

AGE Global Rice Weekly Review

Pakistan-first Global Rice Market Analysis & Export Outlook

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EXECUTIVE MARKET VIEW

The global rice market enters September with comfortable overall supply but rising sensitivity to weather, energy, freight and trade-policy risks. For Pakistan, the central commercial challenge is India's aggressive pricing in ordinary white and parboiled rice. Pakistan remains better positioned in Basmati, premium aromatic rice and selected destinations where quality, specification and landed-cost economics matter more than the lowest FOB number.

AGE view: Pakistan's near-term market is neutral-to-firm. IRRI-6 is expected to remain sideways to slightly firm, parboiled carries a firm bias, IRRI-9/C9 is steady-to-firm, and 1121 Basmati remains firm with increasing new-crop sensitivity.

1. Pakistan Export Market

Pakistan remains competitive against Thailand and Vietnam in several commodity segments, but India currently sets a much lower price floor in ordinary white rice. Exporters should therefore avoid sacrificing margin merely to match every Indian bulk offer. The stronger commercial approach is selective market targeting, specification discipline and premium positioning.

Pakistan grade	Indicative FOB Karachi (US\$/MT)
IRRI-6 White 5%	400-420
IRRI-6 White 10%	396-416
IRRI-6 White 15%	392-412
IRRI-6 White 25%	380-400
100% Broken White	315-335
IRRI-6 Parboiled 5%	410-430
IRRI-9 / C9 White 5%	~615
PK386 White	755-775
PK386 Sella	770-790
1121 Basmati Sella	1,135-1,175
1121 Golden Sella	1,145-1,185
1121 Steam	1,160-1,200

Indicative levels only; actual offers vary by crop year, quality, broken percentage, sortex, packing, quantity, payment terms and shipment window.

2. International FOB Competition

Origin / benchmark	Indicative FOB (US\$/MT)	AGE reading
India White 5%	364-368	Most aggressive price threat
Pakistan White 5%	404-408 benchmark	Mid-range / selective
Vietnam White 5%	442-446	Key Asian competitor
Thailand White 5%	~477	Higher; Pakistan has room

Origin / benchmark	Indicative FOB (US\$/MT)	AGE reading
U.S. White 4%	553-557	Structurally expensive

Commercial implication: Pakistan should not try to become the cheapest origin in every commodity tender. India has a material price advantage in 5% white rice. Pakistan's better defence is Basmati, IRRI-9/C9, selected parboiled business and destinations where freight or quality narrows the landed-cost gap.

3. Pakistan Basmati Position

Basmati remains Pakistan's strongest value-creation segment. Premium 1121 processed grades command materially higher realizations than ordinary coarse rice. Pakistan can compete through aroma, grain length, processing consistency, private-label packing and established demand in Gulf, ethnic European, Asian and selected African channels.

4. Pakistan Export Performance

July 2026 rice exports were reported at approximately 346,024 MT worth US\$199.95 million, with year-on-year growth in both volume and value. Basmati accounted for about 67,857 MT worth US\$76.48 million, showing stronger value growth than the broader rice basket. The implied July average realization was roughly US\$578/MT for total rice, about US\$1,127/MT for Basmati and around US\$444/MT for other rice.

5. Major Exporter Review

India: The principal price threat. Its white and parboiled offers remain difficult for Pakistan to match in highly price-sensitive bulk markets. Pakistan should compete selectively rather than structurally undercut India.

Thailand: Higher benchmark pricing gives Pakistan room in destinations that accept Pakistani specifications. Thai premium fragrant rice remains a separate high-value segment.

Vietnam: A major Southeast Asian competitor with strong freight/geographical advantages into the Philippines and nearby markets. Pakistan must compare CFR landed cost, not FOB alone.

Myanmar & Cambodia: Myanmar remains relevant in lower-cost regional trade. Cambodia is more important in premium fragrant rice, where Pakistan competes through Basmati rather than commodity white rice.

United States: U.S. rice remains structurally expensive relative to South Asian origins, limiting its direct threat in many price-sensitive destinations.

6. Buyer-Market Intelligence

Philippines: One of the most important demand signals. Import requirements, El Nino risk, domestic production and safeguard/tariff policy can materially influence regional prices. Opportunity for Pakistan is medium-high but policy-sensitive.

Malaysia: A diversified importer and a relevant target for Pakistan, particularly Basmati, aromatic and selected white-rice categories. Relationship-building should remain a high priority.

Bangladesh: A tender- and policy-driven market. Large import programmes can emerge rapidly when domestic stocks tighten. Pakistan should maintain a continuous tender watch rather than assume steady year-round demand.

Indonesia: Comfortable inventories reduce the immediate case for aggressive import expectations. Keep on watch for BULOG policy, production changes and weather-related shifts.

China: Best approached through targeted importer development for Basmati, aromatic, specialized and selected broken-rice demand rather than broad commodity assumptions.

7. Global Supply, Weather & Logistics

Global rice availability remains sufficiently comfortable to restrain the immediate probability of an explosive bull market. However, the risk distribution is becoming more upward-sensitive. El Nino, monsoon/crop uncertainty, higher energy and fertilizer costs, geopolitical disruption, currency volatility and possible government trade interventions could lift replacement costs even if farm-gate prices soften seasonally.

Freight remains a critical variable. Higher crude and shipping risk affect container and bulk freight, inland trucking, milling energy, packaging and working-capital costs. For that reason, a decline in paddy prices does

not automatically translate into an equal decline in FOB or CFR export quotations.

8. AGE 7-14 Day Trading Outlook

Segment	Bias	Working view
IRRI-6 White	Sideways - slightly firm	5% export material broadly US\$400-425 FOB
Parboiled	Firm	Approx. US\$410-435 FOB; India caps upside
IRRI-9 / C9	Steady - firm	Quality differentiation supports premium
1121 Basmati	Firm	New-crop sensitivity increasing

9. AGE Commercial Strategy

Buying: Use staggered procurement while new-crop visibility improves. Avoid oversized speculative inventory before crop quality, paddy availability and milling yields are clearer.

Selling: Use short-validity FOB/CFR offers with precise crop year, broken percentage, polish/sortex, bag specification, shipment window and payment terms.

Market priority: Basmati/1121 first; selective IRRI-6 and parboiled opportunities; develop IRRI-9/C9; maintain tender watch for Bangladesh, Philippines and African institutional demand.

10. Key Watchpoints

The next market moves should be assessed against: Pakistan new-crop development; India export quotations; Thailand and Vietnam FOB changes; Philippines import policy and buying; Bangladesh tenders; Indonesia/BULOG policy; China buying; crude/freight; and the next FAO rice price update.

AGE Conclusion

Pakistan market rating: NEUTRAL-TO-FIRM.

Best opportunity: Basmati and value-added aromatic rice.

Biggest threat: Indian commodity white/parboiled pricing.

Demand focus: Philippines, Malaysia, selective Africa and Gulf markets.

Upside risks: El Nino, energy, fertilizer and freight.

Downside risks: comfortable global stocks and aggressive Indian offers.

Important: All prices are indicative market references for analysis and are not firm offers. Buyers and sellers should confirm specifications, origin, crop year, quantity, payment terms and freight before concluding business.

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