

COUNTRY SNAPSHOT: PAKISTAN



Pakistan is the world's 5th most populous country and agriculture remains a core pillar of economic growth and development. In 2021, soybean imports were pegged at 2.5 million tons and crossed the \$1 billion threshold. After seeing several years of continued growth, the poultry sector has recently stagnated as consumption has fallen.

U.S. Soy has collaborated with Pakistan since 1996.

COUNTRY STATS

POPULATION (2021):
221 million (Urbanization 37%)

GDP (2021):
\$263.7 billion

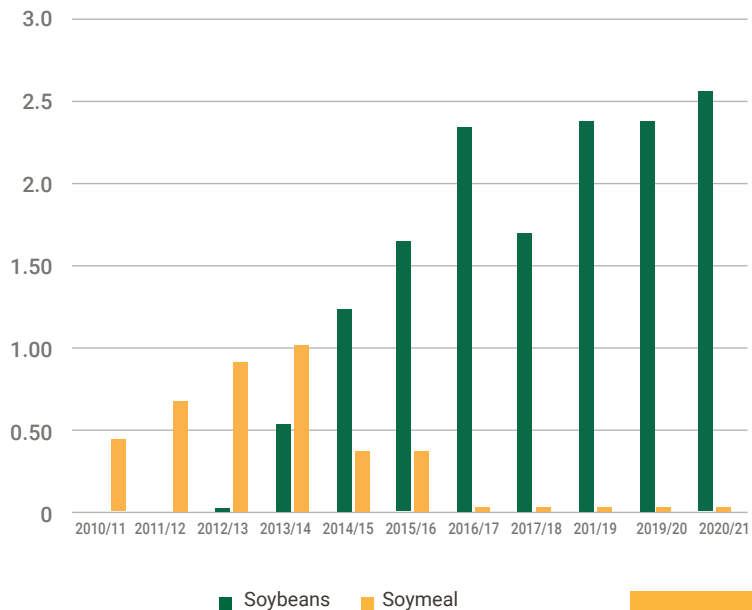
AVG. ECONOMIC GROWTH
(2016- 2020): **3.47%**

PER CAPITA INCOME (2021):
USD 1,542

MARKET STATS

- CY 2021 soybean imports stood at 2.5 million tons
- 100% SBM used as feed and SBO used for human consumption
- Soybean meal is predominately used in the poultry sector

SOYBEAN AND SOYMEAL IMPORTS (MMT)



STRENGTHS

- Poultry industry recognizes U.S. Soy's superior quality.
- Pakistan recently imported its first cargo of Sustainable U.S. Soy Assurance Protocol (SSAP) verified soybeans.
- Importers are reporting an increased requirement of SSAPs by multinational companies to provide proof of sustainability in their supply chain, particularly in their vegetable oils.
- USSEC is expanding outreach to potential end-users representing mid-size companies after previously focusing on the largest poultry, livestock and aquaculture companies.

OPPORTUNITIES

- Poultry, livestock and aquaculture sub sectors are fundamental to Pakistan.
- More than 50% of the population suffers from protein deficiency and increasing the proportion of Pakistan's youth provides the country a potential demographic dividend to use quality protein products.

CHALLENGES

- A deeply price sensitive market where the U.S. has unfavorable freight advantages relative to South America. Freight spreads are at a disadvantage for U.S. Gulf origin by about 7 days.
- Requirement for fumigation of methyl bromide, for various reasons, coupled with a zero-pest tolerance, resulting in added and unnecessary time and cost.
- Pakistan is undergoing a process to revamp its import process for food-and-feed processing, specifically pertaining to GMO import authorization. While dependent upon GMOs for both soybean and canola crushing, Pakistan will need to ensure a continued pathway to allow for these products.
- Efforts to stimulate the crop-based sector are underway to reduce import dependence.

