

agaSAAT® Market Report September 2023

Dear Readers,

This year's harvest season in Europe was quite rainy and so the harvest had to be pushed back by several weeks. Unfortunately, the quality of some of the cereal varieties was significantly impaired by the late rainfall. For late-sown crops, the rain was a blessing and should have a positive effect on maize and other arable crops that will be harvested in autumn. Well, one's curse is another's blessing...

Pumpkin seeds

The harvest of the new season will be getting underway soon in China. Late and heavy rainfall has also resulted in the first harvest predictions having to be adjusted. However, it will still be a few weeks or even months until the new harvest can be exported. Until then, Shine Skin pumpkin seeds from last year's harvest are still sought-after and their prices are stable.

The Chinese economy is currently also cause for concern. The negative developments that we have seen may lead to speculators investing in raw materials again and putting extra pressure on the market.

GWS varieties

According to all predictions, this year's harvest will be around 50% smaller than last year's and there is now nothing left from past harvests. This means that prices for GWS varieties will soar, or it may even cause processors to switch to producing Shine Skin goods.

Organic pumpkin seeds

The phosphonic acid content of Chinese pumpkin seeds continues to be a major issue. We will only be able to see the quality of the new harvest at the end of the fourth quarter at the earliest. Until then, there will be no offers from origin but local growers in Germany and Austria will offer alternatives. The quality of the goods should be able to be traced back to the grower and the relevant inspection bodies must be available at all times so that the necessary checks can be carried out.

Blue poppy:

The harvest in the Czech Republic is now finished, While the winter poppy varieties have provided a satisfactory yield, quantities from the harvest of the summer poppy varieties, the classic Czech poppy, are below average. Poppy seeds are very fine and the yields from this year's harvest are significantly lower than predicted and below the average from previous years. The extent to which this will affect market offers remains to be seen. Czech growers believe that there will be a slight yet stable upward trend.



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Natürlich und gesund genießen.

agaBLUE® - Yields from our contract farms in Germany were satisfactory.

The harvest was completed before it rained too much and the first quantities are already at the storage facility and available for dispatch.

Due to the growing conditions and qualities, prices for **agaBLUE®** are significantly higher than prices from the Czech Republic. However, we guarantee prices when you buy our proven, high-quality **agaBLUE®** seeds with morphine contents of **< 4mg/kg** and the well-known **agaBLUE®** taste.

The EU standard has been raised to allow a maximum morphine content of 20 mg/kg but this out of the question for many European processors due to their customers' specification requirements.

Sesame seeds:

Quantities remain scarce even though the new harvest from Pakistan is now in. The biggest provider of sesame seeds, Africa, expects the new harvest to come in at the end of the fourth quarter at the earliest so the goods will only be physically available in the first quarter of 2024. Don't wait, make sure that you cover your requirements as soon as possible. We recommend building up a safety stock to cover any shortages or delays until the new harvest from Africa comes in.

Natural sesame – NATURLAND-certified ORGANIC

Over the last few weeks, the organic market has experienced a drastic price increase. The reason for this is the scarce availability and the fluctuating flows of goods due to the ongoing uncertain situation in parts of Africa. The first harvested quantities from Egypt are hitting the market now but prices are around 30% higher than last year.

The harvest at our contract farm project in Uganda will happen in the second half of November. Again, here it's impossible to give prices for the new season for now.

Linseed

Linseed prices have reached rock bottom after dropping again in recent weeks. According to the latest information that we have received, the harvest in Kazakhstan is around average despite the persisting hot weather. However, the high prices for importing the goods to Europe are continuing to pose problems.

The harvest of our own **agaSUZANNE®** and **agaGOLDSTERN®** in Germany, Hungary and the Netherlands is still in full swing. Due to the later sowing in April, it will be a while until the harvest is completely finished. We are waiting for the results of the analyses on the nutritional values and yields of the first, incoming harvested quantities.





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Sunflower seeds

The hulling plants in Bulgaria are ready and raring to go for the new season. The market is very volatile and difficult to predict. It remains to be seen how the rising prices in the oil market will affect the larger picture. We recommend securing your SPOT requirements but not your long-term requirements.

ORGANIC sunflower seeds

The situation remains unchanged, organic goods are in short supply and we are waiting for the new harvest to arrive in September 2023. We will continue to update you on the further market developments as soon as we hear anything.

agaSAAT FOOD SAFETY programme

Are you aware of the benefits of our agaSAAT – FOOD SAFETY – programme?

Seeds such as sunflower, linseed and pumpkin are agricultural raw ingredients that become food – and therefore ‘credence products’ – after preparation.

This summer and autumn have been very warm and wet, which has led to the goods becoming heavily infested with all kinds of insects.

This is precisely where the agaSAAT FOOD SAFETY programme comes in. It offers you a comprehensive, all-inclusive package along with the **know-how** we have gathered from 30 years’ experience in our core areas of expertise:

- Storing goods in separate **quarantine storage units**.
- Pressurised disinfestation **using natural CO²** in the high-pressure chambers (**also licensed for organic products**) installed at our Neukirchen-Vluyn site.
- **agaSAAT fine cleaning** (including colour-sorting on request) at our high-tech cleaning facilities.
- Packaging in sacks and big bags, loading onto pallets, labelling as per customer specifications.

We are happy to offer our capabilities and expertise as a service to your company. We look forward to receiving your enquiry.

More detailed information on the agaSAAT FOOD SAFETY programme is available at:

www.agasaat.de

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

