

APTMA MANAGEMENT REPORT

ISSUE – OCTOBER 2021

Executive Summary

APTMA is the premier association of the textile sector and the largest association of Pakistan, representing spinning, weaving and composite mills. APTMA is primarily responsible for protecting and promoting the interests of the textile industry. The Association actively works to resolve issues pertaining to trade, commerce and manufacture of textiles, with a particular focus on cotton. The monthly APTMA Management Report is being circulated to share important statistics and information so as to ensure consistency across the textile industry.

This report highlights key points and figures that provide insight into the functioning of APTMA with respect to its main activities. **Section 1** highlights the major challenges that the industry has faced in the month of October and provides insights on improving certain policies. **Section 2** brings together the Management accounts of APTMA as of October 2021, stating the income, expenses and total liquid assets of the Association. **Section 3** provides an economic update of the textile industry, the overall trade and the role it plays in the economic situation in Pakistan. **Section 4** offers insight into APTMA's role in cotton, and the current trends of cotton in the country. **Section 5** brings together the articles published by the APTMA in various newspapers and magazines. **Section 6** highlights the media department's activity in the past month as well as upcoming events that are either organized by or involve APTMA.

Section 1: Industry's Challenges

1) Gas Management During Winter

Continued and uninterrupted gas/RLNG supply to the textile sector during the 3 winter months (November, December and January) is critical, as any disruption in supply during this period of rapidly increasing exports will put the \$21 billion target for FY22 at risk. As discussed in a meeting with the Federal Minister for Energy on 12th October 2021, if new orders diverted to Pakistan are not met on time, it will result in losing new customers permanently.

APTMA is willing to do its part to ease the supply constraints through a temporary reduction in consumption. APTMA has conveyed its willingness to reduce gas load by 40-50 MMcfd predicated on the assurance that the power tariff for this period will be reduced to 7.5 cents/kwh from the existing 9 cents/kwh.

It has been requested that the tariff of \$ 6.5/MMBtu be maintained for the winter, as the gas tariffs for exporters in Bangladesh and Vietnam, our direct competitors, is already significantly lower than \$6.5 MMBtu.

2) Gas Moratorium

A way forward has been agreed upon with the Secretary Power to resolve the matter amicably including the technical audits / verification. In this regard, APTMA has set up a series of meetings wherein all pending issues and irritants will be resolved and the maximum power load possible will be switched to the grid. The clarified decision of the CCOE/Cabinet on moratorium of gas requires the export oriented industrial unit to have cogeneration/waste heat

recovery without specific reference to benchmarks. Proposed audit/verification was to be conducted by the independent “ESCOS” at our cost.

The Secretary Power assisted in resolving the issues faced by the industry with the Discos regarding new connections, enhancement of load and quality issues. APTMA shared its full data sets of connection issues with each of the Discos, as well as other issues e.g. quality faced by our member mills.

3) Additional Security Demand Raised by SNGPL

Several letters were received from our member mills regarding SNGPL’s demand for additional security. The Cabinet/ECC has approved \$6.5/MMBtu gas/RLNG rate for textile mills on SNGPL system up until 30th June, 2022. SNGPL is now demanding enhancement of guarantees to cover full RLNG cost which is Rs. 2623.08/MMBtu. This is not in accordance with approved Cabinet/ECC rates.

- Large-sized textile mills are facing additional guarantees of Rs. 330 million
- Small sized mills’ bank guarantee has been increased by Rs. 30 million.

Given that there are 150 textile units on the SNGPL gas system, SNGPL will soak up approximately Rs. 25 billion in liquidity. This will result in excess liquidity being stuck in working capital, which will nullify our efforts to increase exports or meet targets this year. **We thereby requested urgent assistance from the Ministry of Commerce in this matter.**

4) Regionally Competitive Electricity During Winter

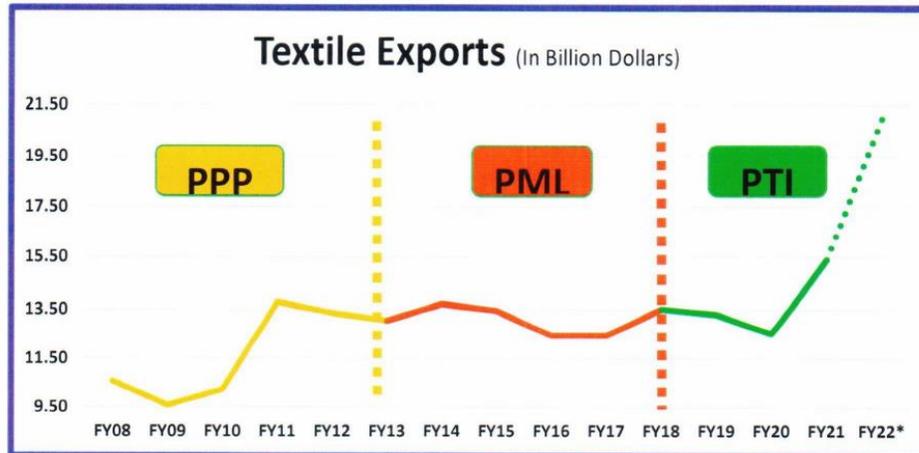
A winter tariff of 7.5 cents / kwh should be announced in place of the existing 9 cents/kwh. **APTMA will reduce gas/RLNG consumption by 50 MMcfd as long as the special winter tariff of 7.5 cents/kwh is formally approved and notified by the Government.** This is in the best interests of the country to rapidly increase the export base to bring in much needed foreign exchange and reduce reliance on loans to meet our Balance of Payments deficit.

5) Provision of Regionally Competitive Energy Tariffs for Export Oriented Industries of LIEDA

The government has approved the new energy tariff for current fiscal year of export-oriented industry whereas LIEDA based export-oriented industries have been denied the concessional power tariff as allowed by the ECC and Cabinet over the last 3 years. This issue was last raised in August 2021 and once again raised in October through a letter to the Secretary Power Division at the Ministry of Energy. **LIEDA based export-oriented industries must be provided with the concessional power tariff, and this matter has been put forward to the Secretary at Ministry of Energy (Power Division) for his personal intervention.**

6) Increase in ERF Limit Accorded to Banks

The textile industry has hoped to obtain additional working capital from commercial banks as we are well on our way to achieve the target of \$21 billion in exports for the current fiscal year. However, the ERF limits assigned by SBP to banks are currently fully utilized, and as a result, the textile industry is unable to obtain additional ERF facilities to meet its working capital requirements.



Description	\$ Billion
Investment made through TERF laons in upgradation and new projects	3.0
Plus: Equity Contribution	1.0
Total Investment	4.0

Additional Capital Investment of \$4 billion will generate \$6 billion in export volume. The export volume requires input of working resources:

Description	\$ Billion
Raw Materials (25%)	1.500
Fuel and Energy (12%)	0.720
Salaries and Wages (6%)	0.360
Others (8%)	0.480
Total Input	3.060
Average GST (12%)	0.367
Total	3.427

Cycle for exports is 4 to 6 months from production. The shipping time and L/C terms (say 3 months) 7-10 months' funds will be blocked. Since the funds are revolving and will be in circulation, thw working capital = $8/12 (3.427) = 2.29$

Estimated Additional **Working Capital Required = \$2.29 billion**

Sales tax return in circulation with FBR is around \$3.9 billion, and if rate is halved \$1.84 billion would be released to industry.

Payment of arrears of Sales Tax, Income Tax, TUF and DLTL are approximately Rs. 500 billion.

We have thereby requested the SBP to allow additional ERF headroom to banks so that our textile sector can obtain additional financing to invest in working capital and meet the above-mentioned growth target. This will help us contribute significantly to the national exchequer by bringing in valuable foreign reserves.

Furthermore, there is a liquidity crunch in the market due to the rapidly expanding export value and devaluation of the rupee. Provision of additional working capital to the industry is critical to meet export targets.

7) Anti- Dumping Duty (ADD) on Chinese Polyester Staple Fiber (PSF)

The ADD already imposed for the past 5 years on Chinese PSF has been renewed for another 5 years. Additionally, as per the National Tariff Commission, the Duty has also been levied on PSF import from other sources including Indonesia, Taiwan, Thailand etc. The ADD Duty, which ranges from 3-11 percent, is imposed on top of existing 7% Import Duty on PSF, making input cost significantly high.

More so, the freight charges on PSF have also increased from 2 cents/kg to almost 40 cents/kg, giving PSF manufacturers additional 30% protection. Pakistan is already suffering from a cotton crop crisis, with a shortage of raw material, and cotton prices have soared above 15,000/maund.

World trade has largely shifted to synthetic fibers and value-added products made from Man-Made Fibers (MMF) are in high demand. The international MMF to cotton ratio is 70:30 compared to Pakistan's 30:70, which puts our industry at a huge disadvantage in competition with other regional players like India, Vietnam and Bangladesh. PSF is the only cotton alternative, and regional competitors have already started to shift to PSF due to the cotton crisis. Price of PSF in China is almost 40% less than the price in Pakistan. Textile Industry has posted unprecedented export figures during the last fiscal year, and that too during COVID-19. Local PSF prices are expected to rise sharply causing additional difficulties for the value-added sector.

It has been requested that the government immediately reduce the import duty on PSF from 7% to 5%.

8) Intervention Price of Seed Cotton for Cotton Farmers

To ensure that farmers receive the declared intervention price rather than a power price due to the involvement of a middleman or ginner, we clarified with the Cotton Commissioner that as per the ECC decision the intervention price is given on the basis of seed cotton, not lint cotton. **It was requested to ask TCP to tackle this important aspect of ensuring that farmers receive accurate intervention prices by issuing special designed receipts from ginner as described in the cotton procurement and sales program framework for intervention pricing.**

9) Cotton Model Farming by APTMA through CPEC

A letter to the SAPM on CPEC Affairs initiated APTMA's request to form a joint venture between the APTMA Cotton Foundation and Chinese companies that will implement our recommendations for technology transfer in cotton production by starting a model farm of 1000 acres or more under CPEC. This model farming using revolutionary cotton cultivation technology will help the country's cotton growers in increasing their yields by utilizing advanced cotton farming techniques. By transforming deserts to white gold, this project will benefit the country's economy as well as the local community and will be a trail blazer for rejuvenating Pakistan's cotton predominance.

10) Cotton Crop Mapping through Satellite System

APTMA reached out to SUPARCO to get services for cotton crop mapping through satellite system for the following purposes:

- Cotton crop cultivated area estimations
- Competitor crops area under cultivation e.g. sugarcane, rice, corn etc.
- Cotton acreage estimation in a specific territory
- Monitoring of crop health conditions

- Crop yield and production forecast
- Any specific disease or pest scouting at large scale

11) Sales Tax Refund (Pre-withdrawal of Zero-Rated Scheme)

FBR is not processing deferred Sales Tax amount prior to July'19. They have not even paid the RPOs issued for that period. Currently deferred Sales Tax amounts are also not being processed as they are supposedly to be processed manually by field officers, but no instructions have been given to them for processing. The matter is currently at a standstill.

12) Income Tax Refunds

Processed pending Income Tax refunds over Rs. 50 million are not being paid. Supposedly the refunds are to be processed manually by field officers, but no instructions have been given to them for processing. The matter is currently at a standstill.

13) LTFF/ILTFF for Indirect Exporters (IDEs)

SBP has agreed to allow IDEs to qualify for LTFF/ILTFF. This initiative will help to promote sustainable export-led growth in Pakistan. Requests for limit enhancement or suggestions for improvement can be addressed in future. Previously, SBP issued a statement to include Indirect Exporters to be eligible for availing Export Finance Scheme (EFS).

Details are available at:

1. <https://www.sbp.org.pk/incentives/efs/efs-features.htm>,
2. <https://www.sbp.org.pk/smefd/circulars/2012/C3.htm>.

14) Long-term Energy Security Plan

The textile sector is currently in expansion, where it requires unwavering support to maintain its growth, so the sustained provision of a supportive energy package will have long-term benefits for the entire economy. In the undesirable case of replacing competitive energy tariffs with DLT, which has been proposed in the past, 80% of the textile industry would end up needing to pay electricity tariffs at 14 cents/kwh, thereby making all exports uncompetitive. The output price will also be uncompetitive; any downstream unit in the value chain will prefer imported inputs instead of expensive domestic inputs. In this case, local units at the higher end of the value chain will be at risk of closing down, losing countless jobs in the process. There remains a dire need for a long-term energy security plan which meets the requirements of the industry. Geothermal energy can be explored for the textile industry, along with other commercially viable options.

Section 2: Management Accounts as of October 2021

ALL PAKISTAN TEXTILE MILLS ASSOCIATION - PO PROVISIONAL INCOME AND EXPENDITURE ACCOUNT Oct 2021



	YEAR 2021-22						YEAR 2020-21
	Monthly Accounts Oct. 2021	Average Monthly Budget 2022	Variance Actual vs Budget	Year To Date July-Oct 2021-22 (4 Months)	Average Budget 2022 (4 Months)	Variance Actual vs Budget (4 Months)	Year To Date 2020-21 (4 Months)
	A	B	A-B	C	D	C-D	
Direct Income in Specific Fund SOFP	3,122,328	3,333,400	(211,072)	12,489,312	13,333,600	(844,288)	2,886,816
INCOME							
Members Contribution							
Admission fee	-	-	-	-	-	-	-
Annual subscription	6,244,655	6,666,000	(421,345)	24,978,620	26,664,000	(1,685,380)	5,859,144
Sub. Total Membership Fees	6,244,655	6,666,000	(421,345)	24,978,620	26,664,000	(1,685,380)	5,859,144
Profit on bank investments & deposits	846,613	704,688	141,925	3,298,835	2,818,750	480,085	3,453,972
Sale of membership directory	2,000	-	2,000	2,000	-	2,000	-
Sale of forms	7,500	12,500	(5,000)	34,260	50,000	(15,740)	17,400
Other Income-gain on disposal of 4 vehicles	1,092,006	-	1,092,006	4,383,325	-	4,383,325	(112,979)
Services Income							
Certificate of origin facilitation	72,320	91,851	(19,531)	305,730	367,406	(61,676)	350,502
Certification of analysis card fee	20,000	25,000	(5,000)	57,500	100,000	(42,500)	27,000
Visa recommendation letter fee	14,000	20,833	(6,833)	80,000	83,333	(3,333)	-
Concessionary Tariff Rate Fees	-	333,333	(333,333)	800,000	1,333,333	(533,333)	-
RDA Cell Fees	100,000	198,333	(98,333)	1,250,000	793,333	456,667	-
Sub. Total Service Income	206,320	669,351	(463,031)	2,493,230	2,677,406	(184,176)	377,502
Total Income....P&L	8,399,094	8,052,539	346,555	35,190,270	32,210,156	2,980,115	9,595,039
Total Income (P&L+Specific Fund)	11,521,422	11,385,939	135,483	47,679,582	45,543,756	2,135,827	12,481,855
LESS: EXPENDITURE							
Salaries, allowances & other benefits	3,619,048	5,445,195	(1,826,147)	16,306,093	21,780,779	(5,474,686)	12,302,290
R & D expense	-	526,667	(526,667)	9,000	2,106,667	(2,097,667)	13,500
Advertisement	-	1,250,000	(1,250,000)	2,545,929	5,000,000	(2,454,071)	1,815,266
Legal and professional charges	125,000	250,000	(125,000)	940,000	1,000,000	(60,000)	498,356
Travelling and conveyance	383,060	91,667	291,393	1,176,072	366,667	809,405	245,579
Rent, rates and taxes	836,891	836,704	187	3,349,214	3,346,816	2,398	3,073,060
Electric, gas and water	73,155	59,583	13,572	360,137	238,333	121,804	250,647
Vehicle running and maintenance	337,437	199,761	137,676	1,075,337	799,042	276,295	677,370
Repair and maintenance**	97,872	96,250	1,622	1,873,286	385,000	1,488,286	600,965
Entertainment	36,815	55,000	(18,185)	176,690	220,000	(43,310)	185,724
Printing and stationary	88,332	56,833	31,499	363,727	227,333	136,394	191,565
Telephone, telex and postage	52,398	128,333	(75,935)	237,938	513,333	(275,395)	350,725
Periodicals & subscriptions	40,408	30,250	10,158	100,672	121,000	(20,328)	91,077
Meeting & PR expenses	2,063,547	562,500	1,501,047	4,181,535	2,250,000	1,931,535	1,093,585
Insurance	101,052	145,000	(43,948)	326,595	580,000	(253,405)	197,044
Financial charges	7,000	2,108	4,892	17,284	8,433	8,851	4,394
Auditors remuneration	-	24,497	(24,497)	-	97,987	(97,987)	-
Depreciation	-	247,500	(247,500)	-	990,000	(990,000)	-
Amortization	-	15,358	(15,358)	-	61,434	(61,434)	-
Total Expenditure....	7,862,015	10,023,206	(2,161,191)	33,039,509	40,092,824	(7,053,315)	21,591,147
Surplus / (Deficit)	3,659,407	1,362,733	2,296,674	14,640,073	5,450,931	9,189,142	(9,109,292)

Note: Expenditure being incurred for APTMA Cotton Foundation is not budgeted.

**Renovation of office.

**ALL PAKISTAN TEXTILE MILLS ASSOCIATION (APTMA) PRINCIPAL OFFICE ISLAMABAD
POSITION AS ON 31-10-2021**

APTMA PO TOTAL CASH & BANK POSITION	AMOUNT (RS)
CASH IN HAND PRINCIPAL OFFICE-KHI	27,250
CASH IN HAND PRINCIPAL OFFICE-ISB	120,530
ABL N.Q.RD.KHI. 671-6/0010011535980010	452,655
BAHL BANK AL HABIB-NEW CHALLI KHI.3880-1&4	8,013
ABL-APTMA FLOOD RLF.FUND A/C-0010011536580014	8,997
FAYSAL BANK-KORANGI RD.KHI-01440060001736 006	136
ABL SUPER MRKT ISB 671-4/0010004652780013	25,430
BAHL BANK AL HABIB-BLUE AREA ISB-6370901&4	31,664,068
FBL FAYSAL BANK-BLUE AREA ISB-0113145900233422	1,312,172
APTMA PO TOTAL CASH & BANK BALANCES	33,619,251
NBP-TDAP ACCOUNT # 4157071877	8,192,919
APTMA PO TOTAL CASH & BANK BALANCES+NBP TDAP	41,812,170

APTMA PO SHORT TERM INVESTMENT POSITION	
INVESTMENT IN BANK AL HABIB-BLUE AREA ISB	110,000,000
INVESTMENT IN FAYSAL BANK-BLUE AREA ISB	15,000,000
	125,000,000
TOTAL FUNDS AVAILABLE	166,812,170

DEFICIT ON ACCOUNT OF VOLUNTARY CONTRIBUTIONS FROM MEMBERS	RECEIVED TO APTMA	PAID BY APTMA	BALANCE RECEIVABLE / (PAYABLE)
APPEAL AGAINST SINDH INFRASTRUCTURE CESS	5,200,000	5,792,777	592,777
DUBAI EXPO 2020	49,000,000	100,000,000	51,000,000
PM COVID-19 FUND	29,125,000	50,000,000	20,875,000
ANTI DUMPING CASE FEE	3,900,000	5,555,556	1,655,556
STUDY ON TARIFF RATIONALIZATION FOR POLYESTER FEE	700,000	1,160,000	460,000
TOTAL	87,925,000	162,508,333	74,583,333

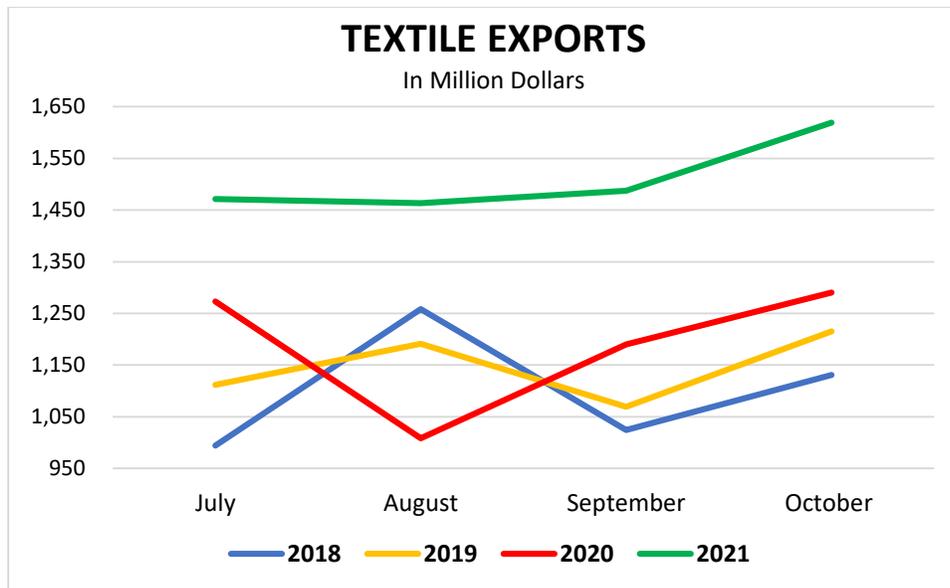
PAYMENT RECOVERED DURING THE MONTH OF OCTOBER 2021	DUBAI EXPO 2020	PM COVID-19 FUND	APPEAL AGAINST SINDH INFRASTRUCTURE CESS
COMBINE SPINNING (PVT.) LTD.		250,000	
ASIM TEXTILE MILLS LTD.		250,000	
AMNA INDUSTRIES (PVT.) LTD.		250,000	
SANA INDUSTRIES LTD.		250,000	
ORIENT TEXTILE MILLS LTD.		250,000	
		1,250,000	
AMNA INDUSTRIES (PVT.) LTD.	500,000		
SANA INDUSTRIES LTD.	500,000		
	1,000,000		
ADDITIONAL RECEIVED FROM 20 MILLS FOR CESS CASE			1,400,000

Section 3: Economic Update

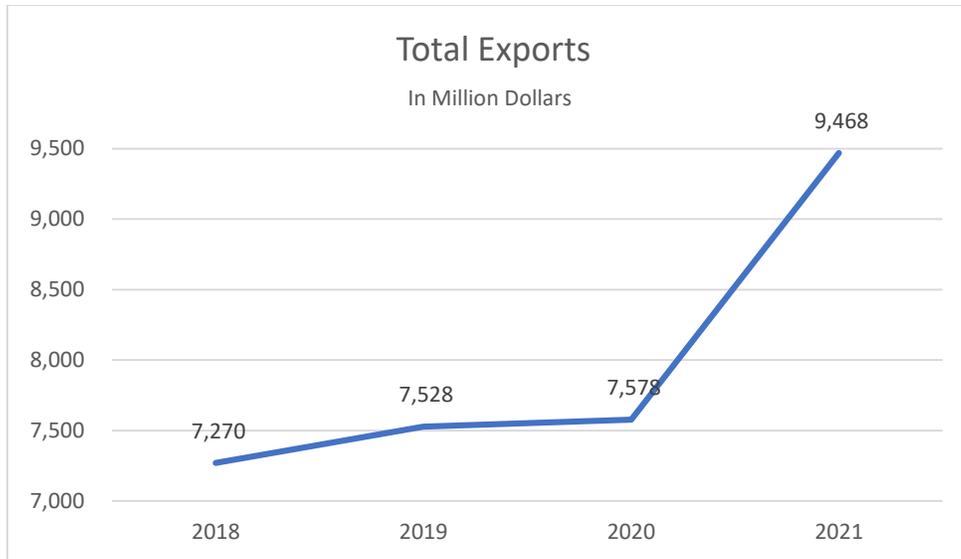
1) Import and Export

Pakistan’s exports posted a 17.5 per cent growth in October 2021, rising to \$2.471 billion as compared to \$2.104 billion in October 2020. This is the highest ever export figure in any October in our history, according to the Ministry of Commerce. Imports increased 60 percent to \$6.247 billion during the month, despite currency depreciation of 0.69 percent during October.

During the July-Oct 2021 period, Pakistan’s exports grew by 25pc to \$9.468 billion, compared to \$7.576 billion during the same period last year. Meanwhile, during the Jul-Oct period 2021 period, imports rose by 64pc to \$24.99 billion as compared to \$15.19 billion during the same period in 2020. About 40 per cent of this increase is investment-driven, indicating an expansion of industry and enhanced industrial activity.



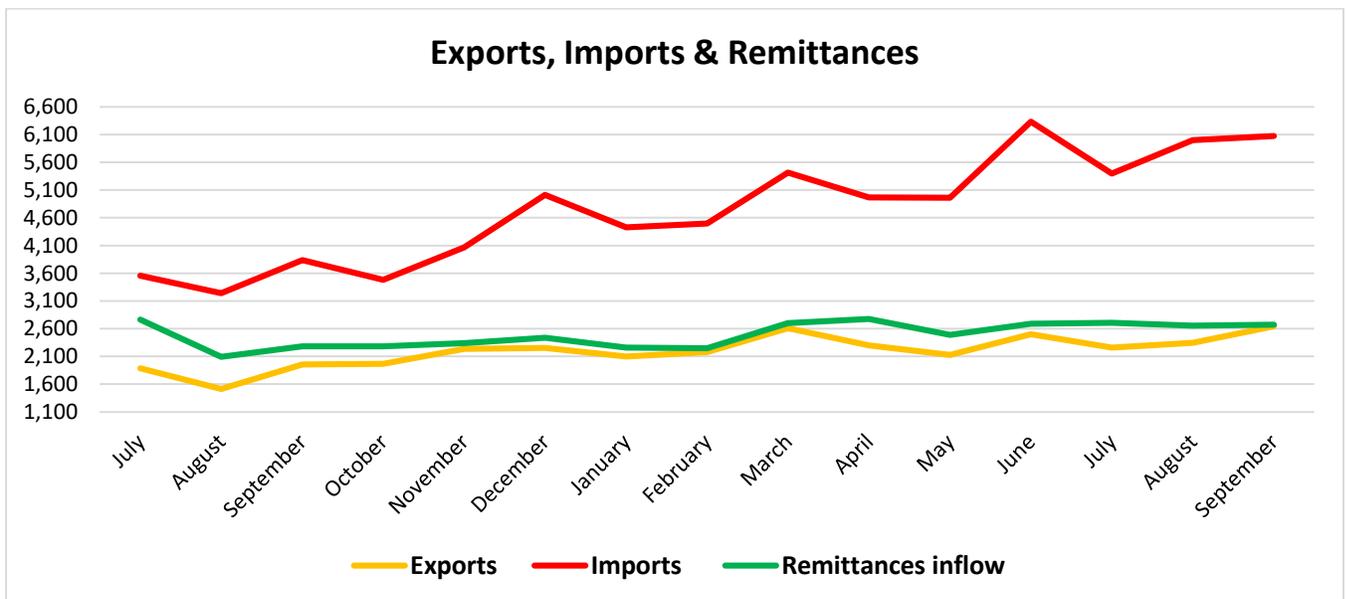
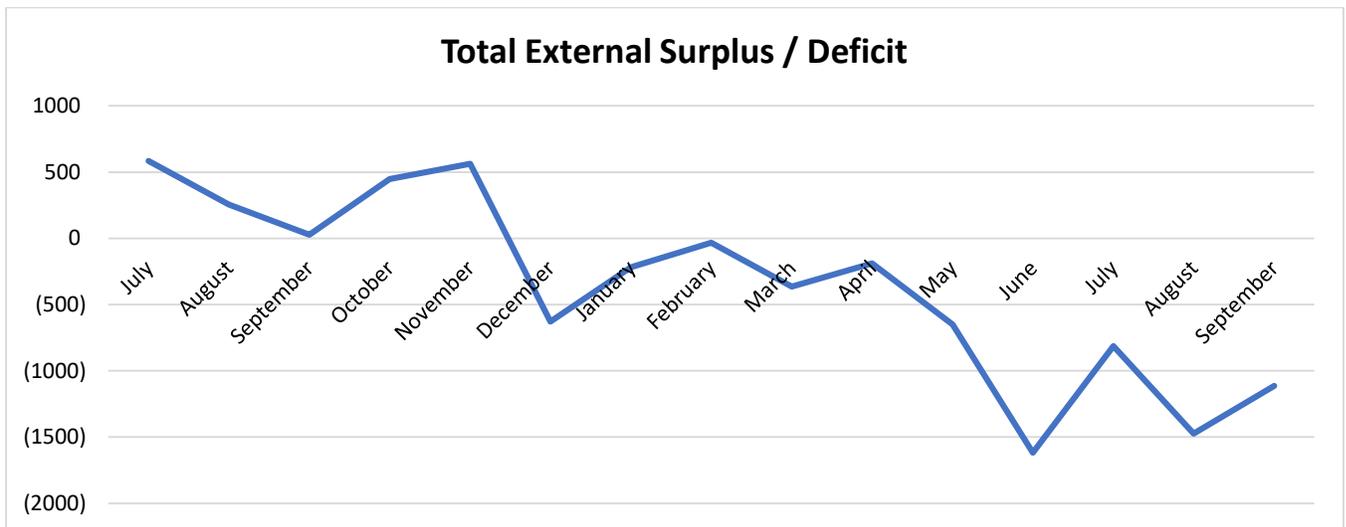
Textile Exports							
Year	July	August	September	October	Total	% Yearly Change	% Change (Base Year 2018)
2018	994	1,258	1,024	1,131	4,407		
2019	1,112	1,191	1,069	1,215	4,587	4%	4%
2020	1,273	1,008	1,190	1,290	4,761	4%	8%
2021	1,471	1,463	1,487	1,619	6,040	27%	37%



Total Exports							
Year	July	August	September	October	Total	% Yearly Change	% Change (Base Year 2018)
2018	1,638	2,013	1,723	1,896	7,270	-	-
2019	1,886	1,858	1,765	2,019	7,528	4%	4%
2020	2,001	1,584	1,889	2,104	7,578	1%	4%
2021	2,340	2,248	2,409	2,471	9,468	25%	30%

2) Current Account Balance

Pakistan's trade deficit widened by 109 percent in the first quarter of the current fiscal year (1QFY22) to reach \$3.775 billion against \$1.803 billion during the same month last year, as imports increased more than threefold despite heavy regulatory duties and 100 percent cash margin on 114 import items.



CURRENT ACCOUNT BALANCE									
Commodities	In Million US Dollars								First Quarter Growth
	FY22				FY21				FY22 Vs FY21
	July	August	September	Q1	July	August	September	Q1	
Exports	2,251	2,348	2,642	7,241	1,885	1,514	1,955	5,354	35%
Imports	5,399	5,998	6,076	17,473	3,557	3,241	3,839	10,637	64%
Trade Balance-Goods	(3148)	(3650)	(3434)	(10232)	(1672)	(1727)	(1884)	(5283)	94%
Trade Balance-Services	(264)	(336)	(117)	(717)	(315)	(123)	(95)	(533)	35%
Total Balance in Goods & Services	(3412)	(3986)	(3551)	(10949)	(1987)	(1850)	(1979)	(5816)	88%
Balance on Primary Income	(272)	(372)	(320)	(964)	(697)	(259)	(533)	(1489)	-35%
Remittances inflow	2,707	2,658	2,670	8,035	2,764	2,095	2,284	7,143	12%
Balance on Secondary Income	2,870	2,885	2,758	8,513	3,267	2,364	2,539	8,170	4%
Balance on Income	2,598	2,513	2,438	7,549	2,570	2,105	2,006	6,681	13%
Total External Surplus / Deficit	(814)	(1473)	(1113)	(3400)	583	255	27	865	-293%
35% increase in exports in FQFY22 as compared to FQFY21									
64% increase in imports in FQFY22 as compared to FQFY21									
Remittances increased by 12%									
Total external deficit increased by 293%									

3) Exchange Rate

As of November 6th, 2021 the US dollar rate in Pakistan is 170.15. FITCH'S downward revision of its [forecast](#) for the rupee illustrates that the global rating agency doesn't expect the economic and geopolitical factors that are putting pressure on the home currency to dissipate soon. Citing factors such as the worsening trade balance, a tighter US monetary policy, higher structural inflation and the increased outflow of dollars to Afghanistan, it has projected the rupee to weaken to an average of 164 to the dollar this year, compared to the previous projection of 158, and to 180 versus the earlier forecast of 165 in 2022.

4) Monetary Policy

The State Bank of Pakistan (SBP) announced an increase of 25 basis points in the benchmark policy rate taking it to **7.25 per cent** for the next two months effective from October 1, 2021. The SBP noted that over the last few months, the burden of adjusting to the rising current account deficit had fallen primarily on the exchange rate and it was appropriate for other adjustment tools, including interest rates, to also play their due role. It further observed that the stance of monetary policy was still appropriately supportive of growth, with real interest rates remaining negative on a forward-looking basis, adding that it expected the monetary policy to remain accommodative in the near term, with a possible further gradual tapering of stimulus to achieve mildly positive real interest rates over time.

Section 4: Cotton

APTMA is keen to develop its cotton supply chain to meet its annual demand of 15 million bales through domestic cotton production. In this connection we are in the process of developing Cotton Model Farms for the introduction of innovative cotton farming practices in the virgin lands of Cholistan belt under “APTMA Cotton Foundation” (a non-profit organization). For this purpose, we have requested about 2500 acres on lease through Cholistan Development Authority Bahawalpur which is under Punjab Board of Revenue. Our cotton expert team visited the proposed land with Cholistan Development Authority staff for initial feasibility of land for cotton cultivation. According to CDA staff this land is available for lease as it is not yet allocated to any other project.

We are hoping to go for a joint venture with a Research and Development based Chinese company for implementation and use of advanced technology for cotton production. This includes mechanization for development of barren land to make it suitable for cultivation, installation of solar tube wells for irrigation, use of advanced irrigation systems to increase irrigated water utilization, introduction of drones for pest scouting and spray of pesticides, use of mechanical picking machines and import of advanced chemistry pesticides and fertilizers.

Cotton Price Trend

PCGA Stats for the Last 5 Years as at 01 November

01 November 2017	8,134,404
01 November 2018	7,706,331
01 November 2019	6,097,465
01 November 2020	3,452,382
01 November 2021	6,257,019

Updated 03-Nov-2021

PCGA stats Total crop for the last 5 years

2016-2017	10727182
2017-2018	11581934
2018-2019	10777818
2019-2020	8571261
2020-2021	5645967

Last Five Year Comparison of Cotton Arrival in Factories at 1st November
(Million Bales)

S.No	Province/Country	2021-22	2020-21	2019-20	2018-19	2017-18
1	Punjab	2.935	1.728	3.168	4.271	4.658
2	Sindh	3.321	1.724	2.928	3.434	3.476
3	Pakistan	6.257	3.452	6.097	7.706	8.134
	Final Arrival/Estimate (Pakistan)	8.46	5.645	8.571 (on 15-03-2020)	10.777	11.581

Source: www.poga.org
CCAC 01-09-2021

Directorate of Agricultural Research, PCCC

PAKISTAN COTTON GINNERS' ASSOCIATION
CONSOLIDATED STATEMENT OF COTTON ARRIVALS IN FACTORIES OF PAKISTAN AS ON: 1ST NOVEMBER 2021.
(DATA COLLECTED WITH JOINT COOPERATION OF PCGA, APTMA & KCA)

E-mail: pcga@poga.org
E-mail: pcga@mail@gmail.com

Cr: 05/0/2021
Dated: 03/11/2021

S. No.	NAME OF DISTRICTS	ARRIVALS IN BALES	PRESSING IN BALES	NUMBER OF BALES SOLD TO:		TOTAL B/S S.O.D.	STOCK OF UNSOLD B/S	STOCK OF UNGINNED B/S	ARRIVALS AS ON: 01.11.2020	DIFFERENCE FROM LAST YEARS' ARRIVALS IN BALES & PERCENTAGE (%)		F. Nightly FLOW	Flts. Opr.		
				T.C.P. :	EXPORTERS					TEXTILES	ARRIVALS IN BALES			PERCENTAGE (%)	
1	MULTAN	56,750	52,154	0	0	43,800	43,800	8,354	4,596	31,106	25,644	INCREASE	82.44%	13,761	11
2	LODHARAN	71,298	66,868	0	200	58,400	58,600	8,268	4,430	14,699	56,599	INCREASE	365.05%	13,828	9
3	KHANEWAL	209,243	200,091	0	1,000	184,231	185,231	14,860	9,152	176,340	32,903	INCREASE	18.66%	21,378	23
4	MUZAFFAR GARH	94,377	86,777	0	0	76,300	76,300	10,477	7,600	45,671	48,706	INCREASE	106.65%	24,032	16
5	DERA GHAZI KHAN	233,453	214,003	0	6,400	193,792	200,192	13,811	19,450	154,357	79,096	INCREASE	51.24%	54,125	26
6	RAJANPUR	87,832	83,312	0	5,200	74,400	79,600	3,712	4,520	54,888	32,944	INCREASE	60.02%	11,237	8
7	LAYYAH	160,101	149,601	0	2,400	144,076	146,476	3,125	10,500	60,224	99,877	INCREASE	165.84%	33,271	12
8	VEHARI	95,549	92,569	0	400	87,900	88,300	4,269	2,980	89,367	6,182	INCREASE	6.92%	12,180	11
9	SAHIWAL	125,926	123,726	0	0	121,426	121,426	2,300	2,200	121,671	4,255	INCREASE	3.50%	14,500	9
10	PAKPATTAN	3,300	3,100	0	0	2,900	2,900	200	200	4,179	(879)	(SHORT)	(21.03%)	600	1
11	OKARA	0	0	0	0	0	0	0	0	2,000	(2,000)	(SHORT)	(100.00%)	0	0
12	QASUR	4,200	4,100	0	0	4,000	4,000	100	100	0	4,200	INCREASE	100.00%	900	1
13	T. T. SINGH	63,310	62,650	0	0	61,100	61,100	1,550	660	48,777	14,533	INCREASE	29.79%	5,510	7
14	FAISALABAD	14,415	14,115	0	0	14,000	14,000	115	300	14,485	(70)	(SHORT)	(0.48%)	1,798	1
15	JHANG	6,302	6,272	0	0	6,000	6,000	272	30	4,700	1,602	INCREASE	34.09%	856	1
16	MANWALI	57,450	51,850	0	0	49,200	49,200	2,650	5,600	23,747	33,703	INCREASE	141.93%	24,894	10
17	BHAKKAR	13,900	12,800	0	0	12,400	12,400	400	1,100	2,500	11,400	INCREASE	456.00%	3,600	2
18	SARGODHA	0	0	0	0	0	0	0	0	0	0	0	0	0	0
19	RAHIM YAR KHAN	493,508	392,665	0	0	342,228	342,228	50,437	100,843	295,157	198,351	INCREASE	67.20%	168,667	72
20	BAHAWALPUR	392,755	362,655	0	0	353,800	353,800	8,855	30,100	169,763	222,992	INCREASE	131.35%	90,301	42
21	BAHAWALNAGAR	751,450	688,750	0	0	683,250	683,250	5,500	62,700	414,654	336,796	INCREASE	81.22%	173,350	65
TOTAL OF PUNJAB:		2,935,119	2,668,058	0	15,600	2,513,203	2,528,803	139,255	267,061	1,728,285	1,206,834	INCREASE	69.83%	668,788	327
LAST YEAR'S TOTAL:		1,728,285	1,478,663	0	1,200	1,239,205	1,240,405	238,258	249,622	3,168,701	(1,440,416)	(SHORT)	(45.46%)	514,377	335
1	HYDERABAD	148,178	147,964	0	200	140,799	140,999	6,965	1,214	103,518	45,660	INCREASE	44.11%	7,320	16
2	MIRPUR KHAS (THAF)	78,518	77,800	0	0	73,849	73,849	3,951	718	28,450	50,068	INCREASE	175.99%	5,018	7
3	SANGHAR	1,302,956	1,281,942	0	0	1,273,788	1,273,788	8,154	21,014	756,590	546,366	INCREASE	72.21%	45,517	95
4	NAWABSHAH	179,917	175,099	0	0	167,227	167,227	7,872	4,818	55,676	124,241	INCREASE	223.15%	14,420	24
5	NAUSHERO FEROZE	289,209	258,705	0	0	255,000	255,000	3,705	30,504	139,114	150,095	INCREASE	107.89%	41,318	15
6	KHAIRPUR	311,149	273,464	0	0	269,100	269,100	4,364	37,685	152,945	158,204	INCREASE	103.44%	45,458	16
7	GHOTKI	275,936	196,114	0	0	180,400	180,400	15,714	79,822	114,472	161,464	INCREASE	141.05%	73,454	26
8	SUKKUR	494,091	419,033	0	0	409,100	409,100	9,933	75,058	248,064	246,027	INCREASE	99.18%	100,409	26
9	DADU	43,000	33,300	0	0	33,300	33,300	0	9,700	14,764	28,236	INCREASE	191.25%	16,727	6
10	JAMSHORO	67,350	67,100	0	0	65,600	65,600	1,500	250	40,800	26,550	INCREASE	65.07%	4,750	6
11	BADEN	4,232	4,232	0	0	4,232	4,232	0	0	9,995	(5,763)	(SHORT)	(57.66%)	419	2
12	BALUCHISTAN	126,364	124,650	0	400	118,500	118,900	5,750	1,714	59,709	66,655	INCREASE	111.63%	25,082	12
TOTAL OF SINDH:		3,321,900	3,059,403	0	600	2,990,895	2,991,495	67,908	262,497	1,724,097	1,597,803	INCREASE	92.67%	379,892	251
LAST YEAR'S TOTAL:		1,724,097	1,500,271	0	16,400	1,331,332	1,347,732	152,539	223,826	2,928,764	(1,204,667)	(SHORT)	(41.13%)	249,620	193
TOTAL OF PAKISTAN:		6,257,019	5,727,461	0	16,200	5,504,098	5,520,298	207,163	529,558	3,452,382	2,804,637	INCREASE	81.24%	1,048,680	578
LAST YEAR'S TOTAL:		3,452,382	2,978,934	0	17,600	2,570,537	2,588,137	390,797	473,448	6,097,465					
This Year's F. Nightly Flow		1,048,680													
Last Year's F. Nightly Flow		763,997													
Diff from L. Year F. Nightly Flow: Increase		284,683													
TOTAL UNSOLD STOCK:								736,721							
LAST YEAR UNSOLD STOCK:								864,245							

ARRIVAL FIGURES CAN ALSO BE SEEN ON OUR WEB SITE: www.poga.org

Asst. Secretary  Secretary General 

Section 5: APTMA Publications

The following articles were published during the month of October in various newspapers and magazines.

- 1) How Textile Industry Helps in Leading Economic Recovery by Dr. Gohar Ejaz, Global Village Space <https://www.globalvillagespace.com/how-textile-industry-helps-in-leading-economic-recovery/>
- 2) Critical Importance of Competitive Energy Rates Across Textile Value Chain, Business Recorder <https://www.brecorder.com/news/40129304/critical-importance-of-competitive-energy-rates-across-textile-value-chain>

3) Better Days for Cotton, Business Recorder
<https://www.brecorder.com/news/40125045/better-days-for-cotton>

4) Better Days for Cotton Industry Are Coming, Global Village Space
<https://www.globalvillagespace.com/better-days-for-cotton-industry-are-coming/>

Section 6: Media Department

Construction of the APTMA Website

Construction of the APTMA website has entered its final stages considering the finalization of structural aspects and data update before making it live. In the testing phase, operationality of the website will be tested by running different technical tests to provide an assessment of the smooth function of the website across different interfaces.

The new features added to the website incorporate a comprehensive mailing system to switch from our manual mailing practice and brings it down to a single-window operation for implementing an efficient framework for dissemination of mails/circulars on daily basis. Another prominent feature added to the website; “Industrial Insight” will provide a functional feature for a visual representation of our industrial operations – comparative analysis month on month basis.

The interface is much improved and in accordance with the best IT practices and multiple integrated features which can help to deduce reliable Industrial Insights with help of Business Intelligent up-gradation to the existing structure.

Building a full-scale Media Campaign – Energy crisis

The Media department has strategized a media campaign around the pressing issue of Energy Tariffs. Our media team executed a well-coordinated media strategy for a whole day highlighting the unprecedented figures of Textile Exports recorded during 1Q FY22 compared with FY21 & FY18. To put Pakistan back on the road to a stabilized economy, the Textile sector is striving to achieve its target of \$21 billion with the recent increase of \$7.5 billion in Textile Exports.

Dr Gohar Ejaz appeared on DKKKS show to highlight the need for continued Competitive Energy Tariffs by Govt to let the exports grow further at the same rapid pace at present. Chairman & Executive Director APTMA appeared on different channels to shed light on the very subject and voice the concerns of the Textile sector for the Govt to take into consideration to provide an environment for continuous growth in Textile exports. List of channels that provided coverage to this development includes:

- a. Samaa News
- b. Duniya News
- c. Such TV
- d. Aaj TV
- e. BOL News
- f. Capital News

Earlier, APTMA Energy Advisor Mr Tahir Basharat Cheema and Executive Director Shahid Sattar had appeared on various programs on channel 24 News HD, 92 News, Roze News respectively & recorded an interview Profit Pakistan.

Parallel to the TV shows, Ads on the said subject advocating the concerns of the entire Textile sector were published in GVS monthly magazine. Considering their broad scale of audience which includes Embassies,

IFCs, Governmental offices and Bureaucratic quarters, GVS provides the exact attention and platform for APTMA to communicate their concerns to the higher offices.

Trainee Management Program

Taking in the considerations highlighted by the Admin Committee All Pakistan Textile Mills Association has initiated an in-house capacity building, incubation program to facilitate our ever-growing Textile Sector to be inclusive of our Public & Private sectors along with academia. Which will also create a potential environment for our youth to pick the exact career path/direction right from the start of their professional life. APTMA, as the focal body in Textile Sector, is looking forward to assisting our Private & Corporate sectors and joining the league of Economy Boosting Agents.

At the present pace, APTMA felt the need to expand its operations and provide a platform, under the expert guidance of our team of professionals – incubation/internship centre for professional and technical grooming according to the industrial needs and best practices.

The incubation program has offered multiple positions in below-given departments under the position of Trainee Management:

- a. **Policy Analysis & Research**
- b. **Cotton Research & Development**
- c. **Media & Marketing**

While two of these positions are based in the Principal Office, the Research trainees will also be placed in the APTMA North & South zones as well. These trainees will assist and cater to the industrial needs of our Textile Sector along with the competent team of experts in the Principal as well as Zonal offices.

Upcoming Events

- 1) APTMA Annual Dinner – To be planned in October at the Punjab Governor House, Lahore.
- 2) Dubai Expo 2020