# Textile (Value Addition) Sector Profile Pakistan

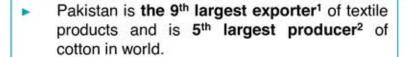




### Textile Sector in Pakistan







- Textile is the most important manufacturing sector of Pakistan and has the complete value chain available in Pakistan from cotton to ginning, spinning, fabric, dyeing and finishing, made-ups and garments.
- Textile sector contributes nearly 1/4th of industrial value-added products and provides employment to about 40% of industrial workforce. Additionally, textile has an average share of about 60% in national exports<sup>3</sup>.
- The industry comprises of 13.41 million spindles, 198,801 rotors, power looms 375,000 and 28,500 shuttle less looms<sup>3</sup>.
- Industry is majorly located in three cities; Lahore, Faisalabad and Karachi.
- As on June 2021, Pakistan textile industry comprises of 517 textile units (40 composite units and 477 spinning units)<sup>4</sup>.
- The yarn production has been growing and around 3.441 Billion Kgs production of yarn was recorded in FY 2020-214.
- Global textile market was estimated at \$1 trillion in 2020 which is expected to reach \$1.5 trillion by 2027 at a CAGR 4.3% from 2020-2027<sup>5</sup>.
- Many international brands currently operate in Pakistan and work with the local textiles mills such as H&M, Levis, Target, Nike, Adidas, Puma etc.

8.5%

Textile Contribution to GDP<sup>6</sup>





228.7m

6th largest population in the world<sup>7</sup>

Pakistan is ranked 5th in the world in terms of the yarn production





Home to the **3rd** largest hosiery manufacturer in the world, supplying likes of Nike and Addidas

Global textiles apparel demand in 2020<sup>5</sup>

\$1 Trillion



Many international brands work with Pakistan's textile companies







# Geographic Landscape of the Industry<sup>4</sup>



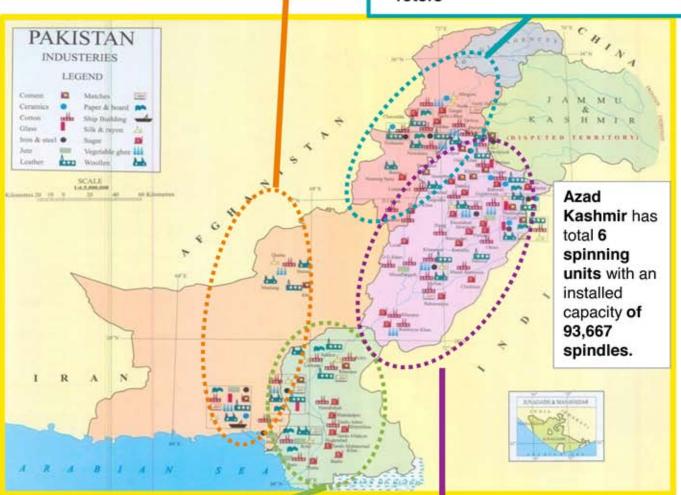


### Value Chain Point of Interest in Balochistan

- There are total 10 spinning units and no composite unit in the province
- As of June 2021, installed capacity included 269,208 spindles and 13,689 rotors

### Value Chain Point of Interest in KPK

- There are total 19 spinning units and no composite unit in the province
- As of June 2021, installed capacity included 838,376 spindles and 2,690 rotors



# Value Chain Point of Interest in Sindh

- There are total 110 spinning units and 17 composite unit in the province
- As of June 2021, installed capacity included 2,661,701 spindles, 96,942 rotors and 3,225 looms.

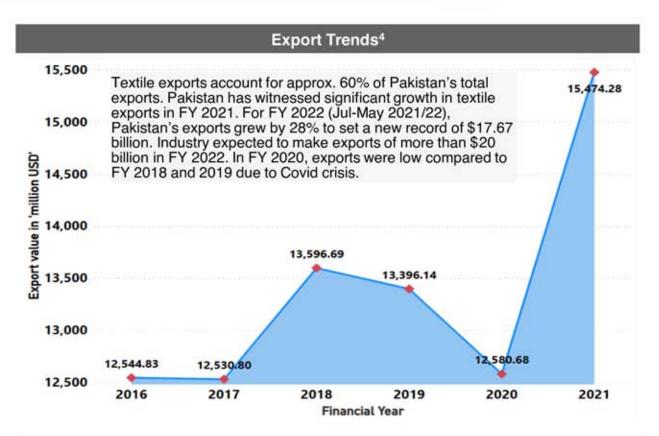
# Value Chain Point of Interest in Punjab

- There are total 332 spinning units and 23 composite unit in the province
- As of June 2021, installed capacity included 9,546,468 spindles, 85,480 rotors and 4,324 looms.

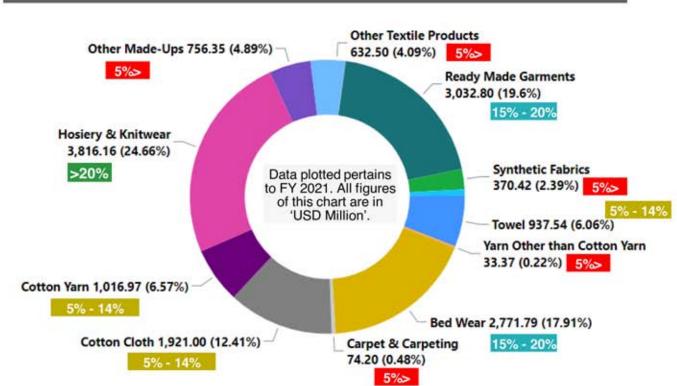
# **Key Statistics**







### Export Breakdown by Different Categories<sup>4</sup>







### Raw Material Sourcing

01

Primary raw materials used are cotton, polyester and viscose. These are sourced through domestic production and imports.



Ginning is the process of separation of seeds and wastes from the cotton fiber.

# Spinning

03

The process in which raw materials are converted into yarn in a climate controlled facility.

### Weaving & Dyeing

04

The process in which yarn is converted into cloth and then, raw fabric is dyed and finishing activities are performed

### Value Added **Products** 05

Production of value added textile products such as bedsheets, towels, hosiery, garments, etc.

### 1. Raw Material Sourcing

Primary raw materials used are cotton and Man-made fibers (MMFs). These are sourced through domestic production and imports.



Globally, the consumption ratio of MMF based products against natural fibers based products has reached 70:30. A decade ago, the same ratio was 30:709.

### Cotton

Punjab and Sindh province contribute to most of the cotton production in the country. Production trends for last 4 years have been provided as below:

Area, Production and Yield of Cotton - Last 4 Years <sup>3</sup>			
Year	Area (000 Hectares)	Production (000 Bales)	Yield (Kgs/ Hectare)
2016 – 17	2,489	10,671	729
2017 – 18	2,700	11,946	753
2018 – 19	2,373	9,861	707
2019 – 20	2,517	9,148	618

Production of cotton in Pakistan has been decreasing due to multiple factors such as high prices of pesticides, climate changes, heat stresses and biotic stresses of white fly and pink bollworm. To boost production of strategic crops including cotton, Ministry of National Food Security & Research has devised an 'Agriculture Transformation Plan' including amendment of relevant laws to fast track release of new cotton related technologies. Track and traceability of quality certified seed to farmers has also been initiated so that the impact of interventions can translate at farm level3. To meet domestic cotton demands, cotton is being imported from other countries such as USA, Brazil and India while other import regions include Middle East, Europe and Asia as well. During FY 2019-20, area of cotton production was 2.5 million hectares and total cotton production was approx. 9.1 million bales whereas 2.8 million bales was imported8.

### Man-Made Fibers (MMFs)

Demand for MMFs based textile products has been increasing on a faster pace because MMFs is cheaper, environment friendly and more durable in quality than cotton. Technological advances are made in synthetic material which offer safety/ protection, more softness and better moisture absorbency than cotton.

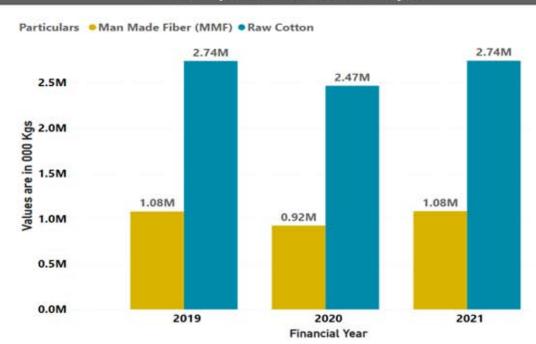




### 1. Raw Material Sourcing (Cont'd)

Polyester and viscose are majorly being sourced from China, Indonesia and Korea. Imports of manmade fiber are subject to anti-dumping duties. Three key market players in the domestic market for production of manmade fiber; Ibrahim Fibers, ICI Polyester and Rupali Polyester. Consumption trends of raw cotton and man-made fibers have been provided as below:

### Consumption Trends for Last 3 years 4





cotton form cotton ginners.

Pakistan exports are primarily in cotton-based products. In order to remain internationally competitive in the export market, Pakistan needs to align its product strategy with the new trends in textile market and should introduce MMF-based textile products.

### 2. Ginning

Domestic cotton from fields to spinning units reach through cotton ginners. Cotton ginners are represented by Pakistan Cotton Ginners Association (PCGA).

As per PCGA and State Bank of Pakistan, there are around 1,200 cotton ginning units in the country. Around 60% of ginning units are located in the Punjab and 40% in Sindh<sup>10</sup>.

This segment of textile industry is operating in medium and small sized units, and in an unorganized manner. Most of the cotton ginners are not registered as corporate entity and are operating through cotton brokers. Industrial processing units take help of cotton broker to procure

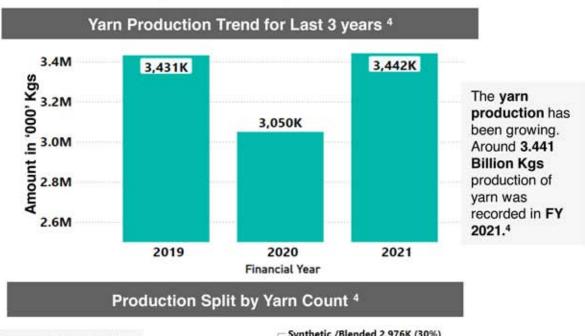


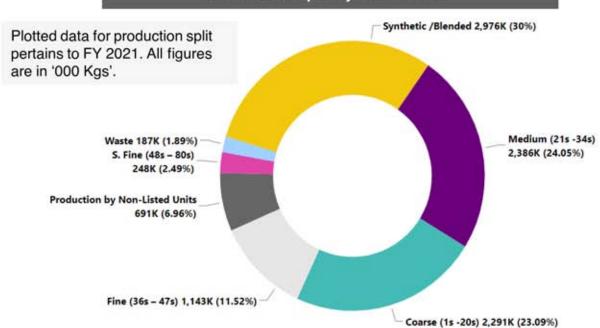


### 3. Spinning

Pakistan is the 5th largest producer of yarn, 3rd largest consumer and 2nd largest yarn exporter in the world. Spinning segment in Pakistan is capable of producing more than 3 billion kgs of yarn annually. Approximately 40% to 50% of the spinning market is unorganized. Organized segment represents 80 to 100 players and players have installed capacity of 40,000 to 50,000 spindles on average<sup>11</sup>. This segment comprises of 13.41 million spindles located across Pakistan. During FY 2020-21, 3,827million kgs of raw material (1,084 million kgs fiber and 2,743 million kgs of cotton) was converted into 3.44 billion kgs of yarn<sup>4</sup>.

Yarn production trends for last three years have been provided as below:



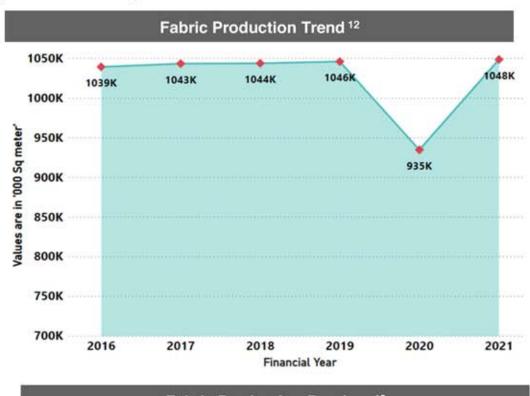


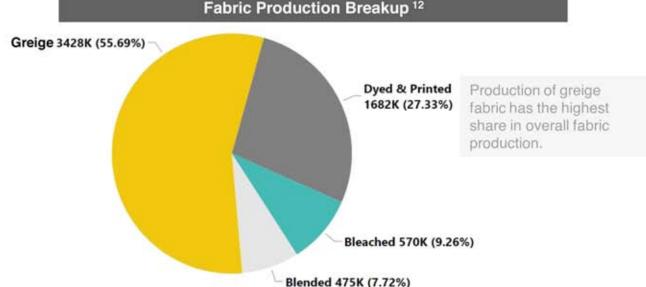




### 4. Weaving & Dyeing

There are three different sub-sectors in weaving industry: Integrated, Independent Weaving units and Power Loom units. The investment in the shuttle-less looms both in integrated and independent weaving sector has increased gradually and this trend is likely to intensify further. During FY 2020-21, 1,048 million sq meter fabric was produced. Out of which 969 million sq meters (92.5%) was cotton fabric and the rest of the fabric produced was blended fabric. Total yarn consumed amounted to 117 million Kgs<sup>4</sup>. Production trend of different categories of clothes have been provided for last 5 years:



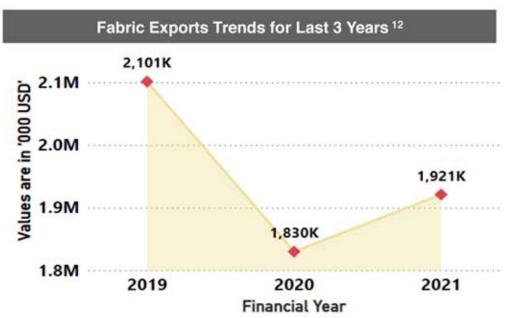






# 4. Weaving & Dyeing (Cont'd)

Pakistan also exports its fabrics to other countries. Bangladesh, USA, Turkey, Italy are top export destinations for Pakistani produced fabric. Exports trends for cotton fabric exports have been provided:

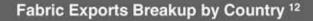


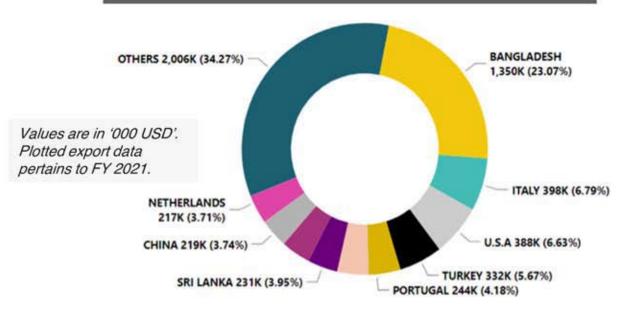




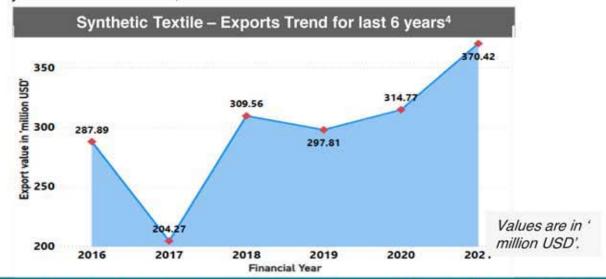


# 4. Weaving & Dyeing (Cont'd)





Pakistan has also been producing and exporting synthetic fabric. It is produced by using artificial silk such as Synthetic fibers Nylon, Polyester, Acrylic and Polyolefin. There are currently five major producers of synthetic fibers in Pakistan, with a total capacity of 636,000 tons per annum. Production cost of artificial silk is less than silk but it has resemblance to silk. Currently, artificial silk capacity in Pakistan is about 9,000 looms3.





Synthetic textile is a niche market segment and it was valued at \$63.2 billion and it is to expected to reach \$102 billion by 2028 by registering a CAGR of 6.9%. Total global trade of synthetic fabrics remained at \$2.66 billion. In FY 2020, China remained top exporter of synthetic fiber while Viet-Nam remained largest importer of synthetic fabric.

Synthetic textile can be seen as a potential area of investment.





### 5. Value Added Products

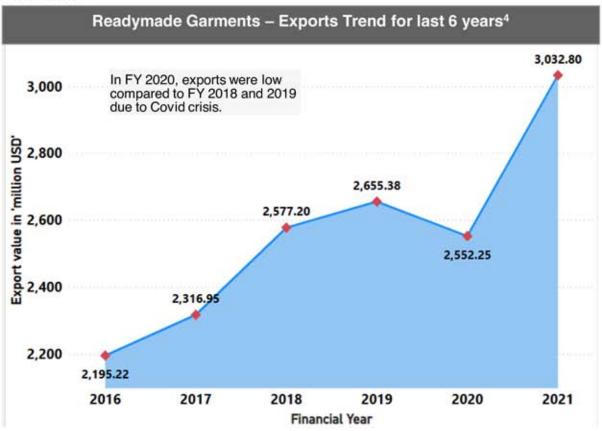
### A. Finished Garments

### 1) Readymade Garments

The ready-made garments industry has emerged as one of the important small-scale industries in Pakistan. These readymade garments and products have large demand both at home and abroad. The garment industry is also a good source of providing employment opportunities to a large number of people at a very low capital investment.

The market size of global readymade garments was valued at ~ \$983.7 billion in FY 2019. It is expected that market will register a CAGR of 8.8% from 2021 to 2027 and will reach \$1,268.3 billion by 2027<sup>14</sup>.

Pakistan exports readymade garments to other countries. Readymade garments exports accounts for ~ 20% of total textile exports. During FY 2021, Pakistan has exported readymade garments of value approx. \$3.03 billion. Exports of readymade garments has been increased by 38%% from US \$2.195 billion in FY 2015-16 to US \$3.03 billion in FY 2020-21<sup>4</sup>. Pakistan readymade garment segment's exports grew by a CAGR of 5.5%. Pakistan's exports' are expected to continue on an upwards trajectory. Export trends for last 6 years have been provided below:







### 5. Value Added Products (Cont'd)

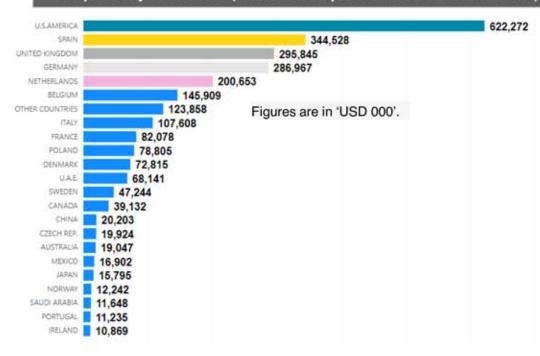
### A. Finished Garments (Cont'd)

1) Readymade Garments (Cont'd)

### Export Destinations for Pakistani Produced Readymade Garments<sup>15</sup>



### Exports by Countries (Based on export data for FY 2018- 2019) 15







### 5. Value Added Products (Cont'd)

### A. Finished Garments (Cont'd)

### 1) Readymade Garments (Cont'd)



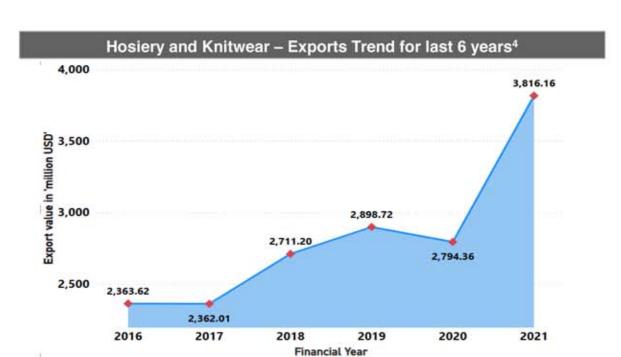
Pakistan is 5th largest producer of cotton and have a competitive advantage as most of input resources of complete value chain are available in Pakistan. Export markets are not yet fully tapped for this segment of textile sector. Other regional countries such as China (Exports of garments for first three quarter of FY 2021 was reported at \$163.9 billion) and Bangladesh (Country's garment export value was around \$38.73 billion in 2020) are performing very good in this market segment<sup>16</sup>. Pakistan can learn from these countries to expand its readymade garments exports and by attracting investment in this sector.

Readymade garments sector can be seen as a potential area of investment.

### 2) Hosiery and Knitwear

Hosiery and knitwear exports consist of knitted and processed fabrics knitted garments which include: Shirts / T-Shirts, Hooded Jackets / blazers, Trouser, Bed Sheets, Fabrics, Socks & other garments.

At present the hosiery and knitwear units of Pakistan are comprised of 3,500 large, medium and small units: 85% are small enterprises; 10% medium ventures and 5% are large integrated factories. With 13,372 circular knitting machines, 10,646 flat knitting and 23,241 socks knitting machines spread all over the country. The segment provides employment to 210,000 skilled labours and 350,000 unskilled work labours<sup>17</sup>. This segment represents approx. 25% of textile exports.







### 5. Value Added Products (Cont'd)

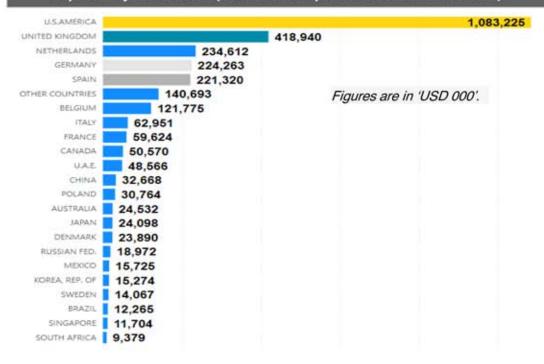
### A. Finished Garments (Cont'd)

### 2) Hosiery and Knitwear (Cont'd)

### Export Destinations for Pakistan's based Hosiery and Knitwear Products<sup>15</sup>



### Exports by Countries (Based on export data for FY 2018-19) 15







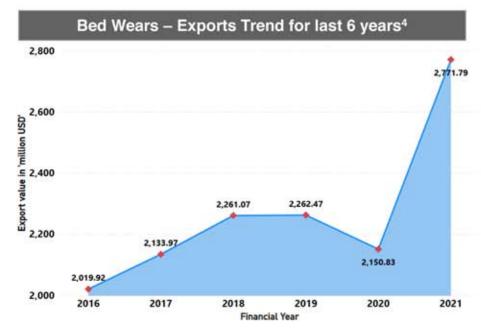
### 5. Value Added Products (Cont'd)

#### B. Home Textiles

Home textile includes household textile products such as bedspreads, pillow covers, towels, bed linen, sleeping bags, sleeping bag liners and mosquito nets. Pakistan has presence in bedsheets and towels product segments.

#### 1) Bed Wears

The global market size for bed wears is estimated to grow a CAGR above 6.4% and reach a market value of around USD 36,441 million by  $2028^{18}$ . This segment represents  $\sim 18\%$  of textile exports.





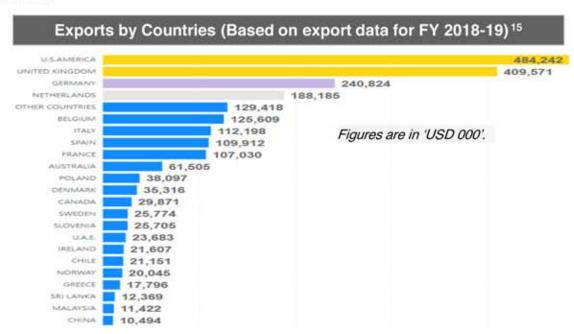




### 5. Value Added Products (Cont'd)

### **B.** Home Textiles

#### 1) Bed Wears



### 2) Towels

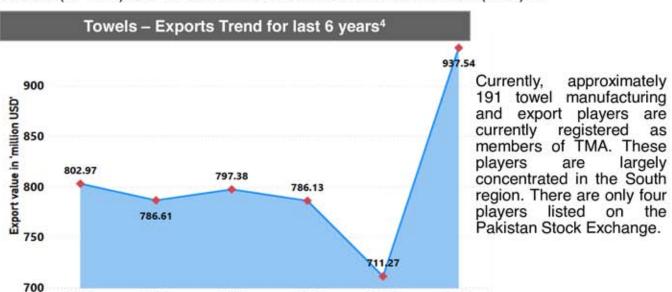
2016

2017

2018

Financial Year

There are approximately 10,000 towel looms, including shuttle and shuttle less looms operating in Pakistan. Towel is an export oriented textile segment and contributes approximately 6% to total textile exports of Pakistan. This segment is represented by both All Pakistan Textile Mills Association (APTMA) and Towel Manufacturers Association of Pakistan (TMA) 19.



2019

2020

2021





### 5. Value Added Products (Cont'd)

### B. Home Textiles (Cont'd)

### 2) Towels

SAUDI ARABIA

DENMARK

MALAYSIA

NORWAY

SWEDEN

JAPAN

PORTUGAL

5K

4K

4K

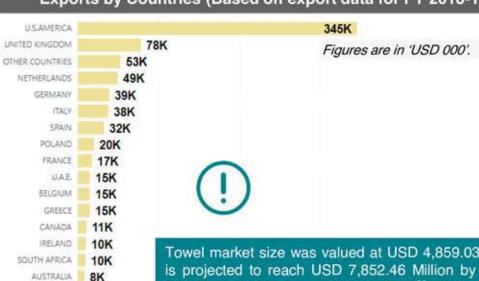
3K

3K

### Export Destinations for Towels produced in Pakistan<sup>15</sup>



### Exports by Countries (Based on export data for FY 2018-19) 15



Towel market size was valued at USD 4,859.03 Million in 2020 and is projected to reach USD 7,852.46 Million by 2028, growing at a CAGR of 6.37% from 2021 to 2028<sup>20</sup>. Pakistan has potential to increase its share in export market. Pakistan's export in 2021 were approx. \$938 million which represents a significant portion of global towel market. Investment in production and marketing can be made to untap full potential of this industry. Towel exports have been increased by 37% from \$684 million in FY 2011-12 to \$938 million in FY 2020-21.

Towel segment can be seen as potential area for investment.





### 5. Value Added Products

### C. Technical Textiles

What do you understand by Technical Textiles? Technical textile is a new emerging area and is a niche that adds high value. These textile products are used for their performance and functional properties. This sector includes large number of products based on technological innovation and customer requirements. This can be attributed to the increasing demand for functional products in different end-use areas such as personal safety, light weight replacement materials for metals, medical and health care and industrial applications.

Technical Textile industry has been categorized into 12 market segments based on product functionality and performance.

### 01 Protech

These are the protective textiles that are used in protection against various threats such as heat, germs, radiation such as bullet proof jackets, fire protecting gears, etc.

### 14 Hometech

Hometech includes home furnishing fabrics such as carpet backings, curtains, wall coverings, fireretardant fabrics, etc.

### 07 Buildtech

Textile used in construction and architectural applications such as for concrete reinforcement, facade foundation, insulation, noise prevention, sunlight protection, etc.

### 10 Clothtech

Textile products that are most often invisible components in clothing and footwear products e.g., interlinings, sewing thread, insulating fiber ill and waddings, etc.

### 02 Packtech

Textile products that relates to packaging items such as bags, packaging sacks, industrial product wrappings, etc.

### 05 Mobiltech

Mobiltech includes production of vehicular accessories such as seat covers, seat belts, nonwovens for cabin air filtration, airbags, inflatable boats, etc.

### 08 Indutech

Industrial textiles used in different industries for functions such as separation and filtration, transportation of materials and serving as substrates for abrasive sheets, etc.

### 11 Geotech

Textile fabrics which can be woven, nonwoven or knitted fabric used for a variety of purposes such as support, coastal engineering, earth and road construction

### 03 Sportech

Textile products used as sports wear including sports shoes and other sports accessories

### 06 Oekotech

Textiles used in environmental protection applications, such as floor sealing, erosion protection, air cleaning, prevention of water pollution, etc.

### 09 Agrotech

Textiles which are used in agricultural applications related to growing and harvesting of crops / animals such as products used in forestry, horticulture, animal, poultry rearing, etc.

### 12 Medtech

Textile structures that are designed and manufactured for a medical application. They are generally used in bandages and sutures that are used for stitching the wounds.





### 5. Value Added Products

### C. Technical Textiles (Cont'd)

Pakistan has more than 200 companies which manufacture technical textiles, composites and nonwovens in Pakistan. Most of producers are small and medium sized companies however Pakistan also have some large-scale companies producing technical textiles as well. Companies/ processing units are majorly located Karachi, Quetta, Hyderabad, Multan, Faisalabad, Lahore, Gujranwala, Islamabad, Peshawar and Muzaffarabad.

Globally, total trade volume of technical textiles in 2019 was equivalent to \$211 billion. Pakistan has exported exports equal to \$455 million which accounts for 0.215%. During FY 2019, Pakistan has also imported technical textiles amounting to \$313 million. Pakistan exports for FY 2019 does not include any export for hometech, indutech and mobiltech. Currently, Pakistan is making exports of Buildtech, Sportech, Protech, Packtech and Medtech<sup>21</sup>.

Pakistan's major export destinations for buildtech products are Saudi Arabia, UAE, Turkey, Kenya, etc. Major exports in buildtech category are represented by tents of natural fibers (64% of exports of buildtech), tarpaulins of synthetic fibers (27%) and tarpaulins of natural fibers (6 %). In this category, Pakistan's imports are mainly from China, France, Malaysia, Republic of Korea etc21.



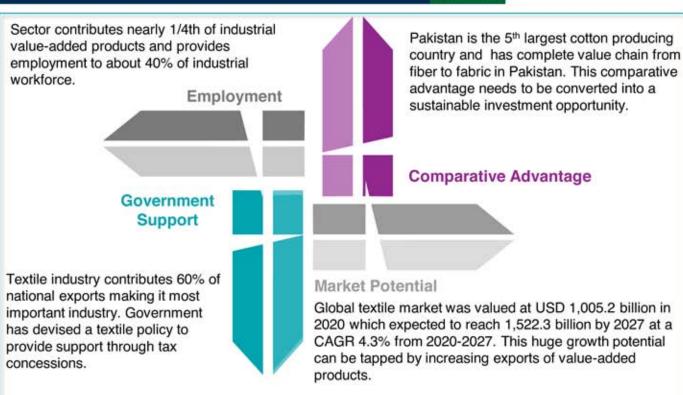
Technical Textile is a niche market segment that adds high value to the end product based on innovation and customer requirements. Textile has a market size of approx. \$190 billion and sector consumes 22 % of total fibers globally<sup>21</sup>. Pakistan's current market share in technical textile is too little due to lack of technological advancements. This sector represents a huge export potential which can be untapped by expansion of technical industry in Pakistan.

Technical Textile can be seen as potential area for investment.

### Reasons for Investment







### Opportunities and Reasons to Invest in Textile Sector



- Attainment of The Generalized System of Preferences + (GSP+) in 2014 has had a significantly positive impact on Pakistan's garments exports to EU. Pakistan would be the only second country in all of South and South East Asia to have duty free access to European Union. Competitors in the Textile and Clothing sector such as China, India, Vietnam, Thailand, Indonesia do not have duty free access nor any preferential access. Pakistan leverages a 10-14% duty advantage.
- An Increase in urban population implies growth in affordability and changing lifestyle. An expanding working class, rising status quotient, increase in number of working women, along with awareness about brands, styles and designs are adding to the demand for branded textile products and apparel (woven and knitted) in the country.
- Pakistan has become home to a number of powerful fashion houses and countless exquisite local and international apparel brands. The local apparel market is expanding, again as a of increased demand from growing awareness and rising incomes of the general public and a well segmented market, providing for men, women and children of all ages and offering a range of lines, from casual to semi formal, work and bridal wear.
- Drawback of local taxes and levies has been provided to manufacturing-cum exporting units on exports of products under specific tariff codes.
- The utilization of better technology and techniques can help to improve production and so there is an opportunity to invest in better techniques to convert Pakistan's competitive advantage in both the domestic and international market.

# **Textile Policy**

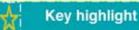




### Textile Policy (2020-2025)

The objective of this policy are to:

- To support industry not only for BMR but importantly for capacity expansion
- To strengthen allied industries (local manufacturing of textile machineries and ensuring manmade fiber availability) in Pakistan
- To take measures to increase ease of doing business and reduce cost of business
- To give priority to SMEs and E-Commerce related projects
- To facilitate in manufacturing by carrying out an exercise to review temporary importation schemes
- · To provide level playing field for industry in international and domestic market



Textile industry's stakeholders believe that, in FY 2022, a new export level of \$20 billion may be achieved.

Considering existing export growth, a new export target of reaching \$ 40 billion by 2025 has been set in **Textile Policy 2020 – 2025.** 

Taxation System Taxation of textile sector: 1) Income Tax - Textile composites are dealt under Normal Tax Regime (NTR). Further, the sector is also subject to Minimum Tax @ 1.5% of turnover, if tax liability under NTR is lower than minimum tax. However, the additional tax paid under minimum tax is adjustable against future tax liabilities for the next 5 years. 2) Sales Tax - 17% sales tax is applicable on all products within the textile value chain such as cotton, yarn and fabric. Additionally,1% advance tax applicable on import of raw materials which is adjustable against final income tax liability. Export proceeds are subject to 1%.

Government Initiatives and Support A new vocation training programme will be launched through the Public Sector Development Programme (PSDP) to train sufficient men and women over five years period. The Ministry of Textile Industry set up the Pak Korea Garment Technology Institute in Karachi with the contribution by Korea International Cooperation Agency (KOICA) of \$1.28 million, with the remaining funds coming from PSDP.

In order to improve the export competitiveness in the international market, government is providing series of subsidies export oriented sectors especially textile. Power purchase price has been fixed at \$ 0.07/unit for \$ 0.09/unit and gas tariff fixed at US\$ 0.065/mmbtu for the whole FY2021. A subsidy of Rs 20 billion was allocated for this purpose by Power Division

Duty Drawback Scheme The government provides Drawback of Local Taxes and Levies (DLTL) at the rate of 2% on eligible product line of processed fabric and 2% additional drawback is available for exporters exporting eligible products of garments category. Government has released Rs 7.5 billion during Jul-Mar FY2021 under Duty Drawback Scheme of Textile and Non-Textile Sector, which is supporting industry.

Financial Support under Revised Policy Temporary Economic Refinance Facility (TERF) is a financing scheme launched by the government to stimulate investment both new and expansion/Balancing, Modernization and Replacement (BMR) of existing units. The scheme has ended on March 31, 2021. Financing under the facility is available for all sectors across the board except power sector. Maximum loan limit per project is Rs 5 billion @5% p.a. As of April 01, 2021 Rs 690 billion has been requested under TERF against which Rs 435.7 billion has been approved.

SBP Scheme for Exporters To provide incentives to exports, rupee-based discounting of export bills/export receivables is being introduced under Export Finance Scheme. This incentive will be applicable for both post-shipment & pre-shipment export receivables. Export bills/export receivables pertaining to exports proceeds realization of upto 180 days from the date of shipment, against prevalent requirement of 120 days, will also be allowed only if exporters opt for this facility. Banks will be required to discount export bills/export receivables at the end user rate and refinance will be available equal to discounted amount as per the following discount rates (Applicable post May 2022): 1) Up to 180 days (SBP refinance rate is 1% and end user rate 2%), up to 120 days (SBP refinance rate is 1.5% and end user rate 2.5%) and up to 90 days (SBP refinance rate is 2% and end user rate 3%).

# **Success Stories**







In 2019, Interloop Limited's Initial Public Offering (IPO) at the Pakistan Stock Exchange (PSX), Book Building was oversubscribed by 30%, and Interloop was able to successfully raise PKR 5.02 billion, the highest ever by a private company in the history of Pakistan. This capital will be used for business expansion by setting up a state of the art Denim Apparel Manufacturing Plant and Hosiery Plant 5.

Interloop is one of the world's largest hosiery manufacturers having an annual turnover exceeding \$355 million. Interloop is also a reputed manufacturer of quality yarn. It is a complete vertically integrated organization with inhouse spinning, yarn dyeing, knitting and finishing facilities. The Company offers a wide range of socks with various quality levels and price points in line with all types of customers including brands, retailers, specialty stores etc. besides quality yarns for Denim, Hosiery & weaving industry.

### **Key Highlights**

- 700 million pairs (Annual Hosiery Production)
- 26 million kgs (Annual Yarn Production)



Interloop provides services to the following leading global retailers and brands:

- H&M
- Target
- C&A
- Dickies
- Tesco
- 10300
- JCPenny
- ASDA
- LIDL
- SportMaster
- · Primark,
- Payless
- Family Dollar
- Medipeds

- Nike
- Adidas
- Puma
- Levis
- 20410
- Reebok
- Tommy Hilfiger
- Prince
- Hurley
- Hi-Tec
- Umbro
- Columbia
- S Oliver
- Yonex
- Wilson





Manufacturing facilities in Faisalabad and Lahore (Pakistan), Bangladesh and Sri Lanka. Product design/development, marketing & distribution network in Pakistan, Bangladesh, North America and Europe.





# **Success Stories**





Established in 1951 Nishat Mills Limited is the flagship company of Nishat Group. One of the most modern and largest vertically integrated textile company in Pakistan.

Nishat Mills Limited engages in the textile manufacturing business in Pakistan, Europe, other Asian countries, Africa, Australia, the United States, and Canada.







2 stitching units for home textiles, 2 stitching units for garments.

Nishat Mills has the most modern textile dyeing and processing units in Pakistan



The company offers yarns using natural and artificial fibers; greige fabrics using yarns; dyed fabrics using various greiges; and garments using processed fabrics. It also provides home textile, including quilt covers, quilted throwovers.



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