Structure of the presentation

Introduction
Trade Perception Survey Indicators
Sampling Methodology
Preliminary Results
Introduction

- **Purpose**: To assess the perception of entrepreneurs in India and Pakistan to gauge two broad aspects
  - To capture the extent of current impediments to India-Pakistan trade
  - To capture the perception of the business and trade environment for the next year in the two countries.
  - To create a base line so that it can be compared in successive surveys.

- **Design**:  
  - Using a structured questionnaire covering various aspects of trade and business environment.
  - The sample covers only those firms that are trading with Pakistan.
  - The sample for the survey are 200 firms in India and 200 firms in Pakistan spread across various cities in order to incorporate the geographical diversity and commodities.
  - Respondents covered include exports, importers, freight forwarders, clearing agents.
  - Difficulty in identifying importers
Even though there are a large number of indicators that are used for such studies, we have selected those that are relevant for India Pakistan trade. In fact we have added indicators that are most relevant for India Pakistan trade.

**Trade Policy Awareness**
- Pakistan allows import of all items except 1209 items
- Pakistan is moving towards granting MFN status to India and India already offers MFN to Pakistan
- India permits the import of all items from Pakistan
- India offers concessional duty rates to imports from Pakistan under SAFTA
- Only 137 items are allowed to be exported to Pakistan by road
- All items are allowed to be imported from Pakistan by road
- There are no restrictions on commodities to be traded by rail
- New facilities are offered at the Integrated Check Post at Attari (Punjab) since April 2012
- Rules of Origin requirement under SAFTA
Trade Perception Survey Indicators (Contd.)

- **Market Access**
  - Over all Increase in Market Access
  - Growth in volume of trade
  - Number of commodities traded
  - 'Made in India' label reduces market access for India's products in Pakistan
  - India-Pakistan political event hamper trade

- **Business Facilitation**
  - Informal payments to facilitate trade
  - Ease of obtaining Visas
  - Ease of communication with traders on the other side
  - Competence of the logistics industry
  - Efficiency of banks for processing documents
Trade Perception Survey Indicators (Contd.)

- Standards (Separately for SPS and TBT)
  - Process standard requirements
  - Product standard requirements
  - Post production standard requirements
  - Labeling, Marketing and Packaging requirements
  - Conformity Assessments (registration, testing, certification, inspection)

- Customs and Documentation
  - Efficiency in processing of Pre-shipment documents
  - Processing time of documents by customs
  - Customs' awareness of Trade Policy
  - Excessive checks due to security measures for export with Pakistan
Trade Perception Survey Indicators (Contd.)

- **Infrastructure at Ports**
  - Road access to the LCS/ICP/Port
  - Availability of Services at the LCS/ICP/Port – Banking and Warehousing
  - Congestion at border/ LCS/Port
  - Labour Costs at Port
  - Availability of Wagons (Only for Rail)
  - Pilferage

- **Delays**
  - Delays (In and Out of Port)
  - Damages due to delays
  - Delays in Payments
Trade Perception Survey Indicators (Contd.)

- **Overall Indicators**
  - Awareness of trade policy
  - Market Access
  - Business Facilitation
  - Standards
  - Efficiency of Customs and trade procedures – Road, Rail and Sea
  - Infrastructure at Ports – Road, Rail and Sea

- **Other Indicators**
  - Expected Growth in Exports and Imports
  - Percentage by which capacity at Border Points needs to be increased
Methodology: Trade Perception Index Introduction

- With worldwide fall in tariff levels, efficiency of supply chains & associated logistics costs are becoming core determinants of competitiveness of both firms & countries.
- Aim is to construct Trade Perception Index
  - Policy Variables needs change for vibrant growth.
The Data for Constructing Barrier Index

- Primary surveys based on structured questionnaires in India, Pakistan
- Focus on trade between India and her SA partners
- Respondents: Exporters, Importers, Freight-forwarders
  - Asked to give perception about impediments in a scale of 0-5
  - Asked to report about change in recent 5 years
<table>
<thead>
<tr>
<th>Broad Parameters</th>
<th>Sub-Parameters</th>
<th>Number of Sub-Sub parameters</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>Efficiency in processing of Pre-shipment/ pre-arrival documents</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Meeting Standards</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Market Access</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Trade Policy</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Business Facilitation</td>
<td>8</td>
</tr>
<tr>
<td>Broad Parameters for</td>
<td>Sub-Parameters</td>
<td>Number of Sub-Sub parameters</td>
</tr>
<tr>
<td>----------------------</td>
<td>---------------------------------------------</td>
<td>------------------------------</td>
</tr>
<tr>
<td>Any modes of Transport (Road, Rail, Sea or Air)</td>
<td>Customs and Documentation</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Infrastructure at LCS</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Transaction costs</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Delivery times</td>
<td>4</td>
</tr>
</tbody>
</table>
PRINCIPAL COMPONENT ANALYSIS (PCA)

- A statistical tool which is a part of Factor Analytic Technique
- Is able to convert a large number of variables into a single composite index through assigning weightage to each variable in an objective manner
- Is an extremely useful tool for the purpose of comparison across number of observations through a large number of variables
DEFINING A COMPOSITE INDEX

Composite index, which is an ideal representative of the chosen set of variables, is defined as,

\[ C_i = W_1 x_{1i} + W_2 x_{12} + W_3 x_{13} + \ldots + W_n x_{1n} \]

or, \[ C_i = \sum W_i x_{ij} \]

where \( C_i \) is the composite index for the \( i^{th} \) observation, \( W_j \) is the weight assigned to \( j^{th} \) indicator and \( x_{ij} \) is the observation value.
Analytics of PCA

- Elimination of scale bias
  - Observed variables need to be scale free: $x_{ij} = (X_{ij} - X_m / \sigma)$
    where $x_{ij}$ is the scale free observation, $X_{ij}$ is the original observation and $X_m$ is the mean of the series and $\sigma$ is the standard deviation
    $x_{ij}$ would be scale free with zero mean & unity standard deviation

- Assigning weights objectively using Factor Analytic Model
  - No insight which of these parameters should be given more weight
  - Assigning equal weight (or no weight) would imply assumption of equal correlation of each indicator with the composite index of importance which would hardly be a realistic approach in this case
  - Selection based on econometric method
Factor Analytics Tool

- Used to construct a composite index in such a way that the weights given maximize the sum of the squares of correlation (of the indicators with the composite index).
  - The application of Factor Analysis or Principal Component Analysis in this specific case has been accepted in ‘objective ranking’ of the regions.
  - This enables one to determine a vector known as the first Principal Component or Factor, which is linearly dependent on the variables, having the maximum sum of squared correlation with the variables.

- The weights to the indicators are chosen in such a way so that the Principal Components satisfy two conditions:
  - Number of Principal Components is equal to the number of indicators & they are uncorrelated or orthogonal in nature.
  - First Principal Component or $P_1$ absorbs or accounts for the maximum possible proportion of variation in the set of the indicators.
  - This is the reason why it serves as the ideal measure of composite index.
## Method of PCA: Step 1

We start by taking the simple correlation coefficients of the k numbers of indicators & constructing the correlation table. The correlation matrix is symmetrical, i.e., $r_{xi \ xj} = r_{xj \ xi}$

<table>
<thead>
<tr>
<th>Correlation Table of the set of K Variables</th>
</tr>
</thead>
<tbody>
<tr>
<td>$X_1$</td>
</tr>
<tr>
<td>$X_2$</td>
</tr>
<tr>
<td>“”</td>
</tr>
<tr>
<td>“”</td>
</tr>
<tr>
<td>$X_k$</td>
</tr>
<tr>
<td>“”</td>
</tr>
<tr>
<td>$\Sigma_{i}^k r_{x1 \ xj}$</td>
</tr>
</tbody>
</table>
Method of PCA

- **Step 2:** Sum of each column (or row) of the correlation table is computed, obtaining \( k \) number of sums of simple correlation coefficient

\[
\sum_{i}^{k} r_{xi} x_j = \sum_{i}^{k} r_{xi} x_j
\]

- **Step 3:** We compute the sum total of the column (or row) sums and we take its square roots

\[
\sum_{i}^{k} \sum_{j}^{k} r_{xi} x_j
\]

- **Step 4:** Finally, we obtain the factor loadings for the first Principal Component \( P_1 \) by dividing each column (or row) sum by the square root of the grand total

\[
a_{ij} = \frac{\sum_{i}^{k} r_{xi} x_j}{\sqrt{\sum_{i}^{k} \sum_{j}^{k} r_{xi} x_j}}
\]

It should be clear that the loadings thus obtained are the correlation coefficients of the respective indicator with the composite index.
Method of PCA

- **Step 5**  The $P_1$ or the first Principal Component is constructed in the following way:

$$ P_1 = a_{11} x_1 + a_{12} x_2 + \ldots \ldots + a_{1k} x_k $$

- **Step 6**  The sum of the squares of the loading of the Principal Component is called the latent root of this component & are denoted by the Greek letter $l$ with the subscript of the Principal Component to which it refers. For example, the latent root of the first Principal Component $P_1$ is

$$ l_1 = [\text{latent root of } P_1] = \sum_{i}^{k} l_{i}^2 = l_1^2 + l_2^2 + \ldots + l_k^2 $$

- Sum of the latent root of all the Principal Components would be equal to the number of indicators: $\sum_{i}^{k} l_i = k$
Sampling Methodology
Sampling Methodology

- **Sampling based on:**
  - Aggregate Industry Level
  - Individual Product Level

- Aggregate Sectors selected on the basis of High Trade Potential and High Current Trade

- **Export sample at Aggregate Level** - Machinery, Chemicals, Textiles, Plastics and Rubber, Vegetable Products, Prepared Foodstuffs and Base metal articles.

- **Import Sample at Aggregate Level** - Machinery, Chemicals, Textiles, Plastics and Rubber, Vegetable Products, Prepared Foodstuffs, Surgical instruments and Base metal articles.
Export Sample at Aggregate Sector Level

<table>
<thead>
<tr>
<th>Industry Classification</th>
<th>Export Potential (US$ Million)</th>
<th>Current Exports (US$ Million)</th>
<th>Share of the Sector in total Export Potential (%)</th>
<th>Share of the Sector in Current Export (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>VEGETABLE PRODUCTS</td>
<td>724.4</td>
<td>330.5</td>
<td>5</td>
<td>20</td>
</tr>
<tr>
<td>PREPARED FOODSTUFFS</td>
<td>237.3</td>
<td>213.8</td>
<td>1</td>
<td>13</td>
</tr>
<tr>
<td>PRODUCTS OF THE CHEMICAL OR ALLIED INDUSTRIES</td>
<td>2,744.1</td>
<td>419.3</td>
<td>17</td>
<td>25</td>
</tr>
<tr>
<td>PLASTICS AND ARTICLES THEREOF; RUBBER AND ARTICLES THEREOF</td>
<td>1,519.8</td>
<td>140.1</td>
<td>10</td>
<td>8</td>
</tr>
<tr>
<td>TEXTILES AND TEXTILE ARTICLES</td>
<td>1,966.0</td>
<td>393.8</td>
<td>12</td>
<td>24</td>
</tr>
<tr>
<td>MACHINERY AND MECHANICAL APPLIANCES; ELECTRICAL EQUIPMENT;</td>
<td>3,986.5</td>
<td>27.4</td>
<td>25</td>
<td>2</td>
</tr>
<tr>
<td>BASE METALS AND ARTICLES OF BASE METAL</td>
<td>1,647.6</td>
<td>89.4</td>
<td>10</td>
<td>5</td>
</tr>
</tbody>
</table>
## Import Sample at Aggregate Sector Level

<table>
<thead>
<tr>
<th>Industry Classification</th>
<th>Import Potential (US$ Million)</th>
<th>Current Imports (US$ Million)</th>
<th>Share of the Sector in Import Potential (%)</th>
<th>Share of the Sector in Current Imports (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>VEGETABLE PRODUCTS</td>
<td>73</td>
<td>82</td>
<td>2</td>
<td>26</td>
</tr>
<tr>
<td>PREPARED FOODSTUFFS</td>
<td>181</td>
<td>2</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td>PRODUCTS OF THE CHEMICAL OR ALLIED INDUSTRIES</td>
<td>300</td>
<td>30</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>PLASTICS AND ARTICLES THEREOF; RUBBER AND ARTICLES THEREOF</td>
<td>331</td>
<td>12</td>
<td>9</td>
<td>4</td>
</tr>
<tr>
<td>TEXTILES AND TEXTILE ARTICLES</td>
<td>846</td>
<td>39</td>
<td>22</td>
<td>12</td>
</tr>
<tr>
<td>MACHINERY AND MECHANICAL APPLIANCES; ELECTRICAL EQUIPMENT</td>
<td>338</td>
<td>10</td>
<td>9</td>
<td>3</td>
</tr>
<tr>
<td>MEDICAL OR SURGICAL INSTRUMENTS AND APPARATUS</td>
<td>300</td>
<td>6</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>BASE METALS AND ARTICLES OF BASE METAL</td>
<td>438</td>
<td>33</td>
<td>11</td>
<td>11</td>
</tr>
</tbody>
</table>
Product Sampling

- Top 80% export and import products
- RCA > 1 and high export potential

- 39 products were identified for the export sample
- 31 products were identified for the import sample.
Survey Sample – India

Export Sectors Surveyed

- Vegetable Products: 41%
- Mineral Products: 24%
- Chemical Products: 20%
- Textile Products: 17%
- Animal and Vegetable Fats and Oil: 3%
- Prepared Food Stuffs: 3%
- Living Animals and Animal Products: 1%
- Plastics and Rubber Products: 1%
- Ceramic Products: 1%
- Precious Metals: 1%
- Machinery: 2%

Import Sectors Surveyed

- Vegetable Products: 60%
- Mineral Products: 19%
- Chemical Products: 17%
- Textile Products: 2%
- Surgical Instruments: 2%
Survey Sample – India (Contd.)

Type of Firms

- Importer & Manufacturer: 0%
- Transporter: 0%
- Freight Forwarder: 1%
- Clearing Agent: 2%
- Freight Forwarder & Clearing Agent: 4%
- Exporter & Manufacturer: 30%
- Exporter - Trader: 36%
- Importer - Trader: 36%
Firm Size based on Turnover

- Micro Firms: 2%
- Small Firms: 19%
- Medium Firms: 29%
- Large Firms: 51%

Years of Trading with Pakistan

- Below 5 years: 32%
- 5 to 10 years: 23%
- 10 to 15 years: 13%
- Above 15 years: 32%
Survey Sample – India (Contd.)

**Export Mode Wise Share**

- Sea: 36%
- Air: 8%
- Rail: 21%
- Road: 34%

**Import Mode Wise Share**

- Sea: 5%
- Air: 2%
- Rail: 15%
- Road: 78%

**Cities Covered**

- Ahmedabad: 5%
- Amritsar: 37%
- Delhi: 25%
- Mumbai: 33%
Preliminary Results - TPS

- City Wise Overall Indicators
- Overall Indicators – India and Pakistan
City Wise Results

- **Amritsar and Delhi**
  - Majorly trading by the Road (Attari-Wagah) and Rail Route (Amritsar Railway Station)
  - Major commodities – Agricultural Commodities, Cement and Gypsum

- **Mumbai and Ahmadabad**
  - Majorly trading by the Sea (Mainly Nava Sheva) and Air Route (Mumbai Airport)
  - Major commodities – Manufacturing Commodities and some Agricultural items

- **City Perspectives**
Rankings – Trade Perception Survey

- The **Current Scenario** is ranked as:
  - 1 – Very Bad/Very Low
  - 2 – Bad/Low
  - 3 – Average
  - 4 – Good/High
  - 5 – Very Good/Very High

- The **Perception of Expected Change Next Year** is ranked as:
  - 1 – Drastically Reduce
  - 2 – Reduce
  - 3 – No Change
  - 4 – Increase
  - 5 – Significantly Increase
City Wise – Overall Indicators

Market Access – Current Scenario

Market Access – Perception of Expected Change Next Year
City Wise – Overall Indicators (Contd.)

Business Facilitation – Current Scenario

<table>
<thead>
<tr>
<th></th>
<th>Ahmedabad</th>
<th>Amritsar</th>
<th>Delhi</th>
<th>Mumbai</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Business Facilitation – Perception of Expected Change Next Year

<table>
<thead>
<tr>
<th></th>
<th>Ahmedabad</th>
<th>Amritsar</th>
<th>Delhi</th>
<th>Mumbai</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
City Wise – Overall Indicators (Contd.)

Port Infrastructure – Current Scenario Rail

Port Infrastructure – Perception of Expected Change Next Year Rail
Overall Indicators – India & Pakistan

- **Awareness of Trade Policy**
  - A higher percentage of traders from Pakistan felt that they were less aware of India-Pakistan trade policies compared to India.

- **Market Access**
  - A higher percentage of traders from India were bullish about Market Access vis-à-vis Pakistan.

- **Meeting Standards**
  - Complying to product standards was not a barrier for traders from both the countries.

- **Efficiency of Custom Officials**
  - Efficiency of Customs at *Land Border* - both traders from India and Pakistan reported to be bad while the *Sea Port* was reported to be the Good.

- **Infrastructure at Ports**
  - Traders from Pakistan reported that the infrastructure at Rail and Road was bad while traders from India reported that the infrastructure at Rail was bad.
A majority of Exporters and Importers felt that Political Events hamper trade. A point to be kept in mind is that the survey was conducted during and after the recent firing at LOC.

Both Exporters and Importers feel that the volume of trade with Pakistan will grow.

Both Exporters and Importers felt that Visas are hard to obtain but a large proportion are optimistic that it would become easier next year.

Compared to Road and Sea a significant proportion of both Exporters and Importers felt the Road Access to the Railways was bad. While the Congestion at the Road LCS was perceived to be bad by a larger proportion of traders.
Overall Indicators – India & Pakistan (Contd.)

Awareness of Trade Policy - India

<table>
<thead>
<tr>
<th>Current Scenario</th>
<th>Perception of Expected Change Next Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>13%</td>
</tr>
<tr>
<td>3</td>
<td>1%</td>
</tr>
<tr>
<td>4</td>
<td>45%</td>
</tr>
<tr>
<td>5</td>
<td>43%</td>
</tr>
<tr>
<td>6</td>
<td>33%</td>
</tr>
<tr>
<td>7</td>
<td>55%</td>
</tr>
<tr>
<td>8</td>
<td>9%</td>
</tr>
<tr>
<td>9</td>
<td>1%</td>
</tr>
</tbody>
</table>

Awareness of Trade Policy - Pakistan

<table>
<thead>
<tr>
<th>Current Scenario</th>
<th>Perception of Expected Change Next Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>0%</td>
</tr>
<tr>
<td>3</td>
<td>4%</td>
</tr>
<tr>
<td>4</td>
<td>46%</td>
</tr>
<tr>
<td>5</td>
<td>1%</td>
</tr>
<tr>
<td>6</td>
<td>81%</td>
</tr>
<tr>
<td>7</td>
<td>35%</td>
</tr>
<tr>
<td>8</td>
<td>19%</td>
</tr>
<tr>
<td>9</td>
<td>15%</td>
</tr>
<tr>
<td>10</td>
<td>0%</td>
</tr>
<tr>
<td>11</td>
<td>0%</td>
</tr>
</tbody>
</table>
Pakistan allows import of all items except 1209 items
Pakistan is moving towards granting MFN status to India and India already offers MFN to Pakistan
India permits the import of all items from Pakistan
India offers concessional duty rates to imports from Pakistan under SAFTA
Only 137 items are allowed to be exported to Pakistan by road
All items are allowed to be imported from Pakistan by road
There are no restrictions on commodities to be traded by rail
New facilities are offered at the Integrated Check Post at Attari (Punjab) since April 2012
Rules of Origin requirement under SAFTA

Awareness

![Bar chart showing awareness of various trade practices between India and Pakistan.](chart.png)
Overall Indicators – India & Pakistan (Contd.)

Market Access - India

- Current Scenario
- Perception of Expected Change Next Year

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>2%</td>
<td>0%</td>
<td>1%</td>
<td>0%</td>
<td>2%</td>
</tr>
<tr>
<td>43%</td>
<td>32%</td>
<td>53%</td>
<td>54%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Market Access - Pakistan

- Current Scenario
- Perception of Expected Change Next Year

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>11%</td>
</tr>
<tr>
<td>11%</td>
<td>0%</td>
<td>12%</td>
<td>44%</td>
<td>8%</td>
</tr>
</tbody>
</table>
Sub Indicators – India

Indo-Pakistan Political Events Hamper Trade - Exporters

- Current Scenario
- Perception of Expected Change Next Year

Growth in Volume of Trade - Exporters

- Current Scenario
- Perception of Expected Change Next Year

Number of Commodities Traded - Exporters

- Current Scenario
- Perception of Expected Change Next Year
Sub Indicators – India (Contd.)

**Indo Pakistan Political Event Hamper Trade – Importers**

- Current Scenario
- Perception of Expected Change Next Year

**Growth in Volume of Trade – Importers**

- Current Scenario
- Perception of Expected Change Next Year

**Number of Commodities Traded – Importers**

- Current Scenario
- Perception of Expected Change Next Year
Overall Indicators – India & Pakistan (Contd.)

**Business Facilitation – India**
- Current Scenario
- Perception of Expected Change Next Year

**Business Facilitation - Pakistan**
- Current Scenario
- Perception of Expected Change Next Year
<table>
<thead>
<tr>
<th>Sub Indicators</th>
<th>Ease of Obtaining Visas - Exporters</th>
<th>Ease of Communication with Traders in Pakistan - Exporters</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Current Scenario</td>
<td>Perception of Expected Change Next Year</td>
</tr>
<tr>
<td>1</td>
<td>27%</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>37%</td>
<td>9%</td>
</tr>
<tr>
<td>3</td>
<td>40%</td>
<td>19%</td>
</tr>
<tr>
<td>4</td>
<td>51%</td>
<td>0%</td>
</tr>
<tr>
<td>5</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>
Ease of Obtaining Visa – Importers

Current Scenario
Perception of Expected Change Next Year

Ease of Communication with traders on the other side - Importers

Current Scenario
Perception of Expected Change Next Year
Overall Indicators – India & Pakistan (Contd.)

Meeting Standards - India

- Current Scenario
- Perception of Expected Change Next Year

Meeting Standards - Pakistan

- Current Scenario
- Perception of Expected Change Next Year
Sub Indicators – India (Contd.)

Perception of Meeting Agricultural Products - Meeting Standards (India)

- Exporters (percentage of respondents)
- Importers (percentage of respondents)

Perception of Meeting Manufactured Products - Meeting Standards (India)

- Exporters (percentage of respondents)
- Importers (percentage of respondents)
Overall Indicators – India & Pakistan (Contd.)

Efficiency of Customs - Current Scenario - India

- Road
- Rail
- Sea

Efficiency of Customs - Current Scenario - Pakistan

- Road
- Rail
- Sea
Overall Indicators – India & Pakistan (Contd.)

Efficiency of Customs – Perception of Expected Change Next Year - India

Efficiency of Customs - Perception of Expected Change Next Year - Pakistan

<table>
<thead>
<tr>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>3%</td>
<td>1%</td>
<td>0%</td>
</tr>
<tr>
<td>30%</td>
<td>30%</td>
<td>0%</td>
</tr>
<tr>
<td>49%</td>
<td>49%</td>
<td>0%</td>
</tr>
<tr>
<td>69%</td>
<td>69%</td>
<td>0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>12%</td>
<td>12%</td>
<td>0%</td>
</tr>
<tr>
<td>29%</td>
<td>29%</td>
<td>0%</td>
</tr>
<tr>
<td>37%</td>
<td>37%</td>
<td>0%</td>
</tr>
<tr>
<td>58%</td>
<td>58%</td>
<td>0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>2%</td>
<td>2%</td>
<td>0%</td>
</tr>
<tr>
<td>7%</td>
<td>7%</td>
<td>0%</td>
</tr>
<tr>
<td>39%</td>
<td>39%</td>
<td>0%</td>
</tr>
<tr>
<td>58%</td>
<td>58%</td>
<td>0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>6%</td>
<td>6%</td>
<td>0%</td>
</tr>
<tr>
<td>14%</td>
<td>14%</td>
<td>0%</td>
</tr>
<tr>
<td>49%</td>
<td>49%</td>
<td>0%</td>
</tr>
<tr>
<td>69%</td>
<td>69%</td>
<td>0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>11%</td>
<td>11%</td>
<td>0%</td>
</tr>
<tr>
<td>29%</td>
<td>29%</td>
<td>0%</td>
</tr>
<tr>
<td>57%</td>
<td>57%</td>
<td>0%</td>
</tr>
<tr>
<td>83%</td>
<td>83%</td>
<td>0%</td>
</tr>
</tbody>
</table>
Overall Indicators – India & Pakistan (Contd.)

Infrastructure at Ports - Current Scenario - India

<table>
<thead>
<tr>
<th></th>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4%</td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>2</td>
<td>20%</td>
<td>22%</td>
<td>2%</td>
</tr>
<tr>
<td>3</td>
<td>49%</td>
<td>26%</td>
<td>24%</td>
</tr>
<tr>
<td>4</td>
<td>48%</td>
<td>24%</td>
<td>39%</td>
</tr>
<tr>
<td>5</td>
<td>50%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Infrastructure at Port - Current Scenario - Pakistan

<table>
<thead>
<tr>
<th></th>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>13%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>73%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>3</td>
<td>65%</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>4</td>
<td>18%</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>5</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>
Overall Indicators – India & Pakistan (Contd.)

Infrastructure at Ports - Perception of Expected Change Next Year - India

<table>
<thead>
<tr>
<th></th>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td></td>
<td>14%</td>
<td>58%</td>
<td>27%</td>
</tr>
<tr>
<td></td>
<td>62%</td>
<td>41%</td>
<td>7%</td>
</tr>
<tr>
<td></td>
<td>86%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Infrastructure at Port - Perception of Expected Change Next Year - Pakistan

<table>
<thead>
<tr>
<th></th>
<th>Road</th>
<th>Rail</th>
<th>Sea</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td></td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td></td>
<td>12%</td>
<td>82%</td>
<td>7%</td>
</tr>
<tr>
<td></td>
<td>93%</td>
<td>0%</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

1% = 1
2% = 2
3% = 3
4% = 4
5% = 5
Sub Indicators – India (Contd.)

Road Access to the Port - Current Scenario - Exports

Road Access to the Port - Perception of Expected Change Next Year - Exports

Congestion at the Port - Current Scenario - Exports

Congestion at Port - Perception of Change Next Year - Exports
Sub Indicators – India (Contd.)

**Road Access to the Port - Current Scenario – Imports**

- Road: 0% 7% 2% 7% 0%
- Railways: 91% 40% 7% 0%

**Congestion at the Border - Current Scenario – Imports**

- Road: 0% 7% 16% 33% 0%
- Railways: 47% 34% 50% 13%

**Road Access to the Port - Perception of Expected Change Next Year – Imports**

- Road: 0% 0% 0% 18% 0%
- Railways: 82% 47% 53% 0%

**Congestion at Border - Perception of Expected Change Next Year – Imports**

- Road: 0% 0% 23% 39% 39%
- Railways: 7% 7% 27% 67% 0%
Other Indicators
Expected Increase in Trade - India

Expected Growth of Exports

- Less Than 10%: 2%
- 10%-20%: 11%
- 20%-30%: 29%
- 30%-40%: 23%
- 40%-50%: 16%
- 50%-60%: 14%
- Above 60%: 5%

Percentage of Respondents

Expected growth in Imports

- less then 10%: 0%
- 10%-20%: 26%
- 20%-30%: 26%
- 30%-40%: 30%
- 40%-50%: 4%
- Above 50%: 15%

Percentage of Respondents
Need for Increase in Infrastructure Capacity – India

Percentage by which Rail capacity needs to be increased

- 16% need increase by 0%-20%
- 51% need increase by 20%-40%
- 27% need increase by 40%-60%
- 5% need increase by Above 60%

Percentage by which Road capacity needs to be increased

- 3% need increase by 0%-20%
- 59% need increase by 20%-40%
- 30% need increase by 40%-60%
- 8% need increase by Above 60%

Percentage by which Sea Port capacity should be increased

- 6% need increase by 0%-20%
- 35% need increase by 20%-40%
- 33% need increase by 40%-60%
- 25% need increase by Above 60%

- Percentage of respondents
Thank You