



Your Local  
Gateway  
to Global  
Markets

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X

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PAKISTAN  
MERCANTILE  
EXCHANGE

P M E X

# Who we are

- National-level exchange and the only platform that offers commodity trading
- Regulated by SECP
- Corporate shareholding NBP, PSX, ISE, LSE, PKIC, ZTBL
- Broker network of 329 members present in all major cities
- State of the art IT infrastructure, web based trading platform
- 21 hours market timing - working towards 23.5 hours market
- End to end solution - trading, clearing & settlement, custody and back office

# Snapshot of PMEX

<p style="text-align: center;"><b>IT &amp; Systems</b></p> <ul style="list-style-type: none"><li>▪ Trading Systems</li><li>▪ Connectivity and networks</li><li>▪ Database &amp; Disaster Recovery</li><li>▪ Application development</li></ul>	<p style="text-align: center;"><b>Analytics</b></p> <ul style="list-style-type: none"><li>▪ Risk Management</li><li>▪ Margin Calculations</li><li>▪ Exposure Analysis</li><li>▪ Settlement Pricing for MTM</li></ul>
<p style="text-align: center;"><b>Market Operations</b></p> <ul style="list-style-type: none"><li>▪ Clearing and Settlement</li><li>▪ Margin Management</li><li>▪ On-line Banking</li><li>▪ Delivery Management</li></ul>	<p style="text-align: center;"><b>Compliance &amp; Regulatory Affairs</b></p> <ul style="list-style-type: none"><li>▪ Regulatory Coordination</li><li>▪ Surveillance and Monitoring</li><li>▪ Discipline and Enforcement</li><li>▪ Broker Audit</li><li>▪ Legal</li></ul>
<p style="text-align: center;"><b>Business Development</b></p> <ul style="list-style-type: none"><li>▪ Product Development</li><li>▪ Research</li><li>▪ Marketing</li><li>▪ Training</li><li>▪ Customer Services</li></ul>	<p style="text-align: center;"><b>Membership</b></p> <ul style="list-style-type: none"><li>▪ Issuance</li><li>▪ Transfers</li><li>▪ Broker Registration</li><li>▪ Renewals</li></ul>

# Our Offered Products



## Recent Launch

**Agriculture:**  
Red Chilli

# Our Objective

To build a transparent, efficient & convenient electronic trading platform to provide following benefits to Red Chilli value chain:

- Better prices to farmers
- Provide quality certified product
- Participation from across Pakistan
- Reduce payment time to farmers
- Facilitate corporates to buy quality product

# Red Chilli Trading @PMEX

- Red Chilli is primarily grown in Sindh (approx. 85% of total production)
- Kunri is the main trading hub of Red Chilli, known as the “Chilli Capital of Asia”
- Two main varieties are grown : Dandi Cut (round shape) & Hybrid (long)
- Main trading season October – December (3 months)
- Traditionally farmers face multiple issues in selling their produce such as
  - no premium for quality produce
  - delay in payments
  - undue deductions, etc.
- Buyers/processors also face problems to procure quality product

# PMEX Red Chilli Electronic Trading Platform

- Price quoted are ex-Kunri with delivery facility available at Kunri
- Buying and selling is done through an electronic trading platform
- Payments to farmer within 48 hours
- Trading available six days a week
- Unique Red Chilli trading platform – one of its kind in the region

# PMEX Dandicut & Hybrid Red Chilli Weekly Futures Contracts

PMEX has listed following contracts of Red Chilli for trading at PMEX:

1. PMEX Red Chilli (Grade A+) Futures Contract
2. PMEX Red Chilli (Grade A) Futures Contract
3. PMEX Red Chilli (Grade B) Futures Contract
4. PMEX Hybrid Red Chilli 1-A Weekly Futures Contract
5. PMEX Hybrid Red Chilli 1-B Weekly Futures Contract
6. PMEX Hybrid Red Chilli 1-C Weekly Futures Contract
7. PMEX Hybrid Red Chilli 2-A Weekly Futures Contract
8. PMEX Hybrid Red Chilli 2-B Weekly Futures Contract
9. PMEX Hybrid Red Chilli 2-C Weekly Futures Contract
10. PMEX Hybrid Red Chilli 3-A Weekly Futures Contract
11. PMEX Hybrid Red Chilli 3-B Weekly Futures Contract
12. PMEX Hybrid Red Chilli 3-C Weekly Futures Contract



# PMEX Dandicut & Hybrid Red Chilli Futures Contracts (Longer Dated)

PMEX has launched 12 new longer dated futures contracts:

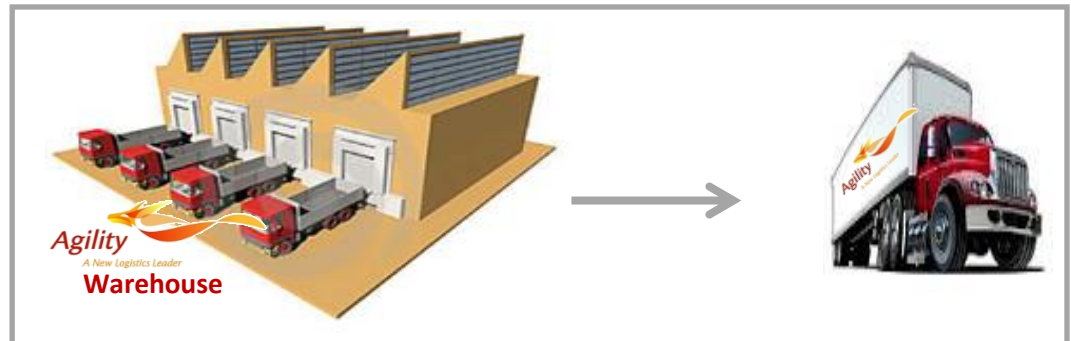
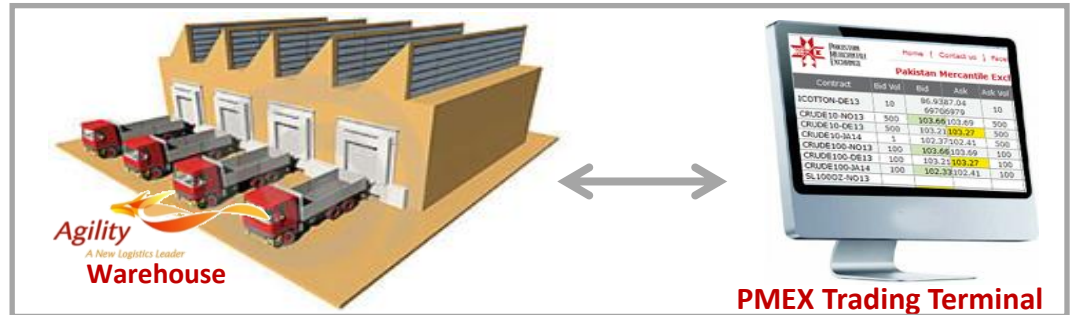
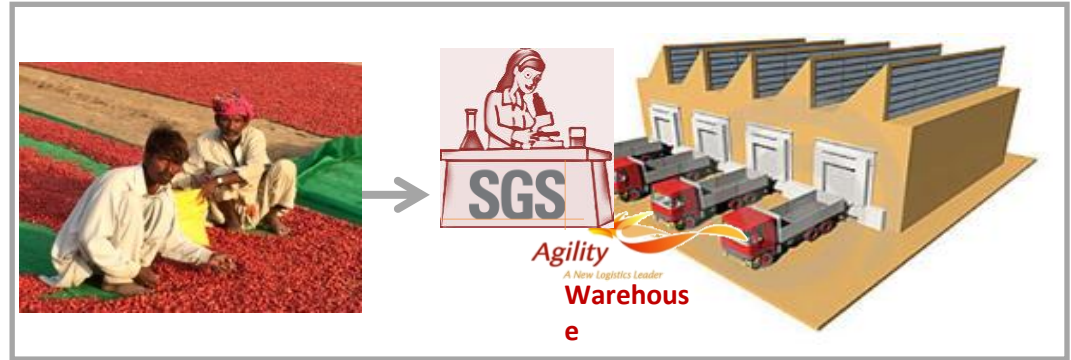
1. PMEX Red Chilli(Grade A+) Futures Contract
2. PMEX Red Chilli(Grade A) Futures Contract
3. PMEX Red Chilli(Grade B) Futures Contract
4. PMEX Hybrid Red Chilli 1-A Futures Contract
5. PMEX Hybrid Red Chilli 1-B Futures Contract
6. PMEX Hybrid Red Chilli 1-C Futures Contract
7. PMEX Hybrid Red Chilli 2-A Futures Contract
8. PMEX Hybrid Red Chilli 2-B Futures Contract
9. PMEX Hybrid Red Chilli 2-C Futures Contract
10. PMEX Hybrid Red Chilli 3-A Futures Contract
11. PMEX Hybrid Red Chilli 3-B Futures Contract
12. PMEX Hybrid Red Chilli 3-C Futures Contract

# PMEX Red Chilli Electronic Trading Platform

- The quality certification, warehousing & logistics and farmers awareness are the integral part of the trading at PMEX
- For these services following entities are PMEX partners:
  - Agility – for Warehousing and logistics
  - SGS – for quality certification
  - PAC – for farmers awareness and overall coordination

# Process Flow

1. Pre-tests at farm gate
2. Weighing at collection center/Warehouse
3. Quality certification /grading by SGS
4. Crop stored in the warehouse run by Agility
5. PMEX issues an **Electronic Warehouse Receipt (EWRH)**
6. Seller places an offer price as per **EWRH**
7. If trade is executed **EWRH** is transferred in the name of Buyer
8. PMEX sends dispatch order to Agility
9. Buyer lifts delivery through its own arrangement or via Agility



# Benefits to Sellers and Buyers

- For sellers
  - Payment within a few days (not weeks and months)
  - Transparent and fair pricing
  - Low transaction cost in comparison to Mandi (around 7%)
  - Initial screening of product at the farm gate
  - Greater ability to reach more buyers
  - Extension services to help grow high-quality commodity
- For buyers
  - Availability of standardized quality tested product: SGS
  - Warehousing and logistics by a reliable player: Agility
  - Transparent and competitive prices
  - Rely on trading platform for quality (instead of investing in farming)

# Buyers and sellers will see PMEX “HotQuotes” Screen

- What prices buyers are bidding at
- What prices sellers are asking for
- Price at which last trade was executed
- Current days high/low and change of price from yesterday’s last trade



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## Pakistan Mercantile Exchange - Market Watch

Contract	Bid Vol	Bid	Ask	Ask Vol	Last Price	Last Vol	Total Vol	High	Low	Change	%Change	State
REDCHILLI1-SAT	50	8300	8400	50	8042	5	15	8400	8300	-0.06	-0.41%	Closed
REDCHILLI2-SAT	50	7800	7850	50								Closed
REDCHILLI3-SAT												Closed
REDCHILLI1-MON												Closed
REDCHILLI1-MON												Closed
REDCHILLI2-MON												Closed
REDCHILLI2-MON												Closed
REDCHILLI3-MON												Closed
REDCHILLI3-MON												Closed
REDCHILLI1-TUE												Closed
REDCHILLI2-TUE												Closed
REDCHILLI3-TUE												Closed
REDCHILLI1-WED												Closed
REDCHILLI2-WED												Closed
REDCHILLI3-WED												Closed
REDCHILLI1-THU												Closed
REDCHILLI2-THU												Closed
REDCHILLI3-THU												Closed
REDCHILLI1-FRI												Closed

# PMEX web-based trading system: accessible from anywhere

- Buyers & sellers open accounts with PMEX brokers
- Buyers: Cash margin = 100% of trading; Sellers: physical delivery



## Market Watch

You are logged in as: MEMZ010000 Cert Expiry: Thu, 07 Apr 2016 09:55:35 GMT

Message Board:

Reports

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Contract	Bid Vol	Bid	Ask	Ask Vol	Last Price	Last Vol	Total Vol	High	Low	Change	%Change	State
REDCHILLI1-SAT	50	8300	8400	50	8042	5	15	8400	8300	-0.06	-0.41%	Closed
REDCHILLI2-SAT	50	7800	7850	50								Closed
REDCHILLI3-SAT												Closed
REDCHILLI1-MON												Closed

### BUY ORDER

Contract: REDCHILLI1-SAT  
 Order Type: Limit  
 GTC:   
 Trader: TRDZ01  
 Lots:   
 Price:   
 SL Limit Price:   
 close on order:

Buy Close

### SELL ORDER

Contract: REDCHILLI1-SAT  
 Order Type: Limit  
 GTC:   
 Trader: TRDZ01  
 Lots:   
 Price:   
 SL Limit Price:   
 close on order:

Sell Close

Buy Sell MBP WorkingOrders Positions FastOrders Highlight Color: Back

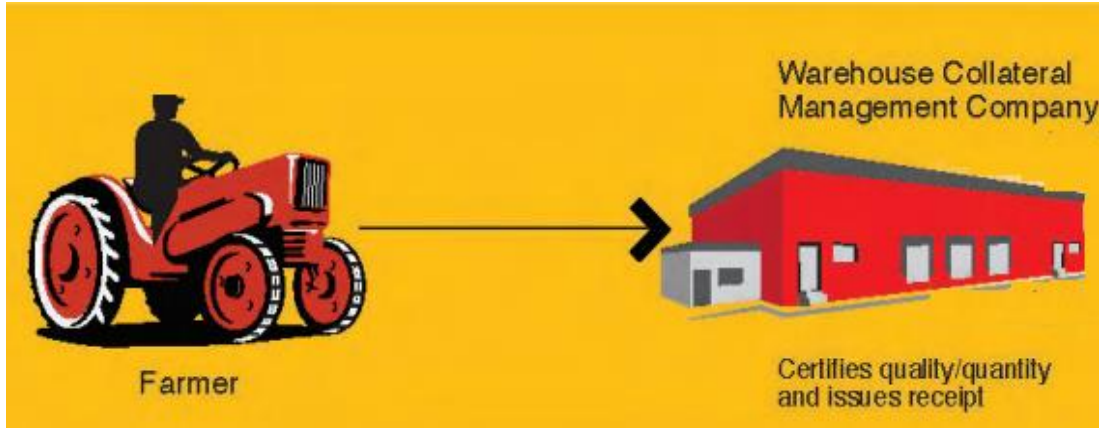
Message Window

News Window

Time Stamp	Alert	Message
11:31:36 AM	Info	Status [STREAMING]
11:31:36 AM	Info	Status [CONNECTING]



# PMEX Future Road Map



# Thanks

Pakistan Mercantile Exchange

[www.pmex.com.pk](http://www.pmex.com.pk)