Pakistan-Africa Trade Outlook 2026

Building a New Trade Corridor Between Pakistan and Africa

Pakistan-Africa trade has expanded beyond its pre-2020 base, but remains significantly below its potential. The next phase must move from trade promotion toward sustained commercial presence, investment and value-chain partnerships.

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AT A GLANCE

Key Trade Indicators

US$4.85B Pakistan-Africa total trade | FY2024-25	**US$2.24B** Pakistan exports to Africa | FY2024-25	**US$2.61B** Pakistan imports from Africa | FY2024-25
+51% Export growth since FY2019-20	**US$1.5T** Africa merchandise trade | 2024	**1.3B** Potential AfCFTA consumers

Pakistan figures are based on the Ministry of Commerce FY2024-25 Year Book and FBR/PRAL. Africa-wide figures are from Afreximbank and the World Bank.

OVERVIEW

Executive Summary

Pakistan's commercial engagement with Africa is entering a more strategic phase.

Bilateral merchandise trade with the African region stood at US$4.85 billion in FY2024-25, compared with US$4.18 billion in FY2019-20. Pakistani exports reached approximately US$2.24 billion and imports US$2.61 billion.

The longer-term direction is encouraging even though trade eased from US$5.45 billion in FY2023-24. Exports to Africa have risen by roughly 51% compared with FY2019-20, indicating a stronger Pakistani commercial footprint.

Africa is changing rapidly. Merchandise trade increased 13.9% in 2024 to approximately US$1.5 trillion, while intra-African trade rose 12.4% to US$220.3 billion. The opportunity now extends beyond exports into distribution, local partnerships, manufacturing alliances, logistics, digital services and value chains.

DATA SERIES

Pakistan-Africa Trade: The Recent Trend

Fiscal Year	Exports	Imports	Total Trade
2019-20	$1.48B	$2.70B	$4.18B
2020-21	$1.37B	$3.11B	$4.48B
2021-22	$1.54B	$4.80B	$6.34B
2022-23	$1.55B	$2.89B	$4.44B
2023-24	$2.28B	$3.16B	$5.45B
2024-25	**$2.24B**	**$2.61B**	**$4.85B**

Source: Ministry of Commerce, Government of Pakistan; FBR/PRAL.

Bilateral trade can fluctuate because commodity-related imports are sensitive to international prices and procurement cycles. Pakistan's export base has strengthened more consistently, rising from US$1.48 billion to US$2.24 billion.

CONTINENTAL CONTEXT

Africa's Trade Landscape Is Becoming More Important

Africa is becoming more connected through regional economic communities, improved logistics corridors and implementation of the African Continental Free Trade Area. The AfCFTA spans roughly 1.3 billion people with combined GDP estimated at US$3.4 trillion.

Afreximbank recorded approximately US$1.5 trillion in total African merchandise trade in 2024. Intra-African trade reached US$220.3 billion. Market entry into one African economy can increasingly form part of a wider regional strategy.

ECONOMIC OUTLOOK

A Long-Term Growth Market

The World Bank's April 2026 Africa Economic Update projects Sub-Saharan African growth at approximately 4.1% in 2026, while warning that geopolitical uncertainty, debt-service pressures, low investment and structural constraints continue to weigh on performance.

More than 620 million people could enter Africa's labour force by 2050, strengthening long-term need for manufacturing, infrastructure, energy, skills, technology and employment-generating investment.

POLICY DIRECTION

Pakistan's Look Africa Strategy

Pakistan launched its Look Africa Policy Initiative in 2017 to expand trade engagement, commercial representation and private-sector outreach. Priority markets include Nigeria, Kenya, South Africa, Morocco, Senegal, Algeria, Egypt, Sudan, Tanzania and Ethiopia.

Trade diplomacy

Trade missions, exhibitions, commercial representation and government-to-government mechanisms support structured market access.

Market conversion

Recent Pakistan-Africa conferences shifted engagement toward structured B2B development and measurable transactions.

The 4th Pakistan-Africa Trade Development Conference in Cairo involved 113 Pakistani companies, approximately 1,900 B2B meetings and an estimated US$5 million in trade deals. The 5th conference in Addis Ababa brought more than 100 Pakistani exporters together with African partners.

GROWTH SECTORS

High-Potential Areas for Pakistan-Africa Trade

01 | Agriculture & Food

Rice, processed foods, cereals, fruits, meat, agricultural inputs, equipment, processing, packaging and cold chains.

02 | Textiles & Apparel

Fabrics, garments, home textiles, towels, workwear, uniforms, technical textiles and local finishing.

03 | Pharmaceuticals & Healthcare

Generics, surgical instruments, medical consumables, hospital supplies and diagnostics, subject to regulatory compliance.

04 | Engineering & Manufacturing

Machinery, electrical equipment, pumps, industrial components, auto parts, construction equipment and local assembly.

05 | IT, Digital Services & Fintech

Software, fintech, cybersecurity, AI, BPO, ERP, e-commerce and digital government solutions.

06 | Minerals, Energy & Raw Materials

Coal, minerals, metals, fertilizer inputs, energy, mining technology and value-added processing.

REGIONAL STRATEGY

Markets That Deserve Strategic Attention

East Africa

Kenya, Tanzania, Ethiopia, Uganda and Rwanda: agriculture, consumer goods, pharmaceuticals, ICT, industrial products and logistics.

Southern Africa

South Africa, Mozambique, Zambia and Zimbabwe: mining, engineering, food, textiles, industrial inputs and services.

North Africa

Egypt, Algeria and Morocco: industrial markets, ports, manufacturing ecosystems and global value-chain connections.

West Africa

Nigeria, Ghana, Senegal and Cote d'Ivoire: food, pharmaceuticals, technology, energy and industrial goods.

The appropriate entry strategy should be country-specific first and regional second.

EXECUTION BARRIERS

Challenges That Must Be Addressed

Logistics & Shipping

Long transit times, limited direct shipping links and high freight costs can reduce competitiveness.

Market Intelligence

Regulatory requirements, distribution systems and consumer preferences differ substantially.

Buyer Verification

Exporters need stronger KYC, credit assessment and verification of prospective partners.

Banking & Trade Finance

Payments, correspondent banking and trade-finance availability can complicate transactions.

Standards & Compliance

Products may require national registration, certification and labelling compliance.

Permanent Presence

Sustainable trade requires local agents, distributors, representation and after-sales support.

Afreximbank estimates Africa's wider trade-finance gap at about US$100 billion, demonstrating that financing constraints remain a continental issue.

2026-2030

The Opportunity Is Larger Than the Current US$4.85B Relationship

From exports to value chains

Combine exporting with distribution, assembly, processing and joint ventures.

From occasional contacts to permanent networks

Build reliable local representation and verified business relationships.

From isolated countries to regional strategies

Use AfCFTA and regional blocs for hub-based expansion.

From commodities to diversified products and services

Expand into engineering, pharmaceuticals, digital solutions and healthcare.

From trade promotion to trade conversion

Measure contracts, repeat orders, investment, distributorships and joint ventures.

INSTITUTIONAL ROLE

PAEC Perspective

Building the Commercial Infrastructure Behind the Relationship

Businesses need more than introductions. They need a structured ecosystem capable of taking an opportunity from initial research to execution.

Market Intelligence

Understanding markets, sectors, competitors and regulations.

Business Matchmaking

Identifying verified buyers, distributors, suppliers and partners.

KYC & Due Diligence

Reducing counterparty risks before commercial commitments.

Market Entry Advisory

Supporting business structuring and regulatory navigation.

Trade Facilitation

Assisting customs, logistics and export coordination.

Local Representation

Providing continuity after exhibitions and delegations.

ESSENTIAL FINDINGS

Key Takeaways

US$4.85B

Pakistan-Africa merchandise trade in FY2024-25.

+51%

Approximate increase in Pakistani exports since FY2019-20.

US$1.5T

Africa's merchandise trade in 2024.

US$220.3B

Intra-African trade in 2024.

1.3 Billion

Potential consumers within the AfCFTA market.

The central opportunity: Pakistan and Africa have complementary strengths, but future growth depends on better logistics, market intelligence, verified commercial networks, trade finance and permanent business presence.

TRANSPARENCY

Data & Methodology Note

Pakistan-Africa bilateral figures use the Government of Pakistan Ministry of Commerce Year Book 2024-25, whose table cites FBR/PRAL. The Ministry's accompanying prose reverses the export and import values; this report follows the internally consistent FBR/PRAL table, which also supports the Ministry's statement that exports to Africa have risen by more than 50% since FY2019-20.

Fiscal-year Pakistan data should not be directly compared with calendar-year African trade data without noting the different reporting periods. Official links and time-sensitive references were reviewed on 27 August 2026.

Related Sources & Official Reading

- Ministry of Commerce - Year Book 2024-25
- Ministry of Commerce - Look Africa Policy Initiative
- TDAP - 4th Pakistan-Africa Trade Development Conference Report
- Press Information Department - 5th Pakistan-Africa Trade Development Conference
- Afreximbank - African Trade Report 2025
- World Bank - Africa Economic Update, April 2026
- World Bank - The African Continental Free Trade Area

EXPLORE PAKISTAN-AFRICA OPPORTUNITIES WITH PAEC

Turn market intelligence into commercial outcomes.

PAEC can help identify buyers, suppliers, distributors, investment partners and market-entry strategies across Pakistan and Africa.