

MPOC and MPOB jointly organise Malaysia – Pakistan Palm Oil Trade Fair and Seminar (POTS) 2011

The Honourable Tan Sri Bernard Dompok, Minister of Plantation Industries & Commodities Malaysia officiated the second Malaysia-Pakistan Palm Oil Trade Fair and Seminar (POTS) at Sheraton Hotel Karachi on 17th January 2014. This event focused on retaining Malaysia's leading position in Pakistan by providing a uniform platform for interaction between Malaysian palm oil industry and the Pakistani industry stakeholders to further strengthen their trade and address issues of common interest

Speakers at the seminar were prominent local industry captains and international experts from Malaysia, UK, and Pakistan. The papers covered topics on oils and fats ranging from market outlook and trade to nutrition and feedstuff.

This event also provided an avenue for the products and services exhibits as well as a platform for the exchange of information and opportunities for further networking among the members of the industries.

In his speech during the launch of the seminar, Tan Sri Bernard Dompok acknowledged that investments in edible oil refineries made in recent years has contributed to the increase in palm oil trade between Malaysia and Pakistan. According to him, within the medium to



longer term, there are excellent prospects for further expansion of palm oil processing as well as diversification into downstream activities such as oleochemical production.

Commenting on palm oil trade relations between Malaysia and Pakistan, Tan Sri Bernard Dompok said, "Malaysian companies have succeeded in having joint ventures (JVs) with local companies including the establishment of one of the largest refineries in Pakistan (MAPAK Edible Oil Pvt. Ltd). This is indeed a testimony that Malaysia, as an active player, does not only focus on enhancing trade, but lends mutual support when it comes to developing the country's value addition activities." He added, Malaysia and Pakistan have also explored cooperation in other areas including bulking installations (MAPAK Qasim Bulkiers Pvt. Ltd.); the latest project being the construction

of a liquid cargo jetty at Port Qasim (FQW Liquid Cargo Terminal).

The Minister further encouraged Malaysian companies to collaborate with local Pakistani players to develop new areas in the oils and fats trade including oleochemicals, biomass utilisation and animal feed. These efforts will spur the growth of the oils and fats industry and enhance trade between the two countries.

Pakistan's oils and fats market has grown significantly from 2.7 million tonnes in 2000 to 3.7 million tonnes in 2010 and palm oil accounted for almost 50% of this total. Over the years, Pakistan has been the most consistent buyer of Malaysian palm oil products, ranking within the five largest importers, with import volume exceeding 2 million tonnes in 2010.

Malaysia-Pakistan POTS is the 16th of its series since its introduction in 2006. This event was organised jointly by Malaysian Palm Oil Council (MPOC) and Malaysian Palm Oil Board (MPOB) and supported by the Pakistan Vanaspati Manufacturers' Association (PVMA), Pakistan Edible Oil Refiners Association (POERA) and Pakistan Soap Manufacturers' Association (PSMA). ♦

