



Global Pigeon Peas Outlook Panel Discussion

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Market Overview
Toor Whole - Myanmar
IPGA The Pulses Conclave 2023

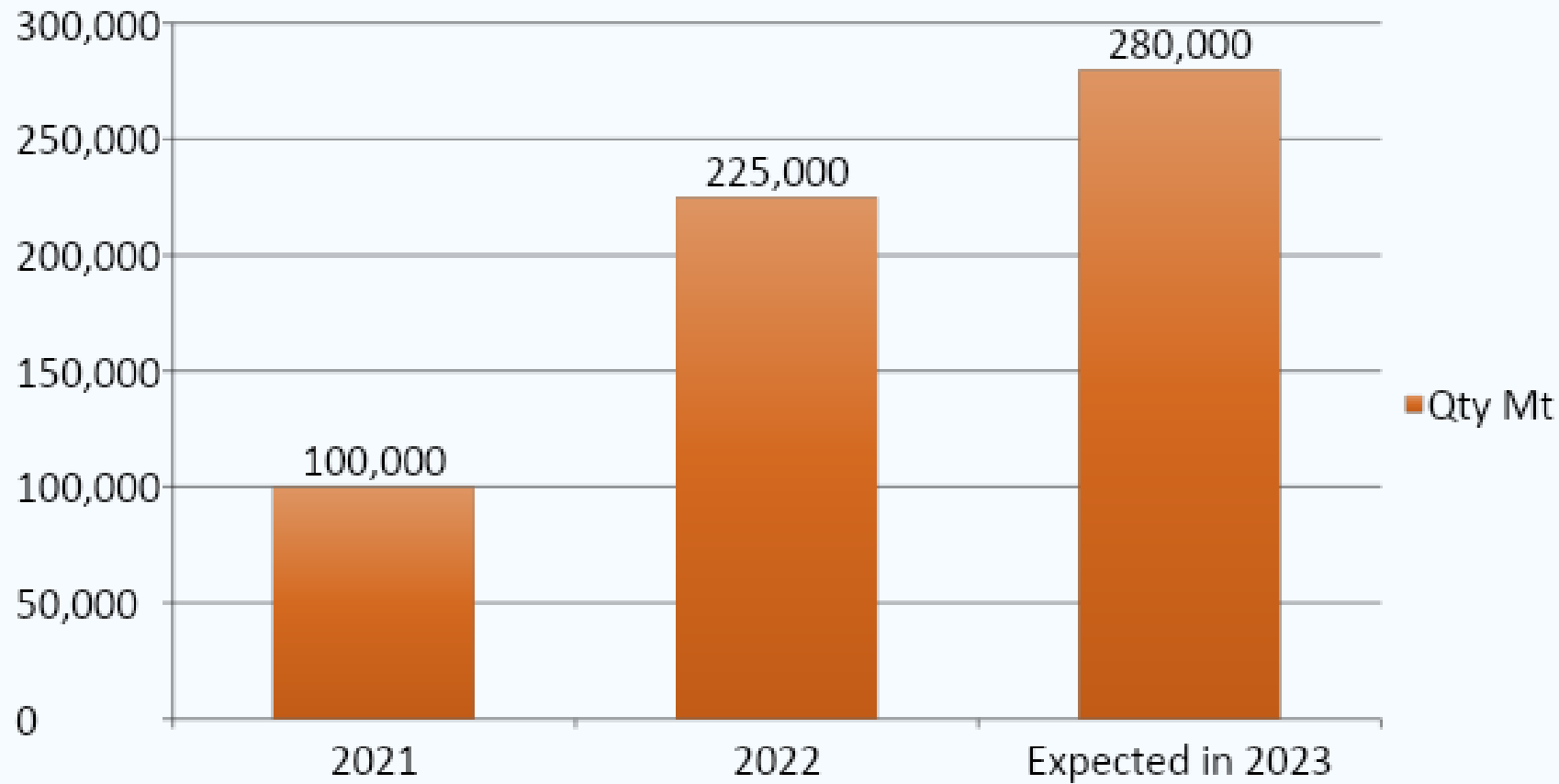


Toor Whole - Myanmar

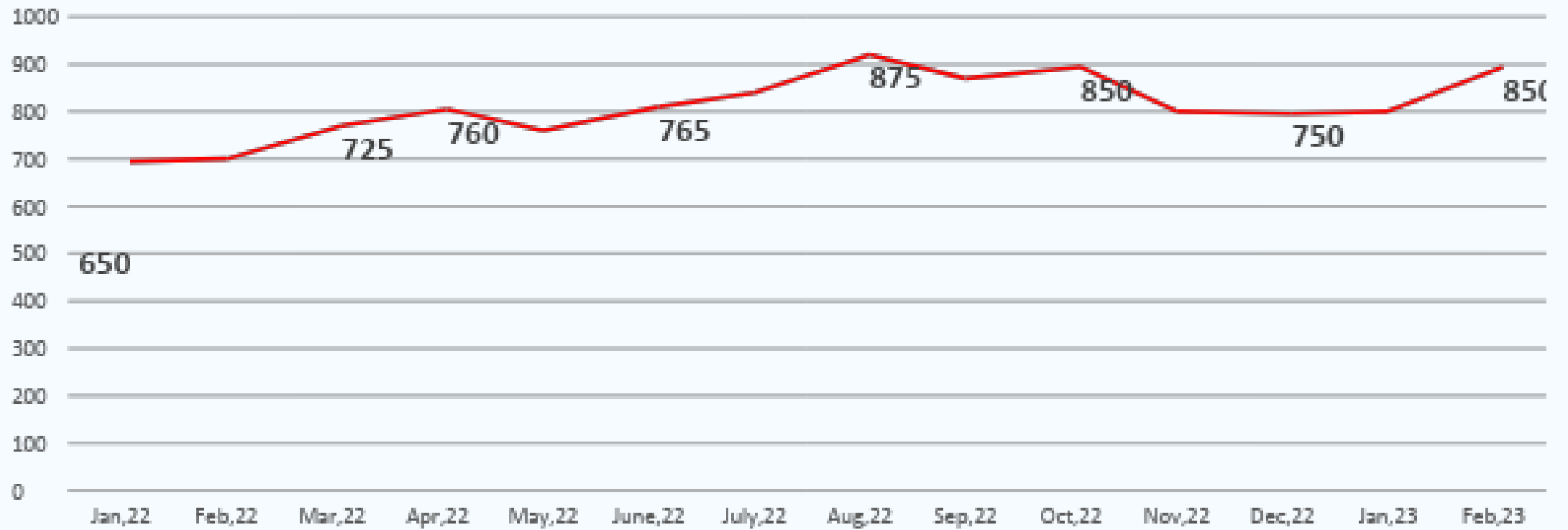
	2020	2021	2022	2023 (estimate)
Production		0.100	0.225	0.280
Consumption		0.000	0.000	0.000
Export		0.150	0.225	0.280
Carry Over	0.075	0.025	0.025	0.025



Last 2 Years Export of Toor Whole From Myanmar



Myanmar Toor Whole Price Trend



— Toor FOB Yangon



Myanmar Toot Whole Outlook 2023



Market Overview

Pigeon Peas - Africa

IPGA

The Pulses Conclave 2023



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- Pigeon Peas - Varieties
- Why Pigeon Peas requires a separate/special policy from GOI ?



Pigeon Peas Historical Supplies to India

(All figures in Thousand MT)

S No.	Country	2019-20	2020-21	2021-22	2022-23 (Apr-Nov)	2022-23 Est
1	Mozambique	197.360	155.400	320.350	198.925	380.000
2	Tanzania	50.990	158.930	191.725	76.786	100.000
3	Malawi	45.651	2.408	60.619	37.591	80.000
4	Sudan	9.537	23.283	53.784	24.175	60.000
5	Kenya	-	4.061	0.375	-	-
6	Uganda	1.116	10.990	6.863	0.240	-
		304.654	355.072	633.716	337.717	620.000

Key Notes:

- Mozambique Production is consistently increasing due to the favourable MOU between GOM & GOI.
- Tanzania production has gone down due to the inconsistent GOI policies for import and lack of market.
- Export out of Tanzania was also affected due to the cross border trade to Kenya.
- Kenya & Uganda Pigeon Peas crop has gone down due to lack of market.



Global Pulses Production vs Pigeon Peas Production & Trade

(All figures in Million MT)

Country	Production	Trade Volumes	Pigeon Peas Trade	% of Pigeon Peas vs Global Pulses
India	26-27	-	3.5-4.0	
ROW	66-68	11-12	0.7-0.8	6.40% - 6.60%
Global Production	92-95	11-12	4.2-4.8	4.55% - 5.05%

Key Notes:

- In the global pulses production portfolio, Pigeon Peas accounts for 4.50% -5.00 % maximum.
- In the global pulses trade portfolio, Pigeon Peas accounts for 6.40% - 6.60 % maximum.



Pigeon Peas - Varieties

S No.	Country	Varieties
1	Mozambique	Whitish, Red, Gajri & Zebra
2	Tanzania	Arusha, Matwara South & Bariadi
3	Malawi	Whitish, Red & Gajri
4	Sudan	Red Small - Similar to Desi/Lemon
5	Kenya	Arusha Type/Whitish
6	Uganda	Whitish- Small

Key Notes:

- Trade has faced a lot of challenges on moisture content due to the sub-standard Moisture Meters.
- Individual perception with regards to Whitish and Gajri recognition at respective convenience of off takers. At times, it is largely related to market scenario.



Why Pigeon Peas requires a separate/special policy from GOI?

- In 2016, post GOI's sudden restriction on import of Pigeon Peas, it's production lost momentum in Africa. It clearly indicates that India is the sole buyer and consumer of Pigeon Peas.
- Pigeon Peas trade accounts for only 6.40% - 6.60 % in total out of total trade from ROW to India.
- Production of Pigeon Peas has a bottleneck as it is manually sown and harvested by smallholders in Africa. Hence, we should be always mindful about points mentioned below: -
 1. Assumption that cheap import from Africa competes with the Indian farmers is incorrect as the volume involved is too small. Secondly, even till date, African Pigeon Peas and Desi are having a huge price gap and are traded as different commodities.
 2. Overnight scalability of production for Pigeon Peas in Africa is not possible since it is a secondary crop and has 100% dependency on rains. Also, no advanced farming technology or hybrid seeds are being used by smallholders in Africa.
 3. Pigeon Peas in Africa is largely (majority) grown for India market and GOI should have a separate policy as we do not expect any other countries (except Myanmar) can supply in the event of any disturbance/shortfall of production in India.



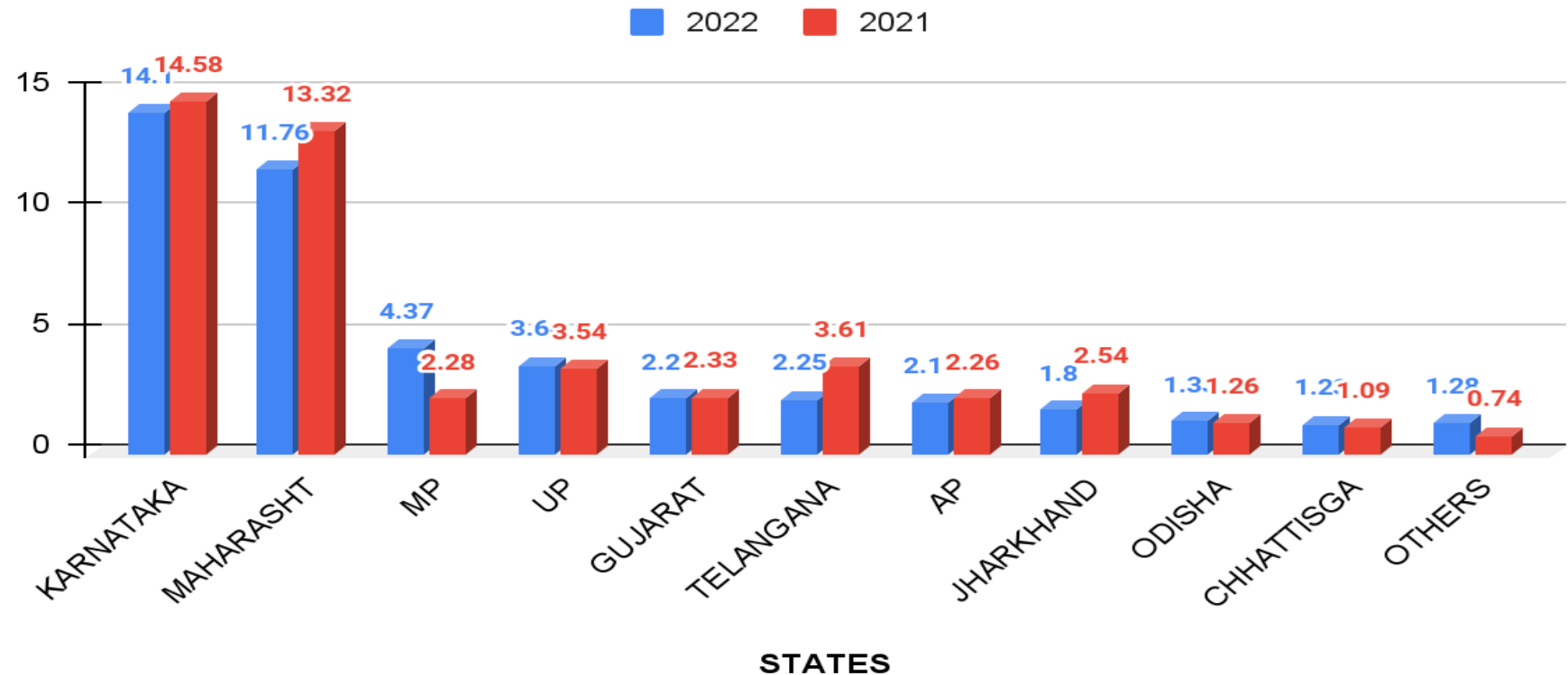
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#1: Toor Sowing

- ❑ Toor sowing is **less compared to previous year**
- ❑ There was **unseasonal rain & excess rain** at the time of sowing & harvest
- ❑ Disease to crop has cut down **the yield**

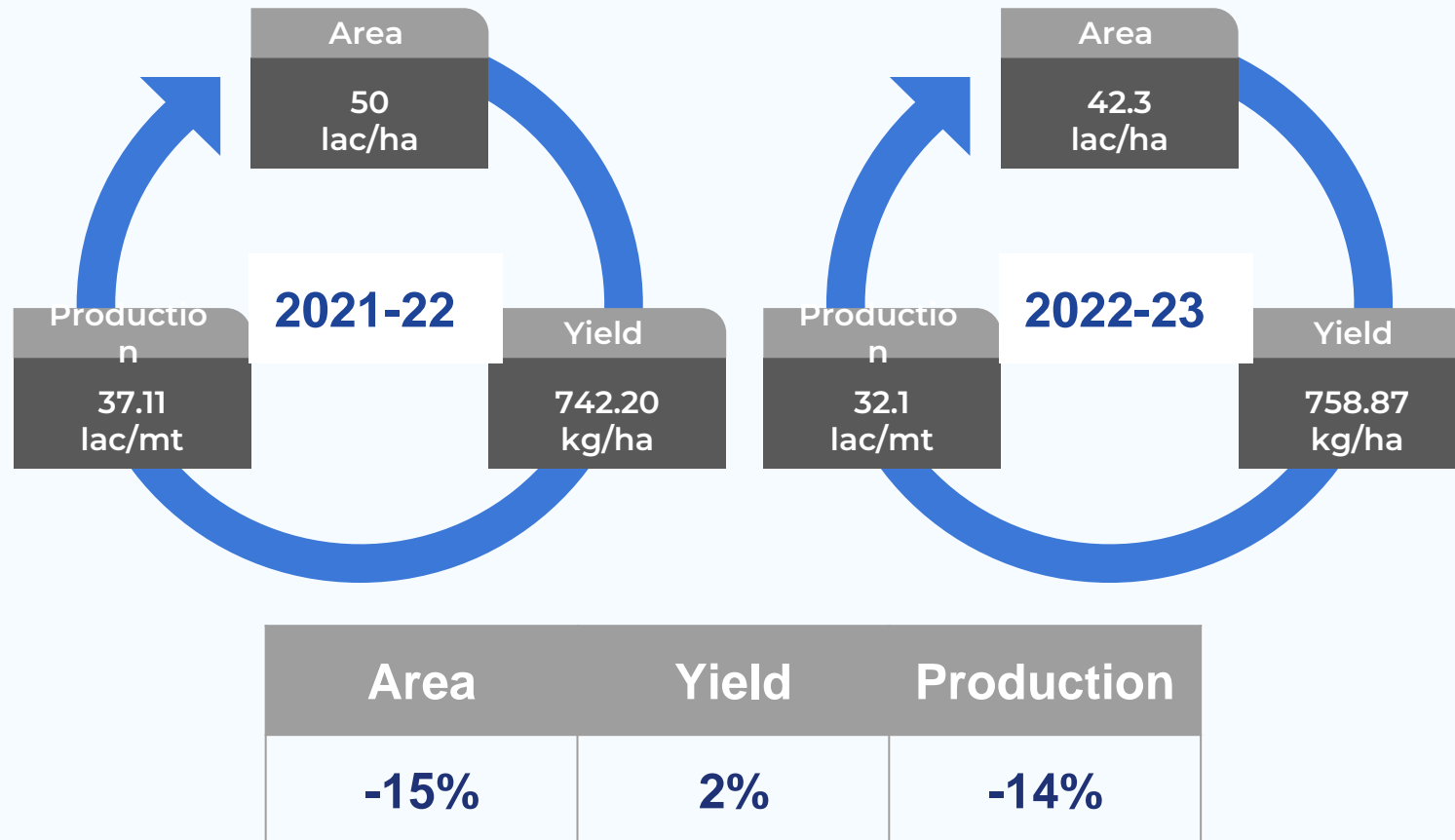
Sowing Data - State-wise (in lakh hectares)



The total percentage change across all states in the year 2022 & 2021 is **-1.39**.



#2: Toor Production



❑ **Production is expected to fall by 14%** from previous year despite of 2% higher yields

❑ Despite of increase in MSP, the **sowing area is reducing**

Farmers are **not willing to sow toor** as it takes 5-6 months time and the returns are also less when compared to other crops



#3: Toor Production Insights



- ❑ This year toor production is about **3 Million approx**
- ❑ Predicted Carry Over Stock

A) Government : 1 Lakh Tonnes

B) Private Players : 4 Lakh Tonnes (millers, importers & traders)

#4: Toor Demand & Supply in India

- ❑ Higher **imports offsetting the lower production** to a large extent. Despite, overall stocks are likely to fall.
- ❑ Considering if the production goes down further, overall, **ending stocks would decline significantly.**
- ❑ Impact of lower ending stocks likely to be felt once the new crop arrivals are over or the market realizes that **arrivals will not increase.**

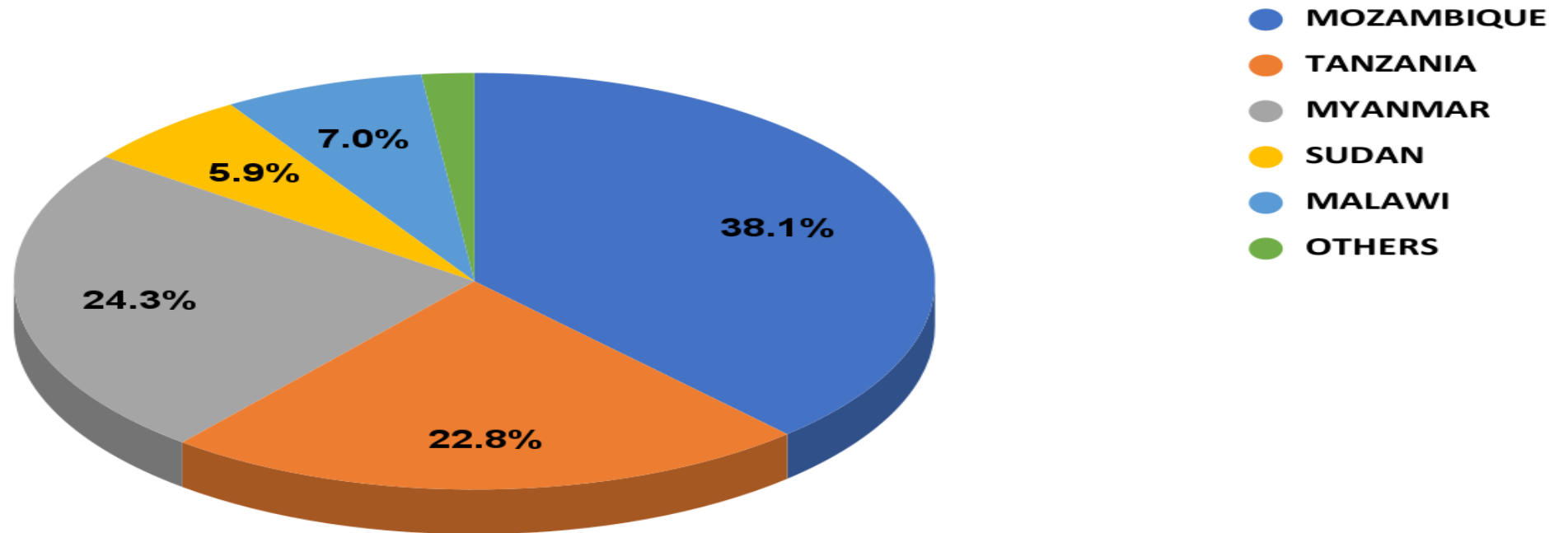
Attribute (Qty. in Lakh MT)	2021-22	2022-23 PF	2022-23 LE
Opening Stocks	6.54	7.55	5
Production	37.11	32.1	30.01
Imports	7.9	8.1	8.1
Total Supply	51.55	47.75	45.66
Exports	0.25	0.2	0.2
DoM Consumption	43.75	43.75	43.75
Total Uses	44	43.95	43.95
Ending Stocks	7.55	3.8	1.71
Stock to Use Ratio	17.20%	8.60%	3.90%

Pf - Previous Forecast; LE - Latest Expectation



#5: Toor Imports in India

INDIA FY 2021-22 : PIGEON PEA IMPORT SHARE IN %

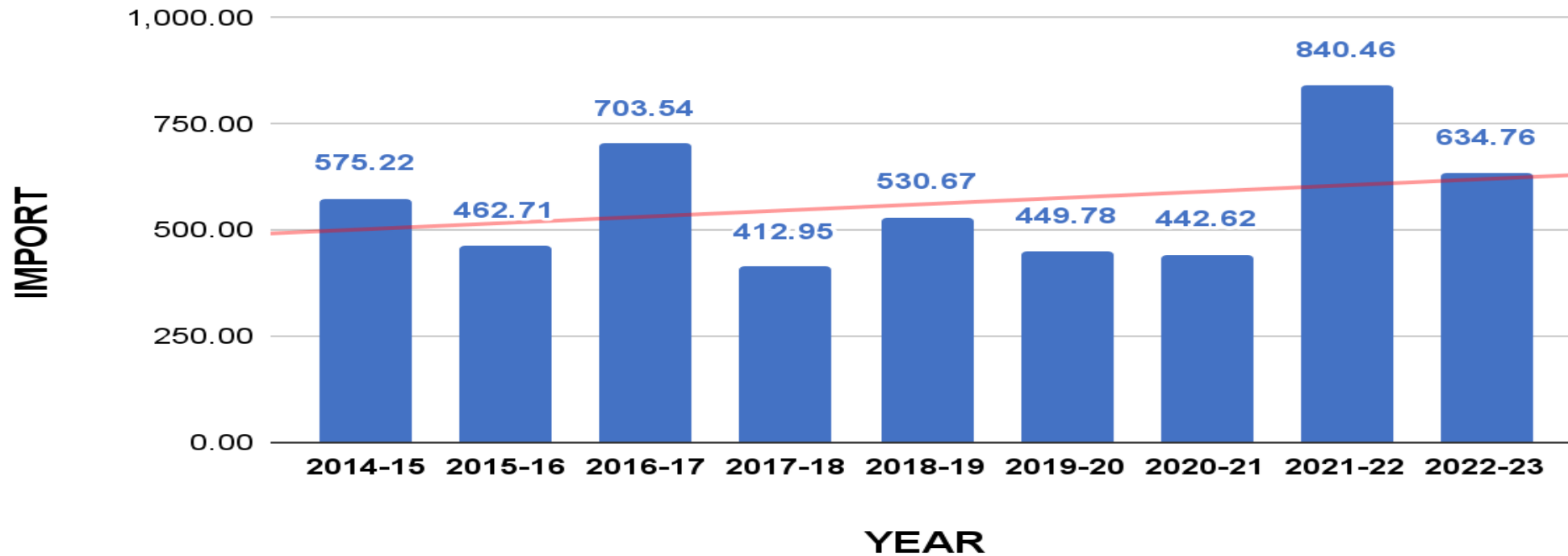


☐ Toor Import Data - Country wise



#6: Toor Imports in India

IMPORT - YEAR WISE

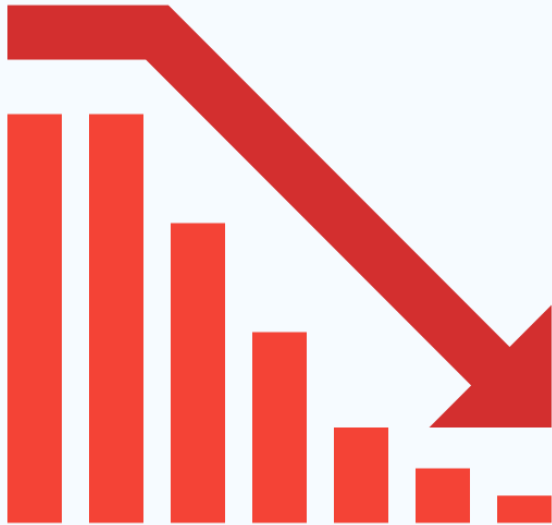


☐ Toor Import Data - Year wise

☑ All the Data is in thousands (K)MTs and 2022-23 is taken upto to the month of January



#7: Toor Consumption



- ❑ Total consumption of Toor is around **4.4 million metric tonnes**.
- ❑ This year there will be shortfall in supply of toor as **production is 3 million tonnes** and **carry over is approx 5 lakh tonnes** thus there is an estimated **shortfall of 9 lakh tonnes** in the supply of toor.
- ❑ If the prices of dal go above Rs.120-130 then there will be resistance in consumption, which will lead to a shift in consumption from toor dal to its substitutes for example masoor dal & chana dal. Thus there will be a decrease in consumption.

#8: Current Year Stock Scenario

Carry forward stock	5.00 LMT
Production	30.00 LMT
Availability	35.00 LMT
Consumption	44.00 LMT
Requirement	9.00 LMT

Bulls

- Lower production in the domestic market
- Dependency on imports
- Household demand
- Fears of El Nino

Bears

- Overseas availability
- Consumption decline on price rise
- Stable import policy
- Acceptance of African crop
- Policy concerns related to stock
- Shift to substitutes (Masoor & Chana)



Thank You

