



# Sesame Consumption Trends in Japan

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20<sup>th</sup> August, 2019



# Import Volume in Japan (Sesame Seeds Crushing & Edible Grade)



(Unit:mt)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Nigeria	48,677	47,312	52,692	43,733	52,692	55,753	54,276	30,847	53,232
Tanzania	26,731	20,298	25,352	11,442	33,910	36,034	19,624	18,267	12,801
Burkina Faso	23,953	19,931	15,855	25,281	19,328	26,429	14,060	40,580	35,575
Paraguay	16,231	36,058	18,204	12,357	17,591	14,201	14,127	6,575	7,144
Guatemala	12,962	3,833	10,923	15,010	8,889	13,413	8,923	7,739	4,555
Mozambique	463	869	1,596	3,814	4,178	7,365	7,496	6,837	9,283
Myanmar	11,665	13,341	12,793	10,623	9,126	5,973	8,589	12,683	7,358
Ethiopia	218	2,399	6,390	4,215	5,071	3,534	4,392	5,007	8,172
Nicaragua	1,538	591	2,009	2,168	2,295	3,249	1,523	951	1,036
Pakistan	158	2,676	1,500	770	2,278	3,683	1,861	2,752	4,311
Turkey	2,590	2,921	1,874	1,879	1,912	2,297	3,106	2,187	1,156
Bolivia	5,581	5,059	2,350	3,102	2,649	2,016	2,628	1,545	1,440
China	3,411	1,542	3,190	809	982	1,047	571	3,551	1,176
Sudan	435	591	333	775	686	187	0	19	303
India	0	0	0	0	10	9	80	70	83
U.S.A.	3,424	3,893	99	60	0	0	0	0	1,097
Others	3,396	2,783	3,660	5,535	6,626	9,516	11,055	9,086	8,448
<b>World Total</b>	<b>161,433</b>	<b>164,097</b>	<b>158,820</b>	<b>141,573</b>	<b>168,223</b>	<b>184,706</b>	<b>152,311</b>	<b>148,696</b>	<b>157,170</b>

(Data: Trade Statistics of Japan)

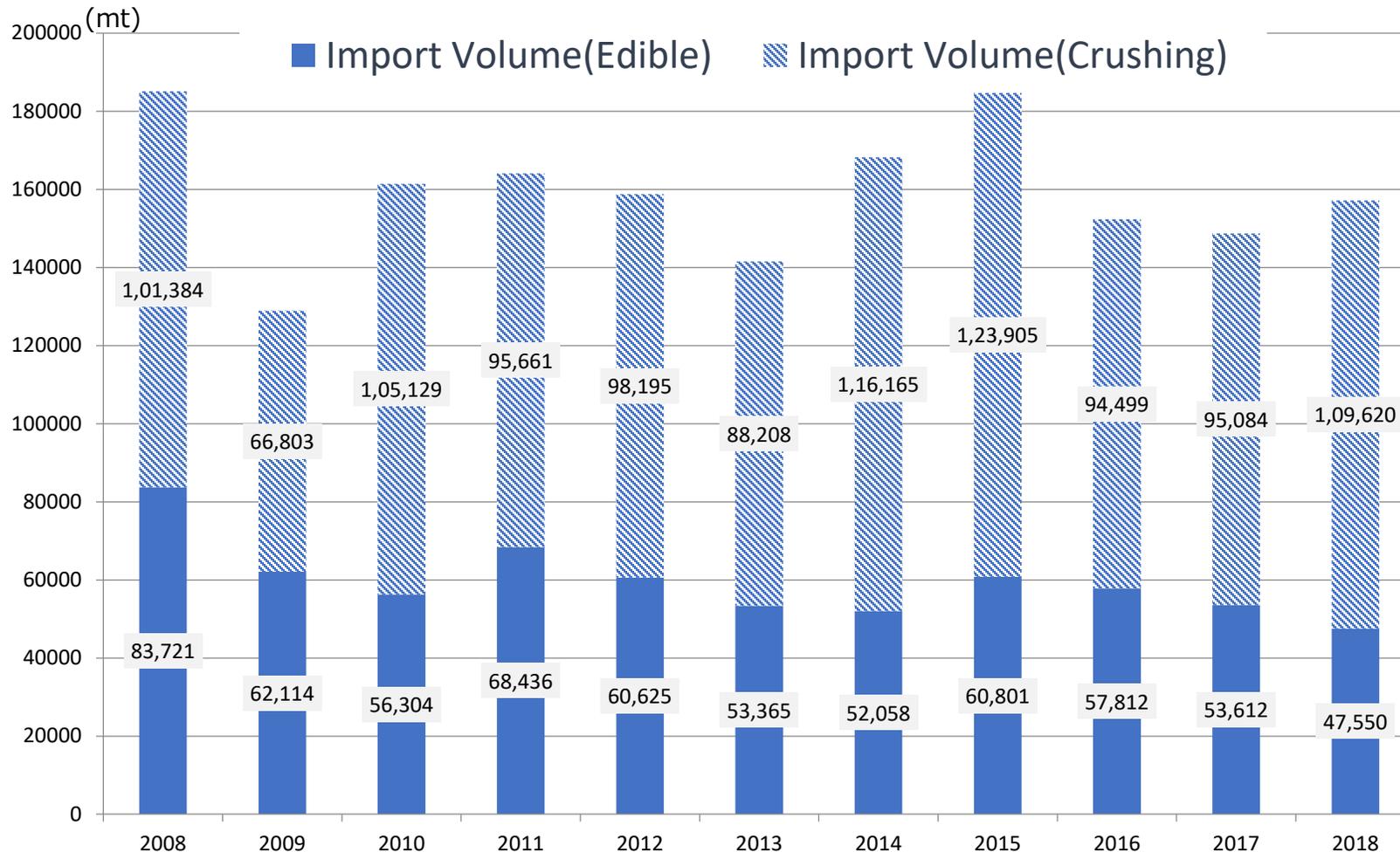
## 【Crushing Grade】

- Standard Spec = Africa 5 origin
- Crushing Volume & Import ↑
- New origin in Africa  
(Niger, Mali & Togo = China Demand)

## 【Edible Grade】

- C/S American Origin ↓  
(Paraguay & Guatemala etc.)  
VS  
African Origin ↑  
(Mozambique & Ethiopia etc.)
- New area  
(Sudan, Pakistan)

# Import Volume in Japan (Sesame Seeds Crushing & Edible Grade)



## 【Import Volume】

- **Crushing** ↑  
2018 109,620mt  
Ave. 90-110k mt
- **Edible** →  
2018 47,550mt  
Ave. 50-65k mt
- **Total**  
2018 157,170mt  
Ave. 140 – 160k mt

# Specification for Japan market (Crushing & Edible Grade)



## Crushing Grade

**【Origin】** Africa(Main 5)  
**【Admixture】** 2% Max  
**【Oil Contents】** 52% Min\*

\*Low oil contents = Discount

## Edible Grade

**【Origin】** C/S America, Asia etc.  
**【Purity】** 99.5-99.97%  
**【Oil Contents】** 50% Min  
**【Color】** Black / White \*

\*Mainly color-sorted

## Standard Specification

**【Free Fatty Acids】** 2% Max  
**【Moisture】** 7% Max

AND...

**【Pesticide Residue】 NOT DETECTED**

with the Certificate issued by FOSFA approved Laboratory

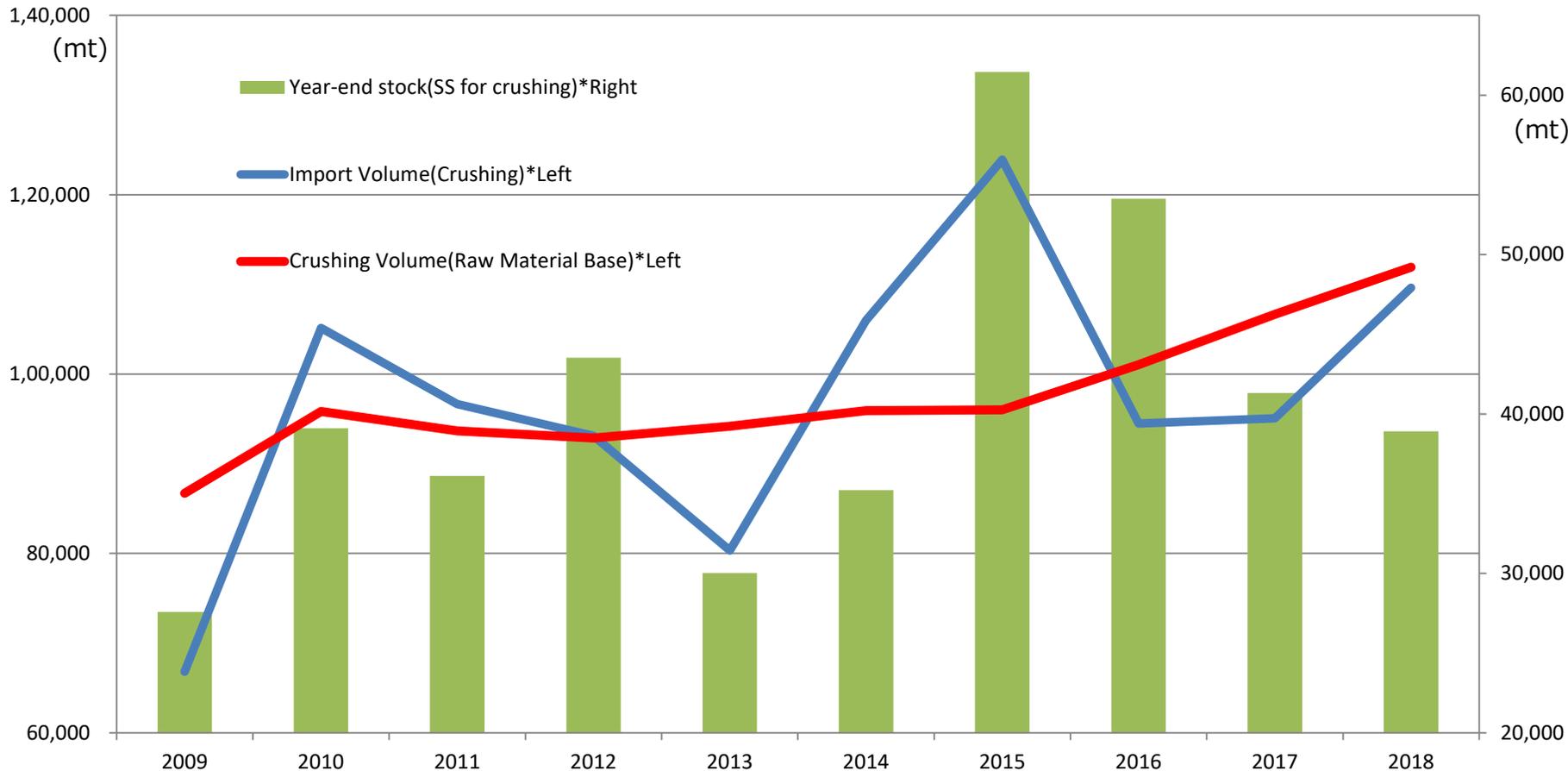
**【Incoterms】**  
C&F \*

**【Shipment】**  
After sample approved \*

**【Packing】**  
PP Bag 50kgs \*  
(Plain Type)

\*It depends on customers

# Trend of Crushing grade (for Crushing volume & seed inventory)



**【Crushing Volume】**  
- Up-trend  
will be 120.000mt

- New Demand  
Domestic & Overseas

**【Import Volume】**  
- High volatility  
Depending on the market

**【Stock】**  
- Tighter  
Reasonable level 35-40%

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Crushing Volume	86,720	95,821	93,656	92,890	94,187	95,918	96,026	101,052	106,667	111,929
Year-end stock(SS for Crushing)	27,586	39,100	36,110	43,533	30,027	35,231	61,455	53,509	41,313	38,911
Ratio(YE stock/Crushing Volume)	32%	41%	39%	47%	32%	37%	64%	53%	39%	35%

# New Sesame Oil Line-up in Japan (Confectionary Oil)



## 【Usage】

- Buns/ Bread  
Black/Gold Sesame Seeds  
Sesame Oil "Unroasted"  
◎ Replacement of butter
- Ice Cream  
Black/Gold Sesame Seeds  
Sesame Oil  
"Roasted & Unroasted"  
◎ New topping/seasoning

And so on...



# New Sesame Oil Line-up in Japan (Seasoning / Fresh & Uncooked use)



【Usage】

- Replace for other oil \*



\*Sesame Oil can use  
**NOT ONLY**  
Japanese/ Chinese  
Food **BUT ALSO**  
European Food.

# Edible Grade for Japan market

## Edible Grade

【Purity】	99.5-99.97%
【Oil Contents】	50% Min
【Color】	Black / White *
*Mainly color-sorted	

## Quality Check Points(Admixture)



## Why High Purity?

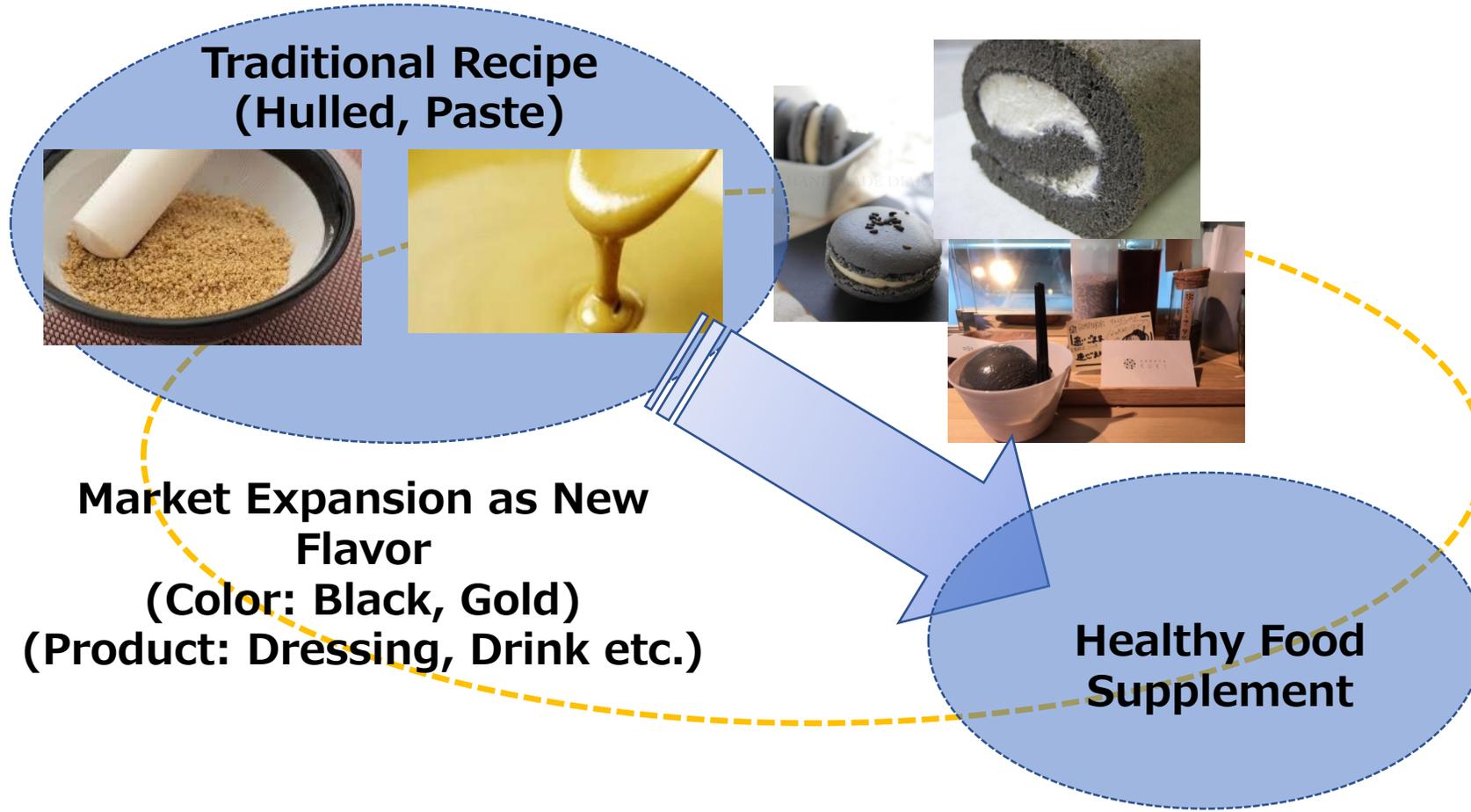
- We use Edible Grade for non-crushing product.  
(Hulled, Roasted and Pasted Sesame)
- We use hole sesame and eat&see direct.
- We need ZERO contamination for the final products.



## Other Spec

- Japanese customer choose not only purity but also...**Good Color, Taste and Flavor !**

# Edible Sesame Line-up in Japan (Edible & New Flavor)



**[Memo]**

- Last year joined line-up as New Flavor

# Structuring of traceability system

## How to control the pesticide residue...?



### 【Production area】

- Control of Pesticide usage in Fields.
  - Current Sesame seed production
  - Previous product (Residue risk)
  - Nearby Field (drift risk)
- Post harvest (Purposely, Incidentally)
  - \*Incidentally=Storage condition in warehouse



### 【Shipper/Sorting company】

- Traceability system
  - Registration of supplier(farmers)
  - Arranging FOSFA certified laboratory.
- Sorting/Storage
  - No contamination with other products



### 【Laboratory】

- Test of Pesticide Residue
  - Unified control  
(Test method, Detection Limit)



**Thank you for  
your attention and patience !**

**ITOCHU Corporation  
伊藤忠商事株式会社  
20<sup>th</sup> August, 2019**