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Government Recognised Export House

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Dear ,

This is a time when many from our trade are returning from the Anuga, Germany while those in the Far East are returning from their Mid – Autumn festival break. It is expected to be business as usual from next Monday.

From the Indian perspective, although the monsoon / rainy season has officially withdrawn, we are still seeing sporadic bouts of rain fall across the country and have even had snow in Kashmir, the northern most part of our country due to western disturbances. Climate change is rearing its head frequently.

In terms of sesame seed, we do not have any good news to share as the reports from across all the growing areas are dismal. In many places the crop has been washed away with nothing left to salvage. In other areas, where the crop is standing, the yields are expected to be quite low based on the visual health of the stalks. Luckily our summer crop was good and arrivals have continued for over 100 days. This has created a situation of adequate material in the pipeline for now.

Our festive season has started and usually this is when local demand tends to pick up. While we are yet to see it happen in a significant fashion, the mood seems to be building up for sure. Our winter is also expected to be stronger due to adequate or rather surplus rainfall and rising water tables. This would usually translate to higher consumption of sesame seed to beat the cold. Prices are quite low if one looks at a 3 – 4 year horizon and this should give sales of winter sweets and snacks an added boost.

Coming to the global situation, we hear that Brazil has sold about 200 – 225,000 mt of their new crop to China, India, Middle East etc and is not in a hurry to sell at lower prices. Offers are limited and most of them are upward of USD. 1000.00 pmt cfr levels. Logistics remains an issue and delays are frequent. It is something that was expected to ease this season but remains a problem.

Nigeria was initially talking of a larger crop by about 10 – 15 % but it seems subsequent rain fall may have some marginal impact on quality and quantities in a few regions if at all. In general the crop there looks good and there have been decent trades in the range of USD. 1000 – 1050 pmt cfr levels, including some to India. "Kwara" origin / variety has suddenly gained a lot of popularity this season and based on my experience, there is 3 - 5X more Kwara sesame traded this season than is produced in that region. I will leave it to our Nigerian friends to throw more light on this.

Pakistan, as per reports with us, has been shipping to China and to those select buyers who are comfortable with this origin in terms of quality. Prices are quite range bound and there is no reason for concern or panic from buyers or sellers as of now. Our personal opinion is that at the local level we may see a small jump in prices in India but global markets would remain range bound until we have some bad news or external disturbances.

Trade in hulled sesame is slow and steady and prices continue to remain attractive for most buyers. General inventory levels with consumers seem to be low due to earlier declining markets but with the recent stability it would make sense to start covering some quantities and building inventories. USA

Tariffs have been a bit of a dampener but we are taking this in our stride as an origin and continue to focus on shipping good quality product and with regularity to other parts of the world.

A quick mention of Black sesame is a must. There has been a huge jump in prices from levels of USD. 2250 – 2300 pmt to a peak of about USD. 3100 pmt in the last few months. Although stable for now, we are not bearish on this item since there is very limited supply to create pressure of any sort. Choice material would command a premium at all times and it would be a sellers' market. The winter crop from India will surely have black sesame but it is expected to get absorbed between local stockists.

Current price ideas on FOB basis for Oct – Dec shipments from India –

Natural 99/1/1 – USD. 1275.00 pmt
Natural Sortex, 99.95 % Purity – USD. 1345.00 pmt

Hulled Sesame, 99.95 % - USD. 1540.00 pmt (from brazil raw material)
Hulled Sesame, 99.95 % - USD. 1560.00 pmt (from Indian raw material)

Hulled Sesame, 99.97 % - USD. 1570.00 pmt
Hulled Sesame, 99.98 % - USD. 1585.00 pmt

Hulled Sesame, 99.98% - USD. 1660.00 pmt - For EU / USA

Black Sesame, Sortex – USD. 2565.00 pmt
Jet Black, Sortex – USD. 2885.00 pmt

We await your best inquiries.

Have a good weekend.

Regards – Sanjiv Sawla