

January 2022

Dear client,

Hereby we share with you our latest update about the pumpkin market from China.

If you have any questions or interests regarding this report you can contact us through our contact details below.



The market in general has decreased a little due to weak demand at the moment.

Shine Skin

Raw materials shine skin pumpkin seeds prices went down from 18.5RMB /kg to 17.7RMB /kg. The CIF prices went down with about 150 USD /mt compared to the higher levels before. The demand is still low while buyers are waiting for further decrease of the prices.

There is still about 50,000 - 60,000 metric tons of stock at Inner Mongolia in hand of collectors. This is excluding quantities from smaller collectors from Xinjiang and Northeast origins.

GWS

Raw material prices GWS also went down, current prices at 22RMB /kg. Demand could be controlled more by local collectors due to quantities which are much more smaller compared to shine skins. Availability of GWS decreased compared to previous harvest year but speculation and freight is main cause of the last price wave. At the moment, GWS seems to be less available compared to Shine skin.

Organic

Organic pumpkin seeds quantities are becoming less and less. Unlike the conventional seeds, organic prices increased by 80-100 USD /mt. Some big factories are collecting already big quantities of raw materials to be able to meet their demand after Chinese new year.

Speculators

A team of speculators have entered the market of Pumpkin to push the market prices. These speculators used to trade Garlic up till now and do have a lot of experience in controlling the market. The Pumpkin seed business is small (in comparison to Garlic), it is easier to be controlled by speculators and is therefore also a recurring fact. Human action is the key for pumpkin seed trade.

Freight

The biggest problem for all Chinese suppliers in 2021 were the abnormal high freight rates.

The freight rate used to be USD 1000 - 1500 for a 20'FCL to a EMP but over the time this price increased up to USD 9000 - 11.000.

Many suppliers lost a lot of money due to this increase. Of course also some suppliers did not fulfil their contracts because of this development.

At this moment the freight rates seems to have stabilized and more and more suppliers do offer again on CIF terms instead of FOB. However, speculating freight costs is still a challenge.

Current crop

From now to May, market may have a small fluctuation which encourage farmers to plant. Another concern is longer supply chain delivery and cash flow. Dealers are requesting payment on delivery to the production sites which is imposing pressures to their cash flows.

Usually period August, September, October and November there always will be a shortage coming out – it's between crops.

Aldebaran's advice:

- Due to delay of upcoming Chinese New Year and longer transit times, we recommend to cover your needs for nearby via the spot market. Spot is getting empty by the day.
- Keep in mind when buying directly from origin, the transit time can be longer than expected.
- There will be more pressure on GWS due to shortness.
- Although the Chinese shippers will not offer cheap, it could be advantageous to cover through reputable trading houses.

- Especially on organic pumpkin you need to buy all you need really until November 2022, traditionally they will be sold out pretty soon

Current **stock / afloat** on FCA/CFR Rotterdam basis:

Pumpkin GWS AA					
Packaging	Bags	Total MT	Origin	Grade	Crop
25 kg paper bags	400	10	China	Grade AA	2021

Pumpkin Shine Skin AA					
Packaging	Bags	Total MT	Origin	Grade	Crop
25 kg pap. vac. bags	720	18	China	Grade AA	2021

Above is subject availability. Please contact us in case of firm interest. Of course, we can quote you with CIF shipments from origin directly to your desired port of destination.

Kindest regards,

Trade department: Paul, Nurcan, Ronald, Wim, Lyubka and Orestis

Aldebaran Commodities B.V. Rotterdam | The Netherlands

Direct +31-107620510 (Paul)

Direct +31-107620514 (Nurcan)

Direct +31-107603520 (Ronald)

Direct +31-682684451 (Wim)

Direct +31-107603526 (Lyubka)

Direct +30-2114037399 (Orestis)

Aldebaran Commodities B.V., Maasstraat 17, 3016 DB Rotterdam, P.O. Box 23053, 3001 KB Rotterdam
Phone +31 (0)10 436 4937, **Fax** +31 (0)10 436 4865, **Internet** www.aldebaran.nl
 Chamber of Commerce Rotterdam 24271671, VAT no. NL 8055.08.181 B.01