



Surgical Instruments



**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 and international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platform.

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

Product Profile

Pakistan, Sialkot Surgical Cluster, The Home Of Surgical, Dental & Veterinary

Instrument Manufacture Surgical Industry of Pakistan holds a history of more than 100 years. The surgical industry represents manufacturers and of Surgical Instruments. The representative association is "Surgical Instruments Manufacturers Association of Pakistan responsible to promote the art of surgical instruments manufacturing and to help solving the problems Of surgical manufacturing community.

The city of Sialkot in Pakistan is the largest producer of surgical, dental and veterinary instruments in the world. This is the city where 99% of Pakistan's dental, veterinary and beauty instruments, are being manufactured by over 2500 companies. 95% of products from Sialkot are sold internationally.

Mostly the exporting companies have worldwide presence and have their offices in the importing countries. Total production capacity of the cluster is 200 Million pieces per annum. The cluster is producing around 100 Million pieces.

The Surgical cluster is well positioned for the pro-poor growth and is a key source of providing direct employment to 100000-150,000 personnel vis-a-vis 350,000 to 400,000 people have been employed indirectly.

At present, there are around 10,000 different types of instruments being produced and exported from Pakistan to different destinations in the world The cluster is manufacturing mainly two types Of surgical instruments: a) Disposable instruments.

Surgical/Medical instruments are part of a broader global medical devices industry Covering a wide spectrum of products from inexpensive bandages, to technology intensive hearing aids and high-cost items such as magnetic resonance imaging (MRI) machines.

HS CODE	PRODUCT DESCRIPTION	CONTRIBUTION IN EXPORTS
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	98.92 %
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary ...	0.73 %
'901849	Instruments and appliances used in dental sciences, n.e.s.	0.16 %
'901920	Ozone therapy, oxygen therapy, aerosol therapy, artificial respiration or other therapeutic ...	0.13 %
'901832	Tubular metal needles and needles for sutures, used in medical, surgical, dental or veterinary ...	0.01 %
'901910	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus	0.01 %
'901831	Syringes, with or without needles, used in medical, surgical, dental or veterinary sciences	0.01 %
'940290	Operating tables, examination tables, and other medical, dental, surgical or veterinary furniture	0.01 %
'901850	Ophthalmic instruments and appliances, n.e.s.	0.01 %
'902000	Breathing appliances and gas masks (excluding protective masks having neither mechanical parts	0.00 %
'901841	Dental drill engines, whether or not combined on a single base with other dental equipment	0.00 %
'940210	Dentists', barbers' or similar chairs having rotating as well as both reclining and elevating ...	0.00 %

Surgical Sector Product Brief:

Production Areas with Map



Production (5 Years Data)

Surgical Instruments in Pakistan is a highly efficient industry that is oriented towards production for exports, As such it is estimated that total production of Pakistan is roughly equal to the total exports of Pakistan, It is further to mention that the Sialkot is also responsible for almost all of the local Surgical production in Pakistan. Hence we can represent the Export Figures as production Values with a 1% Margin of Error.

Exported Quantity	2017	2018	2019	2020	2021
	157,741,545	178,994,478	206,008,465	182,922,456	133,475,076

Source: Trademap

Local Consumption

Local Consumption demand is increasing day by day within the country, This market however is constrained by the limited supply chain networks and distribution challenges by the limited supply Chain and Challenges

Surgical Sector Product Brief:

Pakistan exports upto 10,000 different surgical products with up to 40000 different distinct products available in the catalogue of companies in the Sialkot Cluster. Such diversity of products makes it one of the most lucrative surgical hub for entertaining Import Orders due to convenient geographical locality.



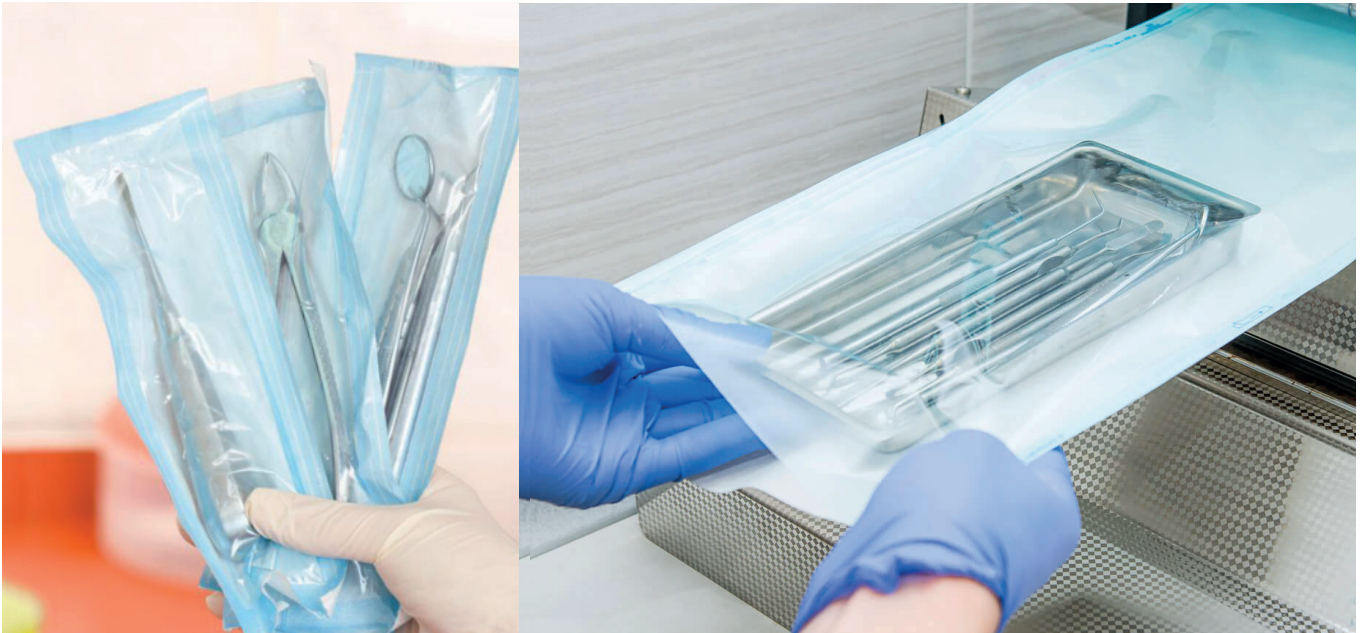
Testing / Certifications / Registration Agencies

All Manufacturer of Surgical Instruments in Pakistan needs to be registered with Securities Exchange Commission of Pakistan (SECP}. Once the company is registered with the SECP. The company /manufacturer needs to register itself with the Federal Board of Revenue (FBR). There is also a need to register with the Drug Regulatory Authority of Pakistan for most products locally, and CE Mark,or FDA registration for Exporting to USA or EU markets. However each country has strngent requirements for importing products and that need to be complied with.

Testing and certification of Products is a more important aspect ,and required to be done at the discretion of the clients need or the requirement of the importing country.

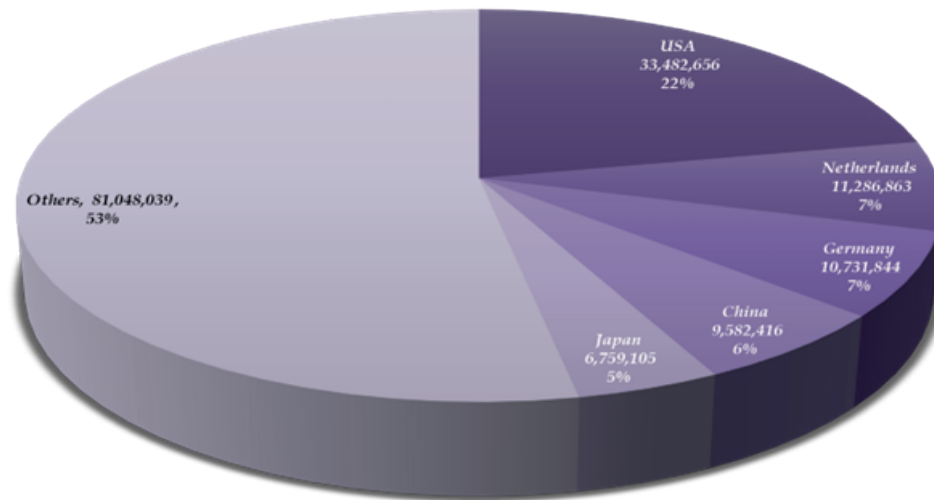
Packaging & Storage

Pakistani Surgical Industry Adheres to the highest standards of quality control and as such the Surgical Instruments and Other Disposables/Consumables are sterilized and packaged as per the demand of the buyer adhering to international standards of quality and control. Some products are required to be packaged in sterilized airtight plastic covers or in hard boxes. While other more sensitive instruments are exported in specialized boxes. Some instruments are coated in Titanium coated and as per the requirements of Client Pakistani producers export both with local labelling or as per the requirement of buyer. The Labels are produced truthfully to the highest standards of quality.



GLOBAL IMPORTERS (TOP IMPORTING COUNTRIES FROM WORLD)

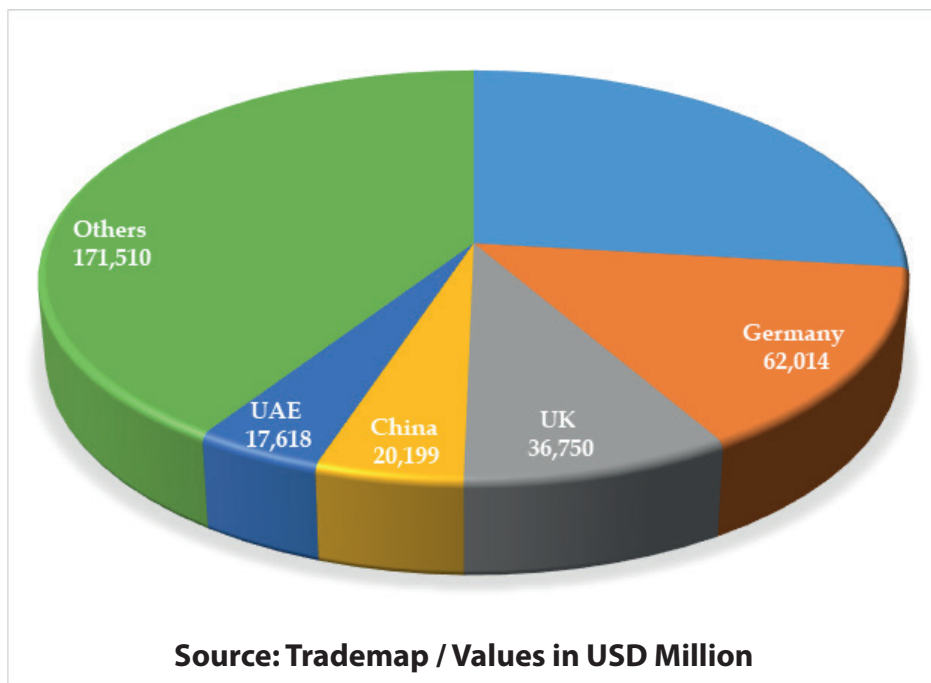
Importers	Imported value in 2017	Imported value in 2018	Imported value in 2019	Imported value in 2020	Imported value in 2021
World	113,486,346	124,856,555	131,742,634	140,545,413	152,890,923
USA	22,450,620	24,749,197	28,139,528	29,009,559	33,482,565
Netherland	7,642,740	9,094,106	9,480,051	9,449,467	11,286,863
Germany	8,637,954	9,417,507	9,271,774	10,065,737	10,731,844
China	5,793,629	6,930,787	7,973,479	7,985,986	9,582,416
Japan	5,707,835	6,271,917	6,655,326	6,351,604	6,759,105



Source: Trademap / Values in USD Million

PAKISTAN'S EXPORT DESTINATIONS

Importers	Exported value in 2017	Exported value in 2018	Exported value in 2019	Exported value in 2020	Exported value in 2021
World	365,626	380,727	408,771	362,350	421,329
USA	95,754	101,253	124,825	99,457	113,239
Germany	49,477	51,670	53,877	54,614	62,014
UK	34,255	35,181	36,266	30,017	36,750
China	15,978	21,835	18,848	22,011	20,199
UAE	10,973	10,792	11,650	12,309	17,618





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