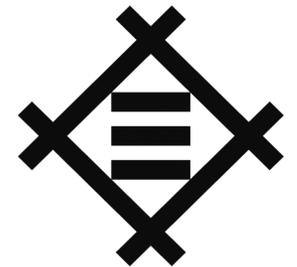


Trade challenges to Japanese market



MITSUMI & CO.

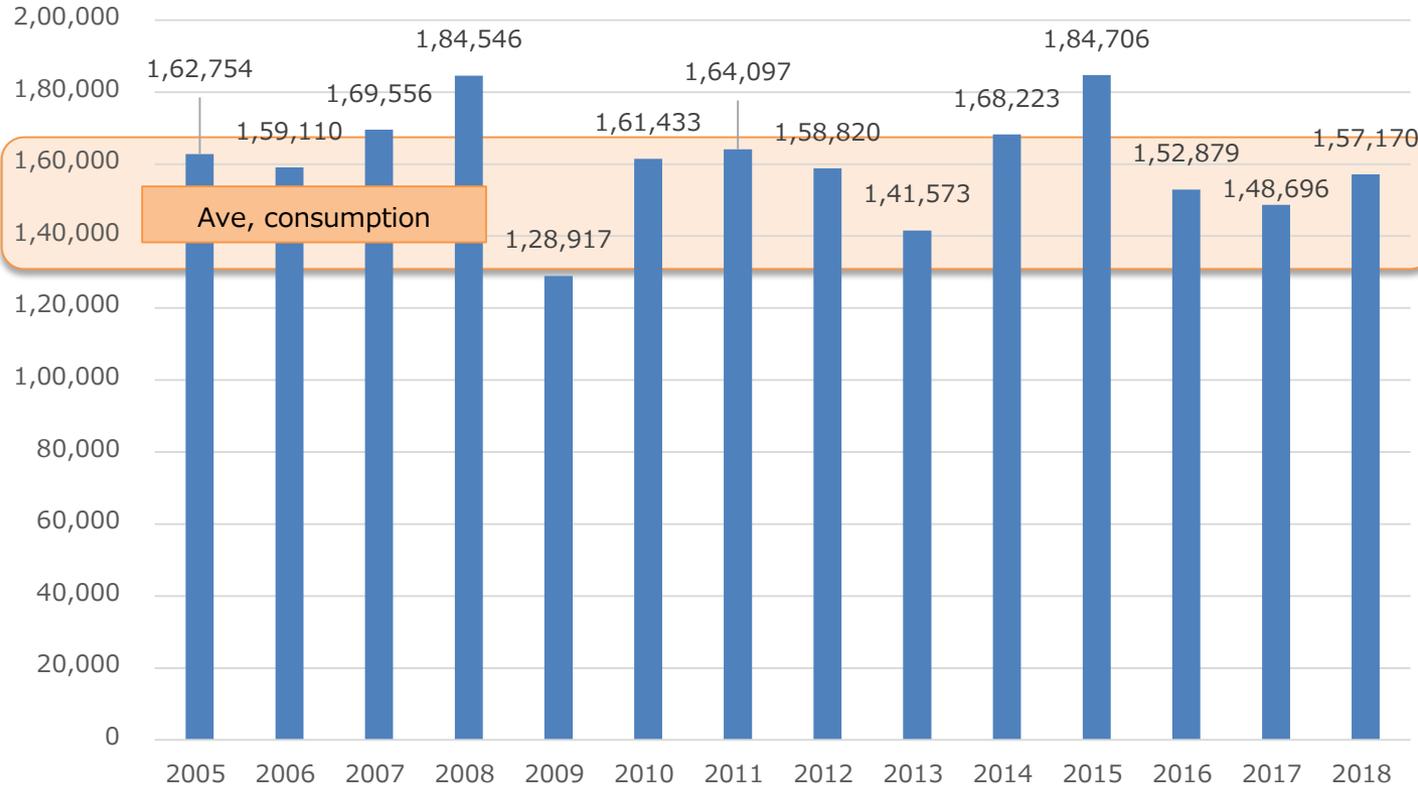
TOMOHISA FUJIMOTO
Oils & Fats Dep.
Oils & Fats, Staple Food Project Div.
Food Business Unit

August, 2019

Logistics issue



Japanese Import Quantity



Overview of Japanese market

- Ave, qty is 150-160K ton per year.
- Preferable stable supply
- Manufacture are managing the stock by themselves. (No position without buyer)
- Each manufacturer have owe preferable origin.
- Main origin is Nigeria, Tanzania and Burkina Faso. (Approx. 2 month from ETD to ETA)

Operational challenge

- Shipment delay
- Cargo damage while a transportation(inland and ocean)

Pesticides Issue



● Positive List

It is a pesticides regulation that is covered to all agricultural products.

Trading company and Sesame oil/edible manufactures have analyze about pesticides in order to make a proof safety. But sesame seed regulation is very strict therefore some material has rejected by Japanese regulation.

Not allowed to use in Japanese market even though farmers made an effort and exported made a good price.

<Detection list by official survey recent two year>

<u>Date</u>	<u>Origin</u>	<u>Detection</u>		<u>Detected value</u>	<u>MRL</u>
19-Apr-18	Ethiopia	2, 4 -D	Herbicide	0.58ppm	0.05ppm
9-May-18	Myanmar	Aflatoxin	-	11ppb	10ppb
9-May-18	Myanmar	Aflatoxin	-	12ppb	10ppb
21-Dec-18	Sudan	2, 4 -D	Herbicide	0.07 ppm	0.05ppm
15-Jan-19	Paraguay	Carbaryl	Insecticide	0.09ppm	0.01ppm
19-Mar-19	Ethiopia	Bendiocarb	Insecticide	0.03ppm	0.01ppm
14-Jun-19	Bukina Faso	Aflatoxin	-	11ppb	10ppb
1-Jul-19	Uganda	Thiamethoxam	Insecticide	0.07 ppm	0.02ppm

Operational challenge

- Education to farmers and local traders about correct usage of pesticides.
- Analysis method



360° business innovation.



MITSUI & CO.