

## **GAINS FOR PAKISTAN BY PROMOTING SERVICES TRADE WITH ASEAN REGION**

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**Abstract.** Pakistan's services sector has performed remarkably well over the past few years by contributing towards GDP and a growth rate which is higher than industrial and agriculture sector. Sectors including IT, tourism and financial services have shown rapid progress and carries immense potential for growth. Pakistan's services trade with ASEAN region is low which need to be promoted. ASEAN has implemented effective strategies to encourage the services sector in their respective economies. Apart from this, several other measures in the areas including FinTech and digital economy are great examples for Pakistan to follow and implement in the country.

**Keywords:** Services trade, digital economy, FinTech, gig economy, IT services

**JEL Classification:** F1, G2, L8

### **I. INTRODUCTION**

Developed and developing countries witnessed extensive growth of the services sector based on modern technology and innovation in the last two decades. Technology and broadband services have intensified services trade among countries while geographical proximity of

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consumers and sellers is no longer required as mentioned by Yousefi (2018) that growth of internet usage brings forth positive impact on trade in services. Congressional Research Service (2022) defines international trade in services having wide and growing range of economic activities including transport, tourism, financial services, telecommunications and information services, use of intellectual property, government services, and other professional services, from accounting to legal services. Global trade in services also increased as the surge in integration of world markets has increased the demand in the services sector. Global value chains enhance the role of services in trade and economic growth (Agarwal, 2019) while Francois and Hoekman (2010) stated that services are engine of export growth. Almost all the economies in the world are transforming towards the service-based economy which increased the significance of services in international trade (White et al. 2013) and the service led growth becomes more important as compared to other sectors. Pakistan's services value added (% of GDP) in 2021 was 52.1% while the growth rate was 6% (WDI). This demonstrates the significance of the services sector for Pakistan's economy as the growth rate is also higher as compared to industrial and agriculture sector. Pakistan's services trade as percentage of GDP stood at 4.7% (WDI, 2021) which is not very promising considering the share of services sector towards GDP. The services sector has also become the major source of employment and output in Association of Southeast Asian Nations (ASEAN). The economies in ASEAN have implemented the growth rebalancing model through which the services sector has been put on center stage. The strategy is useful in restoring the pace of productivity growth in services (Aldaba and Pasadilla, 2010). Considering the growth of services sector in ASEAN region, Foreign Direct Investment (FDI) worth \$ 155 billion was made in the region<sup>1</sup>.

Services exports towards ASEAN region gradually increased during last few years as exports volume was \$385,362 thousand in 2017 which increased to \$ 425,782 thousand in 2021. Pakistan has highest exports of services volume with Singapore (Table 1) as \$312,346 thousand worth of services were exported towards Singapore in 2021. The second largest

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<sup>1</sup> 'ASEAN buck record 155 billion USD FDI in 2018' in Thailand Business News on Nov 4<sup>th</sup>, 2019 <https://www.thailand-business-news.com/asean/76897-asean-bucks-record-155-billion-usd-fdi-in-2018.html>

services export destination is Malaysia where Pakistan exported \$ 62,954 thousand in 2021. Pakistan has least exports of services towards Lao and Brunei which needs to be increased.

TABLE 1

## Pakistan's Services Exports to ASEAN (Thousand US \$)

Country	2017	2018	2019	2020	2021
Brunei	434	376	589	364	162
Lao	-	-	-	3	15
Cambodia	685	834	1460	295	285
Indonesia	10,013	6,883	8,762	10,576	8,722
Malaysia	50,853	55,377	47,594	50,663	62,954
Myanmar	187	345	250	584	544
Philippines	21,049	12,724	14,081	11,100	7,018
Singapore	153,264	199,657	233,942	230,819	312,346
Thailand	147,488	131,554	106,821	50,598	31,310
Vietnam	1,389	1,797	1,707	2,198	2,426
TOTAL	385,362	409,547	415,206	357,200	425,782

Source: State Bank of Pakistan

The key objective of the study is to examine the services trade prospects between Pakistan and ASEAN region as in which areas Pakistan can improve its exports to ASEAN member countries. The second objective of the study is to review policy measures taken by ASEAN to enhance the services trade.

TABLE 2

## Percentage share in Total Services Exports of Pakistan

Country	2017	2018	2019	2020	2021
Brunei	0.11	0.09	0.14	0.10	0.04
Laos	0.00	0.00	0.00	0.00	0.00
Cambodia	0.18	0.20	0.35	0.08	0.07
Indonesia	2.60	1.68	2.11	2.96	2.05
Malaysia	13.20	13.52	11.46	14.18	14.79
Myanmar	0.05	0.08	0.06	0.16	0.13

Country	2017	2018	2019	2020	2021
Philippines	5.46	3.11	3.39	3.11	1.65
Singapore	39.77	48.75	56.34	64.62	73.36
Thailand	38.27	32.12	25.73	14.17	7.35
Vietnam	0.36	0.44	0.41	0.62	0.57

Source: State Bank of Pakistan

The Table 2 indicates the share of each country in Pakistan's total exports of services towards ASEAN region. It can be observed that Pakistan's exports are concentrated with Singapore and Malaysia. This demonstrates that Pakistan has strong linkages with Singapore as compared to other countries of ASEAN region. This indicates that there is need to focus on promoting trade ties with other countries through identification of potential services which can be exported toward each country.

The objective of the existing study is to examine the potential gains for Pakistan while promoting services trade with ASEAN. The study also aims to explore what are the recent policy reforms in ASEAN region regarding services trade and what lessons Pakistan can learn to promote its services exports.

The study is structured as follows. The next section is based on literature review whereas the third section highlights the methodology. Section four presents the results and discussion. The last section discusses the conclusion and policy recommendations.

## **II. LITERATURE REVIEW**

Various studies highlighted the importance of the services sector and the gains associated with the development of the sector. Yusuf (2016) stressed that in future the services sector will play a key role in growth for all economies. Priyankara (2018) also found the similar findings by examining the case of Sri Lanka that the services export contributed towards economic growth of the country. Muhajid and Alam (2014) stated that there exists positive relation among service sector and trade liberalization as it is beneficial for growth of services sector to adopt trade liberalization policy.

Fasih (2007) stressed that Pakistan contains extensive growth potential in services exports which can be explored through appropriate measures and policies. Ahmed and Ahsan (2011) pointed out that higher growth of services sector is significant in promoting economic growth of Pakistan. Also, the services sector plays a key role as inputs into other economic activities, hence access to high-quality low-cost services is important for Pakistan to achieve diversification of trade in goods (Marel and Saez, 2019). The Strategic Trade Policy Framework 2020-25 of Pakistan has a keen focus on promoting exports of services sector especially IT, transport, logistics and tourism sectors. ISS (2021) suggested that Pakistan should focus on the services sector particularly on tourism as it contains huge potential. The study by Gulzar (2011) examined that Pakistan has untapped export potential in various services with Malaysia, Singapore, and Thailand.

Sermcheep (2019) used the data from 1980-2014 and found that ASEAN has achieved services export-led growth during this time. Both modern and traditional services contributed towards promoting GDP growth in the ASEAN region. Hence, services exports played a more important role than goods exports in economic growth of ASEAN countries. Karmakar, (2005) pointed out that gains from existing Free Trade Agreement between India and the ASEAN can be taken in the medium term for trade in services. Aryani et al (2021) found that ICT sector has the positive impact in promoting the trade volume between Indonesia and ASEAN region. Hapsari and MacLaren (2012) examined that liberalization of financial services sector through the ASEAN Framework Agreement on Services and the General Agreement on Trade in Services helped in increasing the economic growth of the member countries. Although there exists literature on the significance of services trade and exports of Pakistan but there are limited studies which demonstrate services trade between Pakistan and ASEAN region. Hence, there are unexplored aspects related to services exports of Pakistan towards ASEAN region which will be highlighted by this study.

### **III. METHODOLOGY**

This study used the descriptive analysis for examining the state of services trade between Pakistan and ASEAN region. At first stage, recent

data is explored to demonstrate the volume of services trade between two regions during 2017-2021. The study used the data from 2017-21 to highlight the trends in service trade during the most recent time period. Data sources include State Bank of Pakistan and International Trade Centre (ITC). Secondly, a comprehensive desk review is done of policy actions adopted by ASEAN countries to promote the services trade among their regions. Relevant policy documents of ASEAN countries are explored to extract the information regarding key measures taken for promoting services trade. Similarly, relevant policy documents of Pakistan including Digital Pakistan Policy, e-commerce policy, Strategic Trade Policy Framework are cited to highlight the efforts done by Government of Pakistan to develop services sector and services trade.

#### **IV. SERVICE TRADE DYNAMICS IN PAKISTAN AND ASEAN REGION**

ASEAN countries have paid special attention to the services sector which makes it possible to achieve service export-led growth. Policy reforms helped in facilitating open markets and competition and kept pace with global economic and technological trends. Pakistan can learn from the strategies implemented by ASEAN to develop its services sector and services exports. Besides, there exist certain potential for Pakistan to tap into the ASEAN market to increase the bilateral services trade and particularly the services exports towards the region.

#### **ASEAN SERVICES TRADE**

ASEAN region has emphasized on free flow of investment and trade in several service sectors by extensive commitments and certain rules in all subsectors<sup>2</sup>. This has enabled the economies to achieve growth in imports and exports of services.

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<sup>2</sup> 'Six services to be liberalized for ASEAN in 2019' Bangkok post, Jul 31<sup>st</sup> 2018, <https://www.bangkokpost.com/business/1513046/six-services-to-be-liberalised-for-asean-in-2019>

TABLE 3  
ASEAN's Services Imports (Million US \$)

Country	2017	2018	2019	2020	2021
Brunei	1,249	1,576	1,806	1,206	902
Laos	1,116	1,249	1,246	445	252
Cambodia	2,745	3,056	3,274	2,025	2,104
Indonesia	32,707	37,692	39,282	24,771	28,711
Malaysia	42,443	44,602	43,711	33,364	35,609
Myanmar	2,881	3,457	3,665	3,265	1,822
Philippines	26,139	26,789	28,225	17,956	19,453
Singapore	181,388	200,479	205,735	203,833	223,580
Thailand	46,668	54,939	56,855	46,853	65,501
Vietnam	16,770	18,499	19,028	18,325	19,407
Total	354,106	392,338	402,827	352,043	397,341

Source: International Trade Centre

Singapore is the leading importer of services in ASEAN region (Table 3) as its imported volume was \$ 223,580 million in 2021. Thailand and Malaysia are other major importers of services in the region. This indicates that there exists a huge market for services trade and Pakistan should devise the strategy accordingly to improve the services exports with ASEAN.

TABLE 4  
ASEAN's Services Exports (Million US \$)

Country	2017	2018	2019	2020	2021
Brunei	551	570	618	351	205
Laos	781	985	1,179	346	125
Cambodia	4,608	5,451	6,086	1,767	657
Indonesia	25,328	31,207	31,642	15,016	14,033
Malaysia	37,116	40,231	41,089	22,069	20,869
Myanmar	3,818	4,652	6,683	4,165	2,149
Philippines	34,832	38,397	41,264	31,822	33,627
Singapore	170,988	205,154	215,511	209,679	229,866

Country	2017	2018	2019	2020	2021
Thailand	70,964	77,474	81,178	31,661	24,502
Vietnam	13,060	14,780	16,652	6,735	3,673
Total	362,046	418,901	441,902	323,611	329,706

Source: International Trade Centre

## **POLICY REFORMS IN ASEAN**

Singapore is the top exporter of services in ASEAN region with \$ 229,866 million of exports in 2021 (Table 4). Modern services exports of Singapore including telecommunications, ICT, finance and insurance increased significantly after Covid-19 pandemic (AMRO, 2021). Thailand is second largest exporter of services with \$ 24,502 million of exports.

Although Pakistan's services sector is contributing majorly towards GDP, but its performance in the trade and exports is not very promising. Pakistan can learn from the knowledge and practices of ASEAN economies which develop their services sector and its exports. The main emphasis of ASEAN countries remained on creating regulatory environment to facilitate open markets and competition and keeping pace with global economic and technological trends (ASEAN, 2017). Member States launched the ASEAN Framework Agreement on Services (AFAS) for free flow of trade in services within the region. AFAS gives broad guidelines to member states to progressively enhance market access and ensure equal National Treatment for services suppliers in the region.

Medium-term development plan 2015-2019 of Indonesia focuses on developing tourism, transport, construction, logistics, financial services, distribution and travel related services. 11th Malaysia plan aims to foster growth of services sectors which contain strong linkages with domestic industries. Industrial policy of Myanmar was prepared under Myanmar's National Comprehensive Development Plan (NCDP) which targets the development of information system and business development services including establishing web portal, business consultancy, business development services and increasing internet speed. Philippine Development Plan (PDP) 2017-2022 contains chapter on "Competitive and innovative industry and services sectors". Focus on knowledge-based industries, logistics, construction, tourism and telecommunication are



also part of Investment Priorities Plan (IPP). National Economic and Social Development Plan for 2017-2021 by Thailand stresses on creating knowledge-based economy, hospitality and wellness, green industry, and logistics hub. All these plans and strategies are specifically targeting the growth of services sector in the respective economies which can offers valuable guidelines for Pakistan to observe and implement such strategies to develop long term plan for promoting services sector in the country.

Pakistan has Free Trade Agreement (FTA) with Malaysia which also covers services trade. As per FTA both countries have provided WTO plus market access to each other while mutual recognition arrangements are also included<sup>3</sup>. Pakistan has secured 100% equity in Malaysia in the field of Islamic banking, Islamic insurance (Takaful) and computer and I.T related services. Pakistan signed PTA with Indonesia in 2012 whose main emphasis was on goods trade while service trade was not given due importance. It is high time that Pakistan should extend FTAs to incorporate trade in services and cross-border investments to promote services trade (Ahmed et al, 2015).

## **AREAS FOR PAKISTAN TO INTEGRATE**

Pakistan can increase its IT exports towards ASEAN region as IT related services carry immense demand in ASEAN, whereas the growth of Pakistan's IT sector is also very promising. It is estimated that IT industry of Pakistan can touch the status of \$ 10 billion industry with only a minimal support from the government (Javed, 2020 a). In 2019, millions of local and foreign investors have expressed interested and finalize deals with Pakistan's tech startups<sup>4</sup>.

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<sup>3</sup> Government of Pakistan, Ministry of Commerce <http://www.commerce.gov.pk/about-us/trade-agreements/pak-malaysia-trade-agreements/>

<sup>4</sup> 'Pakistani startups rake in millions of dollars' in The Dawn, Nov 5<sup>th</sup>, 2019 <https://www.dawn.com/news/1514991>

TABLE 5  
ASEAN's Services Exports (Million US \$)

Country	2017	2018	2019	2020	2021
Brunei	40	64	96	159	114
Laos	17	19	17	35	0
Cambodia	104	167	141	144	176
Indonesia	2,533	2,877	3,133	3,400	4,791
Malaysia	3,040	3,262	3,534	4,001	4,313
Myanmar	163	182	261	240	131
Philippines	852	991	1,332	1,515	2,131
Singapore	15,068	14,688	16,810	23,167	26,532
Thailand	568	646	935	915	1,211
Total	22,385	22,896	26,259	33,576	39,399

Source: International Trade Centre

Table 5 mentioned the Telecommunications, computer, and information services imports of ASEAN countries during 2017-2021. The highest imports volume is of Singapore which is importing worth \$ 26,532 million of IT services. Indonesia and Malaysia are also among the major importers of IT services in ASEAN region.

TABLE 6  
Pakistan's ITC Exports Towards ASEAN Region (\$ Thousand)

Country	2017	2018	2019	2020	2021
Brunei	8	16	23	192	35
Laos	0	0	0	0	14
Cambodia	33	3	23	3	17
Indonesia	4,618	3,329	3,681	4,268	3,391
Malaysia	30,591	38,633	29,522	35,118	50,952
Myanmar	41	20	74	41	2
Philippines	164	122	410	540	483
Singapore	32,739	37,153	43,631	49,245	97,804
Thailand	1,002	826	1,823	2,441	2,378
Vietnam	1	8	114	152	182
Total	69,197	80,110	79,301	92,000	155,258

Source: State Bank of Pakistan

The major services exports of Pakistan's ITC are concentrated in Singapore and Malaysia. The exports of services increased considerably towards these two markets during 2017-2021. However, besides these two markets ITC exports are marginal towards other markets for which Pakistan can make effective strategies to tap the potential. According to Pakistan Software House Association for IT and ITES (P@SHA), more than 7,000 IT related companies exist in Pakistan whereas 23,000 IT graduates are being produced per year. This demonstrates the workforce potential in IT sector of Pakistan. Government of Pakistan and private sector established number of incubation centers which promoted techbased innovation, e-commerce, and IT exports of Pakistan (Nizamani, 2019). Indonesia under its new strategy to promote services sector in the country is focusing on new technology and services to transform the sector (Findlay and Pangestu, 2016). Considering the rise of information technology sector, Pakistan can integrate in the Indonesian markets. Payonneer's Global Gig Economy Index ranked Pakistan as fourth among top ten countries in terms of earnings growth by freelancers<sup>5</sup>. This has become possible due to technically oriented education which enable youth in Pakistan to contribute towards gig economy. Tourism is an important component of the services sector and literature including Sequeira and Nunes (2008) and Lee and Chang (2008) pointed out that tourism promotes economic growth. Pakistan contains immense potential in tourism sector which ranges from cultural heritage to religious tourism<sup>6</sup>. The tourism industry of Singapore is growing significantly over the few years including the growth in hotel industry performance (Singapore Tourism Board, 2018)<sup>7</sup>. Pakistan can develop cooperation with Singapore to improve the infrastructure and services of hotels and restaurants which will then help in attracting tourists in Pakistan. The innovation in Malaysia's services sector is based on activities under which firms are focusing on product innovation which transformed the production of new service, and on innovation and

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<sup>5</sup> 'Pakistan ranks 4<sup>th</sup> in global gig economy index for growth in freelance earnings' in The News International, Aug 25<sup>th</sup> 2019 <https://www.thenews.com.pk/print/516926-pakistan-ranks-4th-in-global-gig-economy>

<sup>6</sup> 'Potential and need of promoting tourism in Pakistan' in Daily Times, Oct 03<sup>th</sup> 2019, <https://dailytimes.com.pk/477232/potential-and-need-of-promoting-tourism-in-pakistan/>

<sup>7</sup> Singapore Tourism Board (2018). <https://www.stb.gov.sg/content/stb/en/media-centre/media-releases/third-consecutive-year-of-growth-for-singapore-tourism-sector-in-2018.html>

collaborative research Narayanana and Hosseinib, 2014). Pakistan has observed the surge in startup culture<sup>8</sup>, however there are certain issues including quality services provision and lack of research and development activities. Such issues can be resolved by learning from the Malaysian firms' experience through promoting bilateral relations.

## **MODERN STRATEGIES FOR GROWTH**

Countries in the ASEAN region implemented various strategies in different areas that paved way for growth of services sector and trade. ASEAN Financial Innovation Network (AFIN) was established to facilitate services innovation and inclusion in less developed markets in ASEAN region along with provision of a platform for collaboration and innovation for financial institutes and FinTech firms<sup>9</sup>. The platform aims to support development of innovative digital financial products and services in the region. Pakistan has made reasonable progress towards promoting Digital Financial Services (DFS) in the country, however, there still exist challenges related to weak infrastructure, underdeveloped technology ecosystem and low level of financial literacy (Manzoor et al. 2021). Currently, FinTech market in Pakistan is confined to insurance and banking areas only. Several challenges in the form of limited investment from local investor, lack of partnership platforms, regulatory uncertainty is restricting the growth of this sector in Pakistan (Rizvi et al, 2018).

Internet economy is thriving rapidly in ASEAN region as Malaysia, Philippines, Singapore, and Thailand witnessed growth of about 20-30 percent annually while the growth rates for Indonesia and Vietnam is above 40 percent a year<sup>10</sup>. This boom is based on the successful interventions to overcome challenges in provision of affordable internet access, usage of digital payments and trust in digital services. Government of Pakistan is committed to foster the progress towards

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<sup>8</sup> 'The startup culture in Pakistan' in Daily Times, Sep 9<sup>th</sup> 2018, <https://dailytimes.com.pk/295049/the-startup-culture-in-pakistan/>

<sup>9</sup> 'ASEAN Financial Innovation Network: An industry Fintech sandbox to drive innovation and inclusion' Fintechnews Singapore, Nov 17<sup>th</sup> 2017, <https://fintechnews.sg/14574/fintech/asean-financial-innovation-network-support-financial-services-innovation-inclusion/>

<sup>10</sup> 'Southeast Asia's internet economy booming' The Asian Post, Oct 7<sup>th</sup> 2019, <https://theaseanpost.com/article/southeast-asias-internet-economy-booming>

digital economy as Digital Pakistan Policy (2018) and e-Commerce Policy (2019) was initiated to provide enabling environment in this regard (Javed and Ahmed, 2022). Significant growth in e-commerce sector of Pakistan is observed due to lower transaction costs, internet penetration and convenience (Javed, 2020 b).

According to e-Conomy SEA 2022 report, it is estimated that economies including Indonesia, Malaysia, Singapore, Thailand, Philippines, and Vietnam possessed the potential of \$ 1 trillion by 2030 related to digital economy. Indonesia is focusing on developing digital economy through various measures including e-retailer, e-hailing apps, digital learning services and health services platforms<sup>11</sup>. The same trend is emerging in Pakistan where boom in smartphone usage has paved way for innovative way for firms. Singapore is promoting bilateral agreements in the field of digital economy as recently it formalize digital economy deal with South Korea<sup>12</sup> and Memoranda of Understandings (MoU) with Vietnam<sup>13</sup> that covers digital economy. Malaysia is keen to initiate innovation into the mainstream of the digital economy with the efforts of its Ministry of Science, Technology, and Innovation<sup>14</sup>. Pakistan can learn from these experiences and measures to develop the digital economy within the country which will be beneficial for promoting trading activities.

Vision East Asia policy of Pakistan specifically initiated to build partnerships with East Asian countries and ASEAN. The policy intends to develop relations in various areas with ASEAN countries both individually and collectively. The ASEAN Framework on Services is a significant initiative for promoting market access and decreasing restrictions to trade in services between member countries.

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<sup>11</sup> ‘Sandiaga: Digital sector can transform ASEAN’ The Edge Markets, Oct 7<sup>th</sup> 2019, <https://www.theedgemarkets.com/article/sandiaga-digital-sector-can-transform-asean>

<sup>12</sup> ‘Singapore, South Korea formalize digital economy deal to drive interoperability’, Zd net, Nov 21<sup>st</sup> 2022, <https://www.zdnet.com/article/singapore-south-korea-formalise-digital-economy-deal-to-drive-interoperability/>

<sup>13</sup> ‘Singapore and Vietnam sign MoUs to enhance economic cooperation’ Asia Briefing, Mar 23<sup>rd</sup> 2023, <https://www.aseanbriefing.com/news/singapore-and-vietnam-sign-mous-to-enhance-economic-cooperation/>

<sup>14</sup> ‘Malaysia to launch initiative to put innovation into mainstream of digital economy-report’ Technode Global, 23<sup>rd</sup> Mar 2023, <https://technode.global/2023/03/23/malaysia-to-launch-initiative-to-put-innovation-into-mainstream-of-economy-report/>

## V. CONCLUSION AND POLICY IMPLICATIONS

Pakistan's services sector has major contribution towards GDP while the growth rate of the sector is also higher as compared to industrial and agriculture sector. The growth of specific sectors including IT, financial and tourism sectors has provided new basis for progress of services sector. However, the export performance of services sector of Pakistan is unsatisfactory. Pakistan's services trade engagement with ASEAN region is quite low which can be increased many folds.

The performance of Pakistan's IT sector is very encouraging and considering the demand of IT in ASEAN, Pakistan can increase its IT related services exports towards the region. The tourism sector of Pakistan has immense potential to attract religious and cultural tourists from ASEAN region. Tourism working groups can be developed to promote religious tourism (Javed, 2019). Free Trade Agreement between Pakistan and ASEAN in services trade will be useful in improving market and mutual trade volume in services between two regions. Tech-oriented education in Pakistan has enabled youth to actively participate in gig economy which enlisted Pakistan in the list of top ten countries which are participating in gig economy. On the other hand, Pakistan can learn from ASEAN's experience in developing services sector. The economies in ASEAN implemented development plans through which they increase the growth of the services sector and its trade volume. Pakistan can develop collaboration with ASEAN nations for enhancing the performance of financial institutes in the country. Increase in smartphone usage and internet penetration has paved way for digital economy in Pakistan for which learning platforms with ASEAN economy can be developed to further strengthen the progress. Agreements to promote digital economy and trade ties can be a viable option in this regard.

The incubation centers in Pakistan are only limited to provincial capitals which should be spread to other parts of the country to expand its scope. Along with this, public private partnership should be promoted through which private corporations can be encouraged in Pakistan to engage global corporates for investment in expanding digital economy of Pakistan. Similarly, trade agreements that permit easy movement of high skilled professionals among two regions can help to boost the human connectivity.

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