

# Proceedings



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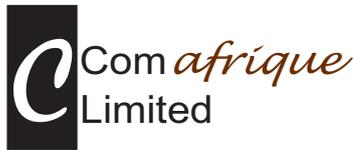
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## SPEAKERS



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Mr Yaniv Tal  
CFO  
Prince Tahina



Mr Tomohisa Fujimoto  
Mitsui & Co Ltd



Mr Sheriff Balogun  
President, National Sesame Seed  
Association, Nigeria

## PROGRAMME

### Day - 1, Sunday August 18, 2019

2:00 pm onwards	Room Check-in at <b>Hyatt Regency Venue Hotel</b>
5:00 pm onwards	Registration & Networking at <b>Residence Veranda</b>
6:00 pm to 8:00 pm	Welcome Cocktail Reception at <b>Residence Veranda</b>

### Day - 2, Monday August 19, 2019

8:30 am - 9:00 am	<b>Registration of delegates</b>
9:00 am - 9:45 am	<b>Inaugural function</b>  <b>Welcome address:</b>  <b>Mr Srivatsava G</b> , SesameInformation.com  <b>Chief Guest HE Mohammed Badaru Abubakar</b> Executive Governor, Jigawa State, Nigeria  <b>Keynote Address:</b> <b>Mr Hakan Bahceci</b> , Hakan Agro DMCC
9:45 am - 10:00 am	<b>Thanking Sponsors &amp; Committee Members</b>
10:00 am - 10:15 am	<b>Special Address - 1</b>  <b>Global Sesame crop review and outlook for 2019/20</b>  <b>Mr Tarun Chawla</b> , ETG
10:15 am - 10:30 am	<b>Special Address - 2</b>  <b>Mr Olusegun Awolowo</b> , Nigerian Export Promotion Council
10:30 am - 11:00 am	<b>Networking break</b>
11:00 am - 12:45 pm	<b>Sesame crop prospects for 2019 / 20</b>  <b>Discussion-1:</b> Country - wise Sesame 2019/20 crop update and outlook  <b>Moderator:</b> <b>Mr Sandeep Bhura</b> , Om India Trading Co. Pvt. Ltd  <b>Ms He Qin</b> , CFNA, China  <b>Mr Amrith Kurien</b> , ComAfrique Group  <b>Mr Ato Haile Berhe Kinf</b> Ethiopian Pulses, Oilseeds and Spices Producers & Exporters Association (EPOSEA)  <b>Mr Kishor Bheda</b> , Bheda Brothers  <b>Mr Sebastian Andrew</b> , Product Head TGI Group  <b>Mr Satyam Batra</b> , Agropower Industrial Trading & Investment Co. Ltd  <b>Mr Thierry W. Pouya</b> , Lutheran World Relief

## PROGRAMME

12:45 pm - 2:15 pm

**Networking Lunch**

2:15 pm - 2:30 pm

**Special Address - 3**

**Strategies for sustainable growth of sesame industry**

**Mr Sanjeev Sharma**

Sesame and Super Foods, Olam International

2:30 pm - 3:30 pm

**Discussion-2:** Sesame Trade Forum (discuss trade challenges, enforcement of contract, quality or any other challenges)

**Moderator:**

**Mr K S Prakash**, Hakan Agro DMCC

**Mr Mohammed Fakhran**, Rasagra

**Mr Alok Bhargava**, Praramb Agri Trading DMCC

**Mr Tomohisa Fujimoto**, Mitsui & Co Ltd

**Mr Sheriff Balogun**, National Sesame Seed Association, Nigeria

**Ms He Qin**, CFNA, China

3:45 pm - 6:00 pm

**Buyer Seller Meet**

7:00 pm onwards

**Cocktail Dinner at Vue Rooftop**

### Day - 3, Tuesday August 20, 2019

9:00 am - 10:00 am

**Open house - Global Sesame Council**

**Moderator:**

**Mr G Chandrashekar**, Global Commodities Expert

**Mr Jay Chandarana**, Dhaval Agri Exports LLP

**Mr Sandeep Bhura**, Om India Trading Co. Pvt. Ltd

**Mr Srivatsava Ganapathy**, Sesameinformation.com

10:00 am - 10:20 am

**Presentation:** Hulling industry and food safety challenges

**Mr Mukul Gupta**, Shakumbhri Expo Impo Ltd.

10:20 am - 10:40 am

**Presentation:** Financing the Sesame value chain

**Mr Zhuang Liang**, Aglook

10:40 am - 11:00 am

**Networking Break**

11:00 am - 11:20 am	<b>Presentation:</b> Sesame consumption trends in Japan <b>Mr Shohei Kagoshima</b> , Itochu Corporation
11:20 am - 11:40 am	<b>Presentation:</b> Sesame consumption trends in Israel <b>Mr Yaniv Tal</b> , Prince Tahina
11:40 am - 12:25 pm	<b>Understanding the Value-added Sesame industry of Turkey</b> <b>Moderator:</b> <b>Ms Berham Bahceci</b> , Hakan Agro DMCC <b>Mr Alper Onel</b> , Orgin Agro Trade Ltd <b>Mr Huseyin Celik</b> , Tunas & Celiker Food Industry <b>Mr Levent Buyukince</b> , INCI Gida Sanayi Ticaret Limited
12:25 pm - 12:45 pm	<b>Technology Forum “Recent Technological Developments in Sesame Processing”</b> <b>Mr Ali Tugbay Tavukcu</b> , Akyurek Technology
12:45 pm - 1:00 pm	<b>Valedictory function</b>
1:00 pm - 2:30 pm	<b>Networking Lunch</b>

## Welcome address by Mr Srivatsava Ganapathy, President, Foretell Business Solutions Pvt Ltd



The World Sesame Convention is organised by Sesameinformation.com, an information service portal owned by Foretell Business Solutions Private Limited, Bangalore, India. This platform is created because of all of you and it would grow as you aspire it to grow. So, at the outlet, although we put it together, it's always your support and inspiration that pushed us to work on this platform which we aim to make it as inclusive, growth and development oriented and agnostic to a country or region.

An international conference of this nature is not possible without the support of sponsors, partners and supporting bodies. We place our sincere thanks to all of them for reposing their faith on this initiative and sincerely believe that it would be beneficial for them.

We have been tracking agro-commodities for over 20 years as an organisation. Our understanding of sesame sector has grown immensely, thanks to this initiative. **The role played by the technical advisory committee in shaping the program agenda and selecting the speakers is incredible. I am deeply indebted to the committee for their time and support.** The fruit of their labour is unfolding now. I am sure you would enjoy it.

Respected dignitaries on the dais, His Excellency **MOHAMMED BADARU ABUBAKAR, Honourable Executive Governor of Jigawa State of the Federal Republic of Nigeria, Mr Hakan Bahceci, Group CEO, Hakan Agro DMCC**, experts, speakers and panellists, representatives from Government and Government – sponsored organisation, industry colleagues, press and media, ladies and gentlemen, a very warm welcome to you all to the inaugural edition of World Sesame Convention 2019. Welcome to Istanbul and hope you had a comfortable journey into Istanbul.

At this inaugural edition of World Sesame Convention, we have amidst us over 307 delegates gathered here from 34 countries around the world. This is in itself a proof that the industry is keen on a global platform for sesame, the production, processing and use of which for health, nutrition, taste, environment and cultural and many other reasons are growing phenomenally around the world.

So, what's lined up for you in the next two days. We have an interesting mix of presentations and panel discussions on both the days. Broadly, today we would deal with supply side of the value chain. Accordingly, in the morning, we would discuss on crop situation, and in the post lunch, trade related aspects of sesame seed along with sustainability going forward. Post these, between 3:30 pm and 6:00 pm, we have organised a buyer-seller meet, where one to one meeting can be facilitated.

**Tomorrow, we will begin with an open house on "Sesame Council" and then, would understand more about the consumption trends in Japan, Israel and Turkey.** We would also have a presentation on the recent technological advances in Sesame processing. We have tried to provide a lot of time and opportunity for networking, visits to

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exhibition booth over the next two days.

We have tried to leverage technology tools. First, over 75 of you have already used 'connect hub' service to fix appointments. You can still make use of it by simply going to **www.sesameconvention.com** and clicking on "Connect hub" link. Contact our team for getting login and password details.

Second, during the conference, you can post your questions by going to the browser, **www.slido.com** and using passcode "wsc2019".

Last and most interesting, we encourage each one of you to post updates related to conference in the facebook handle @sesameinformation. The most active participant would stand a chance to win a 100-gm silver coin tomorrow by the close of the conference.

With the commencement of the conference the journey has begun. By working closely, we can make this journey a fruitful one for all of us. This is your platform. Let us build it together for the better sesame industry.

With these words, I wish each one of you here a very successful conference and best wishes.

## Address by Chief Guest

### His Excellency MOHAMMED BADARU ABUBAKAR, Hon. Executive Governor of Jigawa State, Nigeria

The organisers of this convention exhibitor, attendees, Ladies and Gentlemen...

Let me first thank the good people behind this event for giving me the opportunity to give a short talk on the role of my state in the sesame export trade from Nigeria and what we are doing to improve production and export.



Jigawa state produces about 75 percent of the sesame crop in Nigeria, but this is a little known fact since most of it is sent to the largest grain market in West Africa, the Dawanau market situated in neighbouring Kano state from where exporters buy in bulk for export.

This situation which we are beginning to change gives us very little leverage over quality control and most of the quality issues experienced by buyers occur with middle men

and aggregators outside the state and not in the field. In the last four years since I became Governor of the state we have taken steps to domesticate post-harvest handling and aggregation of sesame so that we can ensure compliance with buyers' specifications and create a better and higher value product that meets expectations.

**We have started by registering over 22,000 sesame farmers who are getting support in the form of extension services, better seeds and farm inputs to improve their yield and ensure consistency in quality and germ plasm.**

Some of these farmers are increasingly being signed on by exporters as dedicated out-growers who are paid an agreed forward price for their sesame after deducting any advances given for input purchase.

One of these companies **WACOT limited is presently working with over 6,000 farmers cultivating about 12,000 hectares on an out grower basis, and they have set up a cleaning operation in a government owned prototype factory and warehouse complex from where they clean and export. This not only improve quality but increase both yield and productions.**

This is an option that can be exploited by big time exporters like Olam, and my Government will provide all local support and facilitation to actualise this.



The state government has empowered a powerful consumer protection agency to ensure that quality is maintained from cultivation to harvest and packaging so we are sure of all sesame that leaves Jigawa, but cannot speak to contamination and blending at the main aggregation market.

**To further address this, the government has established an inland Agricultural export terminal within the state to enable exporters aggregate Jigawa sesame, clean to specification and load into containers for direct forwarding to the ports in Lagos.**

In fact, some Turkish exporters are specifying Turkish made cleaning equipment which have been set up within the terminal to clean to their precise specifications and export directly to Turkish ports.

This arrangement will surely serve to re-establish confidence in Nigerian sesame and improve the present levels of export as well as to give local farmers a better value for their crop

as wild seasonal price swings will stabilise as speculative buying is reduced. It also creating local jobs in post-harvest activity, cleaning and export logistics.

I hope to engage directly with sesame buyers before the convention is over so I can further explain the other incentives my government is putting in place and the additional assurances of quality compliance to boost their confidence.

Of course I'm also here to listen to suggestions from buyers and end users on how we can further improve the situation, and I can assure you that having vast commodity trading experience myself, we will be transmitting on the same frequency.

Thank you very much for your time and I wish everyone here a wonderful and productive convention.

## Unveiling of World Sesame Handbook

The inaugural edition of World Sesame Convention was held in Istanbul during Aug 18-20, 2019. The event was organized by [www.sesameinformation.com](http://www.sesameinformation.com), the portal is owned by Foretell Business Solutions Pvt. Ltd. **307 delegates spread across 34 countries participated in the convention.**



World Sesame Handbook was released during the event by His Excellency **Mohammed Badaru Abubakar**, Jigawa State Governor, Nigeria, and **Mr Hakan Bahceci**, Group CEO, Hakan Agro.



## Keynote Address by Mr Hakan Bahceci, Group CEO, Hakan Agro DMCC



This event brought together industry members representing different parts of the entire value chain of sesame. We are well aware of the challenges faced by the industry members and seeking applicable solutions.

Sesame is the most ancient oil crop adapted to tropics and sub tropics around the world. Despite the crop being around for such a long time and being healthy, the productivity of the crop is very low in some of the producing countries due to several reasons. It is not easy for the farmers to grow sesame. There are challenges while growing sesame due to traditional production technologies, weeds, pests and diseases, climate change, market fluctuations, limited research and expertise and lack of skills among the various other challenges involved in sesame production.

Due to ever increasing price of sesame, margins are declining for trading companies. The way forward and to make this product attractive and for the technology companies to invest more on newer technologies/innovations, and for the farmers to grow more sesame and for the traders to get more appetite, we need to involve more researchers in order to develop new varieties/technologies, apply better crop protection techniques, construct model sesame production in growing sub Saharan countries and increase man power in sesame and thus making it attractive and remunerative for all actors involved in the entire supply chain.

Health consciousness and food eating trends are spreading in US and in European countries as never before. **Sesame is being included in healthy snack bar and usage of Tahina is increasing and is expected to double in the coming years. Health benefits of sesame oil are proved and its healing power will play a vital place in the pharmaceuticals.** We shall use all platforms and opportunities to spread health benefits of sesame and to increase awareness on consumers.

**Turkey used to be a self-sufficient producer and consumer of sesame seeds up until mid-80's; however, turned into a net importer starting early 1990's importing 30-40,000 MT initially, has consistently increased the demand now close to 160,000 MT just on imports.**

However, Turkey does produce the best quality of "golden sesame" on the south west coastal of Koycegiz and Fethiye and export the same mainly to Japan at almost the twice value of imported sesame seeds.

Starting from 2000's, Turkey has successfully transformed this traditional, small business into a huge industry on bakery ingredients and nutrition value addition.



**Simit (Turkish Sesame Bagel) is produced in stone oven and sold as a street food for ages. Simit is not only consumed by poor or middle class but also consumed by rich class as well. This is the only product that is consumed by the poor and the rich of the country.**

History tells us that the earliest known recipes for “humus bi tahini” are recorded in 13th century cookbooks. Humus is a popular dish in Middle East, North Africa and the Mediterranean. Humus is becoming more popular in the western world. Sabra, for example, is a well-known Middle Eastern style food product company that produces over 14 different hummus flavours. The company has been very successful in promoting this product as a healthier dip sauce.

This new trend of healthy foods, healthy snacks especially in the West increased the demand for chickpeas and tahini (sesame seeds). The whole sesame industry benefited from the trend so did some successful Turkish companies setting up production in the states, some increased their

production capacity in Turkey to cater this increasing demand. Despite exports of sesame products, the majority of the consumption still remains within the country and have directly impacted by the volatility of the currency.

**Turkey shall continue to remain world’s third largest importer of sesame seeds after China and Japan, might eventually surpass Japan’s never changing import quantity.**

The application of sesame seeds will continue to increase on bakery ingredients but also on many other healthier spread options that will consistently grow with Turkish consumers. I sincerely believe this event will be a great platform for all of us to carry this industry to the next level.

# Special Address-1: Global Sesame Crop Review and Outlook for 2019/20

## Mr Tarun Chawla, Business Head, ETG

Mr Tarun Chawla while presenting on “Global overview of sesame markets” said, “Bearish cues to outweigh bullish sentiments in Q4 of 2019”.



season is likely to be at par with previous season, despite the country was hit by two hurricanes.

Origins/Year	Global Trade in ('000' MT)					
	2013-14	2014-15	2015-16	2016-17	2017-18	Est. 2018-19
India	300	331	323	292	278	250
Ethiopia	291	284	424	290	320	250
Sudan	107	190	170	292	385	240
Nigeria	182	220	272	277	265	280
West Africa/Burkina	127	185	200	126	120	195
Uganda	40	39	30	16	20	25
Tanzania	115	134	140	95	75	140
Mozambique	54	51	47	47	65	65
China	38	32	24	35	32	35
<b>Total Global Trade</b>	<b>1254</b>	<b>1466</b>	<b>1630</b>	<b>1470</b>	<b>1560</b>	<b>1480</b>

### China's Demand

China's import of sesame seed for 2018/19 is estimated to be lower by about 40,000 tons as against previous year, owing to increase in local crop by identical level. India's imports during 2018-19 season was 100,000 tons mainly for re-exports. During 2019-20 season, supply is estimated to increase by more than 100,000 tons”, he added.

### China's Imports:

Origins	2015	2016	2017	2018	Est. 2019
Ethiopia	187,228	300,965	209,528	160,945	120,000
Sudan	92,629	114,551	181,633	254,935	150,000
Niger/Nigeria	90,334	131,629	105,908	144,017	160,000
Burkina, Mali and Togo	183,339	185,657	72,427	118,987	155,000
Tanzania	106,306	107,895	69,135	57,750	100,000
Mozambique	47,702	34,536	35,093	52,617	60,000
Uganda	34,060	12,179	7061	13,558	15,000
Others	64,328	45,727	32,138	24,782	25,000
<b>Total Imports</b>	<b>805,926</b>	<b>933,139</b>	<b>712,923</b>	<b>827,591</b>	<b>785,000</b>

\*\*Estimated Trade Numbers Expressed in Metric Tons (MT)

### Global Trade: Major Origins

Global sesame trade of major origins is likely to be 14,50,000 to 15,00,000 tons in 2018/19 (MY: Oct to Sep). Sudan exports plummeted to 240,000 tons (est. for 2018/19) as against 2017/18 export of 385,000 tons owing to political instability. However, Burkina Cluster and Southern Hemisphere exports recovered.

Tanzania auction sales estimated to be more than double in 2019 as against 2018. Mozambique sesame supply in 2019

- China's imports in the current year are likely to be less than last year. We estimate it to be 780,000 to 800,000 tons.
- In the first half of the year, total imports have reached 414,000 tons.
- The local crop supply is likely to increase by 40,000 tons.
- China port stocks still maintaining 140,000 tons and above.

**Crush Grade: Price Trend**



**Rest of the World's Demand**

Country	Est. Demand (in MT)
Japan	155,000
Middle East	140,000
Turkey	140,000
Israel	70,000
EU	120,000
Vietnam	60,000
S.E Asia	45,000
Korea	75,000
Others	100,000
<b>Total</b>	<b>905,000</b>

Price volatility owing to four C's: 1) China 2) Climate 3) Crop estimates and 4) Currency.

**Forward Outlook: Our View**

**Bullish Cues:**

- Weather anomaly.
- **Sudan:** Political instability, currency play, labor shortage?

**Bearish Cues:**

- The entire northern hemisphere plantings has increased
- owing to better returns to the farmers.

China port stocks of 140,000 tons continue to limit any chances of price increase.

**Bearish Cues are likely to outweigh Bullish cues in Q4. To an extent, bearish factors have already been factored in the current traded prices. Barring any weather anomaly, the global supply is likely to be plentiful.**

*Note: The statements made and forward looking views expressed in this presentation are merely for analysis of the market. These are not trading recommendations. The Presenter and/or ETG cannot be held liable for any losses occurring to anyone by trading on these statements or views.*

- Japan follows the sustainable supply model & imports 150,000 tons.
- Turkey imports 50 percent from Nigeria and rest from Sudan and other origins.
- Middle East region largely imports from Sudan, India and Ethiopia.
- Europe largely imports from India, but in the last few years, Africa Hulled market share has increased.
- Korea: State tender contributes to 36,000 to 40,000 tons per year and the rest is under the private quota. Since 2016, 24,000 tons is under China FTA.
- India's shortfall is covered by Somalia, Sudan and Nigeria imports, but all the imports are processed for re-exports.

The total demand of processed and natural sesame for the rest of the world does not exceed 950,000 tons and has been relatively stable.

## Special Address-2: Mr Olusegun Awolowo CEO/Executive Director Nigerian Export Promotion Council



Good morning ladies and gentleman, let me start by saying it is a great honour to give this special address to the 2019 World Sesame Convention in front of the major players in the industry.

1. The sesame industry is a multi-billion dollars one. Data from the International Trade Centre's trade map, show that the value of sesame seed export alone in 2018 was over USD three billion. This was up from USD 2.2 billion in 2017. When you factor in local consumption as well, you see what a major commodity this is. **According to a report by Index Box, the sesame seed market has expanded with a compound annual growth rate of 7.5 percent over the last nine years. It is estimated that the consumption of sesame seeds will grow at a rate of two percent per year in the next nine years, leading to a market of 9.5 million tonnes in 2025.**
2. What is interesting to see is that no one major country dominates this market. **Sudan is the highest exporter in terms of value, accounting for roughly 20 percent of total world exports of sesame seed, followed by India, Ethiopia, and Nigeria.** It is clear therefore that the crop is important to the livelihoods of many across the world.
3. In a world in which healthy living is discussed more and more, sesame is growing in both importance and attraction. Sesame is a good source of fibre, plant protein, vitamin B, and antioxidants. Some studies have even showed it helps lower cholesterol and blood pressure, and supports the immune system. Sesame seed oil for cooking is also continually being used as an alternative to other vegetable oils due to both its taste and health benefits.
4. What is also growing is the use of sesame seed oil beyond cooking. People are applying sesame seed oil to their skin to help prevent the effects of ageing. I have even read of injections of sesame seed oil to improve the vocal cords. Whilst I am not saying that sesame seed oil will make you sing like Beyoncé, it is clear that this commodity and its derivatives are widely consumed and will continue to be so.
5. Permit me now to put my Nigerian hat on briefly. In Nigeria, five states are the main producers of sesame: Nassarawa, Benue, Kebbi, Taraba and Jigawa, whose

Governor, the chief Guest of this convention, His Excellency Mohammed Badaru Abubakar, and I am delighted to join with him today. No one has done more than His Excellency to drive Nigeria's push to diversify our economy away from crude oil as shown by his chairing of the National Committee for Export Promotion (NCEP) in Nigeria. **Sesame is one of 22 strategic products that Nigeria is looking to increase exports as part of our Zero Oil Plan.** The International Trade Centre's Export Potential map, identifies huge potential for Nigeria to increase its exports of sesame in particular to China, but also to other countries such as Japan, South Korea and Mexico.

6. **Nigeria has recently signed the African Continental Free Trade Area (AfCFTA) agreement, the world's largest free trade area.** Whilst the US and parts of Europe, notably the UK, are looking inward, Africa and its most populous country are looking outwards.

The AfCFTA, not only provides a huge opportunity to increase intra-African trade, but also gives rise to significant investment opportunities. This includes in our sesame sector, especially in processing. We are encouraging companies to look at setting up sesame seed processing plants in Nigeria. Should you choose to do so, the AfCFTA will allow you access to the largest free trade area in the world.

His Excellency, the Governor of Jigawa state, Mohammed Badaru Abubakar, mentioned in his address the incentives that we offer to promote our non-oil exports, and one of them particularly applies here. The Federal Government has designed a post-shipment incentive known as the Export Credit Certificate (ECC). This post shipment incentive is in the form of a tax credit and it increases in percentage terms depending on the level of value addition taking place. For processed sesame seed, as opposed to the raw commodity, the ECC will therefore be higher. We believe that this incentive will lead to more sesame processing plants appearing across the country.

The sesame sector in Nigeria has a bright future. We, of course, hope that the networking from this conference will lead to both a rise in demand for Nigerian sesame, and an increase in foreign direct investment in the sector.

I will end by reiterating that the future is strong for the sesame industry, and it will be all of us who benefit from this future. There are so many growth opportunities in the sector and the potential is limitless. I look forward to speaking personally to many of the delegates here today and learning more about the opportunities and challenges in the sesame industry across the world. Thank you.

## Discussion-1: Countrywise Sesame 2019/20 Crop Update and Outlook



(from left to right) **Mr Thierry W. Pouya**, Lutheran World Relief, Burkina Faso, **Mr Amrith Kurien**, ComAfrique Group, SeGaBi & Guinea, **Ms He Qin**, CFNA, China, **Mr Sandeep Bhura**, Om India Trading Co. Pvt. Ltd (moderator), **Mr Kishor Bheda**, Bheda Brothers, India, **Mr Sebastian Andrew**, Product Head TGI Group, Nigeria, **Mr Ato Haile Berhe Kinfe**, Ethiopian Pulses, Oilseeds and Spices Producers & Exporters Association (EPOSEA), and **Mr Satyam Batra**, Agropower Industrial Trading & Investment Co. Ltd, Sudan

Mr Sandeep Bhura, Om India Trading moderated the session on Sesame crop prospects for 2019/20

**China Sesame Seed Market Outlook, Ms He Qin, Senior Consultant CFNA – China**

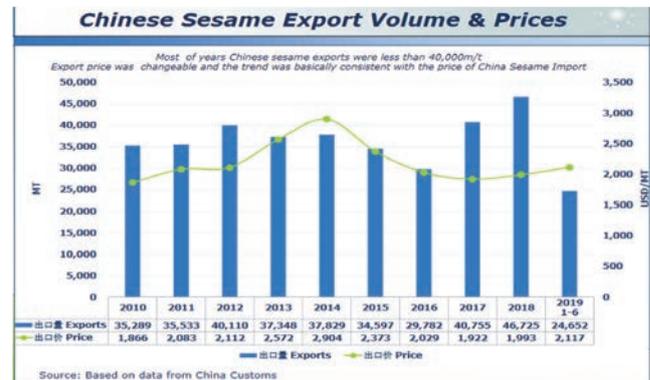


major areas -one of the largest sesame producing countries and exporters in the 1990s.-about 200,000 hectares of sesame planting -about 300,000 tons of production.

**Three Supply Sources to Meet China Sesame Demand**



**Chinese Sesame Seed Export**



**Sesame Demand in China:** Although economic growth in China has been slowing down these years, sesame seed, as a traditional and healthy product, its demand in our market is still increasing moderately while China’s urbanization continues and people consumption updates. **The total demand for sesame seed in China is approximately 1.2-1.3 million tons including about 700-750 thousand tons used for crushing, about 250-300 thousand tons used for hulling and about 250-300 thousand tons for other edible usage.**

**Three Supply Sources to Meet China Sesame Demand**

Over 75 percent of sesame demand is highly depended on international market

- Direct import: about 800-850,000 tons
- Border trade: about 100-150,000 tons

**About 25 percent of sesame demand came from local production:** Over 90 percent of production came from three

**Chinese Sesame Export Market in 2018 (tons)**

Of the total exports 46,725 tons exported in 2018, Korea accounted for 77 percent, followed by Japan at six percent and others accounted for the remaining 17 percent (source: Data based on China customs).



## Main Supply Change For China Sesame Imports

Sesame supply from African countries to China has greatly developed these years. More than 95% of imports came from Africa

Country	2013	2014	2015	2016	2017	2018	2019.1-6
India	3,088	23,475	16,319	6,001	6,703	6977	350
Myanmar	10,864	6,349	6,956	6,590	8,278	7,524	1,075
Bangladesh	14,985	30,943	12,732	10,704	7,232	2,479	788
Sudan	67,846	47,946	92,629	113,305	181,293	254,935	100,980
Ethiopia	135,933	174,009	187,038	303,796	211,163	160,945	78,525
Tanzania	81,298	84,062	106,306	108,006	68,946	57,749	845
Mozambique	24,870	48,550	47,702	34,536	35,130	52,959	6,776
Uganda	16,659	33,785	34,060	12,593	7,575	13,558	7,008
Somali	9,327	14,488	13,381	6,525	720	1,206	2,356
Niger	8,922	18,727	85,269	129,141	104,652	141,814	130,921
Nigeria	834	1,487	5,065	1,228	876	1,933	1,002
Togo	42,915	48,166	131,424	96,774	43,672	101,227	101,101
Mali	16,495	26,300	51,201	88,787	26,602	17,723	34,990
Senegal	2,177	2,681	8,379	7,226	2,611	2,445	2,200
Others	4,930	7,893	7,142	5,353	6,201	4,807	103,476
<b>Total</b>	<b>441,143</b>	<b>568,861</b>	<b>805,603</b>	<b>930,565</b>	<b>711,654</b>	<b>828,091</b>	<b>471,306</b>

Source: Based on data from China Customs

### China Customs Clearance for Sesame Imports



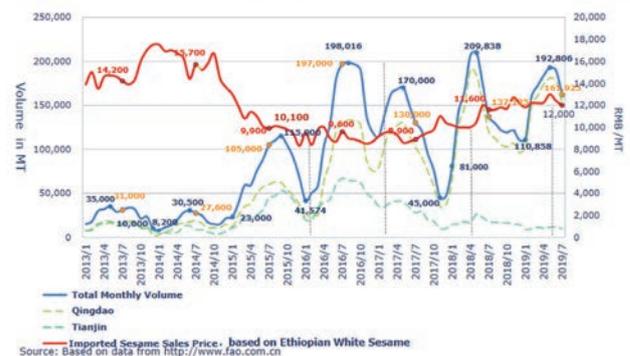
Source: Data based on China customs

Going forward during 2019-20 sesame market in China is likely to remain volatile due to fluctuation in currency, China-US trade war, geo-political tensions, prevailing global interest rate scenario etc.”

Chinese sesame crop is likely to be around 400,000 tons when compared to normal crop of 300,000 tons assuming normal weather.

### Monthly Sales Price & Stock Change For China Sesame Imports

It became normal that stock had dramatic change throughout a year. Sales prices basically went opposite to stock change.



**Mr Haile Berhe, President, EPOSPEA on the trend and market outlook on Ethiopian sesame**

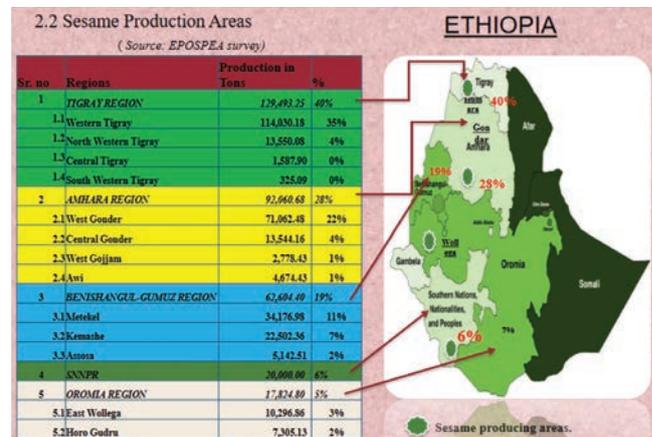
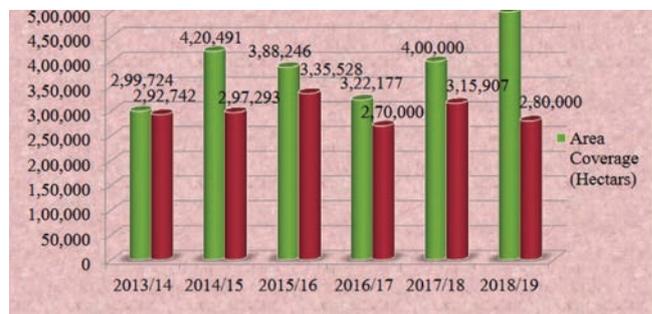
**Ethiopian Sesame Major Facts**



- Ethiopia has diversified agro ecological zone that enables the country to be the land of crops diversity
- With a total area of 1.12 million sq.km. more than 96 Million populations, agriculture takes the lion's share from national GDP (41 percent of National GDP)
- Sesame is the second largest export earning crop after coffee

- The fourth largest sesame seed producing country in the world
- Amhara, Tigray and Oromia regions are the main producing regions
- SNNP, Gambela and Ethiopian Somali are also emerging producing regions
- Engages about three million small, medium and large scale farmers
- Ethiopian origin sesame seed is naturally organic and healthy for human consumption.

**Ethiopian Sesame Production and Marketing**



### 2.3 Sesame Seed ECX Traded 2016/17 Vs. 2017/18. (E.C. New Season )

Months	ECX TRADED 2017/18		ECX TRADED 2018/19		% Change of Price	% Change of Volume
	Volume Ton	Average price in USD/ton	Volume Ton	Average price in USD/ton		
November	56,894.26	1,135.98	50,099.68	1,697.32	49%	-12%
December	66,764.48	1,199.28	39,239.57	1,591.32	33%	-41%
January	39,269.47	1,345.53	32,004.30	1,559.51	16%	-19%
February	28,929.46	1,369.92	26,749.40	1,640.40	20%	-8%
March	29,214.52	1,051.64	23,500.00	1,660.00	58%	-20%
April	10,759.56	1,426.85	19,435.79	1,818.80	27%	81%
May	9,429.31	1,491.96	8,902.27	2,182.56	46%	-6%
June	6,479.50	1,653.35	5,760.18	2,105.21	27%	-11%
<b>Eight Months Total</b>	<b>247,740.55</b>	<b>1,334.31</b>	<b>205,691.19</b>	<b>1,781.89</b>	<b>34%</b>	<b>-17%</b>

- ❑ Average domestic price from Nov,2018- June,2019 increases by 34 %.
- ❑ Average domestic trade volume from Nov,2018- June,2019 shows a decrease of 17%

### 2.4 Ethiopia Sesame Seed Export performance

Months	Export performance 2018/19		
	Volume Ton	Value in USD '000s	Average price in USD/ton
July	14,876.95	22,729.11	1,527.81
August	12,478.98	18,863.03	1,511.59
September	7,684.03	11,401.38	1,483.78
October	5,223.99	7,926.71	1,517.37
November	21,918.73	34,937.89	1,593.97
December	26,030.23	42,805.57	1,644.46
January	23,800.00	38,267.88	1,607.89
February	23,207.28	36,771.65	1,584.49
March	30,876.90	48,804.93	1,580.63
April	26,851.00	43,349.00	1,614.43
May	20,365.00	33,440.00	1,642.03
June	14,899.00	25,357.33	1,701.95
<b>Total</b>	<b>228,212.09</b>	<b>364,654.48</b>	<b>1,584.20</b>

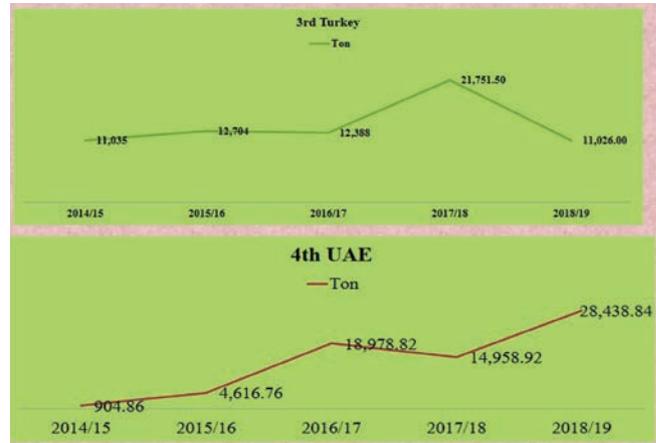


#### Why is the ECX daily price became erratic?

- Shortage of hard currency
- Export performance –precondition for bank loan and Forex permission
- Number of new entrant/s
- Market manipulation of suppliers
- Uneven Stock arrival at ECX

2.2.2 New Crop Sesame seed 2018/19 Export performance in comparison with 2017/18 ( E.C)

Months	Export performance 2017/18		Export performance 2018/19		% change in price	Volume Difference (Last Year - This Year)
	Volume Ton	Average price in USD/ton	Volume Ton	Average price in USD/ton		
November	34,874.90	1,211.68	21,918.73	1,593.97	32%	12,956.17
December	54,934.92	1,271.58	26,030.23	1,644.46	29%	28,904.69
January	30,673.35	1,341.09	23,800.00	1,607.89	20%	6,873.35
February	33,116.84	1,378.88	23,207.28	1,584.49	15%	9,909.56
March	29,440.32	1,361.41	30,876.90	1,580.63	16%	-1,436.58
April	19,282.03	1,385.46	26,851.07	1,614.43	17%	-7,569.04
May	9,988.03	1,380.89	20,364.90	1,642.06	19%	-10,376.88
June	15,820.08	1,424.10	14,899.00	1,701.95	20%	921.08
8 months Total	228,130.46	1,344.39	187,948.10	1,621.23	21%	(40,182.35) (-18%)



**3. Ethiopian Sesame Inventory**

ECX Traded from Oct/2018- to July 7/2019: 217,000 tons

Inventory on the hands of producers and Suppliers: 15,000 tons

New season sesame export performance (Nov.2018-July 7,2019) = 187,948 tons

Inventory on the hand of Exporters- New Crop & Carry Over:

60,000 tons

Total Current Inventory: 75,000 tons

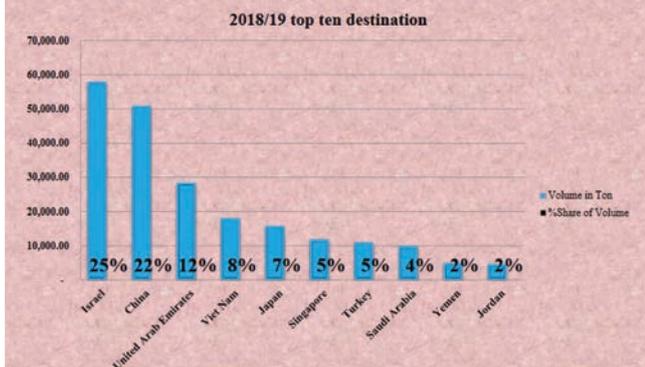
**5. Business Challenges**

“High domestic price, unpredictable demand, declining productivity, export performance pre-requisite for bank loan and forex, contract default etc are some of the challenges faced by Ethiopian traders”, said Mr Berhe.

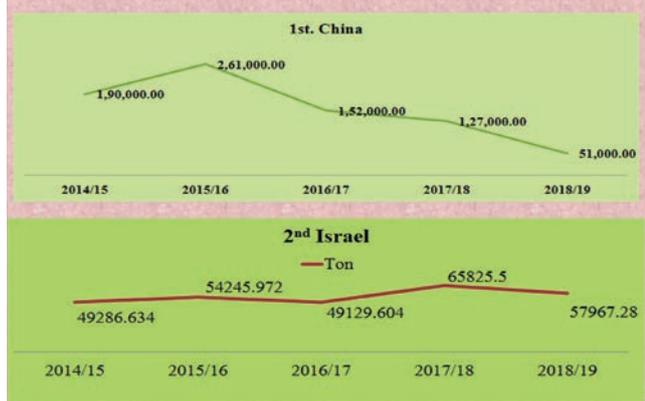
He concluded his presentation by saying that the weather is conducive for sesame production and a significant amount of area is covered with sesame cultivation.

Also he has invited all the participants to the 9th Annual International Conference on Pulses, Oilseeds and Spices, November 29th and 30th, 2019, at Sheraton Addis Hotel, Addis Ababa, Ethiopia.

**3.1 Export Performance Trend by major Export destinations.**



3.1.1 Export Performance Trend by major Export destinations.



**Mr Amrith Kurien -CEO, ComAfrique Limited, on Sesame, Outlook 2019- Senegal,  
Gambia, Guinea Bissau and Conakry**



## Sesame Production Senegal, Gambia, Bissau & Conakry

Senegal	Conakry	Guine-Bissau	The Gambia
15,000 MT	5,000 MT	3,000 MT	1,000 MT
Mixed /Whitish	Whitish	Mixed/Brownish	Mixed
Oil Content 53%	Oil Content 51%	Oil Content 53%	Oil Content 53%

**Summary**

- Season begins in December and ends in March.
- This year had a stable farm gate price
- The International traded price was about USD1350 to USD1,400 per ton C&F
- **2020 crop size should increase by at least 15 to 20 percent.**
- Delayed rains in West Africa and its effects on the final harvest
- All four origins are traditionally Ground nut/ Cashew Nut origins
- **Why this small cluster of origins - relatively a small and upcoming origin and has better value for buyers as it is discounted to other known West African origins like Burkina, Nigeria and the taste is sweet.**

**India Sesame Crop 2019/20: Update & Outlook, Kishor Bheda, Partner, Bheda Brothers**

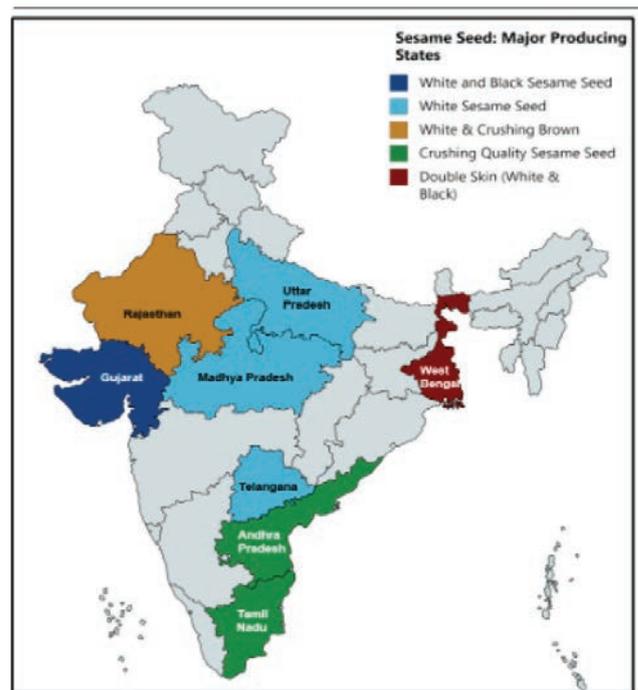
**India's Role in World Sesame Trade**



- India has the unique distinction of being a producer, consumer, exporter & importer
- India exports about 300,000 tons of sesame seed, accounting for approx. 15 percent of the global sesame trade

- India offers wide range of qualities – natural whitish, black, golden yellowish, crushing quality & hulled sesame seed; Hulling capacity is more than 250,000 tons a year. Exports of sesame oil have reached about 10,000 tons a year
- Import of sesame seed have varied from low of 20,000 tons to as high as 127,200Tons (Oct'18 to June'19) this year; Quantity of import is influenced by domestic crop size and price spread between India and other origins.

**Major sesame seed producing states**



MAJOR PRODUCING STATES	LOCATION IN INDIA	HARVEST PERIOD	QUALITY HARVESTED
Gujarat	West	Sep/Oct	Edible White, Black, Yellow
Rajasthan	West	Oct/Nov	Edible White, Brown/Black (Crushing)
Madhya Pradesh (MP)	Central	Oct/Nov	Edible White
Uttar Pradesh (UP)	North - Central	Oct/Nov	Edible White
Telangana	South	Mar/Apr	Edible White
Tamil Nadu	South	Mar/Apr	Brown (Crushing)
Andhra Pradesh (AP)	South	Apr/May	Brown (Crushing)
Gujarat	West	May	Edible White, Black
West Bengal	East	May/Jun	Double Skin (Brown/Black)

## India: Sesame seed

Two major sesame crops in India are:

CROP	STATES	HARVEST PERIOD	AREA PLANTED (MILLION HECTARES)
WINTER CROP	Gujarat, Rajasthan, UP, MP	End Sep - Early Nov	1.40
SUMMER CROP	Gujarat, West Bengal	Mid May - Mid Jun	0.25

- Total area for sesame in India is about 1.8 million hectares; The above two crops account for about 90% of the total area
- Balance 10% is accounted by smaller crops harvested between March – May

### Winter Crop

- Planting area has stabilized around 1.4 million hectares (+/-3%)
- Planting time depends on the onset of monsoon: normally mid-June to early August
- Main producing areas are West India (Gujarat, Rajasthan) and North-Central /North India (MP, UP)
- This year, the planting period has followed the below pattern:

PLANTING PERIOD	% OF AREA PLANTED	EXPECTED HARVEST PERIOD
20 <sup>th</sup> June - end June	20% - 25%	End September – Early October
1 <sup>st</sup> July - 15 <sup>th</sup> July	60%	October
20 <sup>th</sup> July – 10 <sup>th</sup> August	15% - 20%	End – October to Mid November

White sesame seed comprises about 85% of the total crop harvested, followed by crushing (10%) and black (5%).

### Winter crop estimate

**Planted Area:** The trade relies on government data, that is progressively updated on a weekly basis

While the final planted area is still not available, ground reports indicate that the planted area for 2019/20 winter crop could be around 1.37 million hectares

**Yield:** In the last few years, average yields in rain-fed winter crop have been about 300 kgs / hectare in a good year, and about 200 – 225 kgs / hectare in an average year

	AREA PLANTED <sup>1</sup> (MILLION HECTARES)	YIELD <sup>2</sup> (KGS / HECTARE)	TOTAL PRODUCTION (TONS)
2016/17	1.627	225	366,278
2017/18	1.398	299	418,165
2018/19	1.324	134	177,925

<sup>1</sup> Government Data; <sup>2</sup> Trade Survey

- We are currently in the 20 – 60-day stage of plant growth in different areas; considering the climatic vulnerability of sesame plant, it is early to make a meaningful assessment
- This year, monsoon rains have been highly temperamental with unusually large downpours in various areas. This has resulted in flood like situations in several NON-SESAME growing states
- Two sesame growing states, Gujarat (on 10-11 August) and Rajasthan (on 15-16th August) have faced heavy downpours. **Actual impact has not been assessed but yields could be affected by upto 10 percent**
- In the states of UP and MP, field trips have indicated normal plant development so far

### Summer Crop 2019

While the sesame crop in UP/MP is developing well, the crop in Gujarat / Rajasthan could be impacted by inclement weather.

Although, too early to discuss, we can make some inferences from past experiences:

Major summer crops are:1) Gujarat –Edible White & Black Sesame Seed

- The crop is irrigated, resulting in good yields & quality
  - Monsoon so far, has been satisfactory, this would give good water availability in summer months and crop size could be 60,000 tons
- 2) West Bengal – Double Skin Low Oil Sesame Seed
- Area planted is 200,000 – 225,000 hectares with yields of over 900 kgs / hectare
  - Crop size could be between 175,000 – 200,000 tons
  - This seed is used for crushing and lately also for hulling

**Outlook for 2019/20**

- Carry forward stock in early October 2019 is likely to be 25,000 Tons
- Winter crop, based on the present situation, could be 300,000 Tons
- Should this materialize:
- We could see less volatility and softer prices • Import coverage would be subdued, and value based

Note: The content in this presentation is based on information received from trade and Government sources. It only represents observations and does not constitute basis for any business decision or to contest any opinion/information.

**Sesame Seed 2019/20 Outlook –Nigeria, Sebastian Andrew – Product Head TGI Group / Vink Corporation DMCC**



**Country Information**

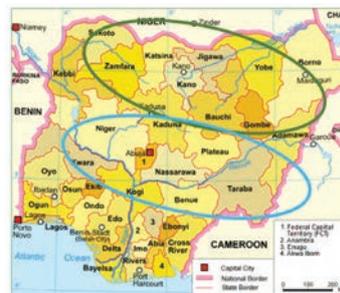
- Population – Estimated 195 -200 Million
- Economy – Oil and Gas, Agriculture, Mining, Service industry, Diaspora
- Agri Export Commodities: Sesame seed, Cashew nut, cocoa, rubber etc.
- Bordering countries: Benin, Niger, Chad and Cameroon
- Main Ports: Lagos and Harcourt



**Cargo inflow through borders**

Nigeria being a major regional economy and market, land locked neighbouring countries used to trade and export their Sesame Seed production through Nigeria and use Nigerian ports to export the cargos. Benefiting countries are Niger and Chad.

**Main Production Areas**



- Sesame seed Production In Nigeria is mainly spread into many states and can be classified under 2 regions.



**New Crop Expectations**

- Nigerian Crop Harvest period is spread from August and continue till November depends on the rain and sowing each year
- Current Season harvesting has started in small areas and will get more active during September
- So exports of new crops will start by September
- Till date the new Nigerian crop situation looks ok. Provided no climatic issues, Nigeria is expecting a good crop.

**Export Volumes Out of Nigerian ports**

- **When we mention exports of sesame seed from Nigerian Ports includes cargo from Nigeria, Niger and Chad.** These are our estimate numbers based on the destination market arrivals.

Season	2017-18	2018-19	2019-20 est.
Quantity in tons	260,000	295,000	300,000

**Country Challenges:** Lack of investment in Quality Processing Facilities. The Major challenge of Nigeria remains the port situation.

Note: The contents of this presentation is based on information gathered from the trade, unorganised sources, understanding and interpretation. It is only representing personal opinion and views and does not constitute for any business decision or to challenge any information or opinion.

**Sudan Sesame Outlook - Satyam Batra, Director (Operations), Agropower Industrial Group, Sudan**

### Sesame in Sudan

- One of the Oldest Oilseed Crops in the Country. Records of Wild Growth and Camel-driven Oil Mills registered in early 1900s
- British Government Introduced Mechanized Agriculture Methods in 1940s
- 88 percent of Cotton Agriculture has shifted to Sesame, Sorghum, Wheat and other Cash Crops between 1970 and 2014
- Cultivated in South-Eastern Regions of Sudan; Weather and Labour Costs Supportive
- Around five million hectares under Sesame Seed Cultivation Currently.

### Politics and Sesame in Sudan

- Sudan – transitional civil-military coalition government is under progress
- Q4 2018, Q1 & Q2 2019 has witnessed severe economic hits due to civil unrest, port delays, cash and fuel shortages
- Transitional Coalition – Promises a bright future in trade and economics of the country
- Currency Stability – The prevalent parallel market has been stable in the transition period
- A stable civilian-led government can support removal of long-standing economic sanctions.

### Pricing Prospects

- 2019 Q1 Sudan Sesame traded at an average price of USD 1650, maintaining similar price lines for Q2
- **2019-20 crop may see an increase in price due to a lot of factors**
- **Heavy rainfall and water-logging around cultivation regions**
- Labour wages increased due to high inflation
- Increased local demand, Sesame oil consumption increased due to fluctuating edible oil Prices
- Chronic fuel shortage has delayed tilling and ploughing process.

### Future of the Golden Seeds

- New Sorting, Cleaning and Hulling Facilities in Sudan will help improve the Value-Chain of Sesame from Sudan
- Weather Tolerant Hybrid Seeds Distribution Programme from FAO/Ministry of Agriculture and Forestry, Sudan will be at broader spectrum
- Port Sudan Facilities under development; Faster Cargo Movement and Improved Export Taxation Policies
- International Banking Facilities post Sanction Removal should be supporting Crop-Financing.

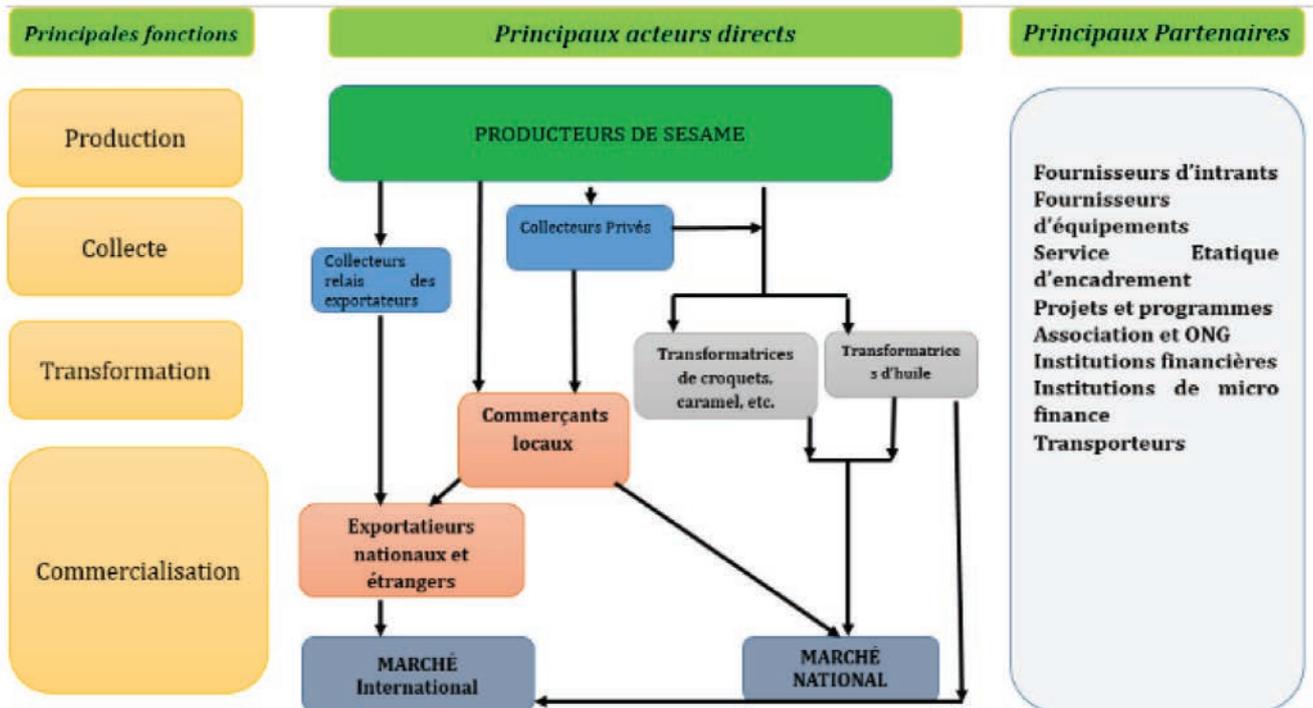
### Marketing opportunities for sesame from Burkina Faso, Mr Thierry W. Pouya, Lutheran World Relief

- Sesame, cash crop cultivation practiced throughout the country, with around 15,00,000 producers
- More than 90 percent for export
- Varieties popularised in Burkina Faso
- S42 (couleur blanche) •38-1- 7 (cream colour) •32-15 (white colour)
- **The average national production over the last 05 years is 200,000 tons**
- **Burkina Faso is ranked 8th in the world among sesame exporting countries in 2018 (Source: Trade Map2018).**

The Sesame Interprofession of Burkina Faso (INTERSEB) is the umbrella organization for all the direct actors in the sector. INTERSEB is a dynamic platform for exchange between the actors of the sector (strategic orientation and advocacy with the State and partners).

## Sesame market in Burkina Faso

### Sesame seed marketing channels



#### Customers and competitors of sesame seeds

- The main customers: Singapore, Japan, Ghana, China, Togo, represents nearly 90 percent of Burkina Faso's exports
- Burkina's competitors: India, Ethiopia, Sudan, Nigeria and Tanzania.

#### Prospects for Burkina's offer

- Weather forecasts predict a good sesame campaign
- Production prospects are good throughout the country
- **Production forecasts for the 2019-2020 season are 250,000 tons.**

#### Current reforms

**Market Policies:** Quality standards in Burkina Faso  
 ABNORM-NBF 01-008: 2006 "Sesame: specifications" (sesame seeds intended for marketing and human consumption)  
 NBF 01-143: 2009 "Edible sesame oil: specification"  
 MAAH- Export specifications: definition and role of value chain actors, quality references via good practices.

## Special Address-3: Strategies for Sustainable Growth of Sesame Industry,

### Mr Sanjeev Sharma, Senior Vice President & BU Head, Sesame and Super Foods, Olam International

Mr Sanjeev Sharma, Olam International presented Olam's initiatives on strategies for sustainable growth of sesame industry.



Mr Mohammed Badaru Abubakar and Mr Sanjeev Sharma

Olam emphasized the need to reduce emission and to prevent catastrophic climate risks. Given equal price and quality produce vast majority of the consumers are likely to

switch over to sustainable brands. Olam is empowering women in supply chains to foster diversity and inclusion. Apart from that Olam employs the latest technologies to minimize climate impacts from farming and processing.

On Sesame, Olam has started Sustainable Village Program (SVP) in 2016 with 1500 farmers in the Jigawa and Bauchi state of Nigeria. Farmers were provided free certified seeds, interest free credit on agri input like NPK and Urea. In 2018 SVP reached out to 7986 farmers in states of Jigawa, Bauchi, Yobe, Gombe, Katsina & Taraba.

In 2018 Olam was associated with PM (Propcom-Maikarfi, arm of UK Aid) to provide farmer capacity building training and dynamic monitoring system for weekly data from farmers.

Olam aims to

- Bring prosperity to our farming and rural communities
- Build long-term relationships based on fairness and trust
- Transfer skills and knowledge through partnerships

Olam recognized that by supporting smallholders to improve their yields and quality, it would also benefit, as it could provide customers with consistent volumes of sustainable products.

## Discussion-2: Sesame Trade Forum



(from left to right): **Ms He Qin**, CFNA, China, **Mr Alok Bhargava**, Praramb Agri Trading DMCC, **Mr K S Prakash**, Hakan Agro DMCC (moderator), **Mr Mohammed Fakhraan**, Rasagra, **Mr Sheriff Balogun**, National Sesame Seed Association, Nigeria and **Mr Tomohisa Fujimoto**, Mitsui & Co Ltd

**Mr Prakash, Hakan Agro DMCC moderated the session 'Sesame Trade Forum'. In this session, core trade challenges faced by the industry were discussed.**

The world sesame trade is growing year by year and hence it is gaining more importance. The total international trade volume is above two million tons, with production being above three million tons and some portion is being consumed locally. **India continues to remain the single largest producer of sesame seeds and China contributes over 50 percent of the imports.**

**In India the local consumption is increasing due to higher purchasing power.** India is concentrating more on processed exports, which is hulled sesame seeds and is the largest exporter, producer of Hulled sesame seed to EU, USA and rest of the World.



**Consider the growth potential of Nigeria, may be in the next few years, Nigeria may become the largest producing country in the African continent.** Ethiopia production continue to remain constant. As far as Sudan is concerned production is fluctuating up and down due to climatic issues and political problems.

The trade challenges can be due to operational or logistics problems, counter party risks and performance challenges. Broadly, it can be classified into two parts i) From buyers' side or suppliers' side and ii) pre and post shipment challenges.

**Mr Mohammed Fakhran, Rasagra:** Rasagra processes more than 50 tons of sesame per day in their factory in Mersin, Turkey and one of the largest producers of Tahini in the world.



**We expect from our suppliers not only good prices all the time, but also on other aspects such as quality improvement, which requires constant research and development for the plantation process itself. We need to see more involvement of agricultural engineers in order to have healthier seed for tahini and for better quality of the oil.**

We also need to see more efforts and find solutions to eliminate salmonella, e-coli, from sesame plantations as

well as the pesticide residue issues so as to comply with modern day food safety and quality standards across the world.

The global demand for sesame has grown dramatically in the past few years and will keep on growing in future also. Humus, which is a Mediterranean side dish consumed in a very limited geographic area. Today it became No. 1 healthy vegan food especially across the super markets in US, Canada, across European countries, etc.

**Mr Alok Bhargava, Praramb Agri Trading DMCC, presented on pre, post shipment and trade challenges arising out of African countries.**



There are some quality related complaints received from countries like China, Japan and Turkey. But the system from Africa is that the middle man will collect sesame from different small holding farmers, then it comes to the warehouse of the exporter or cleaning plants and the quality may vary and accordingly the price of each origin differs.

Based on my experience in this field in Africa, there is a seesaw change in quality of African produce, now the

farmers are being educated and this is not the same Africa what we have seen 10 years ago.

In most of the African countries cleaning process is time consuming. In Nigeria and Ethiopia, we have electricity problems.

Nowadays currency fluctuations are challenging for traders both at origin and at destinations. Another challenge is with respect to shipping and port restrictions, i.e., short shipments.

**Most of post shipment complaints are about transit time especially from West African countries. Other issue of importance is pesticide issue with respect to Japan, where in the cargo is being rejected even for minor variations.**

**Mr Sheriff Balogun, National Sesame Seed Association of Nigeria:** On the quality front, In Nigeria most of the sesame seed producers are small holder farmers, with production ranges from 200 kg to 500 kg. One can't ignore them and they should get decent amount for their produce so that it encourages the farmers to continue farming.



**Some of the challenges by Nigerian farmers are issues related to aflatoxin and salmonella. Shipments problem exists in Nigeria and improved considerably in the last few months.** Short shipment problems were discussed which is the problem faced by the shipping lines just in the case of transit time and exporters have no control over that. We will discuss the same with shipping lines and how to overcome on the same.

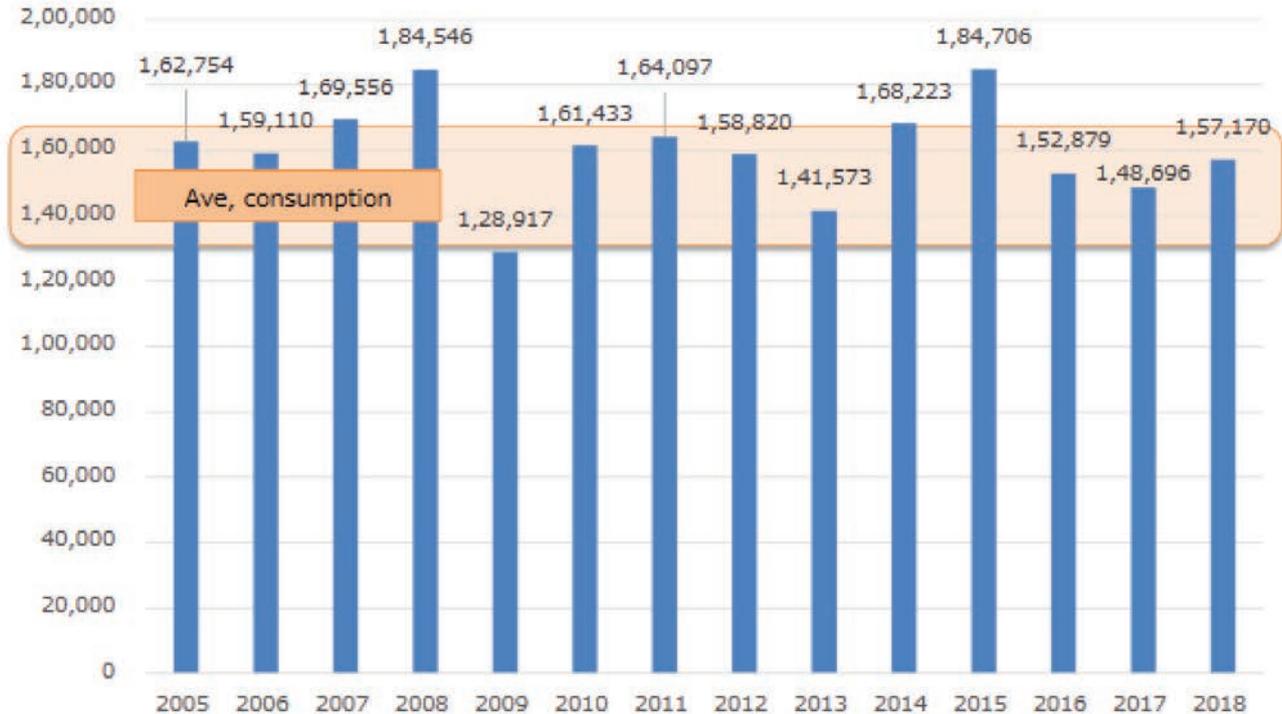
**Trade challenges in the Japanese market, Mr Tomohisa Fujimoto, MITSUI & Co.**



**Overview of Japanese market:** Average imported quantity of sesame is 150-160 thousand tons per year. Prefer stable supply. Manufacturers are managing the stock by themselves (No position without buyer). Each manufacturer has their own preferable origin. Main origin of supply is Nigeria, Tanzania and Burkina Faso (Approx. two months from ETD to ETA).

**Some of the operational challenges are shipment delay and cargo damage while during transportation (inland and ocean).**

### Japanese Imported Quantity in tons



### Pesticide Issues

**Positive List:** It is a pesticides regulation that is covered to all agricultural products. Trading company and Sesame oil/edible manufactures have to analyse about pesticides in order to make it food safety. **Due to strict enforcement of pesticides regulation, countries while exporting to Japan should adhere to their criteria;** otherwise may face rejection of their cargos. In the last 18 months, 8 cargos have been rejected for high pesticide levels.

<Detection list by official survey recent two years>

Date	Origin	Detection		Detected value	MRL
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:** Educate farmers and local traders about correct usage of pesticides.

## Open house - Global Sesame Council

**Mr G Chandrashekhar**, Independent Director, Foretell Business Solutions, advocated the need for the Global Sesame Alliance (GSA), as currently, sesame's potential is under explored, considering its health benefits, potential usage as ingredient for processed foods and usage in pharma and cosmetics.



- Needed a systematic approach to promote production, processing, value addition, distribution and consumption
- Will benefit all stakeholders: growers, processors, consumers, traders, service providers

### The Way Forward

- Global Sesame Alliance (GSA) of stakeholders may be the answer
- GSA will be global platform; GSA can help address quality and trade issues, to start with; then look at production, processing, consumption, policy, investment, research etc
- Sesamum sector helps advance U.N. SDGs
- We can work with governments to recognise/ support GSA
- Work with international institutions such as FAO
- U.N. International Year of Sesamum
- World Sesamum Day
- Will open up exciting opportunities!!

### Mr Jay Chandarana, Dhaval Agri

Global Sesame Council is a very good idea which needs to be supported. I believe it would help in sustaining and growing the demand for sesame which is very important for the industry.



### The Context for Sesame seed

- World production 4-5 million tons (India, China, Nigeria, Tanzania, Myanmar, and many other countries)
- Consumption value ~ \$ 6.5 Billion
- Markets: Japan, Turkey, USA, Europe, China, India, and many others
- Oilseed: health benefits; rich source of essential nutrients; excellent ingredient for processed foods; lends itself to value addition; functional food; used in pharma/ nutraceuticals; cosmetics;
- Yet, potential is under-explored
- Smallholder cultivation; low yields; newer challenges (GW/CC)
- Logistics issues in cargo movement
- Contract performance issues
- Under-developed MIS
- Inadequate research on health benefits

### Capture Market Opportunities

**Mr Sandeep Bhura, supported the idea of Global Sesame Council as it can help in knowledge sharing on industry best practices.**



Left to Right: **Mr Samuel Marshall, Mr Sandeep Bhura, Mr Jay Chandrarana  
Mr G Chandraskekher and Mr G Srivatsava**

# Global Sesame Industry, Challenges, Opportunities and Food Hulling industry and food safety

Mr Mukul Gupta, CEO & Director, Shakumbhri Expo Impo Ltd., India



- 20 Years ago, buying of any quality from market yard for export purpose existed, similarly Africa doing it now.
- Indian Exports now, are 100% value added or processed.
- Even the basic 99/1/1 grade goes through a processing line for grading and cleaning.

### Global sesame Trade estimates

World sesame **trade doubled** as compared to 2008-09, touched 2.28 million tons in 2018-19,

In value terms also doubled, providing **better remuneration to farmers.**

**Positive connectivity** between the producers and consumers.



### Introduction

- In last two decades, sesame industry evolved and flourished'
- From "Non Sortexed Sun Dried Hulled Sesame" to "Washed/Sortexed Natural sesame"

### Indian export and import (Last 10 YEARS) (Quantity in MT)





## Classification

### Indian Hulling Units – Classifications

- EU necessary Certifications such as HACCP, BRC, IFS SEDEX etc. process and export directly and Imports.
- Basic units process local raw material alone, serving the Merchant Exporters
- Units process only for domestic demand periodically or process Bengal Double skins Cargo for export purpose

(Bengal double skin has a parallel market which is traditionally taken into consideration of Global Hulled Supply)

## Segmentation by Application

- Food
- Pharmaceutical

## Opportunities Ahead

- Food Industry dominates sesame seed market.
- Growing sesame seed-bases sauces, Marinades in world and Chinese-Arab-African food culture, contributes significant growth.
- Some of the EU countries use sesame oil as substitute of olive oil.
- Pharmaceutical is expected to remain vital in Sesame market.
- Sesame seeds are natural laxatives, useful for treating diseases such as Constipation and digestive problems.
- **Sesamin is Lignan extracted from Sesame oil, is being used as a dietary fat-reduction supplement.**
- **With very limited competition, Sesamin's potential can escalate the industry in coming years.**
- Medical tourism is on a rise and use of Sesame Oil is bound to pick up.
- World has shifted towards consolidation.
- African suppliers and Indian Traders are towards fulfilling Global demand.
- **Open access to all, with a new crop coming every 3 months somewhere in the world.**
- **Ideas shifted from "Best price", to "Best time".**
- African Exporters - No need for stocking goods in warehouse when easy access to the buyers available at any port.
- Partnership with good suppliers reduces risks for the

importers.

- Port stock in china 150 thousand MT, increased consumption and constancy in prices due to availability.

## Challenges

Environmental Impact: - Hulling Industry uses lot of water and energy Investment in conservation required to push the prices.

**Finance:** - Finding bigger pools of finances helps sustainability in growth.

**Stagnated Growth:** - In developed nations such as US, EU, Japan etc., the growth practically stagnated, is a concern.

Carry Overs: - Carry over stock seen all time low in last few years. Better harvest in all destinations required to sustain the market and escalate the trade.

## Food safety

**The new Age Agri Business are "Farm to Fork" or "Soil to Stomach" personified.**

- Know what our farmers grow, how they grow it, process and final end use
- Know destination-wise quality suitability/requirement
- Food Safety - Pesticides and Microbiological limits remain challenging. Norms getting tighter, rising consumer awareness.

### I. Contaminants

Countries set Limits for contaminants as heavy metals, mycotoxins and cross contaminations, avoiding quality and food risk.

### II. Labelling

Food placed on the market must conform to the many legislations with regards to food labelling. Wrong declarations can cost a fortune these days.

### III. Traceability

Proper traceability required, identification of Pesticide Residue problems.

### IV. Food safety certification

Buyers require standards beyond HACCP. These include;

- BRC, IFS, ISO22000, GMP+ and SEDEX etc. Investment is required.

**V. Social compliance and sustainability**

Organizations endeavour to protect the health, safety, and rights of their employees, the community and environment.

Organization operates, and the lives and communities of workers in supply and distribution chains.

Investment in Human resources required for long term sustainability

**VI. Fair trade**

Designed to help producers in developing countries to achieve better trading conditions.  
Providing fair price to the farmers.

**Conclusion**

- Sesame industry, an emerging one with prominent value additions.
- The potential can be reached to the world-wide consumers.
- Other fancy seeds like Chia, Quinoa etc., are marketed well.
- Sesame seed also can be labeled as real health food or a niche product.
- Mustard is one of the major competitors for Sesame in all three forms (Raw, Oil, paste).
- Tahina (Sesame paste) still has limited usage despite its key components.
- Growing/popular Vegan diet may help increasing sesame market growth.

# Financing the Sesame Supply Chain

**Mr Zhuang Liang, Aglook**

According to Mr Jack, both side defaults (both buyer and seller) and quality are some of the major problems faced by the sesame industry; also, the capital cost is exorbitant and the imported price of sesame seeds from abroad to China markets is cheaper than from the country of origin, are some of the other problems.



According to Mr Jack, the warehouse receipt system could solve the above problems of the industry.

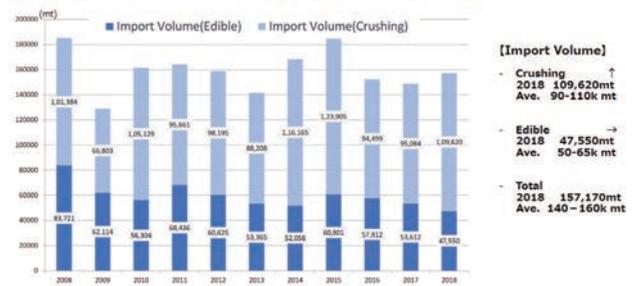
## Sesame Consumption Trends in Japan

Mr Shohei Kagoshima, Itochu Corporation



Japan uses edible grade for non-crushing product with purity of 99.5-99.97 percent, for hulled, roasted and pasted sesame. Japanese customer chooses not only purity of the product but also prefers good colour, taste and flavour. In 2018, Japan imported around 157,000 tons of which crushing volume is about 70 percent and edible grade at 30 percent.

**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

## 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)

## Specification for Japan market (Crushing & Edible Grade)

<p><b>Crushing Grade</b></p> <p>[Origin] Africa(Main 5)</p> <p>[Admixture] 2% Max</p> <p>[Oil Contents] 52% Min*</p> <p>*Low oil contents = Discount</p>	<p><b>Edible Grade</b></p> <p>[Origin] C/S America, Asia etc.</p> <p>[Purity] 99.5-99.97%</p> <p>[Oil Contents] 50% Min</p> <p>[Color] Black / White *</p> <p>*Mainly color-sorted</p>	<p>[Incoterms] C&amp;F *</p> <p>[Shipment] After sample approved *</p> <p>[Packing] PP Bag 50kgs * (Plain Type)</p> <p>*It depends on customers</p>
<p><b>Standard Specification</b></p> <p>[Free Fatty Acids] 2% Max</p> <p>[Moisture] 7% Max</p> <p>AND...</p> <p><b>[Pesticide Residue] NOT DETECTED</b> with the Certificate issued by FOSFA approved Laboratory</p>		

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



## Edible Grade for Japan market

<p><b>Edible Grade</b></p> <p>[Purity] 99.5-99.97%</p> <p>[Oil Contents] 50% Min</p> <p>[Color] Black / White *</p> <p>*Mainly color-sorted</p>	<p><b>Quality Check Points(Admixture)</b></p> <table border="1"> <tr> <td>Stem</td> <td>Other seeds</td> <td>Black Stone</td> <td>Stones &amp; Sands</td> <td>Others</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>	Stem	Other seeds	Black Stone	Stones & Sands	Others					
Stem	Other seeds	Black Stone	Stones & Sands	Others							

### 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)

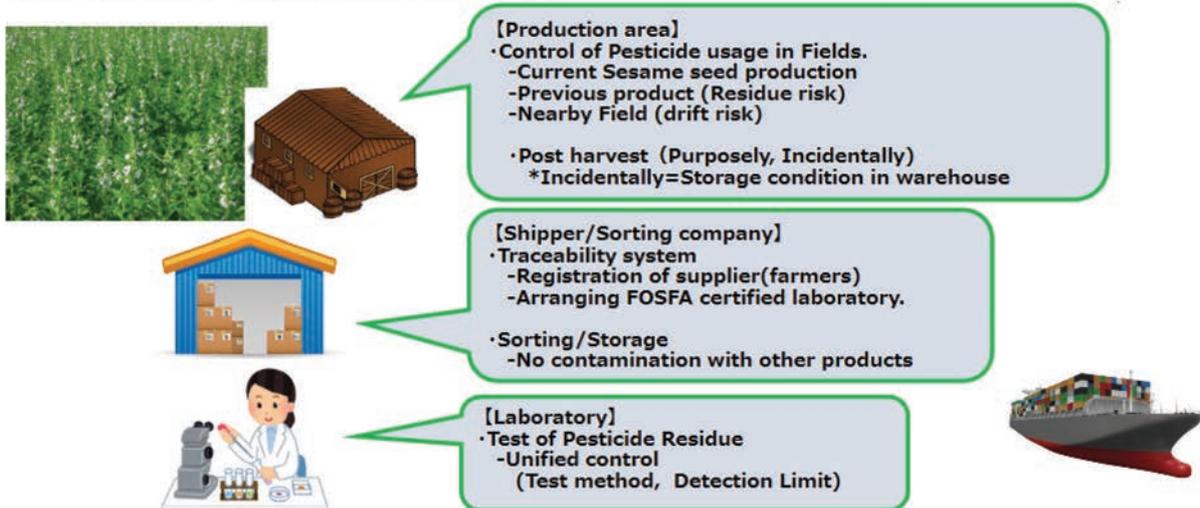


[Memo]

- Last year joined line-up as New Flavor

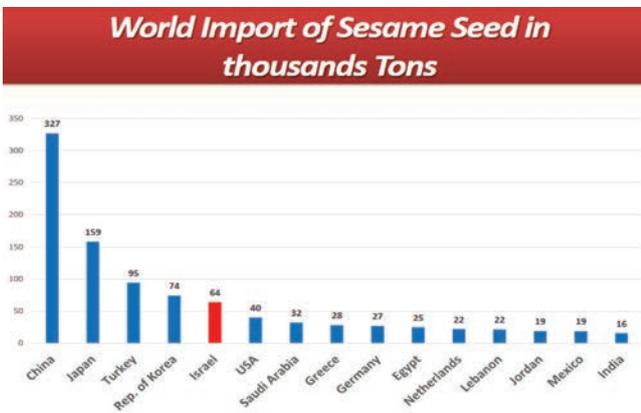
## Structuring of traceability system

How to control the pesticide residue...?



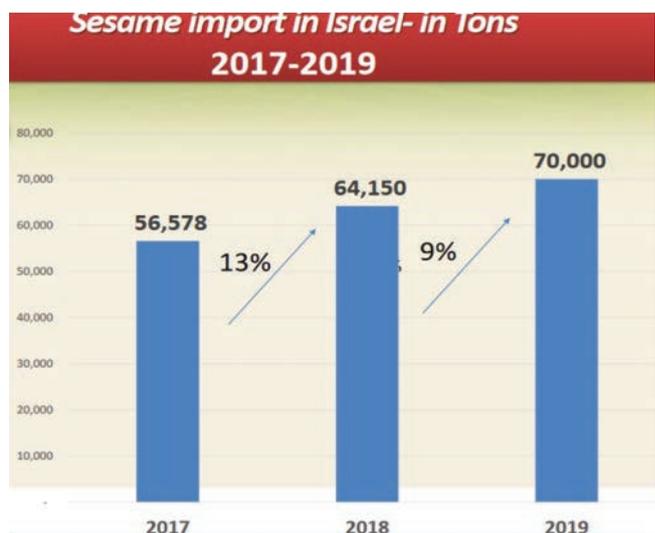
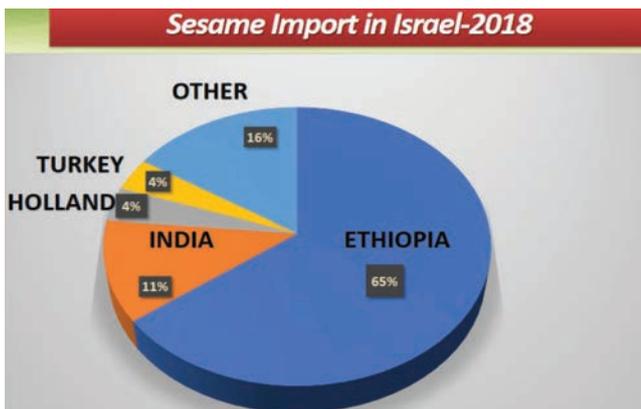
## Sesame Consumption Trends in Israel Mr Yaniv Tal, Prince Tahina

- Prince Tahina is the worldwide leader in Tahini and sesame’s based products. Established in 1988, family owned, by AFIF and ISA Tanous
- Tahini Production capability more than 18,000 tons per year, purchases 23,000 tons of sesame per year, of which more than 60 percent is exported.
- Invested Millions of dollars. Ours is the most advanced Tahini factory in the world, with full automatic machines with computer control. Development of new Tahini product based on sesame and Tahini.



**Major Sesame Seed Importing Countries in the World**

Country	Avg. Annual	Share (%)	Growth (%)
China	327,106	27.33	8.28
Japan	158,832	13.27	6.28
Turkey	94,663	7.91	6.61
Rep. of Korea	74,181	6.20	6.31
<b>Israel</b>	<b>64,150</b>	<b>5.02</b>	<b>6.63</b>
USA	40,256	3.36	6.04
Saudi Arabia	32,498	2.72	6.62
Greece	27,988	2.34	6.50
Germany	26,937	2.25	6.48
Egypt	24,897	2.08	5.85
Netherlands	22,445	1.88	6.09
Lebanon	21,539	1.80	6.43
Jordan	18,859	1.58	6.62
Mexico	18,833	1.57	6.29
India	15,646	1.31	8.88



## Understanding the Value-added Sesame Industry of Turkey



(From left to right) **Mr Huseyin Celik**, Tunas & Celiker Food Industry, **Ms Berham Bahceci**, Hakan Agro DMCC (moderator), **Mr Levent Buyukince**, INCI Gida Sanayi Ticaret Limited and **Mr Alper Onel**, Orgin Agro Trade Ltd

Ms Berham Bahceci of Hakan Agro DMCC moderated the session on understanding the sesame value added industry of Turkey. On being asked by Berham on the challenges facing Turkey markets, Mr Huseyin Celik of Tunas is of the view that price is the foremost challenge and nowadays market perception is changing with newer and innovative products.

**Sesame Market in Turkey 2018-19**  
**Mr Alper Önel-Chairman, Orgin Agro**



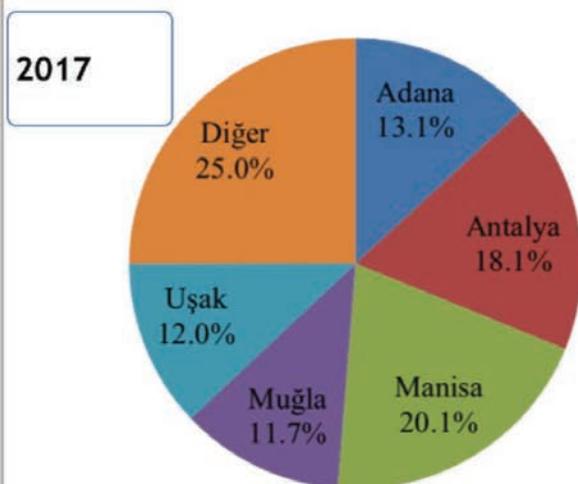
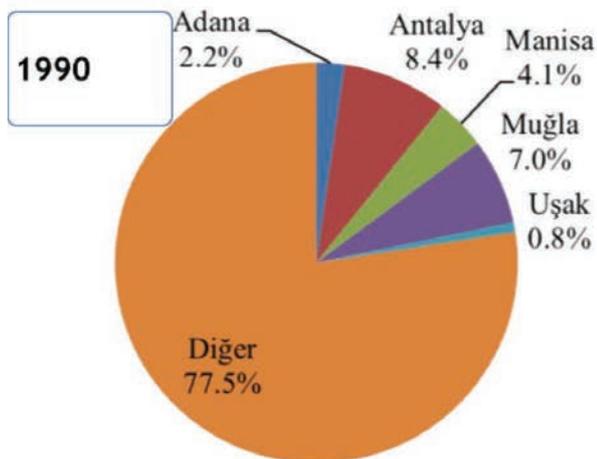
This USD/TRY Chart lets you see this pair's currency rate history for 1 year



Production of Sesame Seeds in Turkey

YEAR	FARM AREA/DEKAR	TONNES	YIELD/KG
2000	509 000	23 800	47
2001	500 000	23 000	46
2002	480 000	22 000	46
2003	440 000	22 000	50
2004	430 000	23 000	53
2005	424 500	26 000	61
2006	399 393	26 545	66
2007	297 807	20 010	67
2008	292 236	20 338	70
2009	280 916	21 036	75
2010	318 242	23 460	74
2011	266 455	18 000	68
2012	292 063	16 221	56
2013	248 070	15 457	62
2014	263 496	17 716	67
2015	280 887	18 530	66
2016	289 332	19 521	67
2017	280 316	18 410	66
2018	259 858	17 437	67

Main cities of sesame production in Turkey as below graphics - around 50% in Aegean region and 40% is in South of Turkey. During 1990 which seems to be 77.5% others that it was Şanlıurfa city which was main production area of sesame seeds then farmers returned other agro commodities in this city instead of sesame since 2000.



### Consumption in Turkey

- The statement further showed the annual sesame production in Turkey as between 17k-20k mt and domestic consumption as 130-150 thousand tons, it means that Turkey was not a self-sufficient country in sesame. The main reason is that in fact the crop is difficult to harvest due to high cost of labour and production is going down year after year.
- It is used in bakery products and confectionery. The most prominent bakery product named bagel with sesame and its local name is simit. As confectionary it is used for Tahini and Halva
- 65 percent of sesame seeds is used in confectionary industry and 35 percent is in bakery industry. Small size is used for simit mainly occasionally for tahini and big size is used mainly for tahini-halva and breads. We accept sizes as small as Chad-Maiduguri-Wollega-Uganda/some part) and Guinea Conakry. Rest of sesame is accepted as big size.
- Daily simit consumption is around 2.5 million pieces mainly in metropolitan cities as well as Istanbul, Ankara and İzmir and they consume simit with cheese and tea in there breakfast.
- The main season of sesame is winter during September to June and consumption is down during June, July and August; and most of the manufacturers will take care of repairing and maintenance of their factory and sending their staffs on holiday.
- Another peak month is Ramadan which is one of the most important muslim festival, during that all of sesame products which includes tahini, halva and roasted sesame, where the quantum of sales jumps manifold
- There are around 100 sesame millers in Turkey what they produce tahini and halva and roasted sesame or only tahini and roasted sesame in their factory.

### Local Trading

- Sesame hub is Mersin port in Turkey which handle of 95% of total sesame import. There are many bonded warehouses which hold sesame and trade locally by traders
- Recent years by coming Syrian traders in the market competition is getting at high which make happy to buyers as they are getting better price.
- Transit business are going down since three years because of violence in Iraq who was one of the main natural sesame buyers and they had been buying through Turkish traders from Mersin. Especially Basuka city was affected very much due to violence in recent years where there were many tahini and sesame manufacturers in Iraq.
- Hulled market changed hand. Mainly hulled sesame had come from India till 2017 when Government decided to support local manufacturers and they pull duty low for natural sesame and has kept at high for hulled sesame. You can see from import table which our import from India decreased sharply and beginning of our export is going up year on year (see from export table)
- End of 2014: Duty of natural sesame was decreased from 23.4 to 10 percent and duty of hulled kept at 23.4 percent at the same time equal at customs for nss 1700 USD per ton and 2400 USD per ton for hulled.
- By 2017: Duty for natural came to zero from 10 percent and hulled came 10% from 23.4 also change equal at custom as nss 1200 USD per ton and it is at 1600 USD per ton for hulled.

### Turkey Sesame Export Data

country	2014/MT	2015/MT	2016/MT	2017/MT	2018/MT
<b>total</b>	<b>3117</b>	<b>3035</b>	<b>5737</b>	<b>7048</b>	<b>13919</b>
	Nss:2421	nss:2477	nsl:3450	nss:1581	nss:1928
	hulled:696	hulled:578	hulled:2287	hulled:5467	hulled:11991
GREECE	102	94	159	337	2523
JAPAN	2413	2229	3401	1425	1499
SYRIA	147	26	341	164	626
IRAQ	223	302	1074	2609	1474
ISRAEL	3	-	1074	2609	1474
POLAND	-	-	91	154	616
OTHER	194	342	235	1119	3882
<b>DESTINATIONS</b>					

### Turkey Sesame Export Data

- Turkish sesame is known best quality of sesame in the world which is called golden sesame.
- According to export table, our main market is Japan what we have sold our local natural sesame seeds and why they have preferred our quality because of high oil content and taste
- Companies in Turkey have increased their investment in research and development (R&D) for hulled sesame market and has extended their hulled sesame market against India. As you know India is known biggest hulled sesame supplier in the world. so main market for Turkey is CIS -Europe and Middle East countries
- Turkey is competing to Lebanon and Israel for tahini especially to American market. Hummus consumption is going to increase every day in America and Turkish quality is already is talk of the market.

### Turkey Import

- Turkey is the 3th biggest sesame buyer in the world after China and Japan
- Import is upward every year and it is around 8-10% higher than previous year between 2014 and 2018
- Our biggest supplier is Nigeria since long time because millers have set up in standard quality in their final products with this origin.
- In recent years, Sudan became second biggest supplier for Turkish market. Syrian traders have played key role to import sesame from Sudan into Turkey
- Chad sesame is the new star in the last five-six years and it's import has reached more than double since 2014. Actually chad sesame was not new but it was coming only through Nigeria which is named as maiduguri type; however, recent years' direct shipment from Chad to Turkey through kamerun (doulan port), but still another 50 percent come from Nigerian ports. As you know Chad sesame is number one quality for bakery industry.
- India lost its hulled sesame market in Turkey because import duty was brought to help the local sesame millers.

country	2014/MT	2015/MT	2016/MT	2017/MT	2018/MT
<b>total</b>	<b>110923</b>	<b>126384</b>	<b>137011</b>	<b>145812</b>	<b>152237</b>
NIGERIA	52392	78060	74132	67812	77544
SUDAN	3127	11323	14399	30421	30073
CHAD	9047	12426	13758	14588	16725
ETHIOPIA	14457	7532	11711	11716	11333
INDIA	11106	2695	3465	3323	2066
GUINEA	1110	2010	3429	2301	3101
UGANDA	1205	520	784	1774	2789
OTHER ORIGINS	18479	11818	15333	13977	8606

mainly:  
Mozambique  
Pakistan and  
Others(Burkina, Egypt, Burk  
ina, Senegal,  
Mali, Togo etc.)

### 2019- Monthly Imports

country	january	february	march	april	may
<b>total</b>	<b>9.949</b>	<b>15.730</b>	<b>23.204</b>	<b>19683</b>	<b>20.050</b>
NIGERIA	4.366	8.293	10.240	8.776	7.646
SUDAN	2.339	3.078	3.209	4.470	4.500
CHAD	284	446	5.072	2.003	2.942
ETHIOPIA	798	1.235	1.235	1.805	1.500
UGANDA	135	74	190	418	815
SENEGAL	0	292	627	202	-
BURKINA FASO	1128	189	846	264	187
OTHERS(EGYPT-GUINE-GAMBIA-SOMALI ETC)	896	2.123	1785	1745	2460

**From Past to Future with Tradition and  
Innovation,  
Mr Huseyin Celik, Celikler Food Industry &  
Tunas Food Company**



Tunas is one of the biggest producers of value-added sesame products having more than six decades of experience. We are the market leader in US in ethnic international market; selling mostly tahini and preserves to the US market and our customers are mostly hummus producers in US. Hummus is very popular in North America.

We supply hulled sesame, and produce sesame paste and hand-made halwa tahini and supply to retailers in Turkey and abroad. Tunas accounts for 15-20 percent of the total sesame seeds imported by Turkey.

**Growth Drivers in Sesame Value Addition Industry in Turkey**

Easy access to emerging market destinations, geographical advantage of logistics, Hygienic processing conditions and certification, no duty on import for re-export of sesame seed, Government subsidies on export marketing and job creation and Geo-political stability as compared to other regional countries are some of the growth drivers in sesame value addition industry in Turkey.

**Mr Levent Buyukince, INCI Gida Sanayi  
Ticaret Limited**



“INCI” is the Turkey’s leading tahini and sesame seed producer with a daily capacity in excess of 25 tons. Tahini is the raw material of halwa and it is mainly consumed in the country during breakfast. We ship our products under the most hygienic conditions with chrome and insulated tankers suitable for food preservation and shipment.”

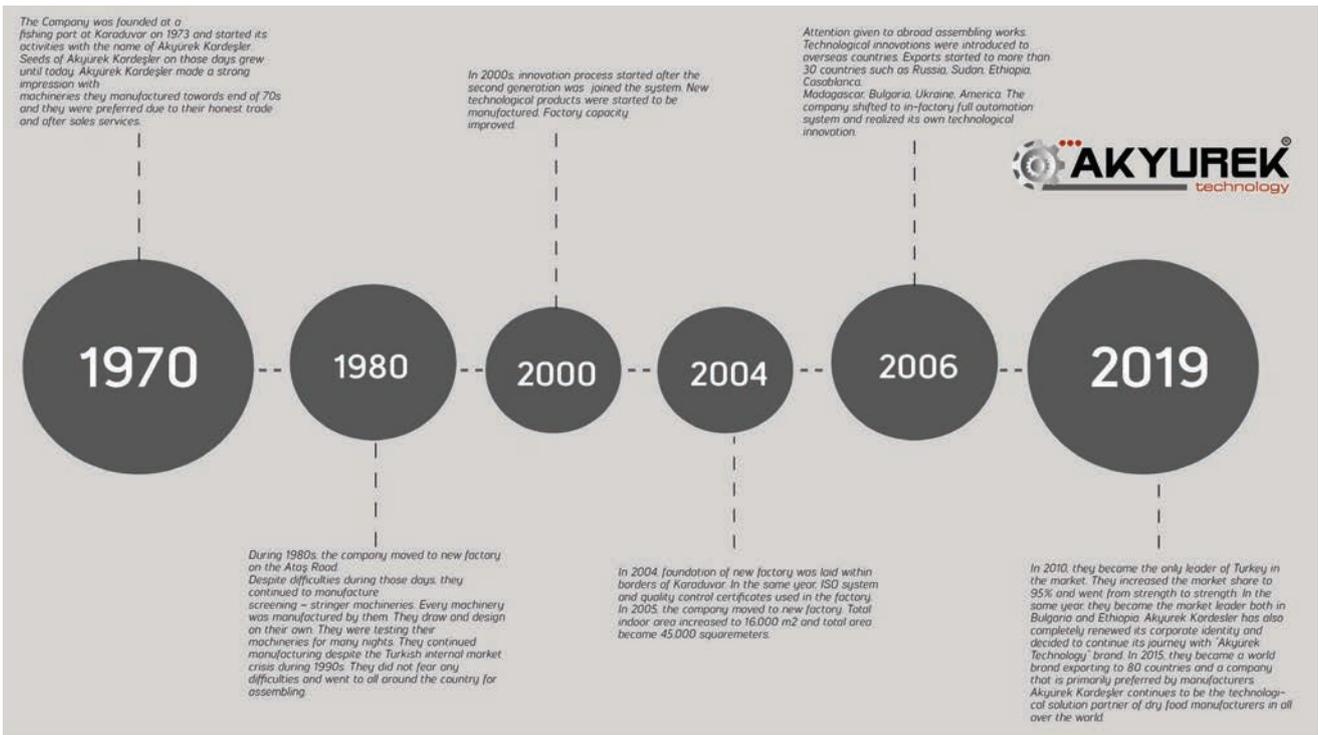
## Technology Forum: "Recent Technological Developments in Sesame Processing"



### Mr Ali Tugbay Tavukcu, Akyurek Technology, Turkey-Mersin

Akyurek Technology company has been manufacturing machineries for post-harvest cereal, pulse, seed and oilseed food processing technology industry since 1973.

With assembling works and technological innovations, Akyurek is exporting its machineries to more than 30 countries. Akyurek comes out with various processing technologies on sesame such as sesame peeler, zig zag air husk separator, seed brush cleaner, aspiration air channel, sesame seed dryer, seed brush cleaner, optical colour sorter etc.,



## SESAME PEELER

Akyurek's Sesame Peeler SP-4000 Series is a precise and efficient friction type dehulling units applicable for processing all kinds and types of Sesame seed peeling.

Fully enclosed Hygienic Operation.

Minimized utility bills comparison to other traditional methods of peeling.

No chemical or salt used during Sesame Peeling Process.

High quality product without modifying Sesame's natural properties.

Improved peeling systems via Innovative technology.

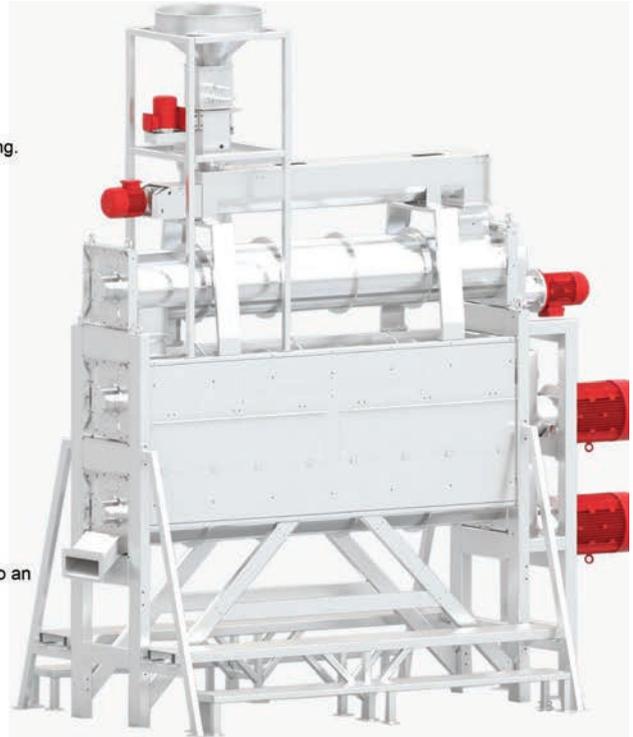
The peeling system is made of three cylinders.

For optimum and high yield peeling process the first cylinder mixes the seeds with water in a continual and homogeneous way.

For peeling process second cylinder creates friction between the seeds.

The third cylinder continues the friction process with the same friction technique, so an optimum and high quality result obtained with process repeat.

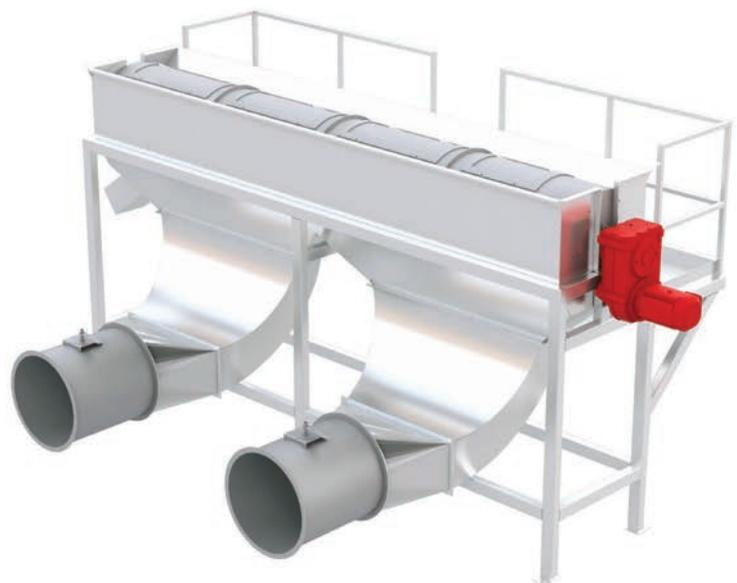
Regulation of input parameters control via on board PLC Panel.



## SEED BRUSH CLEANER

Seed Brusher is designed for many application;

- \*Removing the black spots of sesame seeds on the nose of the seed
- \*Continue hulling process for semi hulled sesame
- \*Cool down the previously treated product in the dryer to a room temperature
- \*Removing hull that has loosen in the drying or roasting process.



## SESAME SEED DRYER

Sesame is fed to the machine by means of supplied conveyor equipment; intake of Drier equipped with a short Screw Conveyor to feed the Drying Chamber. Hot air is supplied to chamber with fan and Sesame is exposed to hot air when enters to chamber. High moistures sesame remains on lower level of Chamber and as hot air applied to Sesame, the moisture evaporates from seed and Sesame starts to get lighter. With hot air blast from beneath the chamber lighter Sesame arise to a higher level in Chamber and directed to accept outlet chute where a short screw conveyor discharges seed to next process.



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## OPTICAL COLOR SORTER

Ultimate: high resolution TRICHROMATIC FULL COLOR RGB sorter with integrated shape-sizing system.

Technological: image acquisition using HSI technology to see almost as a human eye.

Additional NIR cameras available (option)

Precise: SORTURK 'NEW GENERATION' software can recognize up to 16 families of defects. Optical resolution 0.1mm

Max Capacity: highest production capacity RGB trichromatic sorter with 1 to 10 chutes models

Flexible: Multichannel models divisible in 4 complete independent sections (4 sorters in 1)

Reliable: thanks to over 10 years' experience in electronic sorting

Unique: with airtight, conditioned and tilting optical boxes for their easy opening



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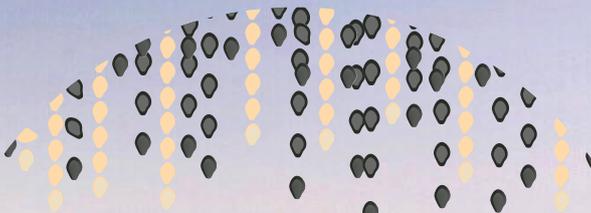
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