



Palm Oil Trade Fair & Seminar (POTS)



Pakistan Appetite For Palm Oil And Opportunities In Processing And Storage Facilities.



Presented By:
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JOINT VENTURES WITH MALAYSIAN PARTNERS

Mapak Edible Oils (Pvt.) Ltd

- Largest Edible Oil Refinery in Pakistan at 1200 MT/Day Refining Capacity
- 300 MT/Day Oil Seed Crushing and Extraction Plant

FWQ Enterprises (Pvt.) Ltd

- Dedicated Liquid Cargo Terminal (Jetty) at Port Qasim for handling 95% Edible Oil Vessels calling Pakistan

Mapak Qasim Bulkiers (Pvt.) Ltd

- Largest Bulking Installation for Edible Oils and Molasses (Capacity 150,000 MT) at Port Qasim.

Dalda Foods (Pvt.) Ltd.

The Leading Cooking Oil
Brand of Pakistan

F & B Bulk Storage (Pvt.) Ltd.

Storage Terminal (Capacity
45,000 MT) at Keamari for
Edible Oils and largest
exporter of Molasses.

Bulk Management Pakistan

Storage Terminal (Capacity
about 45,000 M.Tons) at
Keamari to store Edible
Oils, Molasses, Ethanol
and Chemicals.

Rice Processing Mills at
Port Qasim.



EDIBLE OIL SCENARIO

Per Capita Consumption

- Around 18 kgs.

Total Consumption

- Around 4.4 Million Tons

Local Production

- Around 0.40 Million Tons

Import of Edible Oils

- Around 3.0 Million Tons

Oil Extracted from Imported Seeds

- Around 0.70 Million Tons

PVMA

- Association of 150 Ghee Manufacturing units

PEORA

- Association for all Edible Oil Refineries

EDIBLE OIL SCENARIO

Import of Oils & Fats

Commodity	2013 MT	2014 MT	2015 MT	2016 MT	2017 MT
Crude Palm Oil	998,619	104,290	125,308	115,348	121,815
Palm Oil	278,118	1,122,732	1,077,195	996,618	1,073,142
Palm Olien	979,308	1,088,460	1,291,187	1,301,212	1,634,537
Palm Fats	71,893	81,133	92,541	86,167	98,715
Soybean oil	30,664	98,249	164,759	152,098	221,150
Tallow	15,264	17,472	22,713	0	12,505
Total	2,373,866	2,512,336	2,773,703	2,651,443	3,161,863

EDIBLE OIL SCENARIO

Local Production of Oilseeds

Oil Crops	2012-13 MT	2013-14 MT	2014-15 MT	2015-16 MT	2016-17 MT
Cottonseed Oil	400,000	431,000	414,000	356,000	338,000
Rapeseed Oil	66,000	60,000	67,000	65,000	61,000
Sunflower Oil	95,000	76,000	69,000	35,000	41,000
Canola Oil	6,000	6,000	6,000	6,000	6,000
Total	567,000	573,000	556,000	462,000	446,000

**IMPORT OF OILSEEDS IN PAKISTAN
(BASIS ARRIVAL) IN M.TONS
FOR JANUARY-DECEMBER 2015, 2016, 2017 & JANUARY-JULY 2018**

Product	2,015	2016	2,017	Jan-Jul 2018
Soybeans	579,724	934,935	1,907,902	1,425,000
Canola / Rapeseed	806,766	1,156,578	1,070,771	455,000
Sunflower	30,486	121,981	40,950	-
Total	1,416,976	2,213,494	3,019,623	1,880,000

EDIBLE OIL SCENARIO

Import of Oilseeds: A Dynamic Change

The import of oilseed has also shown significant increase over the past few years and would continue to play a vital role in meeting the increasing demand of oils, fats and meals in the country.

The import of oilseeds also exceeded the 3.0 million MT mark for the first time in Pakistan in the year 2017. That is 35.5% increase in overall imports of oilseeds from 2016. This is mainly due to the huge rise in imports of Soybeans to cater to the domestic poultry feed industry and due to imposition of heavy duties on import of soymeal in the year 2014/2015

Pakistan has now also become a major player in the Soybean Global market by seeing an exponential increase in demand to cater to its feed industry. All major suppliers are vying for a chunk of the Pakistani market by mainly offering on a premium price mechanism.

It is interesting to note 95% of the crushing plants were not equipped to crush beans but have quickly adapted and producing high quality meal. Pakistani crushers are now also regularly exporting both canola and soy meals.

EDIBLE OIL SCENARIO

Import of Oils & Fats

To meet the growing demand of oils and fats in the country, the imports of palm oil and soybean oil have increased sharply over the past 5 years. For the first time in history, the imports of edible oil and fats in 2017 registered a volume of 3,161,863 MT which is 19.2% higher when compared with the same period of 2016.

It is pertinent to note that palm oil and its fractions have a major share in the total imports of oils and fats in Pakistan, coming third only to Petroleum and Power Plants Machinery import over the past year.

In 2017, the share of palm oil in total import was recorded at 92% as compared to 94% in 2016. The overall import of palm oil in 2017 registered a volume of 2,928,208 MT as compared to 2,499,395 MT in 2016.

EDIBLE OIL SCENARIO

Total Consumption of Oils & Fats

Sources	2013 MT	2014 MT	2015 MT	2016 MT	2017 MT
Oil from Local Oilseed Crops	567,000	573,000	556,000	462,000	450,000
Imported Oils & Fats	2,373,866	2,512,336	2,773,703	2,651,443	3,161,863
Oil from Imported Oilseeds	291,748	261,598	450,846	712,790	802,553
Total	3,232,614	3,346,934	3,780,549	3,826,233	4,414,416

EDIBLE OIL SCENARIO

Total Consumption of Oils & Fats

The total consumption of oils and fats in Pakistan is growing steadily over the past 5 years. It has increased from 3.23 million MT in 2013 to 4.41 million MT in 2017.

This increase is primarily attributed to an increase in population, per capita consumption and rising disposable income of average households.

It can also be seen that the indigenous production of oilseed in Pakistan is consistently going down and the gap between demand and supply is being met with imports of palm oil and oilseed.

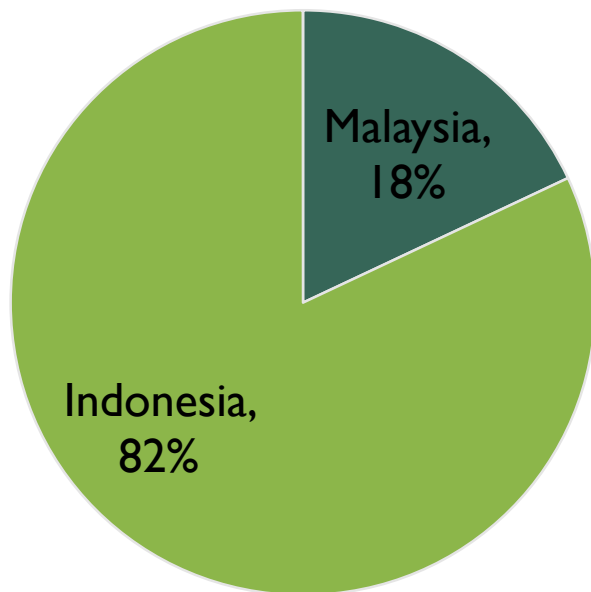
EDIBLE OIL DUTY STRUCTURE – PAK RUPEES / M.TON

Product	Import Duty (Malaysia)	Import Duty (Indonesia)	Additional Import Duty	CED	I.Tax	FED
Olien	7,743	7,743	2%	16%	5.50%	1,000
RBDPO	9,230	9,230	2%	16%	5.50%	1,000
CPO	6,850	6,850	2%	16%	5.50%	1,000

Product	Import Duty	Additional Import Duty	CED	I.Tax	FED
CDSBO	10,600	2%	16%	6%	1000



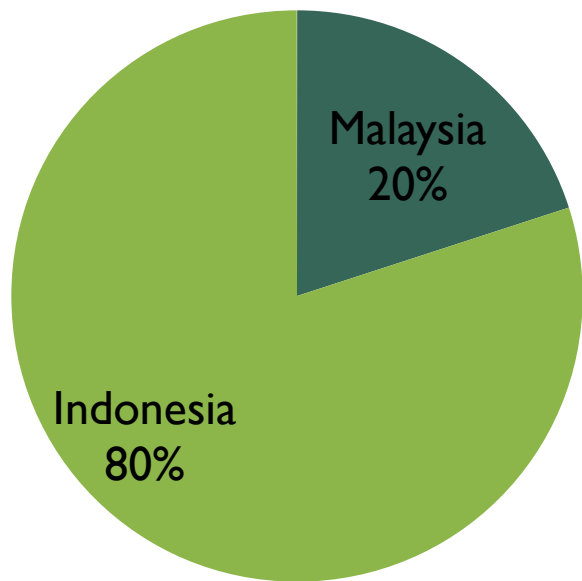
IMPORT OF PALM OIL PRODUCTS FROM MALAYSIA AND INDONESIA DURING JANUARY-DECEMBER 2016 IN M.TONS (BASIS ARRIVAL)



Product	Malaysia	%	Indonesia	%	Total
Olien	251,559	19	1,049,653	81	1,301,212
RBDPO	75,778	8	918,344	92	994,122
CPO	115,348	100	0	0	115,348
					2,410,682

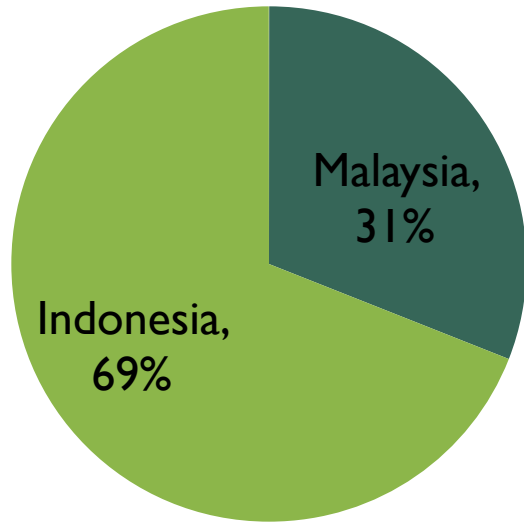


IMPORT OF PALM OIL PRODUCTS FROM MALAYSIA AND INDONESIA DURING JANUARY-DECEMBER 2017 IN M.TONS (BASIS ARRIVAL)



Product	Malaysia	%	Indonesia	%	Total
Olien	324,699	20	1,309,837	80	1,634,536
RBDPO	131,110	12	942032	88	1,073,142
CPO	121,815	100	0	0	121,815
					2,829,493

**IMPORT OF PALM OIL PRODUCTS
FROM MALAYSIA AND INDONESIA
DURING JANUARY-JULY 2018 IN M.TONS (BASIS ARRIVAL)**



Product	Malaysia	%	Indonesia	%	Total
Olien	383,930	38	643,156	62	1,027,086
RBDPO	58,420	10	522048	90	580,468
CPO	78,005	100	0	0	78,005
					1,685,559

EDIBLE OIL STORAGE CAPACITY IN PAKISTAN



PORT QASIM

- No. Of Terminals : 12
- Capacity: 436,000 MT



KEAMARI PORT

- No. Of Terminals: 1
- Capacity: 40,000 MT



PAKISTAN'S EDIBLE OIL INDUSTRY

Strengths and Opportunities:

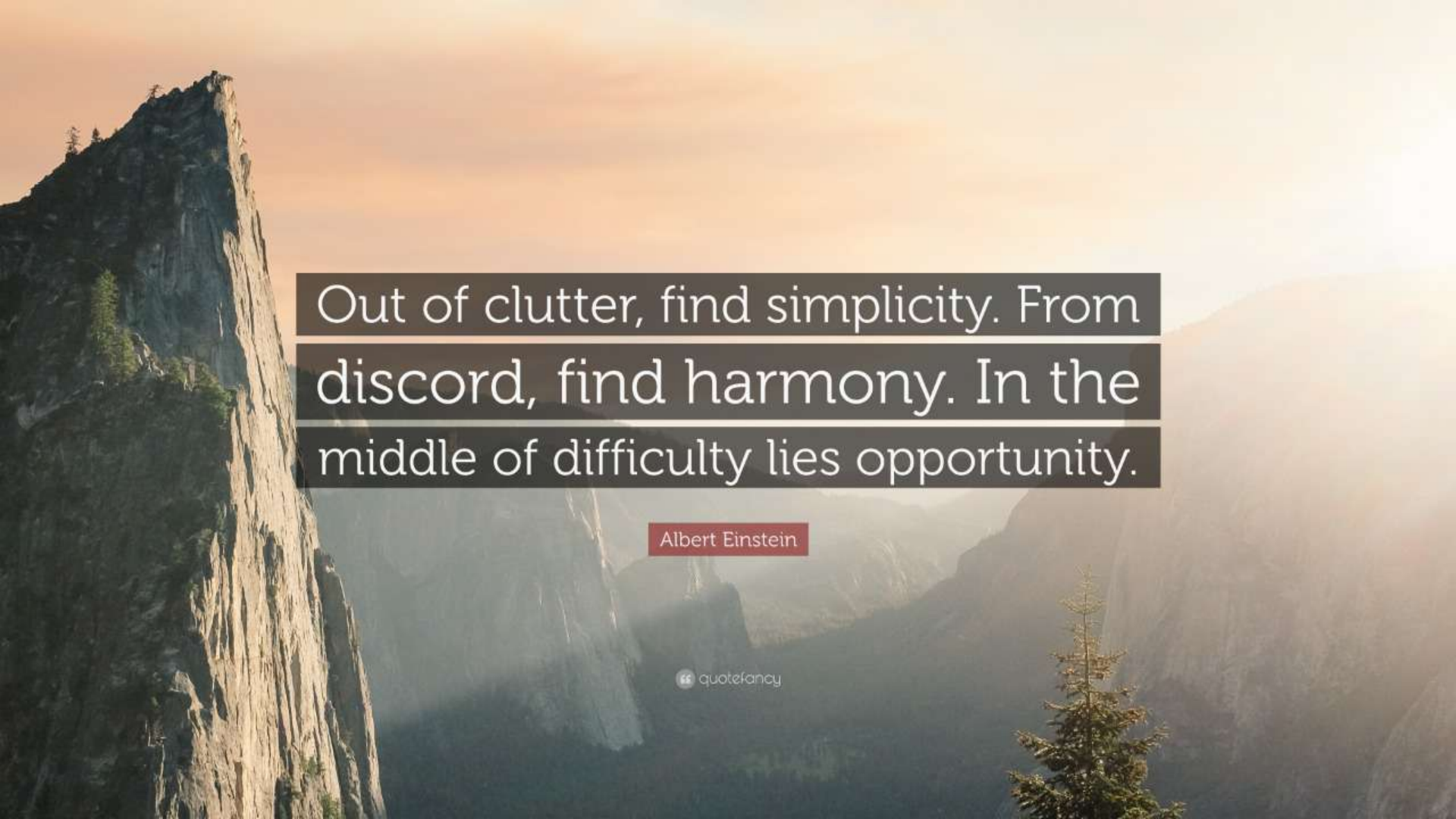
- **Population of more than 200 million**
- **Third Largest Market for Edible Oils**
- **Current per Capita consumption of 18kgs/year**
- **Growing middle class and economic growth. Youthful population**
- **Quality conscious and brand loyalty**
- **Formation and Expansions of Gwader Port and Port Qasim**
- **New Government. New Pakistan**



Weakness/Threats

- **Changing Tariffs/ Regulatory Risks**
- **The CPO export duty at origin resulting in closure of refineries**
- **Unpredictable Currencies**
- **Global Trade Wars**
- **Anti-Palm Campaign by Food Authorities**





Out of clutter, find simplicity. From
discord, find harmony. In the
middle of difficulty lies opportunity.

Albert Einstein

quote fancy