

Dear client,

Hereby we share with you our latest update about the pumpkin and sunflower market.

If you have any questions or interests regarding our market information you can contact us through our contact details below. We always appreciate your feedback.

PUMPKIN

Market

Snow white pumpkin seeds:

The main production area is in Heilongjiang and Jilin province, farmers also grow a small amount in Xinjiang province. Since the new crop is available from October, we have seen the prices of the snow white seeds decreasing, because of the low demand and the good crop size.

During the second half of October and the first half of November we have seen a growing buying interest. People wants to receive some material before Christmas period and where also open to close contracts for the first quarter of 2017. When we compare the crop size of the snow white to the GWS and Shin Skin, we can say that the availability is less. For this reason, we see the price of the seeds going up quicker than the GWS and Shine Skins. For the first time during this crop we see that processors started to buy for their own storage. During the first two weeks of November we have seen the price going up with about 100- 130 dollar per ton. Also this week the price keeps increasing with about 50-70 dollar per ton. We personally feel that the price will rise further during 2016 as we see a growing buying interest. We expect till the end of the year a further increase of 150-180 dollar per ton. For this reason, our advice is cover your snow whites, if you have needs for prompt shipment till first half 2017.

Shine Skin Pumpkin Seeds:

The two main growing areas for Shine Skin pumpkin seeds are the North-East and the North-West. The total volume is estimated at more than 300.000 metric tons this crop. Also this price dropped further after the availability of the new crop. Main reasons for this decrease was the good crop volume, quality and the very low domestic demand in the roasting business. Farmers were trying to sell on lower and lower levels and importers in Europe were able to buy on extremely low prices. Especially as the processors did not hold any stocks and could buy their needs easily from the farmers to fulfill their contracts.

The last months we saw also on the shine skin seeds a growing demand. For this reason, the price became finally stable during the second half of October – first half of November. In our

opinion the price will keep stable during 2016, but we do not see any indications for a serious increase. There is simply a huge availability. We believe the high interest at the buying side will keep growing during 2016, to cover material till first half of 2017. But this will keep the price only stable. Speculations and local traders that are willing to invest, might have an influence on the price of the Shine Skin seeds. But for now we do not believe this will happen during the next months.

Grown Without Skin:

The main growing area for the GWS is in the North-west region. The total volume is estimated at 30.000 metric tons this crop. The demand on the domestic market of the GWS is even lower than the shine skin kernels, as the local price for the shine skin is lower as the availability is bigger. So the main focus for the GWS is export. The price development is almost the same as the shine skin seeds. After a long period of price decrease the prices became also stable now. Also on this product we have seen a growing interest the last month. We believe the price of the GWS will stay stable and develop in the same direction as the shine skin seeds. We do not expect a big increase. A fact is that both grades (Shine Skin and GWS) are still on very interesting buying levels.

Conclusion:

In general, we can say that the market is recovering after a long period of decrease. The import demand is rising and the processor willing to buy raw material for their sown storage again. This makes the whole pumpkin market more positive again and European buyer as closing contracts for a couple of months or even longer. On the Snow white seeds, we see an increase which makes covering currently interesting or maybe even needful during this period. On the Shine Skin and GWS we can say that it is interesting to buy because of the low price, but the need is not so urgent. The price might go up a little bit, but we expect a stable market till the next year.

During March/April 2017 the farmers will make their decision for the plantings of the new crop. This will always have influence of the price of current crop. We keep you posted with our most recent news.

Sunflower

Market – east Europe

The last half year have been tough for the sunflower processors in Eastern Europe. Market prices were low and the demand was slow. During the last 4 weeks we saw the market going up and a rising demand on the kernel market. The total price-increase till now was about Euro 30-

40 euro per ton. Because of the growing demand at the bakery industry in Europe and the USA and also because the increasing interest at the birdfeed industry before the winter is coming. At this point we can say that the market slowly become stable again, but many processors still see a rising demand. The production planning gets busy again and they are positive about the next months. As we also see the demands rising (especially in Scandinavian and German market) during this time of the season we personally believe the price will rise further during 2016.

Kind regards,

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