



South Korean Sesame Market Introduction

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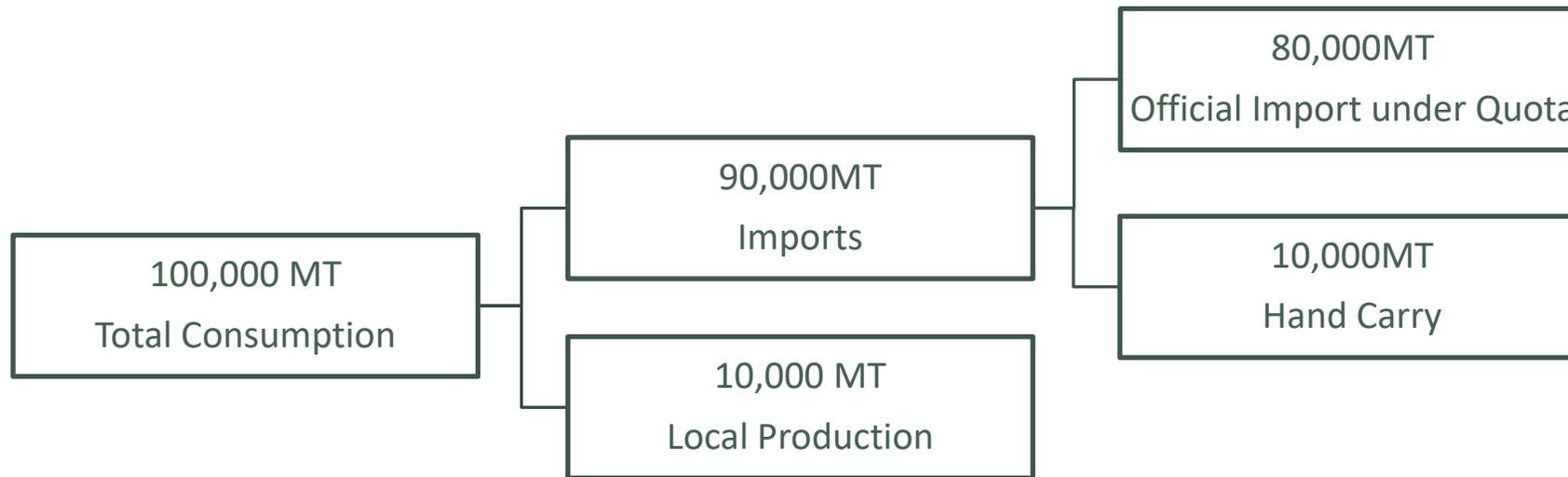
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CONTENTS



- Demand
- Import Origins
- Import Pattern
- Korean Tender
- Trends and outlook

DEMAND



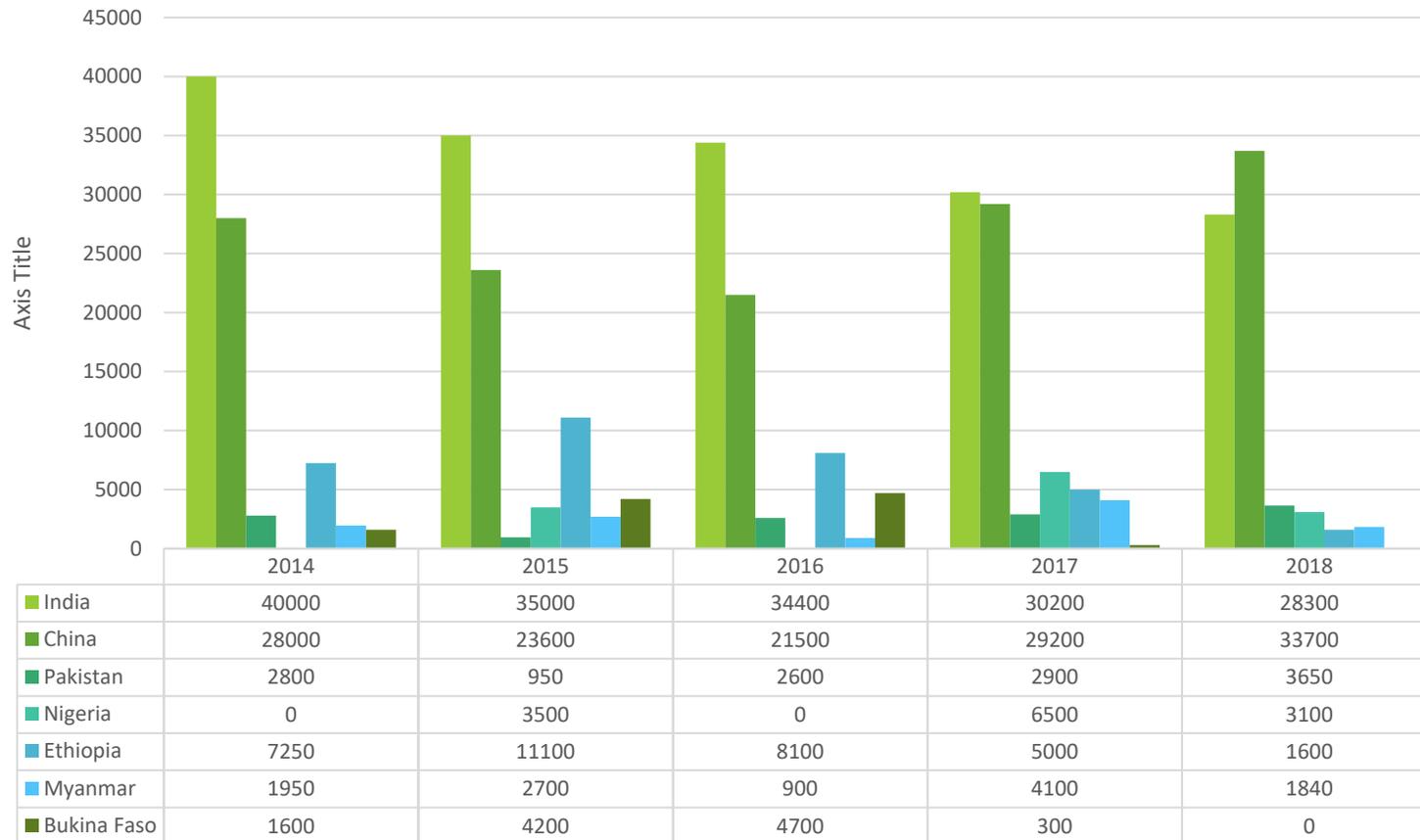
Tariff on Sesame Seeds Import:

- Private Import without Quota: 630% of import value (CIF discharge port)
- TRQ: 40% of import value

Origins Supplying to South Korea.



Import data



Observations:

- ❑ Stake of India and China together makes up for around
- ❑ Market stake of China has been rising over the few years.
- ❑ Indian Stake in the Korean Market has been declining.

IMPORT PATTERN



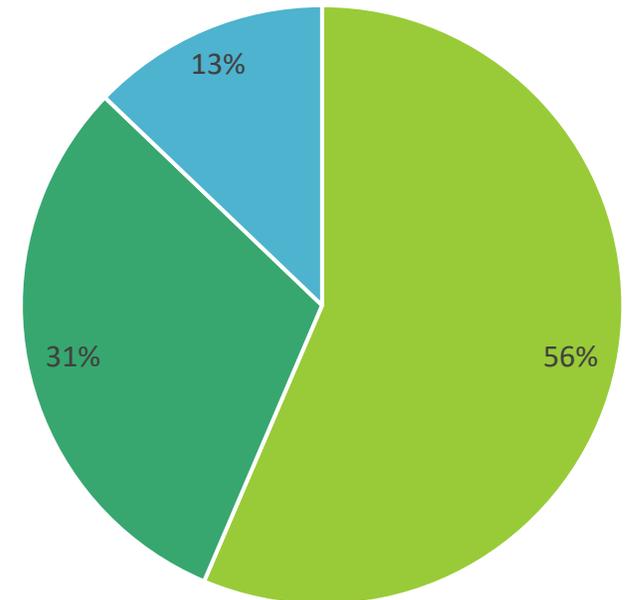
Sesame Seeds is imported through 3 main Channels

Government Tender.

China FTA

Private Quota.

Korean Import - 2020



■ Tender ■ China FTA ■ Private Quota

GOVERNMENT TENDER



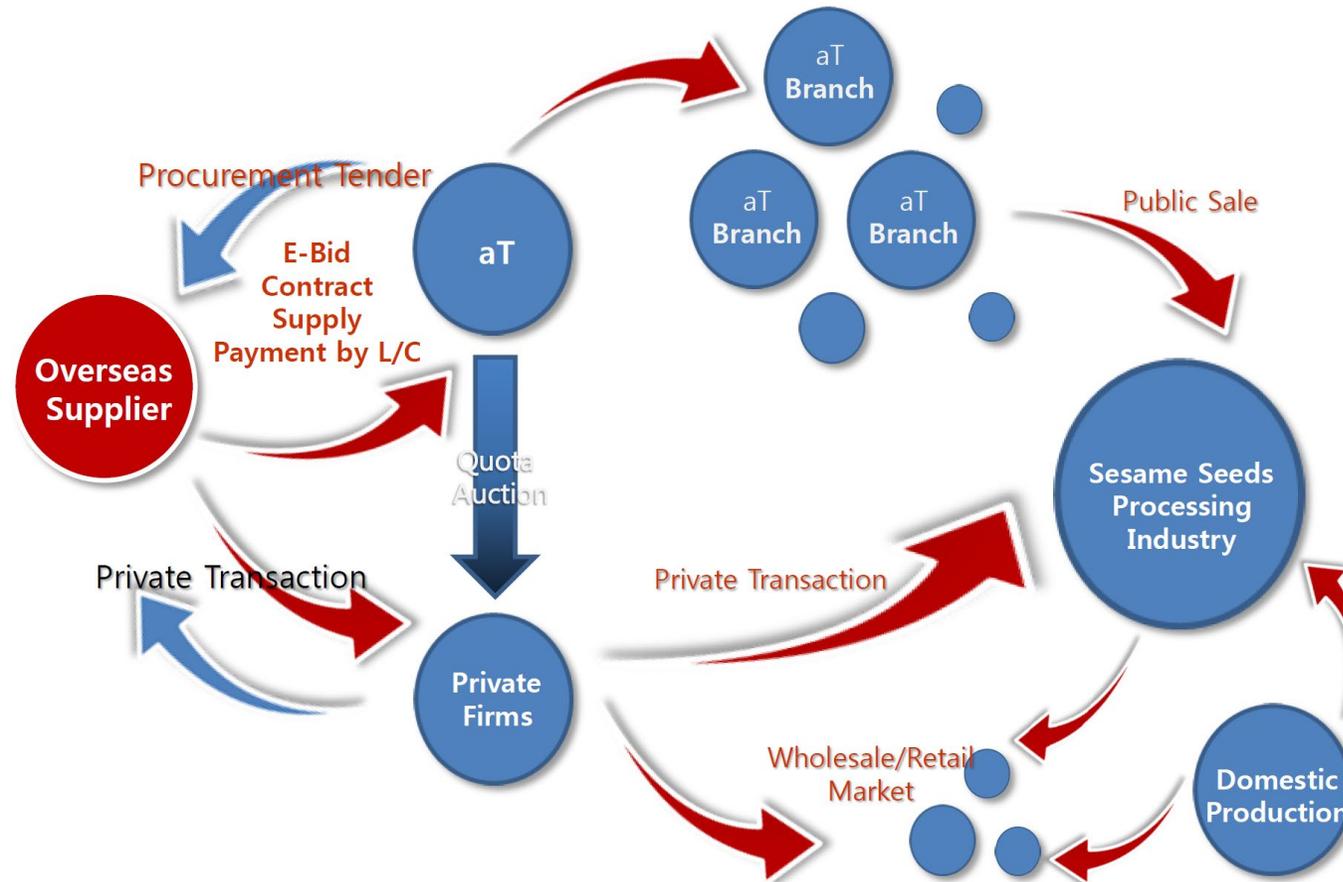
aT, a state-owned company established for price stabilization, agriculture & fisheries industry promotion and farmer/fisherman support, etc., has been controlling TRQ for and on behalf of the Ministry of Agriculture, Food & Rural Affairs and is responsible for importing a major chunk of Korean Import of Sesame seeds.

Imports Sortex-ed Sesame seeds for Edible and Crushing use.

Recent trend of preferring General Quality rather than High Quality.

PARAMETER	HIGH QUALITY	GENERAL QUALITY
MOISTURE		Max 10%
OIL		Min 48%
VOLUME WEIGHT		Min 580 g/L
FOREIGN MATTER	Max 0.2%	Max 0.5%
IMMATURE KERNEL	Max 0.3%	Max 0.5%
CORTICAL DAMAGE		Max 10%
ACID VALUE		Max 3.0%
OTHER COLOR		Max 0.3%

SUPPLY CHAIN



Main Stakeholders:

- Overseas Suppliers
- Domestic Suppliers
- Agents
- aT
- Sesame Seeds Processers
- Local Distributors

TRENDS AND OUTLOOK

- ❑ The Consumption, Demand and Import level is likely to remain stable in the upcoming few years as well. Korea being an end consumer of sesame seeds is likely to have its demand very stable with some room for growth.
- ❑ Introduction of ETO testing requirement with 0.01 mg/Kg requirement poses additional challenges.
- ❑ Introduction of more origins in the future for supply is a possibility.



THANK YOU

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