



# PAKISTAN SURGICAL GOODS



**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 100,000-150,000 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.

# Product Profile

HS CODE	DESCRIPTION	CONTRIBUTION IN EXPORTS
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	99.66729
'901849	Instruments and appliances used in dental sciences, n.e.s.	0.132323
'901850	Ophthalmic instruments and appliances, n.e.s.	0.075453
'901831	Syringes, with or without needles, used in medical, surgical, dental or veterinary sciences	0.055527
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary ...	0.038063
'901910	Mechano-therapy appliances; massage apparatus; psychological aptitude -testing apparatus	0.012762
'901841	Dental drill engines, whether or not combined on a single base with other dental equipment	0.007613
'901832	Tubular metal needles and needles for sutures, used in medical, surgical, dental or veterinary ...	0.006941
'940210	Dentists', barbers' or similar chairs having rotating as well as both reclining and elevating ...	0.001791
'902000	Breathing appliances and gas masks, incl. parts and accessories (excl. protective masks having ...	0.000896
'940290	Operating tables, examination tables, and other medical, dental, surgical or veterinary furniture ...	0.000896
'901920	Ozone therapy, oxygen therapy, aerosol therapy, artificial respiration or other therapeutic ...	0.000448

# 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				
2018	2019	2020	2021	2022
178,994,478	206,008,465	182,922,456	133,475,076	256,365,160

# 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.



Surgical instruments manufactured in Pakistan are required, at the minimum to be compliant with regulations of its main customers namely the US and the EU. Pakistani manufacturers depending on requirements need to comply with either CE marking, GMP, ISO 9001, ISO 13485, and ISO 10993. In 1994, the US imposed restrictions on the import of surgical instruments from Pakistan by requiring compliance with FDA regulations. This forced the industry to improve its manufacturing and management systems along with acquiring certifications, such as GMP, ISO, and CE.

Recently the European Union has enacted the Medical Devices Regulations (MDR) with which Surgical Instruments imported in the EU will have to eventually comply with. Pakistani manufacturers are currently in the process of complying with the requirements of the new MDR regulations.

## 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.

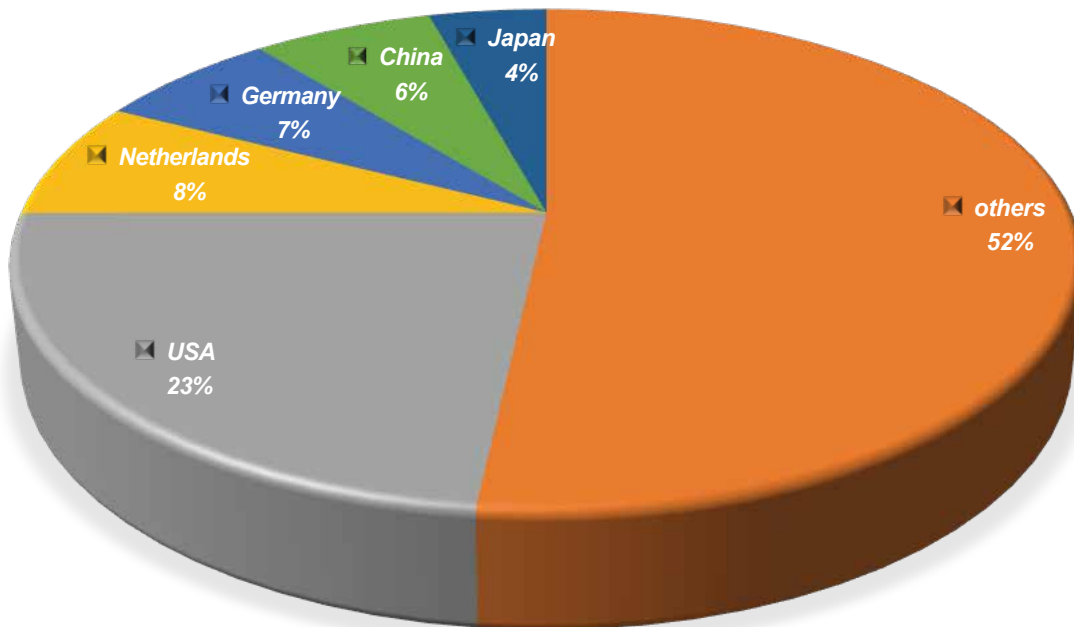
Some products are required to be packaged in sterilized airtight plastic covers or in hard boxes. While other more sensitive instruments are exported in specialized boxes. Some instruments are coated in Titanium coated and as per the requirements of Client Pakistani producers export both with local labelling 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	2018	2019	2020	2021	2022
World	125,062,791	131,945,029	140,714,110	154,725,169	156,103,761
USA	24,749,197	28,139,528	29,009,559	33,437,750	36,275,652
Netherlands	9,094,106	9,480,051	9,449,467	11,414,221	11,823,240
Germany	9,417,507	9,271,774	10,065,737	10,923,442	10,354,537
China	6,930,787	7,996,803	8,052,260	10,562,530	10,209,252
Japan	6,271,917	6,655,326	6,351,604	6,772,891	6,660,011



Source: Trademap

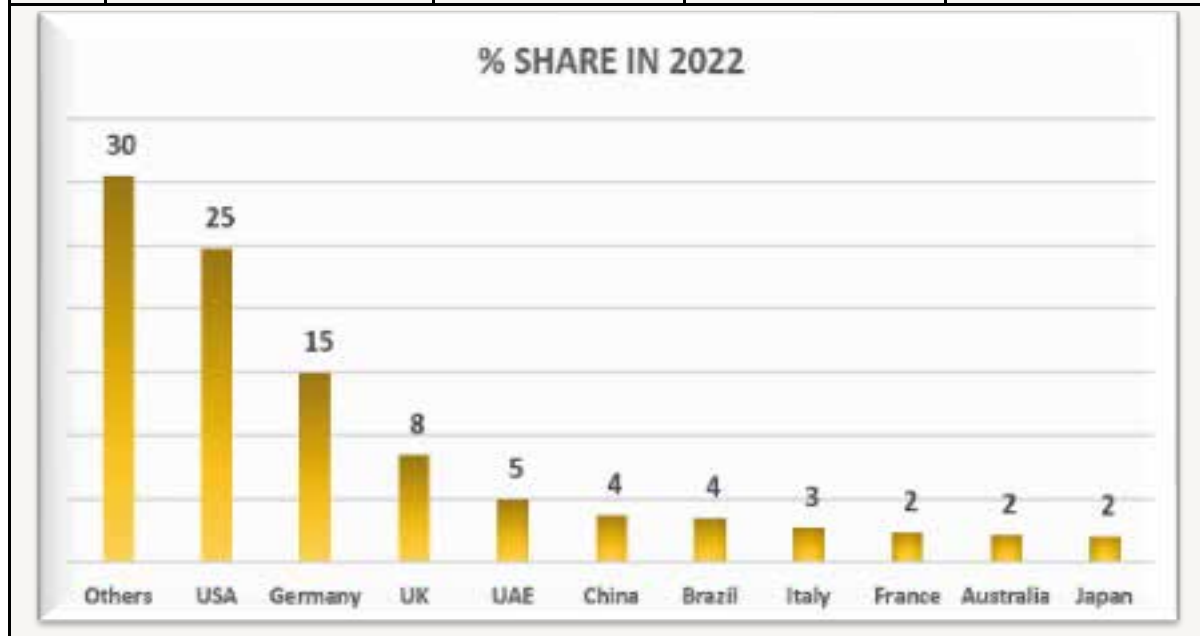


# Pakistan Export Destinations

Source: Trademap

Unit : US Dollar thousand

SN	Importers	2020	2021	2022
1	USA	99,457	113,239	110,440
2	Germany	54,614	62,014	66,641
3	United Kingdom	30,017	36,750	37,579
4	UAE	12,309	17,618	22,212
5	China	22,011	20,199	16,563
6	Brazil	7,793	11,751	15,771
7	Italy	7,465	8,870	12,100
8	France	12,466	11,074	10,748
9	Australia	7,818	9,333	9,499
10	Japan	9,154	10,139	9,155
11	Others	99,245	120,343	135,928



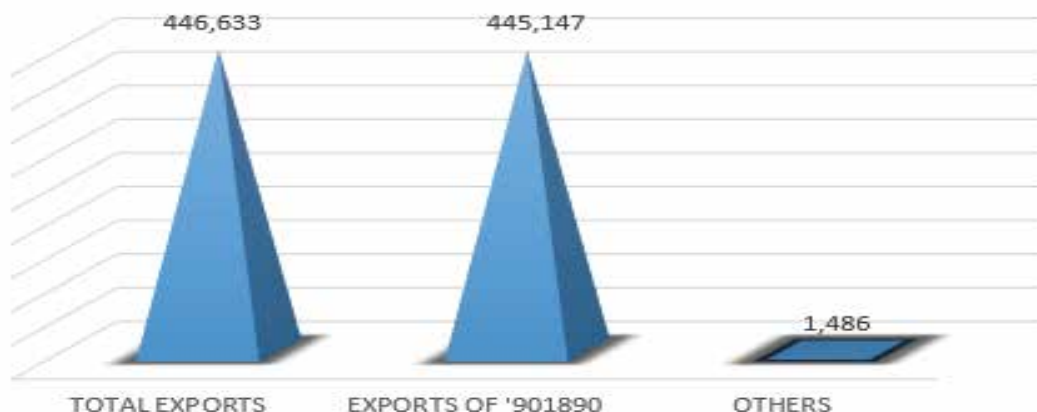
# Pakistan Export Destinations

Source: Trademap

Unit : US Dollar thousand

Code	Product label	2020	2021	2022
	Surgical Instruments	362,350	421,329	446,633
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	361,436	416,799	445,147
'901849	Instruments and appliances used in dental sciences, n.e.s.	496	682	591
'901850	Ophthalmic instruments and appliances, n.e.s.	54	29	337
'901831	Syringes, with or without needles, used in medical, surgical, dental or veterinary sciences	21	33	248
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary ...	32	3,060	170
'901910	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus	180	42	57
'901841	Dental drill engines, whether or not combined on a single base with other dental equipment	2	13	34
'901832	Tubular metal needles and needles for sutures, used in medical, surgical, dental or veterinary ...	36	59	31
'940210	Dentists', barbers' or similar chairs having rotating as well as both reclining and elevating ...	17	7	8
'902000	Breathing appliances and gas masks, incl. parts and accessories (excl. protective masks having ...	42	14	4
'940290	Operating tables, examination tables, and other medical, dental, surgical or veterinary furniture ...	13	33	4
'901920	Ozone therapy, oxygen therapy, aerosol therapy, artificial respiration or other therapeutic ...	21	558	2

## CONTRIBUTION OF 901890 IS 99.6%





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