



PAKISTAN AGRICULTURE MACHINERY SECTOR



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, conducts seminars and organizes contacts and information exchange events both physically as well on digital platforms.

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



INTRODUCTION

The agricultural machinery sector has been divided into, namely tractors, and agriculture equipment Implements. Tractors are made available locally by setting up tractor assembly plants in different parts of Pakistan.

The Made in Pakistan tractors are heavily exported to various countries of the world including **Afghanistan, Botswana, Kenya, Zambia, Zimbabwe, Tanzania, South Africa, Uganda, and Ghana**, etc.

Being an agriculture market, Pakistan boosts a wide range of opportunities for exporting top quality reliable, and durable tractor farming machinery in both domestic and foreign countries.

TESTING/ CERTIFICATES



ISO/TC 23 ISO 18497:2018

Major Tractor assemblers-manufacturers:

Millat Tractors Ltd.

(Massey Ferguson tractors); Al-Ghazi Tractors Ltd.

(Fiat tractors); Allied Tractors Ltd.

(Ford tractors); Fecto Belarus Ltd.

(Belarus tractors); Associated Agencies Ltd.

Production grew **19.6 percent** to 63,054 tractor units in 2019 as compared to 54,992 units in 2018.

The manufacturing capability of agricultural implement firms is limited. Major agriculture equipment are made such as scrapers, disc plows, disc harrows, tine cultivators, subsoilers and tool bars, sprayers, seed drills and planters for land preparation, tillage, etc





PRODUCTION AREA

THE AGRICULTURAL MACHINERY INDUSTRY CLUSTER IS LOCATED IN LAHORE, KARACHI, AND FAISALABAD DIVISIONS.

HS Code	Description
8432	Agricultural, horticultural or forestry machinery for soil preparation or cultivation
8433	Harvesting or threshing machinery, incl. straw or fodder balers; grass or hay mowers; machines for cleaning, sorting or grading eggs, fruit or other agricultural produce; parts thereof
8434	Milking machines and dairy machinery
8436	Agricultural, horticultural, forestry, poultry-keeping or bee-keeping machinery
8437	Machines for cleaning, sorting or grading seed, grain or dried leguminous vegetables; machinery used in the milling industry or for the working of cereals or dried leguminous vegetables
8701	Tractors

LIST OF TOP IMPORTERS FOR TRACTORS

Importers	Imorted Value in 2018	Imorted Value in 2019	Imorted Value in 2020	Imorted Value in 2021	Imorted Value in 2022
World	56,032,095	53,511,102	43,588,128	60,580,543	69,025,324
United States of America	12,510,796	13,455,609	9,924,887	13,101,404	18,813,699
Canada	4,460,104	4,019,709	2,408,778	3,629,751	4,765,910
France	3,612,805	3,865,239	2,874,941	4,155,749	4,505,273
Germany	3,249,761	3,042,421	2,511,852	2,910,471	3,228,155
United Kingdom	1,524,377	1,622,390	1,830,731	1,979,367	2,855,666
Italy	1,693,267	1,823,888	1,844,115	2,548,078	2,708,694
Belgium	1,425,682	1,436,859	990,814	1,419,245	1,671,694
Spain	1,490,421	1,410,559	1,126,964	1,437,287	1,508,967
Netherlands	1,266,726	1,137,189	957,989	1,178,497	1,450,329
Australia	990,134	849,097	868,997	1,268,588	1,427,239

LIST OF TOP IMPORTERS OF AGRICULTURAL IMPLEMENTS

Importers	Imported Value in 2018	Imported Value in 2019	Imported Value in 2020	Imported Value in 2021	Imported Value in 2022
World	42,099,429	40,690,036	40,472,228	50,410,681	54,355,940
United States of America	4,388,759	4,549,383	4,832,021	6,212,680	8,007,658
Germany	3,348,001	3,164,011	3,232,540	3,932,710	4,199,048
France	2,923,308	2,997,096	3,099,003	3,666,349	3,908,124
Canada	2,680,236	2,423,102	2,176,594	2,912,295	3,544,659
Australia	1,009,298	964,292	1,074,448	1,622,886	1,988,061
Belgium	1,331,672	1,322,564	1,228,844	1,744,719	1,811,647
United Kingdom	1,527,043	1,507,983	1,360,662	1,565,915	1,728,827
Russian Federation	1,744,464	1,687,859	1,663,790	2,242,317	1,628,335
Poland	1,036,938	910,668	999,862	1,474,343	1,575,407
Netherlands	1,347,774	1,266,695	1,316,244	1,664,074	1,559,127

Sources: ITC Trade Map

UNIT VALUE: US\$ THOUSAND

TOP DESTINATIONS OF PAKISTAN'S TRACTORS

Product	Value in 2017	Value in 2018	Value in 2019	Value in 2020	Value in 2021
World	17.30	14.64	26.76	33.98	47.76
Angola	0.02	0.00	0.15	1.97	8.62
Afghanistan	1.70	0.76	3.06	7.59	6.25
Botswana	3.27	2.92	3.94	4.89	4.59
Kenya	1.32	2.06	2.72	3.99	3.51
South Africa	0.80	0.79	0.72	1.99	3.39
United Arab Emirates	1.08	0.60	0.73	1.81	2.92
Nigeria	3.01	2.38	3.43	1.48	2.78
Tanzania, United Republic	2.10	1.46	1.06	0.86	2.68

Sources: ITC calculations based

UNIT VALUE: US\$ M



TOP EXPORT MARKETS FOR AGRICULTURE MACHINERY

Importers	Export Value 2022-23 (US\$ Million)	Export Value 2021-22 (US\$ Million)	Export Value 2020-21 (US\$ Million)
Total	39.98	45.35	52.01
AFGHANISTAN	12.40	1.86	12.34
TANZANIA, UNITED REPUBLIC OF	4.19	4.12	1.10
BOTSWANA	3.06	5.26	5.93
KENYA	2.86	3.63	4.25
NIGERIA	2.61	5.73	1.89
UNITED ARAB EMIRATES	1.97	3.32	1.32
GHANA	1.30	2.31	1.05
MALAYSIA	0.95	0.74	0.71
UGANDA	0.82	0.47	0.41
KUWAIT	0.71	0.20	0.51

Source: PRAL

Unit Value: USD, Million

CERTIFICATIONS

1. ISO 9001:2015
2. TUVSUD



LIST OF TOP EXPORTERS OF TRACTORS AND IMPLEMENTS

Sr. No	Name of Company	Focal Person	Address	Email	Website	Phone Number
1	M/S MILLAT TRACTORS LTD	M. Kashif (Export Department)	8.8 K.M. Sheikhpura Road, Shahdara, Lahore	tipeg @millat.com.pk	https://www.millat.com.pk/	042-37922260 0301 4321121
2	FARMAC	Atif Hussein Sheikh	A-263 BLOCK C NORTH NAZIMABAD	syedfarhan_ahmed24 @hotmail.com	https://www.farmac-inc.com/	0333 4372771
3	M/S SPEED LINK	Mr. Kashif	7-A QUEENS ROAD LAHORE	speedbirdpso @yahoo.com	N/A	0333-2116647
4	AKEEL BHULLAH ENTERPRISES	Aqeel Ahmed	GULSHAN-E-TAHIR TOWN MURIDKE DISTRICT	bhullah3005 @gmail.com	https://www.facebook.com/bhullah3005/	0300 4162534
5	MURSHID FARM INDUSTRIES	SajidMinhas	9-K.M SHEIKHUPURA ROAD OPPOSITE MILLAT TRACTOR	mfindpk @yahoo.com	https://mfipk.com/	0321 4291171
6	ADYAN ENTERPRISES		OFFICE # 32, 2ND FLOOR, AL-HAFIZ CENTER, ADAMJEE DAWOOD ROAD, JODIA BAZAR, KARACHI, Karachi South Saddar Town	atif1705 @hotmail.com	https://www.agroasiatractors.com/	0321 2115048
7	MODERN AGRI DEV FARM INDUSTRY		SHEKHUPURA ROAD OPP MILLAT TRACTORS	madfi786 @yahoo.com	N/A	(042) 37925318
8	EEZAN PAK INDUSTRIES.	Atif-ur-Rehman	NEAR JINNAH STADIUM, OPP.CIVIL DEFENCE OFFICE, GHAZI PUR, Sialkot Sialkot	toeezan @cyber.net.pk	https://eezanpak.com/	(052) 4580330
9	Dairy Engineering	M. Tayyab	NEAR BAJWA CHOWK MIAN COLONY NO 2 BEGUM KOT SHAHDRA	dairy_engineering @yahoo.com	N/A	0300 8420884
10	AECO Export Company	RizwanMunawar	681-EII WAPDA TOWN	AECO786 @GMAIL.COM	N/A	0333 4305779



Ms. Kashmala Omer
Asst. Director (Product Officer)
Email: kashmala.javaid@tdap.gov.pk
Contact No: 042-99230641

Trade Development Authority of Pakistan, Ministry of Commerce
FTC Building, Block-A, Shahrah-e-Faisal, Karachi - Pakistan
Tel: +92-21-99206487-90 UAN: 111-444-111
URL: www.tdap.gov.pk