



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

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Natürlich und gesund genießen.

agaSAAT® Market Report July 2024

Dear Readers,

Continuous rainfall is causing significant delays in sowing. In many regions, it was only completed in mid-June and some areas actually had to be sown for a second time in May. So, despite a fairly early vegetation, we are starting the new season very late. The knock-on effect of this is that this year the harvest will start significantly later than in previous years. We hope that the producers will have enough time to get the harvest in this autumn. In any case, we will keep you up to date with all the latest news.

Pumpkin seeds

Container costs for imports continue to rise with no end in sight. Sales in local markets at origin have increased too. On the contrary to original predictions at origin, this has led to a further increase in prices. We strongly recommend making sure that your requirements are covered up to the end of the 3rd quarter of the year.

GWS-quality seeds

Quality problems due to moisture, caused by the seeds travelling through different climate zones, continue and make reprocessing the seeds a necessity. Tread carefully when selecting seeds and particularly when faced with cheaper offers that are far below current market prices. We keep seeing “bait and switch” offers and price indications cropping up on the market but they cannot be confirmed because the goods cannot be secured.

Organic pumpkin seeds

GWS A / AA Requirements can still be covered from early contracts and purchases that have been concluded on the basis of many years of experience and a forecast that warned buyers to secure quantities early on. For the moment, goods from origin can only be found sporadically. We recommend that you urgently secure any open requirements if you have not yet done so already.

Shine Skin A / AA These seeds have reached an all-time high in terms of price, demand is also incredibly high and availabilities are severely limited due to the high quality requirements placed on the raw materials. Rising container costs are also partly responsible for pushing prices up.

Cultivation in the Lower Rhine: The last areas in the local cultivation project in the Lower Rhine were sown in mid-June. This puts us around 4 – 6 weeks behind our sowing/planting schedule. Some of the delayed crops were planted by hand as the ground was too wet to be driven on and the pumpkin seedlings that had been started in the greenhouse were already too large for the planting machine.

If you are interested in making your pumpkin seed supply chain more sustainable, we will be happy to accompany you with the introduction and approval of our locally grown pumpkin seeds from the Lower Rhine.





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Blue poppy

The difference in plant development and growth varies massively from place to place. While the winter poppy will be ready to harvest in just a few weeks, due to the wet weather and late overnight frosts summer poppy that was sown later still has a way to go and will be harvested later than usual. We hope that the weather will stay dry enough into late autumn to allow for enough time for a good harvest to be brought in.

Organic poppy The seeds from the last harvest have largely sold out and prices for the remaining goods have reached a new high. Many processors have decided to wait until the new harvest from Germany, the Netherlands and Austria comes in. Should you be unable to wait until the new harvest comes in (we expect to see the first available quantities around October), we recommend that you make sure that your requirements until the end of the year are covered to ensure that everything goes smoothly. Do not wait too long!

Our organic seeds grown in Germany, Austria and the Netherlands have been sown far later than we originally planned. We will be publishing an extensive report about the current situation in the fields on our homepage www.agasaat.de/en/ soon

agaBLUE® The first winter poppy crops will be ready to harvest over the coming weeks and, weather permitting, we will soon start to harvest and prepare the seeds to ensure a smooth transition and a guaranteed supply of goods.

Sesame seeds

Prices for sesame seeds remain high. Nigeria remains our largest sourcing region. Prices for goods from Nigeria are higher than those for goods from India and Pakistan. Delays with the import of goods and checks in European ports are taking a disproportionate amount of time. It is best to err on the side of caution and build up a reserve so that you are not too affected by any delays when importing goods.

Hulled organic sesame While there are a few offers here and there from Pakistan, market prices are not easing up. Supplies of organic goods remain scarce. Rising shipping costs and delays with imports are cause for concern here and so we recommend that you make sure that you cover your requirements until the 3rd quarter of 2024.

ORGANIC NATURLAND SESAME In a few weeks the final containers from the winter harvest from our cultivation project in Africa will reach the Port of Hamburg. There are now no further quantities available at origin. We are working on the idea that we will be able to secure further quantities from the summer harvest in Africa from September. If you are able to put together a long-term requirement plan, this will come in handy later when you need to secure quantities from the summer harvest. Please get in touch with your contact at agaSAAT GmbH to find out more.





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Linseed

Even though import fees for linseed from Russia are only rising gradually, market prices have risen drastically over the past few weeks. The fees agreed upon by the EU are just one of the reasons behind this increase. Another issue is the unclear situation surrounding the supply of goods from Kazakhstan. Flooding has led to significant losses here and the sowing started a lot later than originally planned. The persistent wet and cold weather do not leave a lot of hope for positive forecasts for the new harvest. In addition, the extremely long waiting times at EU borders are impacting the rising import and logistics costs. So do not wait to cover your long-term requirements! Our own **agaSUZANNE®** and **agaGOLDFLAX®** crops on farms in Germany, Hungary and the Netherlands are developing much more slowly than planned due to the wet weather. Some areas had to be completely resown in May as the first sowing was disturbed by the continuous rainfall in March and April. As a result, the crops are developing significantly later than planned and we cannot currently give a certain forecast as to what will happen over the coming months.

Sunflower seeds

Raw material prices have risen massively over the past few weeks. The majority of the hulling plants in Bulgaria have now stopped production to get ready for the new harvest. This drastically limits availabilities and offers at origin. Should you still have requirements that need covering over the coming weeks, we recommend hedging your bets at the current, higher prices. It will be a while before the new harvest comes in and for now we do not expect to see a drop in raw material prices. We also do not have any clear information about current harvest expectations and offers from Ukraine.

Organic sunflower seeds These seeds remain in scarce supply. The first few deals for the new harvest indicate that supply and demand will not balance out in the long term. Currently, demand for organic sunflower seeds far outstrips supply.

We have even had to deal with a massive price increase in **NATURLAND** goods this year. First offers have shown that prices are up to 25% higher than last year. Demand for NATURLAND goods is simply not letting up.

Organic nigella / black cumin: The harvest in Egypt has gone well but prices at origin are still high. We recommend waiting until the market situation eases up before securing your requirements. We expect to see prices drop a little over the next 2 – 3 weeks and we will keep you up to date with the latest news.

It will soon be harvest time in Syria, but there are currently no binding offers to secure the first quantities. Exporting goods from Syria is still a challenge but one that can easily be overcome by anyone with the right expertise.





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agaSAAT FOOD SAFETY Program

Are you familiar with the benefits of our agaSAAT FOOD SAFETY program?

Seeds and spices are agricultural raw ingredients that become food – and therefore “credence products” – after preparation.

When temperatures rise, so does the risk of a pest infestation.

This is precisely where the agaSAAT FOOD SAFETY program comes in. It offers a comprehensive, all-inclusive package of services along with the **know-how** we have gathered from 30 years' experience in our core areas of expertise. Our services are just as flexible as your requirements!

- Storage of goods in separate **quarantine storage units**
- Pressurised disinfection **using natural carbonic acid (which can also be used on organic products)** in the high-pressure chambers installed at our Neukirchen-Vluyn site
- **agaSAAT fine cleaning** (can be done with a colour sorter and NIR technology if required) at our high-tech cleaning facilities
- Packaging in sacks and big bags, loading onto pallets, labelling as per customer specifications
- Storage and stockpiling under temperature- and humidity-controlled IFS-FOOD conditions, carbon-neutral warehousing

We can take care of all the necessary process steps for you. We are the only company in Germany that can offer these services and this expertise!

We are happy to offer our skills and know-how as a service to your company. We look forward to receiving your enquiry.

You can find more detailed information about the agaSAAT FOOD SAFETY Program on our website:

<https://www.agasaat.de/en/>

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

