



2ND WORLD SESAME CONVENTION 2020 VIRTUAL

Objective Estimation Of Upcoming Crop, Get An Overview On The Demand Side And Glimpse Into The Innovation Besides Networking.

PAKISTAN MARKET OVERVIEW
PRESENTED BY MR. MAHESH RAJA
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Introduction Of Mast Qalander Group Pakistan

- ▶ The “Mast Qalander Group” Plays A Strategic Role In The Imports, Exports, Manufacturing/ Processing & Intermediary In The Raw And Processed Agricultural Commodities.
- ▶ Also Trading Value Chain Including Origination, Processing, Branding, Merchandising And Distribution, Thereby Reaping Operational Synergies And Cost Efficiencies Transferring Final Benefit To End User.
- ▶ One Of The Top 3 Importer Of Pulses
- ▶ Among Top 10 Exporter of Rice and Sesame Seeds
- ▶ Five Processing Facilities Of Pulses, Rice And Sesame In The Heart Of Karachi, Pakistan



MAST QALANDER

Group of Companies

AGRI
COMMODITIES

Pulses • Grain • Oilseeds • Dryfruit • Spices • Feed

Final Estimation For 2019 Season Of Sesame Production, Quantity Exported, Quantity Processed Locally And Estimated End-stock;

- ▶ Total Production In 2019 Was 80,000 Tons
- ▶ Punjab Produced 70% Of The Crop, Namely As Farmi And Hybrid Seed Variety
- ▶ Average Yield Was 480 Kg/Acre
- ▶ Whereas, Sindh Produced Only 30% Of The Crop, Qualities Known As Natural White And Mix Crushing Quality
- ▶ Average Yield Was 240 Kg/Acre

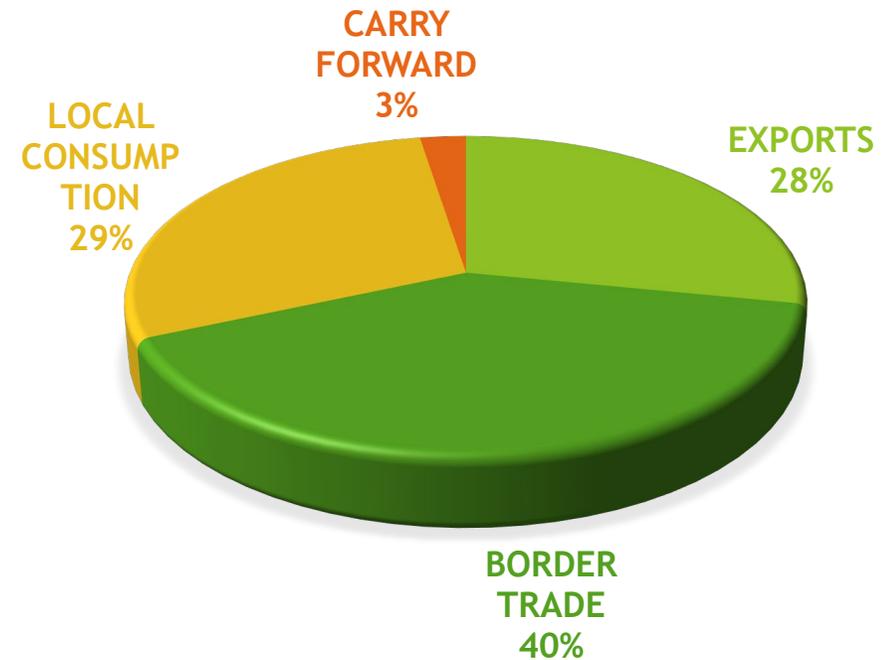


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ESTIMATION FOR THE YEAR 2019



TOTAL PRODUCTION	2019 (MTS)
EXPORTS	80,000
BORDER TRADE	23,000
LOCAL CONSUMPTION	32,000
END STOCK	2000

SOURCE: PAKISTAN BUREAU OF STATISTICS, FIGURES MAY VARIES +/- 10%

Growth Condition For 2020 Sesame Crop So Far, Acreage Changes, Yield Expectations For 2020 Sesame Crop And Expected Production Of Sesame For 2020-21 Season;

- ▶ Total Crop Size Expected To Be Around 120,000 Tons
- ▶ 85% Crop Expected From Punjab Region And 15% From Sindh Region
- ▶ Current Year Yield Per Acre Is 240 Kg And 640 Kg In Sindh And Punjab Growing Areas, Respectively.
- ▶ Major Harvesting Period Starts From End Of August Uptill October
- ▶ Due To Rain, In The Month Of Aug And Sept, Around 15% Crop Was Severely Damaged

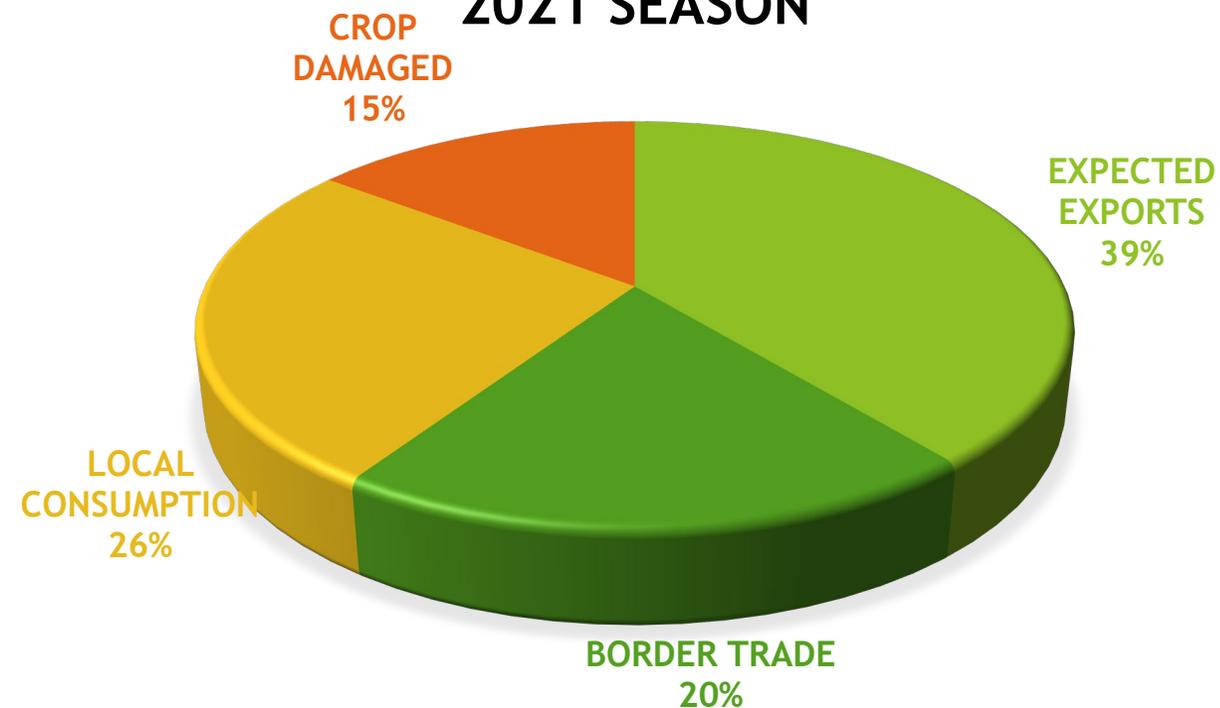


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EXPECTATIONS FOR THE YEAR 2020-2021 SEASON



CURRENT CROP EXPORTED AND CONSUMED

2020	(MTS)
CARRY FORWARD	2,000
EXPORTS UPTILL NOVEMBER 2020	14,921
BORDER TRADE SO FAR	5,000
LOCALLY CONSUMED	10,000

Impact Of Covid, Government Policy Changes And Its Impact

- ▶ In 2019, Pakistan Government Signed Dft Agreement With China For 313 Items, Which Includes Sesame Seeds
- ▶ A New Market For Pakistani Exporters
- ▶ The Sesame Seeds Quality Is Well Accepted By Chinese Importers Specially Hybrid And Sindh Sesame Seed Varsity
- ▶ Less Transit Time And Fast Rotation Of Cycle
- ▶ So Far, Due To Covid Agri Business, Specially Exports Were Not Discouraged By Pakistani Government
- ▶ Availabilty Of Man Power For Seeding And Harvesting Was Also Not Disturbed
- ▶ However, Freights Have Increased From 150-1000\$ Per Container Depending On The Destination
- ▶ Whereas, The Availabilty Of Containers And Vessels Is Very Less.
- ▶ Supply Chain And Transportation Was Not Even Disturbed Because Pakistan And Its People Were Successful To Beat First Wave Of Corona



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I WOULD LIKE TO THANK YOU FOR ATTENDING SESAME
CONVENTION VIRTUALLY,
LOOKING FORWARD TO SEEING YOU AT THE NEXT EVENT.
STAY HOME, STAY SAFE.

MAHESH RAJA MANGLANI
Director Commercial

MAST QALANDER GROUP
PULSES | GRAINS | OILSEED | SPICES | FEED

DIRECTOR PAK- RUSSIA BUSINESS COUNCIL (FPCCI)
VICE CHAIRMEN PAK- UKRAINE BUSINESS COUNCIL (FPCCI)
FINANCE SECRETARY- PAKISTAN PULSES AND IMPORTERS
ASSOCIATION (PP&IA)