



agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

BACK_ GEWÜRZ_ SAATEN_

Natürlich und gesund genießen.

agaSAAT Market Report

Dear Readers,

Predictions and forecasts for the new year suggest that we will see a further increase in raw material prices. We're now heading into the last few weeks of the year. It's usually time to start winding down before the holidays, but in the baking industry the last few weeks before Christmas are usually the busiest. Have a good new year and stay healthy!

Blue poppy

Blue poppy is one of the raw materials whose price has remained more or less the same as last year. Quantities are available, offer and demand are balanced. The determining factor is still the quality of the goods. Here is where the subtle difference lies. Blue poppy qualities with low morphine and codeine contents are only available to a limited extent. Our **agaBlue®** blue poppy with Farmerpass and an assured quality guarantee ensures impeccable quality of the highest standard. We strongly recommend securing the quantities to cover your requirements.

Pumpkin seeds

Prices for pumpkin seeds are still fixed. Market demand is low despite Christmas business. A large part of the required quantities is not covered – long-term contracts cannot be fulfilled by growers. The domestic market is covered by spot purchases. Extreme caution is required here, as the critical situation regarding imports is resulting in longer lead times. We do not expect the situation to ease until after the Chinese New Year. Please check your requirements and ensure that they are covered for the 1st quarter of 2022!

A new addition to the agaSAAT range offers a sustainable alternative – **locally grown pumpkin seeds from the Lower Rhine region.**

We will be happy to put together a quote for you so that you can integrate more sustainability and regionality into your product range.

Linseed

Below-average harvests and delayed product arrivals continue to inflame the market. Only short-term requirements from contracts that have already been concluded can be covered. Additional quantities will be available from February 2022 at the earliest.

The situation with regards to golden linseed is still critical. The harvested quantities and qualities are very limited.

agaSAAT GmbH
Kelvinstraße 2
D-47506 Neukirchen-Vluyn
Tel.: +49 (0) 2845 - 9146 - 0
Fax: +49 (0) 2845 - 9146 - 51
info@agasaat.de · www.agasaat.de

Geschäftsführer: Werner Arts, Tobias-Werner Arts
Prokura: Axel Zoppke
UST-Nr. 119/5800/3426
UST-ID-Nr. DE120284736
Sitz der Gesellschaft: Neukirchen-Vluyn
Amtsgericht Kleve, HRB 5406

Sparkasse am Niederrhein
IBAN DE21 3545 0000 1420 2334 37
BIC (SWIFT-Code) WELADEDIMOR
Commerzbank AG
IBAN DE47 3504 0038 0600 7249 00
BIC (SWIFT-Code) COBADEFF350



Bio kontrolliert
durch
DE-ÖKO-001

Sesame, hulled/natural

Raw material prices have stabilised at a significantly higher level compared to last year. The ongoing developments regarding the coronavirus pandemic and the uncertainty surrounding how long it will be possible to export goods from Africa and South America without restrictions are concerning. The lead times for exports and the situation in European ports for incoming goods is aggravating the situation. Please check and ensure that your requirements until the end of the 1st quarter of 2022 are covered. Supply from the NATURLAND-certified agaSAAT cultivation project in Africa is guaranteed.

Sunflower seeds, hulled

Prices in the cooking oil market remain high and there are no signs of them dropping in the coming weeks and months. The amount of sunflower seeds imported is significantly lower than last year. This can be traced back to the fact the market is not covered in terms of requirements and we are heading towards a long-term gap in supply. The reduced logistics capacities at the end of the year and the start of the new year will also make the situation more complicated. Please make sure to check your requirements as soon as possible and plan well in advance. We believe that supply will remain restricted until the end of January.

Organic goods

Demand for raw materials from controlled organic farms will continue to grow in the new year. Many consumers are prepared to pay a premium for products from controlled, organic and local farms.

NATURLAND-certified organic natural sesame

Supplies from Africa are secure in the long term. We have built a reliable supply chain in this region over the last few years. We are currently in negotiations with our partners to guarantee quantities for the 2022 harvest.

Organic sunflower seeds: Demand for sunflower seeds is low due to the market prices, which are currently very high. Long-term contracts still cannot be fulfilled. Only requirements until the end of the 1st quarter of 2022 can be covered. Anything beyond that can only be represented through warehousing and storage costs.

Organic pumpkin seeds

Supplies of organic goods are very limited. Goods from EU countries offer an alternative for many companies. Due to increasing market prices, the difference in price in comparison to goods imported from other countries has become significantly smaller. The harvest of our **REGIONAL NATURLAND pumpkin seeds** grown in the Lower Rhine region is now finished. Our organic pumpkin seeds are being prepared around the clock. The first quantities will be available for delivery in December.



agaSAAT GmbH · Kelvinstraße 2 · D-47506 Neukirchen-Vluyn

BACK_ GEWÜRZ_ SAATEN_

Natürlich und gesund genießen.

Brief purchasing summary

Blue poppy: In comparison to other raw materials, the market is calm and consistent. Offer and demand are balanced. The determining factor is still the quality of the goods.

Pumpkin seeds: Prices from growers remain fixed at a substantially higher level than last year. The market is supplied by spot purchases. Please exercise caution here – long lead times and the current logistics situation is making it more complicated to import goods from other countries!!

Linseed: Short-term requirements can only be supplied to existing contracts. Additional quantities will only physically be available on the market again from February. There is a significant undersupply of golden linseed due to the poor harvest!!

Sunflower seeds: Prices are still high despite declining purchase and import figures. As we are coming up to the Christmas period, unrestricted supply from growers will only be ensured again from the second half of January.

Sesame: The situation remains fraught – short-term shipments are not available. Prices are stable. However, the current situation in Africa regarding the coronavirus pandemic is worrying!

Organic linseed: Supplies are incredibly limited – please make sure that you cover your requirements as soon as possible. Harvest quantities are significantly lower than expected.

agaGOLDSTERN® harvest 2021: Here there is a significant undersupply! Harvested quantities are significantly lower than expected and lower than last year. Please check your requirements as quickly as possible and make sure that they are covered.

If you have any questions about this market report or would like to request a quote, please call us on +49 (0)2845-91460.

We wish you lots of health and stamina for the final few weeks of the year and we hope that you and your families have a wonderful Christmas and New Year!

Kind Regards,

Werner Arts

Tobias-Werner Arts

Fabian Arts

and the agaSAAT team

agaSAAT GmbH
Kelvinstraße 2
D-47506 Neukirchen-Vluyn
Tel.: +49 (0)2845-9146-0
Fax: +49 (0)2845-9146-51
info@agasaat.de · www.agasaat.de

Geschäftsführer: Werner Arts, Tobias-Werner Arts
Prokura: Axel Zoppke
USt-Nr. 119/5800/3426
USt-ID-Nr. DE120284736
Sitz der Gesellschaft: Neukirchen-Vluyn
Amtsgericht Kleve, HRB 5406

Sparkasse am Niederrhein
IBAN DE21 3545 0000 1420 2334 37
BIC (SWIFT-Code) WELADEDIMOR
Commerzbank AG
IBAN DE47 3504 0038 0600 7249 00
BIC (SWIFT-Code) COBADEFF350



Bio kontrolliert
durch
DE-ÖKO-001