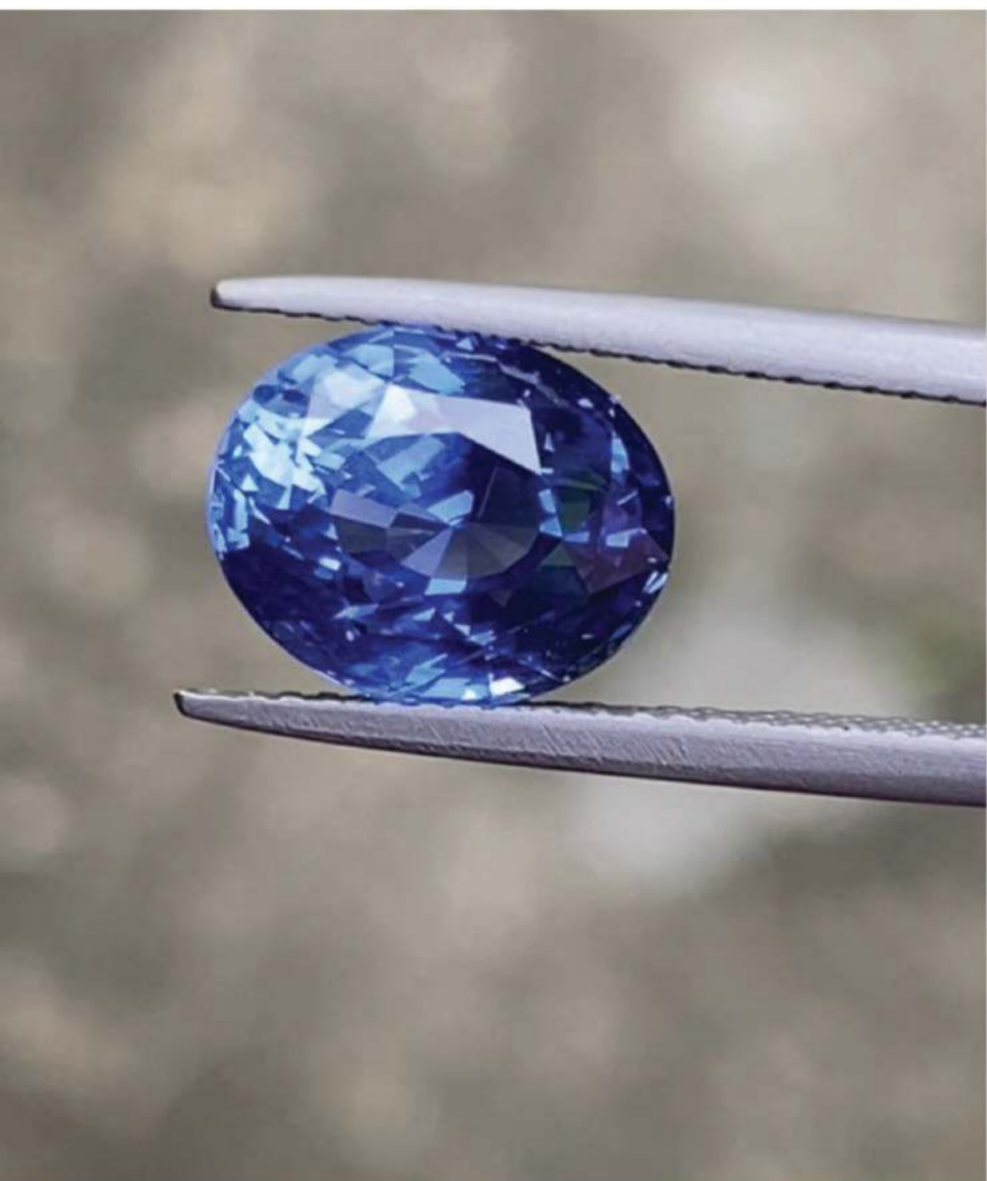


# PAKISTAN GEMS AND JEWELRY



**TRADE DEVELOPMENT AUTHORITY  
OF PAKISTAN**





## TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets. TDAP implements policies and directives of Federal Government and its Board of Directors for enhancing, promoting and facilitating trade.

TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade.

To achieve its objectives, TDAP organizes as well as participates in local & international trade fairs, country specific exhibitions & trade delegations. It also conducts seminars and organizes contacts and information exchange events both physically as well as digitally.

This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets.



## PRODUCT PROFILE

Pakistan has enormous wealth of expensive gems such as ruby, emerald, tourmaline, garnet, topaz, peridot, aquamarine, spinel, pargasite, diopside, moonstone, pink topaz, sapphire, zircon, feldspar, agate, serpentine jade, epidote, pink beryl (morganite), purple beryl, sphene, zoisite, lapis lazuli, turquoise, and kunzite etc. Pakistan has vast natural reserves of precious and semi-precious gemstones, cheap labour and rich tradition of craftsmanship in jewellery manufacturing, the government gave this sector the status of industry. The 222 million of population represent huge market size of economy but due to untapped potentials bulk of jewellery is imported or smuggled from India and China, which is an obstacle in the protection of domestic industry.

Pakistan has the 5th largest gemstone reserves with 800,000 carats of Ruby, 87,000 carats of Emerald and 5 million carats of Peridot. Despite the fact that our exports are insignificant compared to that of the potential, yet it is worth mentioning that our export of gems and jewelry rose from US \$14.1 million in 2018 to US \$14.6 million in 2019. However, gemologists believe that the revenue generated from the sector are just peanuts compared to its huge potential, as more than 80 percent of the revenue came from unprocessed, raw gemstones.

In Pakistan the hub of gold jewellery manufacturing are Karachi and Lahore. There is dearth of skilled/semi-skilled and relatively cheap labour available in Pakistan. The gold jewellery trade in Pakistan involves a large turnover of jewellery worth million of dollars, but the drawback is that the gold jewellery industry still relies on traditional designs which can only satisfy the local demand of consumers in Pakistan.



# LIST OF PRODUCTS IMPORTED BY PAKISTAN

Code	Product label	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
'7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured ...	25,820	18,396	21,156	18,670	14,641
'7115	Articles of precious metal or of metal clad with precious metal, n.e.s.	2,219	2,160	7,834	7,508	7,295
'7117	Imitation jewellery	11,462	13,755	13,620	8,952	6,140
'7112	Waste and scrap of precious metal or of metal clad with precious metal; other waste and scrap ...	259	789	1,576	2,271	4,543
'7106	Silver, incl. silver plated with gold or platinum, unwrought or in semi-manufactured forms, ...	4,179	3,590	1,412	462	297
'7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal ...	539	261	215	433	97
'7103	Precious stones and semi-precious stones, whether or not worked or graded, but not strung, ...	183	85	87	84	94
'7110	Platinum, incl. palladium, rhodium, iridium, osmium and ruthenium, unwrought or in semi-manufactured ...	4	24	23	12	10
'7118	Coin, incl. legal tender (excluding medals, jewellery made from coins, collectors' items of ...	1	0	96	87	6
'7116	Articles of natural or cultured pearls, precious or semi-precious stones "natural, synthetic ...	5	1	1	2	5
'7104	Precious and semi-precious stones, synthetic or reconstructed, whether or not worked or graded ...	222	168	173	3	1
'7105	Dust and powder of natural or synthetic precious or semi-precious stones	0	1	8	1	1
'7101	Pearls, natural or cultured, whether or not worked or graded, but not strung, mounted or set, ...	0	2	13	0	0
'7102	Diamonds, whether or not worked, but not mounted or set (excluding unmounted stones for pick-up ...	111	16	0	0	0
'7107	Base metals clad with silver, not further worked than semi-manufactured	0	0	0	1	0
'7109	Base metals or silver, clad with gold, not further worked than semi-manufactured	0	0	0	0	0
'7111	Base metals, silver or gold, clad with platinum, not further worked than semi-manufactured	0	0	0	0	0
'7114	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or of metal ...	15	4	2	1	0



Sources: ITC calculations based on Pakistan Bureau Of Statistics statistics since January, 2017.

# LIST OF IMPORTING MARKETS FOR A PRODUCT EXPORTED BY PAKISTAN

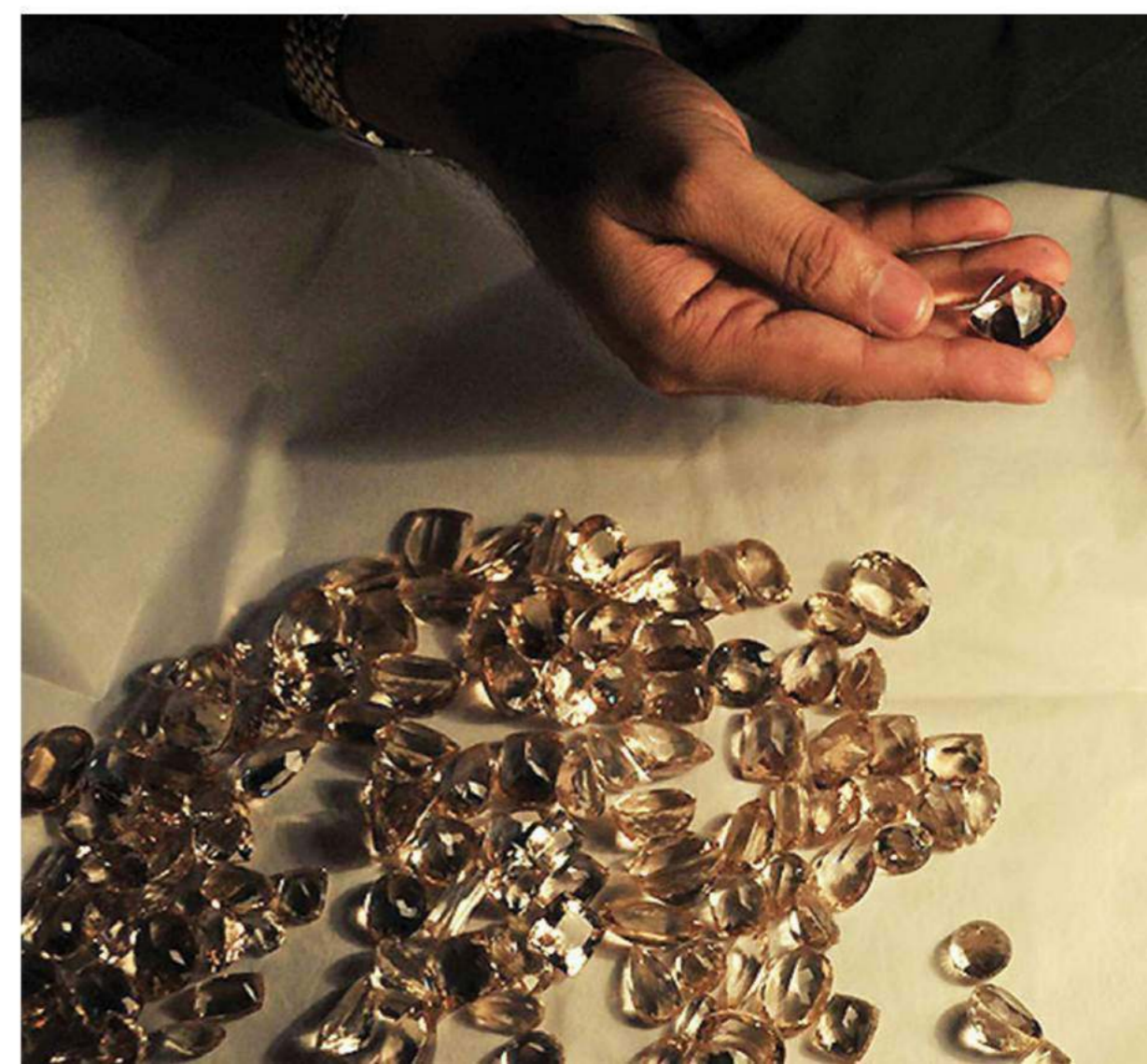
Unit : US Dollar thousand

Importers	Exported value in 2015	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
World	19,011	17,622	23,812	14,915	14,945
Germany	5,422	4,316	9,318	5,405	6,419
United States of America	3,181	4,164	2,488	2,687	3,136
United Arab Emirates	2,410	2,350	1,446	1,242	1,060
China	1,011	1,002	824	1,278	860
Canada	1,203	1,636	822	928	703
United Kingdom	3,421	2,044	7,661	831	577
Qatar	174	287	0	422	565
Thailand	175	125	48	121	449
France	97	208	123	636	384
Belgium	148	564	147	333	207
Hong Kong, China	865	115	138	346	185
Italy	25	24	86	110	84

Sources: ITC calculations based on Pakistan Bureau Of Statistics statistics since January, 2017.

Source: PBS/USD Million

Sector	JULY-JUNE		% change
	2020-21	2019-20	
Gold Jewelry	13.7	3.2	328
Gems Stone	6.7	3.6	86



## TOP TEN GEMSTONE EXPORTERS

S. No	Firm's Names	Proprietor	Address	Contacts
1-	Ishaq & Brother	Ghulam Sabir Rasool	Namak Mandi Peshawar	0300-5961412
2-	Ali Enterprises	Imtiaz Ahmad Ali	Room No. 16, 1st Floor, Naz Medicine Market, Namak Mandi Peshawar	0321-9001389
3-	Mamoor & Company	Mamoor Khan	Bajori Gate, Peshawar	0333-9591822 0300-9593900
4-	Siddiqui Gems Enterprises	Zulfiqar Ahmad	Office # 5875 Gems Street Namak Mandi, Peshawar.	0333-9123364
5-	Gul Akhtar & Co	Abdul Jalil	Namak Mandi Peshawar	0334-9494944
6-	NMI Pak International	Mushtaq Ahmed	2-C, 1st Floor, Peshawar Medical Centre, Khyber Bazar Peshawar.	0333-9136422
7-	AARS International	Anwaar Ahmed	Room No. 1, 3rd Floor, Hussain Plaza, Suikarno Square, Khyber Bazar, Peshawar City.	0321-9001937
8-	Rashid & Co	Rashid Qadeer Mir	F 17, Nawab Stone Market Namak Mandi, Peshawar.	0307-8404064
9-	Time Enterprises	Mehmood Shah	Office 10-B, P.M.C, Khyber Bazaar, Peshawar.	091-2553596 0300-9594656
10-	Pak Gems and Minerals	Iftikhar Ahmed	Room No. 8 Asghar Nawab Gemstone Market, Namak Mandi, Peshawar.	091-2217862 0336-9189960 0300-9597481



## TOP TEN GOLD JEWELRY EXPORTERS

S.No.	Firm Name	Person Name	Addresses	Contact
1.	M/s. New Ever Shine Gem Corporation	Mr.Habib ur Rehman	Mezzanine Floor, Tahir Avaneue Muhammad Bin Qasim Road, Karachi	0300-9245040 021-32211177
2.	M/s. Golden Arts	Mr. Arif Patel	301, Daulat Gold Centre, Dawood Pota Road, Saddar, Karachi	0300-8253669
3.	M/s. Pearl International	Mr.Mutiur Rehman Shaikh	F/4, Asif Centre, Summer Set Raja Ghanzanfar Ali Road, Saddar, Karachi.	0300-2299663 021-35210124
4.	M/s. Nauratan Exports	Mr.Mutiullah M.Shaikh	208, Gems & Jewellery Trade Centre, Saddar, Karachi.	0300-8220652 021-35671985
5.	M/s. Jamil & Sons	Mr.Nafisur Rehman	Shahrah e Iraq, Saddar, Karachi	0300-8220817
6.	M/s. Zulfiqar Jewelers	Mr.Shaikh Jamil Akhtar	Shop No.4/11/18 Sarah Jeweller Centre, Saddar, Karachi.	021-35675559
7.	M/s. Touch of Gold	Mr.Arsalan Shahid	Plot No.G-23, Shop GF-40, Scheme S, Block-9, Clifiton, Karachi.	
8.	M/s. Abdullah Jewelers	Mr. Khowaja Ahmed Chisti	Room 314, Murshid Nunar Tower, Raja Ghazanfar Ali Road, Saddar, Karachi.	0300-3012539
9.	M/s. Jewel Decor	Mr.Tasneem Maqsood	28/29 Bills Shopping Centre, Saddar, Karachi.	0300-9278997
10.	M/s. New Ali Sons	Mr.Shaikh Nazir Ahmed	Jahangir Kothari Bui, Shara e Iraq, Karachi.	0332-3081847

For other exporters please visit [www.tdap.gov.pk/pakistani-exporters](http://www.tdap.gov.pk/pakistani-exporters)



# TOP IMPORTING DESTINATIONS OF PAKISTAN FOR GEMS & JEWELRY

Source: ITC/USD Thousand

Exporters	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019	Imported value in 2020
World	39,251	46,217	38,487	33,130	22,972
China	10,194	9,985	6,978	5,382	6,960
Germany	1,344	4,119	2,343	2,917	4,650
United States of America	5,192	7,134	7,671	8,962	3,042
United Arab Emirates	8,012	7,910	5,439	3,766	2,258
Thailand	28	2,318	3,969	3,324	1,885
United Kingdom	4,815	5,020	3,891	2,319	1,346
Canada	4,317	3,780	3,989	2,610	1,293
Japan	6	41	362	269	268
Malaysia	3	29	3	2	239
Switzerland	80	21	18	180	215
Italy	83	245	234	350	209
Austria	67	242	170	304	106
Saudi Arabia	52	22	9	4	91
Korea, Republic of	7	9	14	55	85
Sri Lanka	-	-	1	-	64





# TOP EXPORTING DESTINATIONS OF PAKISTAN FOR GEMS & JEWELRY

Source: ITC/USD Thousand

Importers	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019	Exported value in 2020
World	17,622	23,812	14,915	14,945	18,594
Germany	4,316	9,318	5,405	6,419	7,278
United States of America	4,164	2,488	2,687	3,136	6,960
United Arab Emirates	2,350	1,446	1,242	1,060	1,026
United Kingdom	2,044	7,661	831	577	906
Canada	1,636	822	928	703	425
Qatar	287	-	422	565	405
China	1,002	824	1,278	860	290
France	208	123	636	384	279
Belgium	564	147	333	207	217
Hong Kong, China	115	138	346	185	134
Thailand	125	48	121	449	128
Australia	8	24	69	64	110
Netherlands	24	9	19	37	72
Italy	24	86	110	84	56
Switzerland	33	33	57	23	54



# PRODUCT-WISE EXPORT OF PAKISTAN

Source: ITC/USD Thousand

Code	Product label	Exported Value in 2016	Exported Value in 2017	Exported Value in 2018	Exported Value in 2019	Exported Value in 2020
'7115	Articles of precious metal or of metal clad with precious metal, n.e.s.	5,103	15,291	4,956	6,173	7,132
'7103	Precious stones and semi-precious stones, whether or not worked or graded, but not strung	3,252	2,886	4,279	3,407	4,259
'7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal ...	7,191	4,471	4,430	4,093	4,113
'7116	Articles of natural or cultured pearls, precious or semi-precious stones "natural, synthetic ...	737	375	439	240	2,078
'7101	Pearls, natural or cultured, whether or not worked or graded, but not strung, mounted or set, ...	96	141	104	595	474
'7112	Waste and scrap of precious metal or of metal clad with precious metal; other waste and scrap ...	673	288	366	279	259
'7117	Imitation jewellery	316	205	162	100	247
'7104	Precious and semi-precious stones, synthetic or reconstructed, whether or not worked or graded	188	134	17	26	25
'7102	Diamonds, whether or not worked, but not mounted or set (excluding unmounted stones for pick-up	46	7	151	3	2
'7106	Silver, incl. silver plated with gold or platinum, unwrought or in semi-manufactured forms, ...	-	2	1	-	2
'7114	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or of metal ...	19	10	11	3	2

## REASONS OF INCREASE IN EXPORT

Mostly, the shipment of gold jewelry is carried by the exporters themselves or sometimes it is shipped by air cargo, however due to normalization of pandemic situation and easiness in lock downs in destination markets in 2020-21, the frequency of the said shipments has been increased and hence export is increased. It is pertinent to mention here that under Self-Consignment Scheme of SRO-760(I)/2013 about 44 shipments of locally procured gold jewelry were shipped abroad during 2020-21 and export proceeds (about USD 4.5 million) realized against these shipments.

Normalization of air cargo during 2020-21 and increase online purchasing of Gems Stones are also major factors of increase in export of gemstones.

# PRODUCT-WISE IMPORT OF PAKISTAN

Source: ITC/USD Thousand

Code	Product label	Imported Value in 2016	Imported Value in 2017	Imported Value in 2018	Imported Value in 2019	Imported Value in 2020
'7115	Articles of precious metal or of metal clad with precious metal, n.e.s.	2,160	7,834	7,508	7,295	10,330
'7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured ...	18,396	21,156	18,670	14,641	6,756
'7117	Imitation jewellery	13,755	13,620	8,952	6,140	3,621
'7112	Waste and scrap of precious metal or of metal clad with precious metal; other waste and scrap ...	789	1,576	2,271	4,543	1,963
'7106	Silver, incl. silver plated with gold or platinum, unwrought or in semi-manufactured forms, ...	3,590	1,412	462	297	132
'7116	Articles of natural or cultured pearls, precious or semi-precious stones "natural, synthetic ...	1	1	2	5	85
'7103	Precious stones and semi-precious stones, whether or not worked or graded, but not strung	85	87	84	94	54
'7110	Platinum, incl. palladium, rhodium, iridium, osmium and ruthenium, unwrought or in semi-manufactured ...	24	23	12	10	15
'7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal ...	261	215	433	97	13
'7104	Precious and semi-precious stones, synthetic or reconstructed, whether or not worked or graded	168	173	3	1	1
'7105	Dust and powder of natural or synthetic precious or semi-precious stones	1	8	1	1	1
'7101	Pearls, natural or cultured, whether or not worked or graded, but not strung, mounted or set,	2	13	-	-	-

## EXPORT OF GOLD JEWELRY SECTOR OF PAKISTAN

The export of gold jewelry is entirely regulated through a government regulation called 'Import and Export of Precious Metals Jewelry and Gemstone Order 2013. According to this regulation, all exporters and importers of jewelry are required to register with the Trade Development Authority of Pakistan in order to be able to trade. Exporters of gold jewelry need to register under two different schemes namely the self-consignment and entrustment scheme. Under the self-consignment scheme, exporters procure gold from local markets to manufacture jewelry for exports and are bound to realize earnings within 120 days. 50 percent of the earnings can be shown in the form of gold and the remaining 50 percent has to be shown in the form of foreign currency. Under the entrustment scheme, 25 kg of gold can be imported in order to be exported in the form of manufactured jewelry. According to this scheme, there has to be, maximum 13 percent of value addition and 10 percent wastage. This particular legislation reveals that gold cannot be imported in the country for local use. The local gold can only be obtained from recycling gold jewelry.



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