade delegations. Participation by various chambers in trade exhibitions in Algeria. Establish banking cooperation through MoU between State Bank of Pakistan and Bank of Algeria. MoU for facilitation of business visas.

Mr. Mushtaq Ali Shah

Ambassador of Pakistan, Egypt



Egypt is the largest Arab country with the 3rd largest economy of Africa growing at the rate of nearly 6% per annum. The country is strategically located at the confluence of Asia, Africa and Europe, and facilitates 8% of global merchandise trade through Suez Canal.

Foundation of bilateral relations between Egypt and Pakistan was laid by the visit of Dr. Allama Muhammad Iqbal to Egypt in 1931, after which Urdu language started being taught at the Cairo University

in 1936. The two countries now enjoy similarity of perception on major regional and global issues and maintain mutually beneficial cooperation in all domains, including defence. The volume of bilateral trade is, however, far below potential of the two countries and constitutes less than 0.12% of their cumulative foreign trade.

Political engagement with Egypt which had remained minimal since 2013 was revived by the new government soon after it came to power in August 2018. Foreign Ministers of the two countries met on the margins of the 73rd UNGA session in New York and agreed on a roadmap to revive political contacts at the leadership level. Subsequently, the Prime Minister of Pakistan met President Abdel Fattah Al Sisi twice in a span of six months i.e. on the margins of the 14th Islamic Summit in Makkah Al-Mukarramah (May 2019) and the 74th UNGA Session in New York (September 2019). The Foreign Minister is now scheduled to visit Egypt in January 2020.

In order to tap the potential for bilateral trade and economic cooperation, the Government of Pakistan has decided to reopen Trade and Investment Office in Cairo. The Rawalpindi Chamber of Commerce and Industry has also decided to send a Trade Mission to Cairo in the beginning of 2020 to explore avenues of enhancing trade exchanges between the two countries.

Mr. Asghar Ali Golo

Ambassador of Pakistan, Ethiopia



Ethiopia is one of the oldest independent; 7th largest; and the 2nd most populous country of Africa. Addis Ababa assumes global importance for bilateral and multilateral diplomacy due to the presence of the Headquarters of African Union (AU). With the GDP of US\$ 80 billion, Ethiopia is the largest economy in East and Central Africa. Its economy has been one of the fastest growing in Africa and among top ten rapidly developing economies in the world. Strong economic growth of 10% over the past 15 years and impressive progress on infrastructural projects have put Ethiopia on the path of development. Its trade volume during 2017-18 was US\$ 17.5 billion, out of which exports were US\$ 2.8 billion and imports were \$14.7 billion.



Pakistan opened its Resident Mission in Addis Ababa in 1973 prior to the visit of former President Zulfikar Ali Bhutto. Later, Prime Minister Imran Khan held bilateral meeting with Ethiopian Prime Minister Dr. Abiy Ahmed Ali on the sidelines of 2nd Belt and Road Forum (BRF) in Beijing on 27 April, 2019. Both Prime Ministers agreed to upgrade political, trade, commercial and people-to-people contacts. The two sides also agreed to maintain regular high level exchanges.

To follow up on meeting between the two Prime Ministers in Beijing, The State Minister of Foreign Affairs, Ambassador Dr. Markos Tekle and the State Minister of Trade, H.E. Ambassador Misiganu Arega visited Pakistan on 11-12 September, 2019. Later, Prime Minister Imran Khan held talks with the Ethiopian President Ms. Sahle-Work on 24 September, 2019 in New York on the sidelines of the 74th UNGA.

There is a considerable potential to enhance trade between Pakistan and Ethiopia. In October 2019, the Embassy assisted M/s International Steel Limited (ISL), Karachi to export steel products to Ethiopia. It is expected that annual exports of ISL will be over US\$ 10 million. Similarly, in November 2019, on Embassy's request, Desta Garments, Ethiopia has agreed to import textile products from Pakistan worth US\$ 10 million per annum. Moreover, Walia Steel, Ethiopia has assured to import products from Pakistan. Besides, Ambassador met Health Minister of Ethiopia this July, who agreed to consider importing pharmaceutical and health related items from Pakistan. To avail opportunities and enhance share of our exports, the Mission has suggested and the Commerce Ministry has agreed to participate in the important Trade Fairs of

Ethiopia and the region. The Mission has also proposed to the Commerce Ministry to increase stake of African countries in Pakistan by enhancing trade and economic relations.

The Mission suggested to establish "Pakistan -Africa Parliamentarian Friendship Leagues" in both Houses; and enhance capacity building of Ethiopian officials by increasing the number of seats in various institutions.



Ms. Saqlain Syedah

High Commissioner of Pakistan, Nairobi



Pakistan and Kenya enjoy cordial relations. Pakistan opened a High Commission in Nairobi in 1953 when this was known as East Africa. Pakistan was one of avid supporters of independence movements in the East African region and this is one of the facts that is acknowledged by all the leadership of East Africa.

Pakistan's relations with Kenya leave much to be desired. There has been no exchange of a high-level visit since 1983 when the then President Daniel Arap Moi visited Pakistan. Most recently, Prime Minister of Pakistan has formally invited the Kenyan President to visit Pakistan at his earliest convenience. The Speaker of National Assembly also intends to visit next year (2020).

Kenya is one of Africa's biggest economy of East and Central Africa. It has a GDP of US\$190.970 billion, population of 49.7 million and per capita income of US\$ 3,250. It has registered substantial economic growth in the past few years despite various political and security related setbacks. Kenya's total trade volume in terms of exports/imports was US\$ 22.8 billion, with exports at US \$ 5.8 billion and imports at US\$ 16.6 billion according to Kenya National Bureau of Statistics.

Kenya is the biggest trading partner in Africa for Pakistan, while Pakistan is the largest export market for Kenya followed by Uganda and USA. Trade between the two countries is dominated by two commodities i.e. rice and tea. Pakistan is the largest buyer of Kenyan tea in the world while Kenya is the largest destination for Pakistani non-basmati rice in the world. Pakistan's exports to Kenya include rice, textiles, pharmaceuticals, tents, canvas etc. Pakistan's imports from Kenya include: tea, chemicals, vegetables etc.

The 3rd meeting of Bilateral Political Consultations, the 4th JMC meeting and the first meeting of JTC are expected to be held in 2020. Pakistan also offers various courses and training programmes 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 etc.

Our Naval ships are regular goodwill visitors to Kenya. the next visit will take place in January 2020.

Kenya is also the home of UNEP and UN-Habitat Secretariat. This has made Kenya the hub of headquarters of almost all multinational cooperation's, non-governmental organisations and financial institutions. This year alone, Kenya has hosted a number multilateral and regional summits.

Being one of the most prominent economies in the region, Kenya has number of strengths including its strategic location. The Mombasa Port serves neighbouring landlocked countries namely Uganda, Rwanda and Burundi, as well as beyond – the Central African region. The physical infrastructure is also one of the best in the region which connects it with landlocked countries.

Maj. Gen. (R) Sajid Iqbal

Ambassador of Pakistan, Libya



Eight years after the revolution of 2011, Libya is still passing through a transitional phase to democratic rule; following Qaddafi era events resulted in the emergence of two rival governments, fragmentation of the national institutions, and severe economic decline. The state and societal structures are deeply fractured due to cumulative effects of foreign ingress and internal strife.



Libya is a gateway to Africa and has strategic linkages with southern Europe and Middle East. With just a 6.7 million population, it has more than 4000 km of porous borders and 90% is desert. In Africa, Libya is 12th largest economy and one of the top ten fastest growing economies.

Have largest oil reserves in Africa, earning more than 2 billion US dollars per month from oil exports, with a plan to double its production level in next five years. Its gold reserves are 4th largest in Arab world, and steel production is averaged 70 thousand tons per month. Libya imports 80% of its needs. The budget is in deficit due to cost of salaries, subsidies and civil war. It enjoys higher HDI but its governance structure, security and business environment are not conducive.

Tripoli is under attack since April 2019 by General Haftar, supported by Government in the East and other countries. In the global construct, US and France are mainly focusing on counter terrorism, while Italy is concerned about migration crisis. Military support including drones, despite UN embargo is available to both sides, and reportedly some mercenaries are fighting for Haftar's Libyan National Army, which is controlling two third of the country. Emergence of a cohesive state, as well as society is a tall order in the foreseeable future.

Since its independence in 1951, our relations remained generally cordial. Since 2011, we are following the policy of neutrality. Our last high level visit was in 2009; JMC agreement was signed in 1974 and a number of agreements and MOUs were signed since then, but are inactive now; 25 Libyan businessmen visited Expo-Pakistan 2013 and Mission's Commercial Wing was closed in 2014 due to civil war.

Our meager bilateral trade is in decline since 2013. Recently, tractors and other agricultural machinery worth US\$ 1 million were imported from Pakistan after hectic efforts by the Mission by removing hurdles. It is planned to enhance it to US\$ 10 million per year, along with technical collaboration and ultimately setting up of a factory in Libya. On return of stability, we can not only enhance our bilateral trade but also induct workforce phenomenally, as the goodwill does exist due to our Mission's continuous presence and neutral stance, our schools and diaspora (though shrunk now from 150,000 people in 70s), beside religious and cultural affinity. We have relatively good defence relations with great potential. But due to politico-military divide and UN arms embargo, no major engagement is envisaged in the near future.

International sanctions, two rival governments and institutions, political and economic instability, infighting and security threats, unfavourable financial and business environment, limited outreach and public communication curtail our liberty of action to further promote our bilateral relations in the present scenario.

The silver lining, however, is in its geostrategic location, immense resources and potential, development plans to rebuild the country (especially in the fields of oil and gas, education, health, housing, basic services, renewable energy, water desalination plants, industry, agriculture, tourism and infrastructure), tariff benefits, scope for manpower induction and capacity building, and above all, friendly Libyan people, pending normalcy and formation of a unified representative government.

Currently, the great resource and potential unfortunately have become a source of negativity due to vested interests of foreign actors; economic benefits, ideological contestation and hegemony, and deep polarisation and ungovernable vast strategic spaces internally.

People Centric Approach: In the present scenario, without compromising our neutral stance, show solidarity with the people of Libya in their difficult time; impart education and training in different fields by offering incentives for their capacity building; there is a lot of scope in joint ventures and collaborations especially in education and health sectors. Facilitation in medical treatment, and travels for trade, services and tourism be encouraged. Our soft image be projected through media in Arabic language. We should also curb illegal migration.

Enhance our Economic Relations: Encourage Libyans to invest or undertake joint ventures in Pakistan, or in a third country. Develop online business portal in Arabic language, and establish a special cell in MOFA for coordination / synergetic effect. Promote interaction among concerned ministries, private sector and missions abroad. Encourage bilateral visits and with sustained policies try to compete. Our positive image and safe environment are prerequisites. Sponsor key persons like heads of businessmen council, chambers of commerce and industry, board of investment and international cooperation to visit Pakistan to see the potential. One window facility, favourable financial and business environment, proactive approach and outreach for participation and agreements; a win-win solution with existing goodwill will draw the desired benefits.

Prepare and Export Workforce: Develop Pakistan as a skilled human resource exporter; government through one window operation may take the onus of responsibility for seeking demands, provide skills, recruit and export the suitable manpower. Desired institutes be organized and linked to the jobs demands and criteria. Problems faced by our workforce be continuously addressed at all levels.

Long Term Measures: Promote aggressive diplomacy, with explicit overarching national level direction. Achievable targets be assigned to missions with objectives and timelines, and analyse progress in periodical meetings. Review and update agreements/MOUs. Hold regular meetings of JMC and joint working groups. Promote social and cultural engagements, enhance trade and cooperation including exchange programmes, visits and participation. Specific areas for trade and cooperation have already been identified. In nutshell, Libya is a rich country with immense resources and potential; in pursuit of its stability and rebuilding, we must capitalise on the opportunities offered by continuous engagement for mutual benefits.

Dr. Syed Rizwan Ahmed

High Commissioner of Pakistan, Mauritius



The most prominent fact with regard to our relations with a group of four island countries (Mauritius, Madagascar, Seychelles and Comoros) in the Indian Ocean, near African coast is that we have a very high balance of trade in our favour.

Second, Mauritius, and Seychelles are upper middle and high income countries respectively with established democracies and economic prospects. Both are tiny island states with a small population (1.3 million and 0.1 million).

Out of above four, the reason for Pakistan to maintain a resident Mission in Mauritius only, was because Mauritius was not only economically important but politically too, given its sectarian balance between its Hindu-Muslim population from South Asia. The country has a tendency to fall into the Indian lap due to Hindu majority, had it not been for its substantial Pakistan supporting Muslim minority. Pakistan's resident Mission also plays an important role to encourage supporters of Pakistan. On the other hand, as Seychelles has no such compulsion, it's still reasonable to continue to manage our interest there, from our Mission in Mauritius.

Union of Comoros is not only very small but also very poor with per capita income of \$ 1500. It is therefore also reasonable to maintain our relations with it, from Mauritius. It is the only Muslim Arabic speaking country in Indian Ocean. Because it supports us on Kashmir issue therefore in multilateral foras, where we need such support, our Missions, particularly in capitals where such organisations are headquartered, play a more instrumental role.

Compared to the above three countries, Madagascar is equal to the size of France and Benelux countries combined with a large population of 25 million. While Pakistan does not have resident Mission in Madagascar, India and other geostrategic space seeking countries do. They are there since the time of it's independence. Until now, not to have a resident



Mission in Madagascar was reasonable to the extent that chances of further expanding our exports there were limited. But it may not be out of place to mention here that our export to Madagascar was a whopping \$ 184 million in 2018 compared to just \$ 3 million of imports from there. With regard to further expansion of our exports to Madagascar, it's prospects are rising suddenly, especially after the restoration of democracy there, entailing control over rampant corruption. In the new political milieu, Madagascar is expected to rise sharply economically which may broaden the opportunities for more imports from Pakistan. Continued absence of a Pakistani Mission there, will be a handicap in this regard, not only for economic reasons but also for geostrategic/political reasons.

Pakistan may consider opening a one-man Mission led by an Ambassador assisted by a local trade assistant and an accountant. Alternatively, resident Mission in Mauritius be allowed four visits to Madagascar to explore economic opportunities. Currently, only two visits are allowed to the Pakistani High Commissioner in Mauritius which is highly insufficient.

It is also recommended that we may consider opening lines of credit in Pak-Rupee for Madagascar, Comoros and Seychelles to be able to import more from Pakistan. This will be a win-win strategy not only economically, but also politically. Mauritius hasn't requested such facility.

Joint production in Comoros and Madagascar for export to EU and NAFTA countries should also be considered. Trade privileges for Mauritius and Seychelles because of their higher per capita income, are already being considered to be withdrawn by the EU and the NAFTA countries.

Mauritius may be exempted from Regulatory Duty as it is not entailing any meaningful outflow of foreign exchange to Mauritius. Suspension of PTA in response to our regulatory duty, as threatened by Mauritius, may bring a lot more damage to our otherwise good image.

Increasing political level visit to all four countries in this group, is a self-evident fact which I may not belabour further.

Mr. Hamid Asghar Khan

Ambassador of Pakistan, Morocco



Pakistan and Morocco have always enjoyed close brotherly and friendly relations. The core of the relationship is based on common religion, culture and progressiveness. Morocco still remembers Pakistan's diplomatic support to its leadership in 1952 when our Consulate issued Pakistani passport to Mr. Ahmed Abdessalam BALAFREJ enabling him to travel to and plead the case of Morocco's freedom at the United Nations, New York. He later rose to become the Head of Government.



Morocco is a gateway to Europe and has the potential to serve as a bridge to Africa. It has out shadowed other MENA countries by maintaining assured political stability. Moreover, the Moroccan Tangier Med Port, strategic in nature, ensures strategic control over the Strait of Gibraltar.

Political stability at the outskirts of the EU, willingness/openness to cooperate indiscriminately and an ideal geostrategic placement makes Morocco an important regional player. Keeping in view the above, Morocco presents an opportunity for Pakistani exports.

In terms of economic and commercial ingress, the Mission recommends the following areas:

- i. Pharmaceutical (especially hepatitis A &B)
- ii. Surgical
- iii. Sports (telstar/brazucca)
- iv. Telecom (cheaper Q mobile/modems/routers etc)

- v. Islamic Banking/Insurance
- vi. Bridal Wear/western
- vii. Agri machinery

Despite immense space for engagement with Morocco the bilateral relationship is sub-optimised. The future relationship can be both at strategic and economic level. However, at the economic level before meaningful engagement can occur, Pakistan needs to finalise the following:

- i. Talks on Preferential Trade Agreement. The Mission believes that the first step towards meaningful engagement is to kick start and secure a PTA with Morocco.
- ii. Businessmen Visa Facilitation Accord. A standalone PTA would not bear fruits if businessmen cannot travel unhindered into Morocco. A BVA in line with/supplementing Moroccan anti illegal immigration drive would not only be beneficial for Pakistani businessmen but would also help in building confidence of our Moroccan counterparts.

In addition to the above, the Mission plans to finalise various MoUs in fields of tourism, culture, exchange trainings, media, heritage, education, sustainable development and alternate energy. The room for mutual learning and sharing is immense.

It is noteworthy here that Morocco is in process of upgrading and modernising its Armed Forces. There is scope for military sales and areas of counter intelligence and counter insurgency.

The Mission believes there is a need for more high level engagements with Morocco, preferably, inwards to Pakistan. The Mission has already finalised visits of H.E. Habib El Malki, President, House of Representatives to Islamabad and is expecting visit by Army Chief to Rabat in the coming months. This should be augmented by more high level interactions at the parliamentary level.

In summary, Morocco's foreign policy is predominantly based on non-interference and maintaining friendly ties with all. Under the leadership of King Muhammad VI, the Kingdom has transformed into a hub of international activities ranging from cultural to economic to interfaith harmony.

Maj. Gen. (R) Waqar Ahmad Kingravi

High Commissioner of Pakistan, Nigeria



Since its independence from the colonial rule in 1960 Nigeria and Pakistan enjoy cordial relations. Federal Republic of Nigeria is the biggest country of Africa in terms of population and size of economy. It is a major power in West African Region and enjoys significant influence in important international organisations such as OIC, African Union and ECOWAS. Nigeria is an import-based economy, but the share of imports from Pakistan is very low. Despite the challenges of insecurity and rampant corruption, there is huge market available for exports of Pakistani goods and services.



Pakistan can import crude oil, LNG from Nigeria and export textiles, sports goods, surgical instruments, fertilizers, agri-machinery, pharmaceuticals, beauty products etc. Pakistan can help Nigeria in sectors such as Agriculture, Health and Small and Medium Scale Industries.

The defence ties between both the countries are very strong. Pakistan trains the personnel of Air Forces of Nigeria and has recently supplied Super Mashshak Aircrafts and JF-17 Thunder Jets to Nigeria.

To improve the bilateral relations following steps are suggested:

- i. President Muhammad Buhari be invited to visit Pakistan in 1st half of 2020.
- ii. Long pending JMC be finalised as soon as possible.
- iii. Personal touch at the highest level be maintained e.g. congratulatory



telephone calls on special occasions be President, Prime Minister and Foreign Minister.

- iv. Pakistan High Commission, Nigeria be concurrently accredited to ECOWAS.
- v. Regular participation in each other's Trade Fairs and exchange of business delegations.
- vi. Private firms be given incentives to establish joint ventures in Nigeria and accredited countries.
- vii. Support these countries in different fields of agriculture, machinery, seeds, research etc.
- viii. Assembly plant of tractors and motor cycles be established.
- ix. Private education institutions be facilitated to establish schools in Nigeria and Ghana.
- x. Encourage medico tourism to Pakistan.
- xi. Increase slots in training institutes and universities.
- xii. Media delegations be invited to visit Pakistan.
- xiii. Timely humanitarian aid be sent on national disasters like floods. A couple of flights of C-130 aircraft would earn a lot of goodwill.

Mr. K. K. Ahsan Wagan

Charge d' Affaires of Pakistan, Niger



Pakistan and Niger enjoy friendly relations which are rooted in common faith and convergence of views on regional and international issues. Niger is a member of OIC Contact Group on Jammu and Kashmir along with Pakistan, Saudi Arabia, Azerbaijan and Turkey, and has always supported our position on this issue of vital interest. Pakistan has provided food assistance to Niger from time to time; the last such assistance consisted 15,000 tons of rice for the victims of drought and terrorism affected brotherly people of Niger provided in 2016.



Pakistan has also trained some Nigerien diplomats, armed forces personnel and offered training facilities in the fields such as Banking, Postal, railways etc. Under Pakistan Technical Assistance Programme, Pakistan has also offered scholarships in different disciplines such as Medicine, Engineering, IT, Pharmacy, Agriculture. President Diiori Hamani visited Pakistan in 1969 and 1974. President Seyni Kountche' paid a state visit to Pakistan in March 1983 - the last high-level visit between the two countries.

Despite the fact that both countries are enjoying extremely cordial and friendly relations, these relations could not achieve the desired level of progress and cooperation. There have been no high level visits from both sides. After almost 20 years, a Ministerial visit from Pakistan paved the way for improving the relations between the two countries. In addition to lack of high level visits, downgrading of our Mission in Niamey at CdA level in 2005 had further limited the bilateral cooperation and contacts.

Pakistan and Niger enjoy brotherly and friendly relations, which are spread over more than 40 years. Since the establishment of diplomatic relations, both countries have maintained close friendly and cooperative relations. Following recommendations are made to further strengthen the relations and enhance bilateral cooperation in various areas between Pakistan and Niger:

A. Short Term Goals:

- i. Proposed visit of Nigerien Foreign Minister to Pakistan.
- ii. Proposed visit of Nigerien Chief of Defence Staff to Pakistan.
- iii. Signing of MoU on Bilateral Political Consultations between the two Foreign Ministries. MoU is ready and waiting for signatures.
- iv. Handing over of food assistance to Niger for refugees/IDPs and drought affected Nigerien population.

B. Medium Term Goals:

- i. Visit of Pak-Niger Parliamentary Friendship Group to Pakistan.
- ii. Signing of MoU between OIC University, Niamey and International Islamic University, Islamabad.
- iii. Signing of MoU between Niamey University and Quaid-e-Azam University, Islamabad.
- iv. Signing of MoU on visa abolition for Diplomatic/Official passport holders.
- v. Holding of single country exhibition of Pakistani products in Niger.

C. Long Term Goals:

- i. Visit of Nigerien President to Pakistan.
- ii. Convening of first ever session of Joint Ministerial Commission between Pakistan and Niger.
- iii. Twinning of Niamey with Karachi.

Dr. Sarfraz Sipra

Ambassador of Pakistan, Sudan



Sudan is a strategically important country of Africa by location, size, population and membership of International, African and regional organisations. It borders with seven large countries and shares the Red Sea coast. The country has abundant, largely untapped natural resource. Blue and White Nile rivers meet at Khartoum forming Nile River flowing to Egypt. With population of 40.5 million (97% Muslims), an area of over 1.88 million sq km, the country enjoys nominal GDP of \$33.9 billion (2018 estimates) with per capita US \$ 808/ - and literacy rate of over 67%. The biggest challenge to economic development is her being on the US list of States Sponsoring Terrorism (SST).



Bilaterally, Pakistan and Sudan maintain cordial relations in political, defence and security and economic fields but lack desired depth as per the potential due to numerous challenges. Bilateral trade in 2017 was at US\$60.45 million with Pakistan exports standing at US\$56.24 million (mainly comprising of pharmaceuticals, agriculture machinery, spare parts, textiles etc.) and Sudan's at US\$ 4.21 million (mainly comprising of cotton, leather, raw hides and skins).

There is a tremendous potential of strengthening bilateral, commercial, economic, political, defence and security, and cultural relations between the two countries. There is need of regular exchange of bilateral visits, early conclusion of pending agreements, establishment of Pak-Africa Forum with Sudan and countries of concurrent accreditation, increase number of scholarships and training courses at different institutions, commence on line visa facility, fully sponsored visits of Sudanese businessmen's to Expo Pakistan and other exhibitions and seek support for observer status in East African Community.

Moreover, participation in Khartoum International Trade Exhibition, organising Single Country Exhibition of Pakistan, export of surgical equipment, sport goods, software solutions and IT products, inviting Sudanese media team and tour operators, Pakistani dramas and films be shared with host TV channels with Arabic translation, holding of regular cultural events, enhancement of defence and security cooperation especially in counter-terrorism, and investment in education and health sector by establishment of campuses/hospitals by renowned Pakistani groups.

Mr. Muhammad Imran Mirza

Former Pakistan's Ambassador to Senegal



The Republic of Senegal is located in the western most part of Africa's Sahel region at major crossroads of sea-lanes from Europe to South Africa and from North America to South Africa. Its national territory spans over 196,723 km and population is estimated at 15.85 million (2018). Its capital, Dakar is an import port in West Africa and is called "Gateway to West Africa". It is an active member of OIC and African Union (AU), as well as member of ECOWAS (Economic Community of West African States) which is a regional economic union of fifteen (15) countries in West Africa.



Since its independence in 1960, Senegal enjoys cordial and friendly relations with the Islamic Republic of Pakistan. There is multi-sectoral cooperation between the two countries, which include trade & investment, defence cooperation, agriculture and higher education. Recently Pakistan and Senegal relations are on a positive trajectory, especially since the meeting of President of Senegal, MackySall with the Prime Minister of Pakistan in New York on the side lines of 70th Session of UNGA in September 2015. Subsequently, President MackySall, on invitation of the Prime Minister, visited Pakistan on 6-7 September, 2016. Among other engagements, the President witnessed the static display of JF-17 and other aircrafts at the Nur Khan Airbase, and interacted with the joint trade and business delegation, led by Chairman TDAP. As a follow up of this visit, several high level visits from both sides have taken place since then.

Pakistan and Senegal have signed three bilateral agreements in the field of commerce, narcotics and cooperation between chambers of commerce. Moreover, seven more MoUs/Agreements are in the pipeline.

Pakistan's annual trade with Senegal was around US\$ 22.46 million during the year 2017. Pakistan exported rice, textiles, pharmaceutical products, sugar and sports goods etc for US\$ 21.41 million, while imports stood at US\$ 1.05 million. Being a developing economy, there are ample opportunities for Pakistani businessmen to invest in the sectors of textiles, agribusiness, mining, tourism, real-estate and fishing. Furthermore, the sectors of textiles, leather garments, sportswear, surgical and pharmaceuticals, light engineering goods, food commodities like rice and agricultural machinery and implements have huge potential for exports to Senegal.

There is very small sized Pakistani community (around 250) residing in Senegal. Apart from few employed by IFC, UNICEF and some multinational corporations, most of the Pakistanis deal in textiles and some in rice. Geographical distance, language barrier (francophone country) and absence of Senegal Embassy in Islamabad discourages Pakistani businessmen/investors and workforce to explore Senegalese market.

In order to further strengthen and solidify the existing bilateral relations between the two brotherly countries, a renewed focus in line with 'Engaging Africa Policy' is needed. This may include:

- i. Planning of high level political and commercial visits to Senegal.
- ii. Extending development aid especially in the sectors of construction, transport, health and education.
- iii. Earmarking more scholarships for Senegalese students in higher education.
- iv. Organise trade, investment and cultural events to promote our interests.

Mr. Sohail Khan

High Commissioner of Pakistan, South Africa



South Africa is different from most of its other continental states in terms of its political and commercial DNA. Historically, several colonists tried to grab its vast territory because of its unique geographical and maritime position. Since the 15th century when Portuguese first tried to circumvent it to find a short maritime access to India till today, the colonists from Netherlands and Britain made their permanent footprint in the country. This evolved into a community of monolithic interests despite their political controversies and economic ambition. They were amalgamated in giving their best of productivity in various sectors of national growth. South Africa is located at the southernmost tip of the African Continent. It has the area of 1.2 million square kilometre with the total population of 58 million.



The economy of South Africa is largely based on mineral wealth supplemented by the manufacturing and services sectors. South Africa is the second largest economy of the African Continent followed by Nigeria. It also happens to be the most developed country of the Continent having the most diversified productivity base in terms of commodities and services.

As regards South Africa's relations with major powers, the country is actively cementing its ties with China, Russia and India. It also enjoys traditional relationship with UK, EU and the USA. In addition, UAE, Saudi Arabia and Turkey are also actively engaged with South Africa in trade and defence cooperation.

South Africa is actively participating in different multilateral and regional forums such as BRICS, G-20, IORA/Indian Ocean Rim Association and SADC/Southern African Development Community etc. However, the major focus of South African foreign policy remains on the African continent and its Development Agenda of 2063.

The bilateral relations between Pakistan and South Africa, both countries are enjoying frictionless and irritant free ties. But the relations are suffering from the lack of substantial political and commercial underpinnings. Although Pakistan stood by the people of South Africa in their anti-Apartheid struggle, the fact which is well-received in South Africa, but the active follow-up had been missing at the political spectrum for many years.

There is a good connect between the two defence establishments, being manifested in the regular exchange of high level visits. He also recommended regular convening of Joint Commission Sessions. South Africa claims it as oxygen for building bilateral content of relationship. Facilitate exchange of visits of entrepreneurs and manufacturers. Exchange of high level political visits. Convening of annual/bilateral trade conferences in various countries of Africa.

In conclusion, If Pakistan wishes to benefit from the advantages and opportunities offered by various African countries, then there has to be a proactive "Engage Africa" policy to be conceived and undertaken with zeal and zest.

Mr. Muhammad Saleem

Charge d' Affaires of Pakistan, Tanzania



Pakistan and Tanzania have historically enjoyed very cordial relations since establishment of diplomatic ties in 1967. Being the most populous country strategically located on the Indian Ocean, Tanzania is of immense potential, economic and strategic importance to Pakistan. Tanzania also provides transit trade access to six landlocked countries located on its western borders.



Despite enormous goodwill, the political and economic engagement between Pakistan and Tanzania has remained lukewarm for the last six decades which needs to be addressed through exchange of high level visits, business delegations and cultural interaction. Tanzania has availed of Pakistan's capacity building support programmes for training of Tanzanian diplomats, bankers, railway, postal and defence forces officers.

The volume of annual bilateral trade hovering around US \$ 140 million is much below the existing potential. Pakistan's current exports to Tanzania are limited to textiles, furniture and pharmaceuticals which need to be expanded to other products including agricultural machinery and equipment, building appliances and trade in services sector, especially information and communication technology. Tanzania offers profitable business opportunities to Pakistani firms engaged in trade and investment in higher education, health services, medical tourism, digitalisation and infrastructure projects.

Pakistan and Tanzania can mutually benefit by taking concrete measures to translate the existing goodwill into tangible and result-oriented relationship through exchange of visits at the political level and intensifying the G2G and B2B engagement.

Mr. Muhammad Hassan

Ambassador of Pakistan, Tunisia



Pakistan and Tunisia are bound by strong ties of friendship and Islamic brotherhood. Pakistan had helped Tunisia during its independence struggle, which has created a lot of goodwill for Pakistan among the Tunisian people. The two countries share views and cooperate on most global issues at various international fora including the OIC and the UN. On the question of Jammu and Kashmir, Tunisia takes a neutral position and supports its resolution through dialogue.



Economic relations between the two countries are much below its true potential. The volume of our bilateral trade currently stands at US\$ 26.3 million, of which Pakistan's exports to Tunisia accounts for US\$ 20.96 million.

Pakistan's exports to Tunisia are especially based on rice, synthetic and cotton fabrics, chemical elements and compounds, cotton yarn and waste, leather, surgical instruments, made up articles (textile mats) and machinery (all sorts) and its parts.

The 9th JMC was held in Tunis in April 2018. The next session of the JMC is expected to be held in Pakistan during 2020. The text of PTA between Pakistan and Tunisia was finalised during the 9th JMC. Pakistan-Tunisia Working Group on textile met in Islamabad during November 2019. Tunisian importers participated in Pakistan Expo at Karachi in 2017 and Expo Pakistan in 2019.

The reservoir of political goodwill existing between our two countries provides a good opportunity for us to expand our political relations and turn it into substantive economic and commercial collaboration. The present Tunisian government is keen to expand its relations with Pakistan in all fields particularly in trade and economic cooperation, education, information, science and technology, environment, agriculture and water resources and, most importantly, security matters.

In order to reinvigorate our relations, the following are recommended:

- i. Increase high-level visits and interactions.
- ii. Cultivate new political leaders of Tunisia.
- iii. Initiate parliamentary cooperation and exchanges.
- iv. Enhance cooperation between print and electronic media of the two countries.
- v. Cultivate Tunisian Islamists/Traditionalists, who have gained power in the recent elections.
- vi. Finalise Preferential Trade Agreement (PTA) with Tunisia.
- vii. TDAP may encourage and incentivise exporters to participate in international trade fairs and exhibitions in Tunisia.
- viii. Hold the meetings of the Joint Working Group on industry.
- ix. Establish joint ventures in agriculture, textile, fertilizer and defence production for re-export to other African countries.

Mr. Izzat Ahmed

Charge d' Affaires of Pakistan, Zimbabwe



Zimbabwe is a landlocked country; bordered by Botswana on the West; Zambia on the North; Mozambique on the East; and South Africa on the South with an area of 390, 757 sq. kms. It has 10 provinces with a total population of 14.030 million. Zimbabwe's literacy rate is very impressive figuring to 86.5%.



Zimbabwe has a bicameral Parliamentary system. Currently, H.E. Cde E.D.

Mnangwa is the President of Zimbabwe who assumed office after winning the elections in August 2018 from the platform of Zimbabwe African National Union-Patriotic Front (ZANU-PF).

Zimbabwe's economy currently is in doldrums. The ruling regime has not yet lived up to their manifesto sloganised at poverty alleviation, defeating unemployment, bringing in land reforms and improving health care, education and social security. Their mantra was Vision 2030 – New Zimbabwe. Consequently, Zimbabwe is under heavy external debt amounting to over US\$ 9.357 billion, with an unemployment rate of 11.3%.

The state, however, is fighting these challenges focusing on valuable policies to control the economy and also by inviting foreign investments declaring that “Zimbabwe is open to Business”. And the economic analysts and experts are hoping to see good results of the economic policies being adopted by the Government within a year or so.

Pakistan and Zimbabwe enjoy cordial and friendly relations since its independence. Leadership of Zimbabwe remains appreciative of the assistance extended during the liberation struggle specially Pakistan's role in the establishment of its Air Force. That is why defence cooperation with Zimbabwe remains an important element of our bilateral relations.

There is an ample space for improvement of relations between the two countries, both on bilateral and economic fronts. If one of the economic principles i.e. “Slumping trends in an economy is a good time for Investment” is taken as a base, then Zimbabwe is the case.

Finally, it is worthwhile to mention that any initiative taken would confront many challenges which could be dealt with by exchange of trade delegations and negotiations entailed.

Ambassador (Retd) Aizaz Ahmad Chaudhry

Director General, Institute of Strategic Studies Islamabad



Established in 1973, the Institute of Strategic Studies Islamabad (ISSI) is an autonomous, non-profit research and analyses organisation affiliated with the Ministry of Foreign Affairs. One of the pioneers in the field, the purpose of the institute is to initiate study, discussions, research and analyses based on open and published sources of information and intelligence. It provides a forum for scholars, specialists, writers and speakers for study, research and analyses of vital strategic and allied issues and the multi-disciplinary compulsions of strategy, peace, and security and various elements of national power affecting Pakistan and international community, in its historical as well as future perspective. The ISSI has also established two dedicated centres, namely, China Pakistan Study Centre (CPSC) and Arms Control and Disarmament Centre (ACDC) to carry out focused research in the respective fields. ISSI is in the process of setting up additional area-focussed centres of excellence.



The Institute publishes a quarterly journal called Strategic Studies, which is ISSI's flagship publication. First volume was published in 1977 and so far, 154 issues with 901 articles have been published. It also publishes Islamabad Papers, a monograph series. The ISSI researchers also prepare concise briefs on major developments of national, regional, and international concern. The ISSI also publishes, books, seminar and conferences reports, and its annual reports. All ISSI publications are available on the Institute's website.

ISSI also selects and engages scholars, authors, experts, specialists and writers to speak or write on strategic and allied issues, and holds periodical talks and seminars on strategic and security issues. It establishes, and maintains collaboration with similar institutes in other parts of the world and participates at international conferences on security and foreign policy. So far, the Institute has engaged with forty research organisations across the world to promote mutual exchanges. ISSI publications are shared with policymakers at home and abroad. The ISSI also prepares periodic non-public Confidential Briefs as Institute's input to policy makers.

ISSI welcomes the holding of the Envoys Conference on 'Engage Africa' and would like to contribute to research and analysis for deeper economic linkages with Africa. In this regard, the ISSI organised a Roundtable titled Engaging Africa: Pakistan's Determined Efforts to Boost Relations with Africa in July 2019. The roundtable was addressed by African envoys based in Islamabad. The roundtable was inaugurated by the Foreign Minister and concluding keynote address by the Foreign Secretary. The outcome centring on recommendations and concrete ideas was published in a report and shared with MOFA, African ambassadors and relevant stakeholders in Pakistan.

The ISSI stands ready to contribute and play its part in carrying forward the initiative of economic diplomacy being heralded as a priority area of the present government.

Remarks

Mr. Muhammad Javed

Representative from NADRA



National Database and Registration Authority (NADRA) is a technology driven Identity Management Organisation that was established in 2001 under the NADRA Ordinance to provide Civil Registration and National Identification Services to the Citizens of Pakistan. The organisation has since transformed into a Top 50 Global Auto-ID Solutions Provider and Top 15 Global Systems Integrator with International Offices and in-house Research and Development. Presently, NADRA has 16,000+ employees, 605 registration centres, 9 mega centres, 170 mobile vans, 3 data centres, 1,000 servers, and database of 129 million facial images and 1.2 billion fingerprints. After having issued 123 million ID cards in Pakistan alone, NADRA has been exporting its solutions in auto-identity industry globally.



To that end, NADRA has deployed the Driver's License System in Bangladesh, Readmissions Case Management System for the European Union, the Elections Management System for Fiji, the E-Passport System for Kenya, the Civil Registration System for Sudan and the National Identity Management System for Nigeria. A contract has also been signed with Government of Somalia for its National Identity Management and Passport System.

Despite NADRA's significant presence in Africa, there is still a large untapped market on the continent where Pakistani Foreign Missions could help connect NADRA with partner governments and catalyse the acquisition of more projects in the identity management, security solutions and e-government domains.

With the total continental population of over 1.3 billion out of which 370 million being unbanked and 590 million being voters, NADRA can offer a range of solutions including but not limited to:

- i. Auto-ID and Civil Registration Systems.
- ii. Web Based e-Government Solutions.
- iii. E-Passport, Border Management and Immigration Systems.
- iv. System Integration and Data Migration Services.
- v. Financial Inclusion and Mobile Payment Platforms.

There are various options available to Ambassadors of Pakistan in African countries that they could use to promote NADRA to partner governments. The easiest method is to develop a Government-to-Government partnership between NADRA and the client government. This allows for bypassing typical international tendering procedures. Projects could also be secured through BOT, PPP and other indirect sales channels such as through sub-contracting. Consequently, NADRA requests Pakistan's foreign missions in Africa to:

- i. Lend their network and reach for promoting NADRA at the government level.
- ii. Assist in the participation at international conferences / exhibitions in Africa.
- iii. Pitch NADRA solutions to Donor Agencies such as World Bank, UN etc. operating in Africa.
- iv. Help develop strong local partners and agent network in potential African markets.

Brigadier Chaudhry Saeed Ullah JS Headquarters (JSHQ)



Pakistan has always enjoyed cordial, deep rooted and warm relations with African countries. In line with “Engage Africa Policy” by MoFA, Joint Staff Headquarters policy has taken shapes in conformity with African aspirations enunciated in African Agenda 2063. Chairman JCSC Africa Directive provides guiding principles for enhanced defence relations with African countries, which are based on mutual respect, equality, robust relationship, similarity or challenges and partnership.



At present, Pakistan has military diplomatic engagement with 5 X African countries and 30 X MoUs (13 X signed / 17 X under process) on Defence & Military Cooperation with 23 X African countries. Pakistan Armed Forces have established Military Staff Talks / Forums with 4 X African nations (Egypt, Sudan, Nigeria and South Africa). In domain of military training cooperation, Pakistan has trained 4349 X African Armed Forces personnel, whereas 194 X Pakistani Armed Forces personnel have been trained in Africa. To increase diplomatic footprints and enhance interaction, following is recommended:

- i. Enhanced leadership interaction and invitation of Defence ministers / Secretaries and Services Chiefs of African Countries on Defence Day, Pakistan Day and Passing out parades.
- ii. Increase in number of Defence Wings (Pak) in African countries (Kenya, Ethiopia, Algeria, Angola and Uganda are suggested).
- iii. Early conclusion of MoUs and establishment of Staff Talks Forum with newly engaged countries.
- iv. Offering military training, counter terrorism cooperation and training in border and refugees management both on payment or gratis basis.
- v. Education exchange programmes for enhanced people to people contact.
- vi. Collaboration in medical field, Maritime Domain Awareness (MDA), maritime education and research and increased port calls from PN ships.
- vii. Joint ventures and participation in defence export promotion events and exhibition.
- viii. Perception management through media campaign and ISPR documentary / coverage of own UNPKO.
- ix. Projection of Own UNPKO Missions through visits of President, Ambassadors and through representative UN.
- x. Medical / humanitarian relief operations.

Brigadier Ammar Ali

Defence Export Promotion Organisation (DEPO)



Africa emerges as one of the most important regions for Pakistan's defence exports especially in small arms, ammunition, aircrafts, communication equipment and combat gear. Trend analysis of recent exports to Africa reflects huge gaps and opportunities to further enhance existing mechanisms and exploit unexplored domains. Pakistan has undertaken some ventures with African nations. However, most of Africa still remains unexplored. Recommendations regarding strategising exports to African countries are given below:



- i. Morocco, Nigeria and Kenya have growing prospects for public sector exports - building up on existing potential and strive for more products with better promotion/interaction.
- ii. Exports to Ghana, Congo, Guinea and Tunisia are low - need further deliberation/interaction during forthcoming exhibitions.
- iii. Uganda and Mauritius remain unexplored dominions for public sector. However, private sector including Askari Shoe Project & Lyra Shoes have sold DMS Boots to Uganda and Mauritius worth US\$ 0.075 million - there is potential for combat gear and uniforms by private sector, as well as POF clothing factory.
- iv. Egypt and Morocco have growing prospects for private sector - consolidate existing contracts and further deliberate on promotion of DMS boots, flyer's coverall, empty bomb shells & VHF/HF radio/ accessories.
Options for single country exhibition be explored.

Ms. Farzana Yaqoob

Chief Executive, Centre for Asia and African Studies (CAAS), Islamabad



The efforts in improving ties need holistic and multi-dimensional approach. Discussion has been placed on the need for increasing embassies and their respective staff across Africa. Certainly, it is important but as a primary solution, the situation demands reassessment of various sociological factors too. The perception of both sides about each other is misguided by generalisations. We view Africa as a land of conflicts and poverty, so do they view us. This perception although is based on certain realities, but this does not depict the complete picture. It omits the offering we have for each other. Africa is a land full of natural and mineral resources, so is Pakistan. We are importing huge quantities of coal from South Africa, but are exporting none. The trade balance needs to be maintained. In terms of availing these opportunities, emphasis must be laid on specific areas.



Rwanda is a prosperous blooming economy with a growth rate of 7 %. Their success traces links to their policies which include non-ethnic preferences, social welfare, education and health. We can learn and cooperate with common solutions for our governance deficits. Kenya's Silicon Valley (Savana) amounts to a billion dollar investment. For opportunities like these, private stakeholders can be of bilateral significance and benefit. The government needs to acknowledge and facilitate these private stakeholders which includes the business community, academia and research centres. We need to cultivate business ambassadors in Africa.

Africa is urbanising at a fast pace, so are we. Hence, common goals, common strategies and shared resources are the way forward. CPEC should be utilised to facilitate African markets too. We need to penetrate into the markets of Africa through appropriate marketing strategies.

The 54 African states count as 54 votes in the UN Assembly where we require strong support for the case of erstwhile Jammu and Kashmir.

Africa and Pakistan both face a common problem of radicalism and extremism. Pakistan's experience has been a successful one. Hence, Africa can be offered support in terms of conflict resolution and de-radicalisation.

Societal linkage is imperative to bear fruits from any effort. HEC has capacity to enroll these students as exchange and full time students in Pakistan. Similarly, Pakistan can also send its students to Africa. Alumnus of these programmes can be a substantial component of societal ties with Africa. An effort is underway to contest Indian Ocean and rename the territory in African seas as African Ocean. Supporting Africa for this cause can be a great goodwill gesture in bilateral relations.



Dr. Rukhsana Siddiqui Former HoD, IR Department, Quaid-e-Azam University, Islamabad



Pakistan as a Muslim country had historic spiritual relations with Africa. There was little media coverage of Pakistan in African media and most of the time Pakistan was portrayed in a negative manner.

It is important to raise awareness in Pakistan about the African continent and vice versa in order to achieve that there should be a centre for Afro-Asian studies and a close collaboration needs to be made between the academia of Pakistan and Africa.

Following are some suggestions to enhance engagement with African countries:

- i. A paradigm shift needs to be made in our approach to Africa.
- ii. Women should be invited for gender balance and representation in initiatives to approach African countries.
- iii. NUML should introduce African language courses.
- iv. Pakistan should focus on African studies instead of traditional Euro-U.S. centric studies.
- v. Joint publications should be promoted with African think tanks.
- vi. Libraries should subscribe to African journals.



Dr. Reza Baqir Governor, State Bank of Pakistan Islamabad



Pakistan's exports performance in relation to other countries had remained dismal over the years. Pakistan in fact stood in the league of Somalia, Afghanistan, Yemen, Ethiopia and South Sudan in terms of trade's share in the GDP. This was because Pakistan's economy went inward from export-oriented industries to investments in the real state sector.

It was a matter of great concern for us that we stood with countries like Somalia, Ethiopia and Afghanistan. It should have actually rung alarm bells in Pakistan. We should better focus on where we have comparative advantage. He asked whether there had been any change in mindset in the Ministries of Foreign Affairs, Commerce and Board of Investment. Red taping was a major disabler. However, these issues could be dealt with only through collective action. Our approach should be to break silos.

Pakistan has signed multiple MoUs with African countries to forge robust banking relations with the local banks of those countries. Three Pakistani banks – Habib Bank, UBL and Bank Al-Habib – have presence in four African countries: Mauritius, Seychelles, Kenya and Tanzania, with a network of 7 branches, 1 subsidiary, and 1 representative office.

SBP in consultation with the World Bank has launched the National Payment Systems Strategy, which sets a roadmap and makes recommendations to design a digital National Payments System that conforms to international standards and best practices.



Mr. Shabahat Ali Shah

CEO – National Information Technology Board, Islamabad



Africa was a white market with huge potential for Pakistan's IT sector. The African countries had developed mechanisms that we needed for comprehensive analysis before entering into African market.

Pakistan should sell its vision to attract African countries which could be achieved through organisation of seminars on our IT sector, exchange of academia, establishment of Centers of Excellence, women empowerment and opening of digital payment corridors.

The NITB could offer its expertise to African countries in establishing Unified Identity Management System and digitalisation of financial transactions



Mr. Almas Hyder

Chairman, Engineering Development Board (EDB)



Export Potential of Engineering Goods to Africa

During presentation, it was highlighted that Africa is the big target market for local engineering industry and Pakistan has an immense export potential of engineering industry value-added items/goods and engineering services sector. Pakistan can improve its market shares at large from the prospective African markets through bilateral trade cooperation between the countries. Following African trade blocs/zones have been identified for diversification of market and enhancement of market shares of domestic engineering sub-sectors and services sector:

- Engineering Services
- Consulting and construction
- Oil and gas infrastructure
- Grid installation and expansion
- Data Centres, Data Analytics, Data Mining





Key Trade Blocs/Zones in Africa (GDP in US\$)

(SACU)	(EAC)	(ECOWAS) Zone-A	(ECOWAS) Zone-B	(COMESA)	
Botswana	Burundi	Cape Verde	Benin	Djibouti	Kenya
Lesotho	Kenya	Gambia	Burkina Faso	Eritrea	Malawi
Namibia	Rwanda,	Guinea	Ghana	Ethiopia	Rwanda
South Africa	South Sudan	Guinea-Bissau	Ivory Coast	Somalia	Uganda
Swaziland	Tanzania	Liberia	Niger	Egypt	Eswatini
	Uganda	Mali	Nigeria	Libya	Zambia
GDP		Senegal	Togo	Sudan	Zimbabwe
US\$ 386 Billion	GDP US\$ 168 Billion	Sierra Leone		Tunisia	Democratic Republic of the Congo
		GDP US\$ 682 Billion	Comoros	Burundi	
			Madagascar	Seychelles	
			Mauritius		
Source: ITC Trade				GDP US \$639 Billion	

Engineering Goods Imports of the Free Trade Areas in Africa (US\$ billion)

Years	COMESA	EAC	ECOWAS	SACU	Total Africa
2016	68.58	15.29	38.23	44.19	166.29
2017	68.87	15.98	34.85	47.30	167
2018	79.98	17.39	47.91	51.80	197.08

Source: ITC Trade

Share of Engineering in Global Trade

Year	Global Engineering Exports (US \$ Thousand)	Total Global Exports (US \$ Thousand)	Engineering Exports as % of Total Exports
2016	(US \$ Thousand)	15,881,855,749	55.07%
2017	9,613,154,897	17,550,866,220	54.77 %
2018	10,396,664,356	19,284,580,098	53.19%

Source: ITC World Trade Map

Share of Engineering in Pakistan's Exports

Year	Pakistan Engineering Exports (US \$ Thousand)	Pakistan's Total Exports (US \$ Thousand)	Engineering Exports as % of Total Exports
2016	1,538,441	20,533,793	7.49%
2017	1,747,834	21,877,787	7.99%
2018	1,875,061	23,630,893	7.93%

Source: ITC World Trade Map



H.E. Prof. Julius Kibet Bitok

High Commissioner of Kenya to Pakistan

Dean of the African Diplomatic Corps in Pakistan



It's a great honour and privilege to participate in the first envoys conference focused towards engaging Africa. On my own behalf and that of African group of ambassadors, high commissioners and heads of missions, I wish to convey our most sincere gratitude to Hon. Shah Mahmood Qureshi, Minister for Foreign Affairs, for your determined efforts to develop a pragmatic strategy to enhance Pakistan-Africa relations.

African group of ambassadors/high commissioners accredited to Islamabad are happy with the bold step by the Government of Pakistan to engage Africa. Africa and Pakistan are good friends and have for a long time been collaborating in various fields of trade, education, security, investment and development. There is no better time to forge better and deeper partnership than now, especially at the backdrop of the 'Engage Africa policy of Pakistan' coupled together with the new African continental free trade area agreement (AfCTA).

Indeed, huge business potential exists between Pakistan and Africa. Trade between Africa and Pakistan both ways stands at approx US\$ 4 billion annually. In the new Engage Africa strategy, we propose to collectively work together towards a target of US\$ 10 billion two-way trade in the next 5 years.

In our view, Pakistan could take advantage of the current momentum of African integration to reach out more to Africa whose combined GDP stands at US\$ 2.5 trillion. The African Continental Free Trade Area Agreement (AfCTA) seeks to ease free movement of people, goods and services across the continent, transforming the 1.2 billion African populations into a seamless investment and growth platform to promote shared prosperity.

To realise this goal, we look forward to more frequent interactions and visits at the highest level of Government between Pakistan and African countries. As you know, high level visits is the engine of effective diplomatic engagements. The proposed Africa visit by the Pakistan Foreign Minister in 2020 is very strategic in re-invigorating Pakistan and Africa ties. In addition, we propose Africa-Pakistan economic summit for selected African leaders in order to deepen African engagements.

The African group recognises the significant contribution of trade and investment as vehicles for accelerated economic growth and socio economic development. The fusion of Africa's enormous natural resources and Pakistan's technology transfer 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.

Pakistan remains Africa's reliable and strategic partner for economic, political, social, security and cultural interactions both at bilateral and multilateral levels. African countries have continued to support Pakistani candidates for various UN and other multilateral level position.

African Union has endorsed Kenya's candidature for a non-permanent seat at UN Security Council for 2021-2022, and looks forward to Pakistani support in the June 2020 elections. Kenya is passionately seeking for the Pakistan government support on a reciprocal arrangement.

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. Special thanks to Additional Secretary for Africa and Middle East for coordinating this event. Africa-Pakistan Pindabad.

H.E. Mr. Ahmed Fadel Yacoub

*Ambassador of the Arab Republic of Egypt to Pakistan
Chair of the African Union*

First and foremost, allow me to thank H.E Foreign Minister Shah Mahmood Qureshi, and the Ministry of Foreign Affairs for inviting us to this Conference on “Engagement with Africa: Pragmatic Strategy to Enhance Relations between Pakistan and African Countries”, and for giving me the opportunity to speak on behalf of OAU since Egypt is holding the chairmanship of the African Union this year. I believe that this conference and the series of previous conferences and seminars about the relation between Pakistan and Africa express a strong political will on the part



of the Foreign Minister and the government of Prime Minister Imran Khan to develop these relations. I remember in this context, that immediately upon the formation of Prime Minister Imran Khan’s government, Foreign Minister Qureshi invited us all, ambassadors of African states, and requested that we all talk frankly, and maybe even undiplomatically about the relations between our states and Pakistan and the successes we wish to develop, as well as the obstacles and problems we need to deal with.

If we had all talked frankly and honestly previously, I am confident that what our colleagues, the ambassadors of Pakistan to African states, have discussed will be a valuable, unique and practical addition to what we had discussed as African ambassadors to Pakistan, and some of these past discussions were documented in writing during the Round Table Discussion on 3 July, 2019 organized by the Institute of Strategic Studies.

I affirm that all the African states represented here have an equal political will to develop and move forward with all political, economic, and cultural aspects of relations with Pakistan. And I personally spent about 10 years of my diplomatic career in numerous African countries, in addition to other terms in which I served at the headquarters responsible for African Affairs, and I assure you that even the African states unrepresented here today, whether by their ambassadors



or by Pakistani ambassadors to them, all have the same desire to open channels of communication and develop relations with Pakistan believing that this will be beneficial and in the interest of the two sides and their peoples. We just need more official communication since the opportunities and potentials on both sides are huge in all areas.

Most African countries have undergone major developments since independence, in their march towards stability, democratisation, economic growth, and regional integration. There are currently two groups of francophone African states in West and Central Africa with a single convertible currency, which was, from the beginning, guaranteed by the French treasury and backed by the French Franc, and is now guaranteed and backed by the Euro. This is in addition to the other integration groups, namely:

- The COMESA, which is the common market for Eastern and Southern Africa. It was established in 1994 and comprises 19 countries including Egypt with a total population of 400 million people and a combined GDP of US\$ 657.4 billion.
- The ECOWAS, which is the Economic Community of West African states with 15 member states.
- The SADC, which is the Southern African Development Community, and it includes 16 member states.

In addition, the continent, at large, has a common strong desire to establish economic unity and cooperation which is represented in the continent-wide African Continental Free Trade Area. This was established by an agreement signed by all 54 African countries in 2018 and ratified by more than 25 countries. Currently the AU is negotiating phase two of this agreement which will focus on creating an Africa-wide unified policy on rules of competition and intellectual property rights.

I conclude by affirming once again that Africa is open to cooperation with Pakistan and the general environment is conducive to this cooperation, especially in light of numerous common challenges and circumstances, and similar hopes for peace, stability, and development.

Thank you.

Mr. Farooque Azam Khawaja

*Consulate for the Republic of Rwanda
Representing the Honorary Consuls of Africa in Pakistan*

In 2017, the African Development Bank reported Africa to be the fastest-growing economy in the entire world. If current growth rates continue, the World Bank expects that most African countries will reach „middle income“ status (defined as at least US\$1,000 per person a year) by 2025. West Africa, East Africa, Central Africa and Southern Africa in particular, are expected to reach a combined GDP of \$29 trillion by 2050 currently at US\$ 2.56 trillion.



The economy of Rwanda has undergone rapid industrialisation due to successful governmental policy, after suffering a terrible genocide in 1994. The President of Rwanda, Paul Kagame, has noted his ambition to make Rwanda the “Singapore of Africa” and the Government’s progressive visions have been the catalyst for the fast transforming economy.

With the introduction of the new economic growth and development plan introduced by the African Union members, 27 of its members who are averagely some of the most developing economies of the continent, it will further boost economic social and political integrations of the continent. The African Continental Free Trade Agreement (AfCFTA) will boost business activities between member states and within the continent. This will further reduce too much reliance on importation of finished products and raw materials in to the continent.

Business houses and businessmen should get visa on arrival and it can build confidence in the business community of Africa. We should also take regular trade delegations to the continent to exhibit Pakistani products and services. Parliamentarians should also visit African countries to increase people to people contact.

Note of Thanks

Mr. Sohail Mahmood

Foreign Secretary, Islamic Republic of Pakistan



First of all, we are deeply honoured to have the Prime Minister grace the Concluding Session.

We were honoured that the President of Pakistan addressed the Inaugural Session yesterday.

Mr. Prime Minister, Sir, this Envoys' Conference has been conceived and convened in line with your vision and the government's key priority of economic diplomacy.

The Conference was organised under the Foreign Minister's leadership, with valuable support of Advisor on Commerce, Secretary Commerce and their able team. A whole range of stakeholders participated in the detailed deliberations and contributed to its positive outcome.

It is now my pleasant duty to extend our most sincere thanks to the Foreign Minister, the Adviser Commerce, Secretary Commerce, Chairman BoI, Governor SBP, Federal Secretaries, and Senior Officers from NITB, NADRA, JSHQ and MoDP.

Equally important, our thanks to members of the private sector, academia, and think-tanks who enriched the deliberations.

Special thanks to the visiting Envoys for their excellent presentations and their passionate advocacy of closer collaboration with Africa.

The officers and staff of the Foreign Office worked hard to make the Conference a seamless affair. I thank them all.

Given the vast opportunities and our multi-dimensional interests, deeper engagement with Africa is a strategic imperative for Pakistan. As a result of this Conference, we have a fresh, well-crafted, longer-term policy perspective on Africa and we would pursue it vigorously.

Pakistan's engagement with Africa will be comprehensively upgraded, Insha Allah. Before I conclude, the Foreign Office remains deeply grateful for your constant guidance and strong support in the fulfilment of our mission. We have carefully noted your further directions today, and will do our best to implement them.

On behalf of everyone in the Ministry, I extend our deepest thanks to you Sir, and thank you again for gracing this occasion.



Pictures of the Event







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